

**029 Mayo Clinic Health System in Eau Claire**  
 1221 Whipple Street, PO Box 5  
 Eau Claire, WI 54702  
 715-838-3311

Fiscal Year: 01/01 to 12/31  
 Type: GMS  
 General Medical & Surgical  
 Control: Other Not-For-Profit

County: Eau Claire  
 Analysis Area: West Central (5A)  
 Volume Group: 7

		All GMS Hospitals		Analysis Area 5A		Volume Group 7		FY 2018 vs. 2017	
Selected Utilization Statistics	FY 2018	Value	Ratio	Value	Ratio	Value	Ratio	FY 2017	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	76.8%	55.7%	1.38	42.7%	1.80	69.4%	1.11	71.7%	1.07
Obstetrics	32.9%	41.5%	0.79	29.5%	0.26	52.7%	0.62	31.6%	1.04
Pediatrics	0.0%	52.8%	N/A	0.0%	N/A	32.8%	N/A	0.0%	N/A
Total Hospital	68.3%	57.5%	1.19	44.1%	1.55	67.8%	1.01	63.4%	1.08
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	81.4	26.4	3.09	11.9	6.86	101.2	0.80	76.0	1.07
Obstetrics	7.6	5.6	1.34	2.1	3.68	15.7	0.48	7.3	1.04
Pediatrics	0.0	1.4	N/A	0.0	N/A	3.8	N/A	0.0	N/A
Total Hospital	126.4	49.4	2.56	18.9	6.70	195.9	0.65	117.3	1.08
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	3.9	3.9	0.99	3.7	1.06	4.4	0.89	4.1	0.96
Obstetrics	2.5	2.5	1.00	2.3	1.10	2.6	0.96	3.1	0.82
Pediatrics	0.0	3.5	N/A	0.0	N/A	3.6	N/A	0.0	N/A
Total Hospital	4.3	4.4	0.98	3.9	1.10	4.8	0.90	4.3	1.01
<b>Surgical Operations</b>									
Inpatient	2,898	1,396	2.08	485	5.97	5,208	0.56	2,931	0.99
Outpatient	7,255	4,206	1.72	1,916	3.79	14,763	0.49	7,124	1.02
Inpatient as % of All Surgeries	28.5%	24.9%	1.15	20.2%	1.41	26.1%	1.09	29.1%	0.98
<b>Outpatient Visits</b>									
Non-Emergency Visits	375,281	136,074	2.76	67,827	5.53	473,499	0.79	350,467	1.07
Emergency Visits	35,381	18,688	1.89	8,592	4.12	53,629	0.66	30,492	1.16
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	45.0	19.3	2.33	10.6	4.23	64.0	0.70	32.1	1.40
Nurses, Licensed	960.0	239.2	4.01	115.3	8.32	866.8	1.11	968.2	0.99
Ancillary Nursing Personnel	114.5	40.0	2.86	18.4	6.21	141.9	0.81	103.7	1.10
All Other Personnel	1,498.3	480.4	3.12	260.2	5.76	1,693.5	0.88	1,448.1	1.03
Total FTEs	2,617.7	779.0	3.36	404.6	6.47	2,766.3	0.95	2,552.1	1.03
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	12.9	14.9	0.87	18.0	0.71	13.7	0.94	10.0	1.28
Nurses, Licensed	274.4	183.7	1.49	195.4	1.40	186.0	1.48	303.0	0.91
Ancillary Nursing Personnel	32.7	30.8	1.06	31.2	1.05	30.4	1.07	32.5	1.01
All Other Personnel	428.3	369.0	1.16	440.9	0.97	363.3	1.18	453.2	0.95
Total FTEs	748.3	598.3	1.25	685.5	1.09	593.5	1.26	798.7	0.94

**Total Hospital:**

Beds Set Up & Staffed 185  
 Discharges 10,671  
 Inpatient Days 46,137

**Contract with:**

Health Maintenance  
 Organization (HMO) No  
 Preferred Provider  
 Organization (PPO) Yes

**Medicare-certified Swing Beds:**

Average Beds Used 0  
 Discharges 0  
 Inpatient Days 0

**Newborn Nursery:**

Bassinet 23  
 Total Births 1,068  
 Newborn Days 2,924

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 12/31/2018	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	106	7,643	29,701	76.8%	81.4	3.9
Orthopedic	2	0	0	0	0.0%	0.0	0.0
Rehabilitation & Physical Medicine	2	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>	1	23	1,092	2,761	32.9%	7.6	2.5
<b>Psychiatric</b>	1	20	1,224	5,666	77.6%	15.5	4.6
<b>Alcoholism/chemical dependency</b>	1	0	0	0	0.0%	0.0	0.0
<b>ICU/CCU</b>							
Medical-Surgical Intensive Care	1	0	0	0	0.0%	0.0	0.0
Cardiac Intensive Unit	2	0	0	0	0.0%	0.0	0.0
Pediatric Intensive Care	3	0	0	0	0.0%	0.0	0.0
Burn Care	4	0	0	0	0.0%	0.0	0.0
Mixed Intensive Care	1	18	432	6,047	92.0%	16.6	14.0
Step-Down (Special Care)	1	6	269	1,792	81.8%	4.9	6.7
Neonatal Intensive/Intermediate Care	1	12	11	170	3.9%	0.5	15.5
Other Intensive Care	5	0	0	0	0.0%	0.0	0.0
<b>Subacute care</b>	3	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	44	3	45.0	Surgical Personnel	50	47	74.3
Physicians & Dentists	168	145	227.1	Radiological Services Personnel	35	50	65.0
Medical & Dental Residents	10	0	10.0	Sonographers	3	28	12.0
Dental Hygienists	0	0	0.0	Respiratory Therapists	21	14	27.5
Registered Nurses	383	826	826.3	Occupational Therapists	3	15	11.6
Certified Nurse Midwives	5	1	5.3	Occupational Therapy Assistants/Aides	0	2	0.8
Licensed Practical Nurses	39	44	65.3	Physical Therapists	11	36	28.9
Ancillary Nursing Personnel	27	198	114.5	Physical Therapy Assistants/Aides	3	14	7.1
Medical Assistants	41	83	82.7	Recreational Therapists	5	3	5.4
Physician Assistants	25	12	30.8	Dietitians & Nutritionists	7	15	13.7
Nurse Practitioners	44	33	63.1	Psychologists	18	5	21.7
Certified Registered Nurse Anesthetists	0	0	0.0	Social Workers	22	19	32.9
Clinical Nurse Specialists	0	0	0.0	All Other Health Professionals	120	175	208.5
Health Info Mgmt-Administrators/Technicians	1	0	1.0	All Other Personnel	382	276	515.3
Pharmacy Personnel	42	44	63.1				
Clinical Laboratory Personnel	45	22	59.0				
				<b>Total</b>	<b>1,554</b>	<b>2,110</b>	<b>2,617.7</b>

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			All GMS Hospitals		Analysis Area		Volume Group		FY 2018 vs. 2017	
Selected Financial Statistics			Value	Ratio	5A Value	Ratio	7 Value	Ratio	FY 2017	Ratio
<b>Gross Revenue as % of Total Gross Patient Revenue</b>										
Medicare	\$778,093,138	54.8%	45.7%	1.20	51.0%	1.07	46.0%	1.19	53.3%	1.03
Medical Assistance	\$140,890,757	9.9%	14.0%	0.71	11.7%	0.84	12.8%	0.78	9.7%	1.03
Commercial	\$465,346,888	32.8%	35.8%	0.91	33.6%	0.97	36.0%	0.91	34.0%	0.96
All Other	\$36,446,683	2.6%	4.5%	0.57	3.7%	0.70	5.3%	0.49	3.0%	0.86
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$583,532,937	41.1%	34.1%	1.21	33.7%	1.22	35.3%	1.16	40.5%	1.01
Medical Assistance	\$107,047,855	7.5%	10.6%	0.71	8.2%	0.92	10.0%	0.75	8.1%	0.93
Commercial	\$131,026,289	9.2%	14.7%	0.63	9.0%	1.03	16.0%	0.58	10.6%	0.87
Charity Care	\$14,680,793	1.0%	1.0%	1.06	1.1%	0.94	1.0%	1.07	0.6%	1.60
Bad Debt	\$9,497,315	0.7%	1.1%	0.62	1.0%	0.64	0.9%	0.71	1.2%	0.54
All Other	\$14,260,363	1.0%	2.0%	0.51	1.3%	0.75	2.2%	0.45	1.3%	0.78
Total Deductions	\$860,045,552	60.5%	63.3%	0.96	54.3%	1.11	65.5%	0.92	62.3%	0.97
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue		2.7%	5.5%	0.48	2.5%	1.09	6.8%	0.39	6.9%	0.39
Net Gains/Losses as % of Net Income		21.9%	2.6%	8.58	24.5%	0.90	1.9%	11.60	85.4%	0.26
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$325,769,344	59.9%	44.1%	1.36	52.7%	1.14	43.1%	1.39	58.8%	1.02
Supplies & Services	\$194,399,881	35.7%	49.0%	0.73	41.1%	0.87	50.4%	0.71	36.6%	0.98
Capital Component	\$23,907,005	4.4%	6.9%	0.64	6.1%	0.71	6.4%	0.68	4.6%	0.95
<b>Fiscal Statistics</b>										
Operating Margin (%)		5.6%	8.4%	0.66	8.1%	0.69	8.5%	0.65	1.3%	4.14
Total Hospital Net Income (%)		7.0%	8.6%	0.82	10.4%	0.67	8.7%	0.81	8.6%	0.82
Return on Equity (%)		4.6%	6.3%	0.73	7.0%	0.66	6.7%	0.69	5.9%	0.78
Current Ratio		7.0	5.9	1.18	4.4	1.60	6.2	1.13	5.2	1.34
Days in Net Patient Accounts Receivable		51.5	51.6	1.00	49.2	1.05	50.7	1.02	57.0	0.90
Average Payment Period		57.0	38.5	1.48	52.6	1.08	38.6	1.48	63.8	0.89
Equity Financing (%)		73.2%	75.1%	0.97	78.5%	0.93	76.2%	0.96	73.4%	1.00
Long-Term Debt to Equity Ratio		0.1	0.2	0.57	0.1	0.75	0.1	0.79	0.1	0.88
Times Interest Earned		270.4	13.4	20.22	26.2	10.31	13.7	19.75	2,377.6	0.11
Total Asset Turnover		0.6	0.7	0.88	0.7	0.99	0.8	0.84	0.6	1.02
Average Age of Plant (Years)		13.1	9.9	1.33	11.5	1.14	10.8	1.22	11.9	1.10
Increase (Decrease) Total Net Patient Revenue		13.7%	5.4%	2.51	7.0%	1.96	6.1%	2.24	69.4%	0.20
Outpatient Gross Revenue (% of Total GPR)		64.1%	61.9%	1.03	68.3%	0.94	58.0%	1.10	64.1%	1.00
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge	\$17,626		\$15,830	1.11	\$14,403	1.22	\$17,621	1.00	\$17,646	1.00
Inpatient Net Revenue per Day	\$4,099		\$3,538	1.16	\$3,489	1.17	\$3,654	1.12	\$4,201	0.98
Outpatient Net Revenue per Visit	\$931		\$686	1.36	\$791	1.18	\$698	1.33	\$876	1.06

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$1,420,777,466	Cash & Cash Equivalents	\$456,388,202	Current Liabilities	\$81,517,503
Less Deductions	\$860,045,552	Net Patient Receivables	\$79,074,751	Long-Term Debt	\$58,811,613
Net Patient Revenue	\$560,731,914	Other Receivables	\$558,729	Other Liabilities	\$97,950,696
Plus Other Revenue	\$15,368,005			Subtotal	\$238,279,812
Total Revenue	\$576,099,919	Land, Buildings & Equipment (Net)	\$230,103,727		
Less Expenses	\$544,076,230	Other Assets	\$122,215,228	Unrestricted Fund Balance	\$650,060,825
Non-Operating Gains/Losses	\$8,995,380			Restricted Fund Balance	\$13,493,067
Net Income	\$41,019,069	Total Assets	\$888,340,637	Total Liabilities & Fund Balance	\$888,340,637