

**198 Oakleaf Surgical Hospital**  
 3801 W Oakwood Mall Dr  
 Eau Claire, WI 54701  
 715-831-8130

Fiscal Year: 01/01 to 12/31  
 Type: GMS  
 General Medical & Surgical  
 Control: Corporation

County: Eau Claire  
 Analysis Area: West Central (5A)  
 Volume Group: 2

Selected Utilization Statistics	FY 2010	All GMS Hospitals		Analysis Area 5A		Volume Group 2		FY 2010 vs. 2009	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2009	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	27.7%	56.1%	0.49	46.4%	0.60	29.0%	0.96	26.8%	1.04
Obstetrics	0.0%	39.1%	N/A	28.9%	N/A	14.8%	N/A	0.0%	N/A
Pediatrics	0.0%	48.6%	N/A	68.7%	N/A	1.8%	N/A	0.0%	N/A
Total Hospital	27.7%	55.8%	0.50	45.8%	0.60	30.6%	0.90	26.8%	1.04
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	3.6	28.4	0.13	13.3	0.27	4.5	0.81	3.5	1.04
Obstetrics	0.0	5.1	N/A	2.0	N/A	0.5	N/A	0.0	N/A
Pediatrics	0.0	2.1	N/A	0.1	N/A	0.0	N/A	0.0	N/A
Total Hospital	3.6	51.6	0.07	21.1	0.17	6.4	0.56	3.5	1.04
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	2.6	3.8	0.69	3.5	0.74	3.1	0.82	2.6	0.99
Obstetrics	0.0	2.4	N/A	2.4	N/A	2.3	N/A	0.0	N/A
Pediatrics	0.0	2.0	N/A	2.3	N/A	1.7	N/A	0.0	N/A
Total Hospital	2.6	4.3	0.60	3.8	0.69	3.4	0.76	2.6	0.99
<b>Surgical Operations</b>									
Inpatient	508	1,814	0.28	577	0.88	196	2.59	484	1.05
Outpatient	7,560	4,285	1.76	1,775	4.26	1,479	5.11	7,252	1.04
Inpatient as % of All Surgeries	6.3%	29.7%	0.21	24.5%	0.26	11.7%	0.54	6.3%	1.01
<b>Outpatient Visits</b>									
Non-Emergency Visits	7,560	99,026	0.08	46,705	0.16	24,233	0.31	7,252	1.04
Emergency Visits	0	16,365	N/A	8,047	N/A	6,105	N/A	0	N/A
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	7.0	18.3	0.38	7.8	0.89	6.4	1.09	6.0	1.17
Nurses, Licensed	51.9	199.5	0.26	97.2	0.53	41.4	1.25	55.1	0.94
Ancillary Nursing Personnel	0.0	37.1	N/A	19.2	N/A	7.6	N/A	0.0	N/A
All Other Personnel	51.6	439.3	0.12	235.5	0.22	93.6	0.55	48.9	1.06
Total FTEs	110.5	694.4	0.16	359.7	0.31	149.0	0.74	110.0	1.00
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	41.6	16.6	2.50	15.1	2.75	30.0	1.38	35.9	1.16
Nurses, Licensed	308.1	181.2	1.70	187.3	1.64	193.4	1.59	329.9	0.93
Ancillary Nursing Personnel	0.0	33.7	N/A	37.0	N/A	35.4	N/A	0.0	N/A
All Other Personnel	306.2	399.0	0.77	454.0	0.67	437.6	0.70	292.5	1.05
Total FTEs	655.8	630.6	1.04	693.4	0.95	696.5	0.94	658.4	1.00

**Total Hospital:**  
 Beds Set Up & Staffed 13  
 Discharges 508  
 Inpatient Days 1,315

**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 0  
 Total Births 0  
 Newborn Days 0

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 12/31/2010	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	13	508	1,315	27.7%	3.6	2.6
Orthopedic	2	0	0	0	0.0%	0.0	0.0
Rehabilitation & Physical Medicine	4	0	0	0	0.0%	0.0	0.0
Hospice	4	0	0	0	0.0%	0.0	0.0
Acute Long-Term Care	5	0	0	0	0.0%	0.0	0.0
Other Acute	4	0	0	0	0.0%	0.0	0.0
<b>Pediatric, acute</b>	4	0	0	0	0.0%	0.0	0.0
<b>Obstetrics</b>	4	0	0	0	0.0%	0.0	0.0
<b>Psychiatric</b>	4	0	0	0	0.0%	0.0	0.0
<b>Alcoholism/chemical dependency</b>	4	0	0	0	0.0%	0.0	0.0
<b>ICU/CCU</b>							
Medical-Surgical Intensive Care	4	0	0	0	0.0%	0.0	0.0
Cardiac Intensive Unit	4	0	0	0	0.0%	0.0	0.0
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	4	0	0	0	0.0%	0.0	0.0
Step-Down (Special Care)	5	0	0	0	0.0%	0.0	0.0
Neonatal Intensive/Intermediate Care	5	0	0	0	0.0%	0.0	0.0
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	7	0	7.0	Surgical Personnel	9	2	10.7
Physicians & Dentists	0	0	0.0	Radiological Services Personnel	0	0	0.0
Medical & Dental Residents	0	0	0.0	Respiratory Therapists	0	0	0.0
Registered Nurses	18	55	51.9	Occupational Therapists	0	0	0.0
Certified Nurse Midwives	0	0	0.0	Occupational Therapy Assistants/Aides	0	0	0.0
Licensed Practical Nurses	0	0	0.0	Physical Therapists	0	0	0.0
Ancillary Nursing Personnel	0	0	0.0	Physical Therapy Assistants/Aides	0	0	0.0
Physician Assistants	0	0	0.0	Recreational Therapists	0	0	0.0
Nurse Practitioners	0	0	0.0	Dietitians & Nutritionists	0	0	0.0
Certified Registered Nurse Anesthetists	0	0	0.0	Psychologists	0	0	0.0
Clinical Nurse Specialists	0	0	0.0	Social Workers	0	0	0.0
Medical Records Personnel	2	1	2.6	All Other Health Professionals	0	0	0.0
Pharmacy Personnel	2	2	3.5	All Other Personnel	22	25	34.9
Clinical Laboratory Personnel	0	0	0.0	<b>Total</b>	<b>60</b>	<b>85</b>	<b>110.5</b>

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Selected Financial Statistics	FY 2010	All GMS Hospitals		Analysis Area		Volume Group		FY 2010 vs. 2009		
		Value	Ratio	5A Value	Ratio	2 Value	Ratio	FY 2009	Ratio	
<b>Gross Revenue as % of Total Gross Patient Revenue</b>										
Medicare	\$18,983,607	29.1%	41.7%	0.70	44.3%	0.66	44.4%	0.65	32.3%	0.90
Medical Assistance	\$6,446,640	9.9%	14.0%	0.71	13.4%	0.74	11.0%	0.90	8.1%	1.21
Commercial	\$38,624,794	59.1%	38.1%	1.55	37.0%	1.60	40.2%	1.47	57.4%	1.03
All Other	\$1,265,809	1.9%	6.2%	0.31	5.3%	0.36	4.4%	0.44	2.2%	0.88
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$13,841,704	21.2%	27.4%	0.77	26.0%	0.82	24.1%	0.88	23.5%	0.90
Medical Assistance	\$5,400,305	8.3%	9.6%	0.86	8.7%	0.95	7.5%	1.11	6.4%	1.29
Commercial	\$7,089,495	10.9%	11.6%	0.94	7.0%	1.56	11.0%	0.98	8.8%	1.23
Charity Care	\$0	0.0%	1.5%	N/A	1.5%	N/A	1.0%	N/A	0.0%	N/A
All Other	\$449,194	0.7%	2.1%	0.32	1.7%	0.41	1.0%	0.66	0.8%	0.88
Total Deductions	\$26,780,698	41.0%	52.1%	0.79	44.9%	0.91	44.7%	0.92	39.5%	1.04
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue		0.2%	3.7%	0.06	3.5%	0.06	5.0%	0.04	0.4%	0.59
Net Gains/Losses as % of Net Income		0.1%	10.6%	0.01	19.2%	0.01	8.8%	0.01	0.0%	2.59
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$9,950,855	39.2%	45.3%	0.87	51.2%	0.77	48.6%	0.81	37.9%	1.04
Supplies & Services	\$13,747,493	54.2%	42.1%	1.29	37.4%	1.45	39.8%	1.36	55.5%	0.98
Capital Component	\$1,657,742	6.5%	8.5%	0.77	8.2%	0.80	8.2%	0.80	6.6%	0.99
Bad Debt	\$0	0.0%	4.0%	N/A	3.1%	N/A	3.4%	N/A	0.0%	N/A
<b>Fiscal Statistics</b>										
Operating Margin (%)		34.4%	7.7%	4.47	10.8%	3.18	10.0%	3.43	31.2%	1.10
Total Hospital Net Income (%)		34.4%	8.5%	4.03	13.0%	2.64	10.9%	3.16	31.2%	1.10
Return on Equity (%)		87.4%	6.6%	13.19	10.0%	8.75	11.4%	7.64	83.5%	1.05
Current Ratio		4.0	3.4	1.17	2.2	1.76	3.9	1.01	3.9	1.01
Days in Net Patient Accounts Receivable		56.6	46.5	1.22	49.4	1.14	47.7	1.19	52.4	1.08
Average Payment Period		32.3	53.3	0.61	58.7	0.55	36.9	0.88	28.2	1.15
Equity Financing (%)		85.6%	60.7%	1.41	66.5%	1.29	63.7%	1.34	86.2%	0.99
Long-Term Debt to Equity Ratio		0.0	0.3	N/A	0.3	N/A	0.5	N/A	0.0	N/A
Times Interest Earned		0.0	7.4	N/A	17.1	N/A	8.2	N/A	0.0	N/A
Total Asset Turnover		2.5	0.8	3.30	0.7	3.40	1.0	2.44	2.7	0.95
Average Age of Plant (Years)		5.4	10.2	0.53	8.2	0.66	8.8	0.62	4.7	1.16
Increase (Decrease) Total Net Patient Revenue		10.3%	9.4%	1.10	3.5%	0.91	6.6%	1.57	3.2%	3.21
Outpatient Gross Revenue (% of Total GPR)		78.6%	53.2%	1.48	59.4%	1.32	70.1%	1.12	79.2%	0.99
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge	\$16,245		\$12,710	1.28	\$10,381	1.56	\$10,635	1.53	\$14,495	1.12
Inpatient Net Revenue per Day	\$6,276		\$2,917	2.15	\$2,632	2.38	\$2,744	2.29	\$5,524	1.14
Outpatient Net Revenue per Visit	\$4,006		\$555	7.22	\$594	6.75	\$566	7.08	\$3,852	1.04

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$65,320,850	Cash & Cash Equivalents	\$459,151	Current Liabilities	\$2,183,407
Less Deductions	\$26,780,698	Net Patient Receivables	\$5,972,111	Long-Term Debt	\$0
Net Patient Revenue	\$38,540,152	Other Receivables	\$880,737	Other Liabilities	\$0
Plus Other Revenue	\$83,545			Subtotal	\$2,183,407
Total Revenue	\$38,623,697	Land, Buildings & Equipment (Net)	\$4,943,214	Unrestricted Fund Balance	\$13,006,645
Less Expenses	\$25,356,090	Other Assets	\$2,934,839	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$12,877			Total Liabilities & Fund Balance	\$15,190,052
Net Income	\$13,280,484	Total Assets	\$15,190,052		