

**136 Ascension Sacred Heart Hospital**  
 401 West Mohawk Drive  
 Tomahawk, WI 54487  
 715-453-7700

Fiscal Year: 07/01 to 06/30  
 Type: GMS  
 Critical Access Hospital  
 Control: Religious Organization

County: Lincoln  
 Analysis Area: North Central (6)  
 Volume Group: 2

|   |         | All GMS Hospitals |       | Analysis Area<br>6 |       | Volume Group<br>2 |       | FY 2017 vs. 2016 |       |
|---|---------|-------------------|-------|--------------------|-------|-------------------|-------|------------------|-------|
| Selected Utilization Statistics               | FY 2017 | Value             | Ratio | Value              | Ratio | Value             | Ratio | FY 2016          | Ratio |
| <b>Occupancy Rate (%)</b>                     |         |                   |       |                    |       |                   |       |                  |       |
| Adult Medical-Surgical                        | 28.1%   | 55.4%             | 0.51  | 63.3%              | 0.44  | 19.8%             | 1.42  | 19.7%            | 1.43  |
| Obstetrics                                    | 0.0%    | 38.4%             | N/A   | 48.9%              | N/A   | 18.3%             | N/A   | 0.0%             | N/A   |
| Pediatrics                                    | 0.0%    | 55.4%             | N/A   | 72.9%              | N/A   | 0.0%              | N/A   | 0.0%             | N/A   |
| Total Hospital                                | 28.1%   | 56.3%             | 0.50  | 68.1%              | 0.41  | 23.2%             | 1.21  | 19.7%            | 1.43  |
| <b>Average Census (Patients)</b>              |         |                   |       |                    |       |                   |       |                  |       |
| Adult Medical-Surgical                        | 2.2     | 26.5              | 0.08  | 20.3               | 0.11  | 3.3               | 0.68  | 2.4              | 0.95  |
| Obstetrics                                    | 0.0     | 5.0               | N/A   | 3.7                | N/A   | 0.5               | N/A   | 0.0              | N/A   |
| Pediatrics                                    | 0.0     | 1.4               | N/A   | 0.8                | N/A   | 0.0               | N/A   | 0.0              | N/A   |
| Total Hospital                                | 2.2     | 48.3              | 0.05  | 39.0               | 0.06  | 4.7               | 0.48  | 2.4              | 0.95  |
| <b>Average Length of Stay (Days)</b>          |         |                   |       |                    |       |                   |       |                  |       |
| Adult Medical-Surgical                        | 2.9     | 3.9               | 0.74  | 3.7                | 0.78  | 3.0               | 0.95  | 2.9              | 1.01  |
| Obstetrics                                    | 0.0     | 2.6               | N/A   | 2.6                | N/A   | 2.2               | N/A   | 0.0              | N/A   |
| Pediatrics                                    | 0.0     | 3.5               | N/A   | 2.9                | N/A   | 3.1               | N/A   | 0.0              | N/A   |
| Total Hospital                                | 2.9     | 4.3               | 0.67  | 4.1                | 0.70  | 2.9               | 0.99  | 2.9              | 1.01  |
| <b>Surgical Operations</b>                    |         |                   |       |                    |       |                   |       |                  |       |
| Inpatient                                     | 0       | 1,408             | N/A   | 1,200              | N/A   | 249               | N/A   | 0                | N/A   |
| Outpatient                                    | 0       | 4,098             | N/A   | 1,676              | N/A   | 1,286             | N/A   | 103              | 0.00  |
| Inpatient as % of All Surgeries               | 0.0%    | 25.6%             | N/A   | 41.7%              | N/A   | 16.2%             | N/A   | 0.0%             | N/A   |
| <b>Outpatient Visits</b>                      |         |                   |       |                    |       |                   |       |                  |       |
| Non-Emergency Visits                          | 16,216  | 132,001           | 0.12  | 75,867             | 0.21  | 24,580            | 0.66  | 17,172           | 0.94  |
| Emergency Visits                              | 4,305   | 17,964            | 0.24  | 13,255             | 0.32  | 4,890             | 0.88  | 3,835            | 1.12  |
| <b>Full-Time Equivalents (FTEs)</b>           |         |                   |       |                    |       |                   |       |                  |       |
| Administrators                                | 2.8     | 18.9              | 0.15  | 10.2               | 0.28  | 5.9               | 0.48  | 11.5             | 0.24  |
| Nurses, Licensed                              | 15.6    | 244.4             | 0.06  | 142.4              | 0.11  | 42.0              | 0.37  | 9.3              | 1.67  |
| Ancillary Nursing Personnel                   | 4.7     | 40.0              | 0.12  | 22.2               | 0.21  | 8.1               | 0.58  | 0.0              | N/A   |
| All Other Personnel                           | 34.7    | 484.8             | 0.07  | 273.7              | 0.13  | 98.5              | 0.35  | 41.9             | 0.83  |
| Total FTEs                                    | 57.7    | 788.1             | 0.07  | 448.5              | 0.13  | 154.4             | 0.37  | 62.8             | 0.92  |
| <b>FTEs per 100 Patient Census (Adjusted)</b> |         |                   |       |                    |       |                   |       |                  |       |
| Administrators                                | 14.0    | 15.1              | 0.92  | 10.6               | 1.32  | 32.0              | 0.44  | 63.7             | 0.22  |
| Nurses, Licensed                              | 77.4    | 195.2             | 0.40  | 147.6              | 0.52  | 227.6             | 0.34  | 51.4             | 1.50  |
| Ancillary Nursing Personnel                   | 23.4    | 32.0              | 0.73  | 23.0               | 1.01  | 43.9              | 0.53  | 0.0              | N/A   |
| All Other Personnel                           | 172.5   | 387.3             | 0.45  | 283.6              | 0.61  | 534.3             | 0.32  | 231.8            | 0.74  |
| Total FTEs                                    | 287.1   | 629.5             | 0.46  | 464.8              | 0.62  | 837.8             | 0.34  | 346.9            | 0.83  |

**Total Hospital:**

Beds Set Up & Staffed 8  
 Discharges 284  
 Inpatient Days 821

**Contract with:**

Health Maintenance  
 Organization (HMO) Yes  
 Preferred Provider  
 Organization (PPO) Yes

**Medicare-certified Swing Beds:**

Average Beds Used 0  
 Discharges 17  
 Inpatient Days 78

**Newborn Nursery:**

Bassinet 0  
 Total Births 0  
 Newborn Days 0

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| Inpatient Service Area                | Level of Service* | Beds Set Up & Staffed<br>06/30/2017 | 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                 | 8                                   | 284                      | 821                  | 28.1%              | 2.2                       | 2.9                           |
| Orthopedic                            | 2                 | 0                                   | 0                        | 0                    | 0.0%               | 0.0                       | 0.0                           |
| Rehabilitation & Physical Medicine    | 5                 | 0                                   | 0                        | 0                    | 0.0%               | 0.0                       | 0.0                           |
| Hospice                               | 2                 | 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                           | 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>                     | 3                 | 0                                   | 0                        | 0                    | 0.0%               | 0.0                       | 0.0                           |
| <b>Psychiatric</b>                    | 3                 | 0                                   | 0                        | 0                    | 0.0%               | 0.0                       | 0.0                           |
| <b>Alcoholism/chemical dependency</b> | 3                 | 0                                   | 0                        | 0                    | 0.0%               | 0.0                       | 0.0                           |
| <b>ICU/CCU</b>                        |                   |                                     |                          |                      |                    |                           |                               |
| Medical-Surgical Intensive Care       | 3                 | 0                                   | 0                        | 0                    | 0.0%               | 0.0                       | 0.0                           |
| Cardiac Intensive Unit                | 3                 | 0                                   | 0                        | 0                    | 0.0%               | 0.0                       | 0.0                           |
| Pediatric Intensive Care              | 3                 | 0                                   | 0                        | 0                    | 0.0%               | 0.0                       | 0.0                           |
| Burn Care                             | 5                 | 0                                   | 0                        | 0                    | 0.0%               | 0.0                       | 0.0                           |
| Mixed Intensive Care                  | 3                 | 0                                   | 0                        | 0                    | 0.0%               | 0.0                       | 0.0                           |
| Step-Down (Special Care)              | 3                 | 0                                   | 0                        | 0                    | 0.0%               | 0.0                       | 0.0                           |
| Neonatal Intensive/Intermediate Care  | 3                 | 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.

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

\* 1 = Provided-Distinct Unit, 2 = Provided-Not Distinct Unit, 3 = Available in Network

4 = Contracted, 5 = Service Not Provided

| Occupation                                  | Number Full-Time | Number Part-Time | Number FTE | Occupation                            | Number Full-Time | Number Part-Time | Number FTE  |
|---|------------------|------------------|------------|---------------------------------------|------------------|------------------|-------------|
| Administrators/Assistant Administrators     | 1                | 7                | 2.8        | Surgical Personnel                    | 0                | 0                | 0.0         |
| Physicians & Dentists                       | 2                | 5                | 3.9        | Radiological Services Personnel       | 2                | 2                | 3.6         |
| Medical & Dental Residents                  | 0                | 0                | 0.0        | Sonographers                          | 0                | 4                | 0.6         |
| Dental Hygienists                           | 0                | 0                | 0.0        | Respiratory Therapists                | 1                | 1                | 1.2         |
| Registered Nurses                           | 11               | 8                | 15.6       | Occupational Therapists               | 0                | 3                | 1.3         |
| Certified Nurse Midwives                    | 0                | 0                | 0.0        | Occupational Therapy Assistants/Aides | 0                | 0                | 0.0         |
| Licensed Practical Nurses                   | 0                | 0                | 0.0        | Physical Therapists                   | 1                | 1                | 1.8         |
| Ancillary Nursing Personnel                 | 3                | 2                | 4.7        | Physical Therapy Assistants/Aides     | 1                | 1                | 1.2         |
| Medical Assistants                          | 0                | 0                | 0.0        | Recreational Therapists               | 0                | 0                | 0.0         |
| Physician Assistants                        | 0                | 0                | 0.0        | Dietitians & Nutritionists            | 0                | 0                | 0.0         |
| Nurse Practitioners                         | 0                | 0                | 0.0        | Psychologists                         | 0                | 0                | 0.0         |
| Certified Registered Nurse Anesthetists     | 0                | 0                | 0.0        | Social Workers                        | 0                | 0                | 0.0         |
| Clinical Nurse Specialists                  | 0                | 0                | 0.0        | All Other Health Professionals        | 11               | 6                | 13.4        |
| Health Info Mgmt-Administrators/Technicians | 0                | 0                | 0.0        | All Other Personnel                   | 0                | 4                | 1.4         |
| Pharmacy Personnel                          | 0                | 0                | 0.0        |                                       |                  |                  |             |
| Clinical Laboratory Personnel               | 3                | 5                | 6.2        |                                       |                  |                  |             |
|   |                  |                  |            | <b>Total</b>                          | <b>36</b>        | <b>49</b>        | <b>57.7</b> |

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|  |              |       | All GMS Hospitals |       | Analysis Area |       | Volume Group |       | FY 2017 vs. 2016 |       |
|--|--------------|-------|-------------------|-------|---------------|-------|--------------|-------|------------------|-------|
| Selected Financial Statistics                            |              |       | Value             | Ratio | Value         | Ratio | Value        | Ratio | FY 2016          | Ratio |
| <b>Gross Revenue as % of Total Gross Patient Revenue</b> |              |       |                   |       |               |       |              |       |                  |       |
| Medicare   | \$16,848,259 | 51.6% | 44.8%             | 1.15  | 51.2%         | 1.01  | 45.4%        | 1.14  | 51.8%            | 1.00  |
| Medical Assistance                                       | \$4,597,382  | 14.1% | 14.4%             | 0.98  | 14.0%         | 1.01  | 11.2%        | 1.25  | 13.2%            | 1.06  |
| Commercial   | \$9,566,281  | 29.3% | 36.6%             | 0.80  | 30.8%         | 0.95  | 40.6%        | 0.72  | 29.2%            | 1.00  |
| All Other  | \$1,621,633  | 5.0%  | 4.2%              | 1.18  | 4.0%          | 1.25  | 2.8%         | 1.75  | 5.8%             | 0.86  |
| <b>Deductions as % of Total Gross Patient Revenue</b>    |              |       |                   |       |               |       |              |       |                  |       |
| Medicare   | \$7,775,905  | 23.8% | 32.9%             | 0.72  | 34.8%         | 0.68  | 26.7%        | 0.89  | 31.6%            | 0.75  |
| Medical Assistance                                       | \$3,289,587  | 10.1% | 10.7%             | 0.94  | 10.5%         | 0.96  | 7.8%         | 1.29  | 9.7%             | 1.04  |
| Commercial   | \$1,956,891  | 6.0%  | 14.8%             | 0.41  | 7.6%          | 0.79  | 13.1%        | 0.46  | 7.9%             | 0.76  |
| Charity Care   | \$487,764    | 1.5%  | 1.0%              | 1.51  | 1.2%          | 1.25  | 0.5%         | 2.95  | 0.4%             | 4.02  |
| Bad Debt   | \$806,064    | 2.5%  | 1.1%              | 2.34  | 0.9%          | 2.69  | 1.6%         | 1.56  | 2.0%             | 1.24  |
| All Other  | \$564,643    | 1.7%  | 1.9%              | 0.90  | 1.6%          | 1.10  | 1.0%         | 1.70  | 2.6%             | 0.66  |
| Total Deductions   | \$14,880,854 | 45.6% | 62.4%             | 0.73  | 56.5%         | 0.81  | 50.8%        | 0.90  | 54.1%            | 0.84  |
| <b>Other Revenue &amp; Net Gains or Losses</b>           |              |       |                   |       |               |       |              |       |                  |       |
| Other Revenue as % of Total Revenue                      |              | 4.3%  | 6.3%              | 0.67  | 12.4%         | 0.35  | 3.0%         | 1.45  | 6.0%             | 0.71  |
| Net Gains/Losses as % of Net Income                      |              | N/A   | 12.7%             | N/A   | 12.7%         | N/A   | 4.4%         | N/A   | 0.0%             | N/A   |
| <b>Expenses as % of Total Expenses</b>                   |              |       |                   |       |               |       |              |       |                  |       |
| Salary/Fringe Benefits                                   | \$9,344,802  | 64.1% | 44.7%             | 1.43  | 43.5%         | 1.47  | 48.1%        | 1.33  | 72.4%            | 0.88  |
| Supplies & Services                                      | \$4,314,533  | 29.6% | 47.9%             | 0.62  | 50.5%         | 0.59  | 43.6%        | 0.68  | 21.4%            | 1.38  |
| Capital Component  | \$924,428    | 6.3%  | 7.4%              | 0.86  | 6.0%          | 1.05  | 8.2%         | 0.77  | 6.1%             | 1.04  |
| <b>Fiscal Statistics</b>                                 |              |       |                   |       |               |       |              |       |                  |       |
| Operating Margin (%)                                     |              | 21.4% | 8.9%              | 2.39  | 16.0%         | 1.33  | 14.0%        | 1.53  | -0.3%            | N/A   |
| Total Hospital Net Income (%)                            |              | 21.3% | 10.1%             | 2.11  | 17.9%         | 1.19  | 14.5%        | 1.47  | -0.3%            | N/A   |
| Return on Equity (%)                                     |              | 36.8% | 7.6%              | 4.84  | 22.9%         | 1.61  | 12.9%        | 2.85  | -0.5%            | N/A   |
| Current Ratio  |              | 4.5   | 5.6               | 0.80  | 2.8           | 1.62  | 3.6          | 1.27  | 4.9              | 0.93  |
| Days in Net Patient Accounts Receivable                  |              | 57.7  | 51.4              | 1.12  | 44.6          | 1.30  | 54.9         | 1.05  | 59.6             | 0.97  |
| Average Payment Period                                   |              | 28.4  | 41.5              | 0.68  | 37.4          | 0.76  | 53.8         | 0.53  | 12.7             | 2.23  |
| Equity Financing (%)                                     |              | 30.7% | 73.6%             | 0.42  | 54.2%         | 0.57  | 59.1%        | 0.52  | 26.3%            | 1.17  |
| Long-Term Debt to Equity Ratio                           |              | 1.5   | 0.2               | 9.30  | 0.5           | 3.25  | 0.5          | 3.36  | 2.5              | 0.61  |
| Times Interest Earned                                    |              | 22.8  | 14.1              | 1.62  | 25.4          | 0.90  | 14.4         | 1.58  | 0.7              | 33.38 |
| Total Asset Turnover                                     |              | 1.7   | 0.7               | 2.33  | 1.2           | 1.38  | 0.9          | 1.96  | 2.0              | 0.88  |
| Average Age of Plant (Years)                             |              | 4.3   | 9.3               | 0.46  | 8.3           | 0.52  | 9.3          | 0.46  | 2.9              | 1.46  |
| Increase (Decrease) Total Net Patient Revenue            |              | 24.9% | 3.6%              | 6.85  | 2.3%          | 10.82 | 4.3%         | 5.78  | -2.2%            | N/A   |
| Outpatient Gross Revenue (% of Total GPR)                |              | 88.8% | 60.9%             | 1.46  | 59.5%         | 1.49  | 74.3%        | 1.19  | 86.8%            | 1.02  |
| <b>Net Revenue Statistics</b>                            |              |       |                   |       |               |       |              |       |                  |       |
| Inpatient Net Revenue per Discharge                      | \$7,556      |       | \$15,675          | 0.48  | \$13,883      | 0.54  | \$14,111     | 0.54  | \$9,085          | 0.83  |
| Inpatient Net Revenue per Day                            | \$2,519      |       | \$3,540           | 0.71  | \$3,352       | 0.75  | \$4,070      | 0.62  | \$2,925          | 0.86  |
| Outpatient Net Revenue per Visit                         | \$793        |       | \$654             | 1.21  | \$806         | 0.98  | \$801        | 0.99  | \$571            | 1.39  |

| Income Statement            |              | Assets                            |              | Liabilities & Fund Balances      |              |
|-----------------------------|--------------|-----------------------------------|--------------|----------------------------------|--------------|
| Gross Patient Revenue (GPR) | \$32,633,555 | Cash & Cash Equivalents           | \$650        | Current Liabilities              | \$1,082,360  |
| Less Deductions             | \$14,880,854 | Net Patient Receivables           | \$2,808,639  | Long-Term Debt                   | \$5,064,615  |
| Net Patient Revenue         | \$17,752,701 | Other Receivables                 | \$312,879    | Other Liabilities                | \$1,290,568  |
| Plus Other Revenue          | \$793,501    |                                   |              | Subtotal                         | \$7,437,543  |
| Total Revenue               | \$18,546,202 | Land, Buildings & Equipment (Net) | \$5,740,965  | Unrestricted Fund Balance        | \$3,288,341  |
| Less Expenses               | \$14,583,763 | Other Assets                      | \$1,862,751  | Restricted Fund Balance          | \$0          |
| Non-Operating Gains/Losses  | -\$16,252    |                                   |              | Total Liabilities & Fund Balance | \$10,725,884 |
| Net Income                  | \$3,946,187  | Total Assets                      | \$10,725,884 |                                  |              |