

**145 Aspirus Wausau Hospital**  
 333 Pine Ridge Boulevard  
 Wausau, WI 54401  
 715-847-2121

Fiscal Year: 07/01 to 06/30  
 Type: GMS  
 General Medical & Surgical  
 Control: Other Not-For-Profit

County: Marathon  
 Analysis Area: North Central (6)  
 Volume Group: 7

Selected Utilization Statistics	FY 2010	All GMS Hospitals		Analysis Area 6		Volume Group 7		FY 2010 vs. 2009	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2009	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	64.7%	56.1%	1.15	59.8%	1.08	68.8%	0.94	69.3%	0.93
Obstetrics	52.1%	39.1%	1.33	45.6%	0.19	49.6%	1.05	49.0%	1.06
Pediatrics	0.0%	48.6%	N/A	53.3%	N/A	35.5%	N/A	0.0%	N/A
Total Hospital	57.3%	55.8%	1.03	60.2%	0.95	65.5%	0.87	63.3%	0.90
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	52.4	28.4	1.84	23.6	2.22	104.2	0.50	56.1	0.93
Obstetrics	8.9	5.1	1.72	3.8	2.31	16.5	0.54	8.3	1.06
Pediatrics	0.0	2.1	N/A	1.3	N/A	4.1	N/A	0.0	N/A
Total Hospital	150.0	51.6	2.91	44.3	3.39	204.9	0.73	159.6	0.94
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	4.1	3.8	1.08	3.7	1.10	4.1	0.99	4.2	0.97
Obstetrics	2.6	2.4	1.06	2.5	1.02	2.5	1.05	2.6	1.01
Pediatrics	0.0	2.0	N/A	2.9	N/A	3.1	N/A	0.0	N/A
Total Hospital	4.2	4.3	0.97	4.1	1.03	4.8	0.87	4.4	0.95
<b>Surgical Operations</b>									
Inpatient	4,832	1,814	2.66	1,372	3.52	7,205	0.67	5,055	0.96
Outpatient	4,957	4,285	1.16	1,829	2.71	13,979	0.35	5,302	0.93
Inpatient as % of All Surgeries	49.4%	29.7%	1.66	42.9%	1.15	34.0%	1.45	48.8%	1.01
<b>Outpatient Visits</b>									
Non-Emergency Visits	78,231	99,026	0.79	65,846	1.19	311,290	0.25	73,711	1.06
Emergency Visits	26,734	16,365	1.63	14,168	1.89	40,915	0.65	26,065	1.03
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	15.0	18.3	0.82	15.0	1.00	53.8	0.28	11.8	1.27
Nurses, Licensed	487.4	199.5	2.44	147.5	3.30	734.0	0.66	416.2	1.17
Ancillary Nursing Personnel	124.4	37.1	3.36	27.7	4.48	146.6	0.85	104.7	1.19
All Other Personnel	1,332.8	439.3	3.03	375.8	3.55	1,446.3	0.92	1,117.8	1.19
Total FTEs	1,959.6	694.4	2.82	566.1	3.46	2,380.8	0.82	1,650.5	1.19
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	5.3	16.6	0.32	15.8	0.34	13.9	0.38	4.5	1.19
Nurses, Licensed	173.4	181.2	0.96	155.2	1.12	189.6	0.91	158.3	1.10
Ancillary Nursing Personnel	44.3	33.7	1.31	29.2	1.52	37.9	1.17	39.8	1.11
All Other Personnel	474.2	399.0	1.19	395.4	1.20	373.7	1.27	425.3	1.12
Total FTEs	697.3	630.6	1.11	595.5	1.17	615.1	1.13	627.9	1.11

**Total Hospital:**  
 Beds Set Up & Staffed 262  
 Discharges 13,121  
 Inpatient Days 54,750

**Contract with:**  
 Health Maintenance Organization (HMO) Yes  
 Preferred Provider Organization (PPO) Yes

**Medicare-certified Swing Beds:**  
 Beds Set Up & Staffed 0  
 Discharges 0  
 Inpatient Days 0

**Newborn Nursery:**  
 Bassinets 17  
 Total Births 1,228  
 Newborn Days 3,596

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 06/30/2010	Discharges & Transfers**	Patient Days of Care	Occupancy Rate (%)	Average Census (Patients)	Average Length of Stay (Days)
<b>General Medical-Surgical</b>							
Adult Medical-Surgical, Acute	1	81	4,718	19,115	64.7%	52.4	4.1
Orthopedic	1	34	2,202	7,391	59.6%	20.2	3.4
Rehabilitation & Physical Medicine	1	16	234	2,671	45.7%	7.3	11.4
Hospice	1	14	667	2,383	46.6%	6.5	3.6
Acute Long-Term Care	5	0	0	0	0.0%	0.0	0.0
Other Acute	5	0	0	0	0.0%	0.0	0.0
<b>Pediatric, acute</b>	2	0	0	0	0.0%	0.0	0.0
<b>Obstetrics</b>	1	17	1,253	3,231	52.1%	8.9	2.6
<b>Psychiatric</b>	1	11	498	2,381	59.3%	6.5	4.8
<b>Alcoholism/chemical dependency</b>	2	0	0	0	0.0%	0.0	0.0
<b>ICU/CCU</b>							
Medical-Surgical Intensive Care	1	18	176	3,706	56.4%	10.2	21.1
Cardiac Intensive Unit	1	8	262	2,056	70.4%	5.6	7.8
Pediatric Intensive Care	5	0	0	0	0.0%	0.0	0.0
Burn Care	5	0	0	0	0.0%	0.0	0.0
Mixed Intensive Care	5	0	0	0	0.0%	0.0	0.0
Step-Down (Special Care)	1	48	3,045	11,507	65.7%	31.5	3.8
Neonatal Intensive/Intermediate Care	1	15	225	1,577	28.8%	4.3	7.0
Other Intensive Care	5	0	0	0	0.0%	0.0	0.0
<b>Subacute care</b>	5	0	0	0	0.0%	0.0	0.0
<b>Other inpatient</b>	5	0	0	0	0.0%	0.0	0.0

Note: data should be used only in rows; do not summarize columns.

\* 1 = Provided-Distinct Unit, 2 = Provided-Not Distinct Unit, 3 = Available in Network  
4 = Contracted, 5 = Service Not Provided

\*\* Transfers, which may be estimated, refer only to those between units.

Occupation	Number Full-Time	Number Part-Time	Number FTE	Occupation	Number Full-Time	Number Part-Time	Number FTE
Administrators/Assistant Administrators	15	0	15.0	Surgical Personnel	18	29	31.7
Physicians & Dentists	1	0	1.0	Radiological Services Personnel	53	77	87.1
Medical & Dental Residents	0	0	0.0	Respiratory Therapists	13	42	37.7
Registered Nurses	247	511	473.3	Occupational Therapists	8	14	11.2
Certified Nurse Midwives	0	0	0.0	Occupational Therapy Assistants/Aides	3	4	4.5
Licensed Practical Nurses	4	25	14.1	Physical Therapists	12	23	19.9
Ancillary Nursing Personnel	61	133	124.4	Physical Therapy Assistants/Aides	6	2	6.5
Physician Assistants	0	0	0.0	Recreational Therapists	1	0	1.0
Nurse Practitioners	0	0	0.0	Dietitians & Nutritionists	2	8	5.6
Certified Registered Nurse Anesthetists	0	0	0.0	Psychologists	1	0	1.0
Clinical Nurse Specialists	0	0	0.0	Social Workers	9	6	12.1
Medical Records Personnel	19	7	23.8	All Other Health Professionals	178	190	269.1
Pharmacy Personnel	33	19	43.7	All Other Personnel	606	258	745.0
Clinical Laboratory Personnel	23	20	32.0	<b>Total</b>	<b>1,313</b>	<b>1,368</b>	<b>1,959.6</b>

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Selected Financial Statistics	FY 2010	All GMS Hospitals		Analysis Area		Volume Group		FY 2010 vs. 2009		
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2009	Ratio	
<b>Gross Revenue as % of Total Gross Patient Revenue</b>										
Medicare	\$304,582,185	50.0%	41.7%	1.20	48.9%	1.02	42.2%	1.19	51.4%	0.97
Medical Assistance	\$58,933,264	9.7%	14.0%	0.69	13.7%	0.71	12.9%	0.75	6.9%	1.40
Commercial	\$215,922,789	35.5%	38.1%	0.93	32.5%	1.09	38.1%	0.93	36.3%	0.98
All Other	\$29,416,614	4.8%	6.2%	0.77	4.8%	1.00	6.8%	0.71	5.4%	0.90
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$193,297,889	31.7%	27.4%	1.16	30.2%	1.05	28.5%	1.11	32.9%	0.96
Medical Assistance	\$41,252,758	6.8%	9.6%	0.71	8.9%	0.76	9.0%	0.75	4.2%	1.60
Commercial	\$44,554,296	7.3%	11.6%	0.63	5.4%	1.36	12.3%	0.60	7.1%	1.03
Charity Care	\$13,065,305	2.1%	1.5%	1.47	1.7%	1.26	1.6%	1.36	1.9%	1.12
All Other	\$7,057,284	1.2%	2.1%	0.55	0.7%	1.72	2.2%	0.52	1.2%	0.93
Total Deductions	\$299,227,532	49.1%	52.1%	0.94	46.9%	1.05	53.6%	0.92	47.4%	1.04
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue		3.2%	3.7%	0.86	2.4%	1.33	2.3%	1.37	4.5%	0.71
Net Gains/Losses as % of Net Income		27.2%	10.6%	2.58	14.2%	1.92	4.9%	5.51	N/A	N/A
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$127,567,119	43.2%	45.3%	0.95	50.3%	0.86	44.0%	0.98	43.4%	1.00
Supplies & Services	\$142,684,140	48.3%	42.1%	1.15	37.8%	1.28	43.9%	1.10	43.8%	1.10
Capital Component	\$22,167,240	7.5%	8.5%	0.88	8.6%	0.88	7.8%	0.96	11.0%	0.68
Bad Debt	\$3,125,730	1.1%	4.0%	0.26	3.3%	0.32	4.2%	0.25	1.8%	0.57
<b>Fiscal Statistics</b>										
Operating Margin (%)		7.6%	7.7%	0.99	6.4%	1.18	7.4%	1.02	7.3%	1.04
Total Hospital Net Income (%)		10.1%	8.5%	1.19	7.4%	1.37	7.8%	1.30	1.8%	5.74
Return on Equity (%)		9.7%	6.6%	1.46	7.1%	1.37	6.4%	1.52	1.5%	6.34
Current Ratio		2.8	3.4	0.81	2.8	0.98	3.6	0.76	2.7	1.02
Days in Net Patient Accounts Receivable		51.5	46.5	1.11	50.3	1.02	45.0	1.14	47.6	1.08
Average Payment Period		46.4	53.3	0.87	52.0	0.89	48.2	0.96	44.4	1.04
Equity Financing (%)		56.6%	60.7%	0.93	59.6%	0.95	61.3%	0.92	54.4%	1.04
Long-Term Debt to Equity Ratio		0.5	0.3	1.60	0.5	1.18	0.3	1.98	0.6	0.86
Times Interest Earned		10.9	7.4	1.48	5.7	1.91	9.3	1.18	2.0	5.43
Total Asset Turnover		0.9	0.8	1.20	0.9	0.98	0.8	1.14	0.9	1.01
Average Age of Plant (Years)		9.2	10.2	0.90	10.3	0.89	11.4	0.80	7.2	1.27
Increase (Decrease) Total Net Patient Revenue		17.0%	9.4%	1.81	3.4%	1.90	18.7%	0.91	6.6%	2.59
Outpatient Gross Revenue (% of Total GPR)		46.6%	53.2%	0.88	51.8%	0.90	47.1%	0.99	39.3%	1.19
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge	\$12,441		\$12,710	0.98	\$12,011	1.04	\$14,659	0.85	\$12,804	0.97
Inpatient Net Revenue per Day	\$2,982		\$2,917	1.02	\$2,932	1.02	\$3,060	0.97	\$2,920	1.02
Outpatient Net Revenue per Visit	\$1,395		\$555	2.51	\$628	2.22	\$582	2.40	\$1,121	1.24

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$608,854,852	Cash & Cash Equivalents	\$41,139,903	Current Liabilities	\$35,465,354
Less Deductions	\$299,227,532	Net Patient Receivables	\$43,696,865	Long-Term Debt	\$104,985,000
Net Patient Revenue	\$309,627,320	Other Receivables	\$3,013,196	Other Liabilities	\$9,465,661
Plus Other Revenue	\$10,182,755			Subtotal	\$149,916,015
Total Revenue	\$319,810,075	Land, Buildings & Equipment (Net)	\$126,434,866	Unrestricted Fund Balance	\$195,290,414
Less Expenses	\$295,544,229	Other Assets	\$130,921,599	Restricted Fund Balance	\$5,845,698
Non-Operating Gains/Losses	\$9,060,462			Total Liabilities & Fund Balance	\$345,206,429
Net Income	\$33,326,308	Total Assets	\$345,206,429		