

## REVENUE

### Pricing Position

	Value	Quartile
Hospital Charge Index ® .....	130.9	4
Inpatient Charge Index .....	136.4	3
Average Charge per Medicare Discharge (CMI,WI) .....	21,395	--
Case Mix Index .....	1.4135	--
Outpatient Charge Index .....	124.2	4
Average Charge per Visit (RW,WI) .....	311.7	--
Average Relative Weight .....	8.6	--
Chest X-Ray .....	202	3

### Coding

	Value	Quartile
MS-DRG 67 / (MS-DRG's 67 + 68) .....	0.13	3
MS-DRG 177 / (MS-DRG's 177 + 178 + 179) .....	0.87	3
MS-DRG 193 / (MS-DRG's 193 + 194 + 195) .....	0.74	3
MS-DRG 640 / (MS-DRG's 640 + 641) .....	0.15	2
Injectable Drug without Administration .....	20.3	--

### Contract Negotiations

	Value	Quartile
Non-Government Payers Percentage .....	25.9	2
Medicaid Days Percentage .....	11.5	--
Medicare Days Percentage .....	62.7	--
Markup (Charges / Cost) .....	3.25	4
Gross Operating Revenue .....	568,352,330	--
Total Operating Expenses .....	174,799,208	--
Deduction Percentage .....	69.5	4
Deductions .....	392,578,635	--
Gross Patient Revenue .....	565,246,212	--

**Market Pricing Summary**

**Value**

Surgery .....	88.92
Pathology and Lab .....	512.21
Medical Imaging and Radiology .....	291.05
Medical Diagnostics and Therapies .....	321.17
Emergency .....	185.09
All Other with Relative Weight (RW) .....	163.06
Total with RW (Excluding Pharmacy and Supplies) .....	217.09
Routine Room Rate .....	751.18
Special Care Room Rate .....	2,477.91
Step-Down Room Rate .....	1,842.62

**CHARGES AND COSTS BY CPT® CODE**

CPT® Code	Description	Units	Average Cost	Average Charge
36415	Drawing blood	7,699	3.73	27.92
85025	Automated hemogram	5,778	12.55	93.75
71020	Chest x-ray	3,844	30.31	171.75
93005	Electrocardiogram, tracing	2,202	20.31	291.35
99213	Office/outpatient visit, est	2,085	108.11	85.80
99283	Emergency dept visit	587	111.72	317.50
80061	Lipid panel	540	7.66	57.25
78465	Heart image (3d), multiple	509	284.38	1,611.25
66984	Remove cataract/insert lens	415	257.19	534.38
76075	Dual energy x-ray study	405	63.27	358.50
62311	Inject spine l/s (cd)	246	346.10	719.09
76092	Mammogram, screening	230	12.97	73.50
43239	Upper GI endoscopy, biopsy	92	201.64	779.44
12001	Repair superficial wound(s)	43	94.31	264.55
97001	Pt evaluation	43	85.19	203.37
49505	Repair inguinal hernia	41	889.65	1,848.43
99211	Office/outpatient visit, est	22	57.64	45.75
99281	Emergency dept visit	13	39.32	111.75

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## CHARGES AND COSTS BY DRG CODE

MSDRG	Description	Discharges	LOS	Avg Cost	Avg Charge	Avg Payment	Revenue
392	Misc digest disorders w/o MCC	201	3.66	3,800	13,646	3,406	684,691
194	Pneumonia/pleurisy w CC	183	4.96	5,152	16,431	4,971	909,670
292	Heart failure/shock w CC	152	5.27	6,619	19,671	5,000	760,019
192	COPD w/o CC/MCC	127	3.94	4,065	12,839	3,652	463,741
293	Heart failure/shock w/o CC/MCC	124	4.02	5,032	14,996	3,560	441,435
291	Heart failure/shock w MCC	113	7.41	9,639	28,616	7,403	836,514
287	Circ disorders w cath w/o MCC	85	3.33	5,418	22,018	5,364	455,956
195	Pneumonia/pleurisy w/o CC/MCC	77	4.00	3,943	12,744	3,605	277,610
191	COPD w CC	73	5.62	6,054	19,194	4,924	359,431
552	Medical back problems w/o MCC	43	4.00	4,036	13,805	3,706	159,374
190	COPD w MCC	37	7.86	9,243	28,787	6,690	247,515
193	Pneumonia/pleurisy w MCC	33	7.06	8,079	24,949	7,196	237,464
330	Major bowel procedure w CC	32	9.75	15,582	50,976	12,974	415,179
481	Hip/femur procedures w CC	21	6.43	11,882	38,765	9,051	190,077
329	Major bowel procedure w MCC	17	13.65	24,241	82,367	29,576	502,785
372	Major gastro disorder w CC	15	6.13	6,803	20,859	6,301	94,518
480	Hip/femur procedures w MCC	14	8.36	13,819	44,971	14,032	196,446
482	Hip/femur procedures w/o CC/MCC	14	4.86	7,096	22,654	7,113	99,587
373	Major gastro disorder w/o CC/MCC	11	5.82	5,724	17,754	4,305	47,354
391	Misc digest disorders w MCC	11	5.55	5,937	20,741	5,555	61,100

## CHARGES AND COSTS BY APC CODE

APC Code	Description	Units	Average Cost	Average Charge
0260	Level I Plain Film Except Teeth	10,342	31.61	177.65
0612	High Level Emergency Visits	2,368	203.37	577.94
0099	Electrocardiograms	2,208	20.36	292.14
0332	Computed Tomography without Contrast	1,837	192.72	1,091.92
0283	Computed Tomography with Contrast	1,515	218.14	1,235.95
0611	Mid Level Emergency Visits	587	111.72	317.50
0246	Cataract Procedures with IOL Insert	497	262.98	546.41
0143	Lower GI Endoscopy	451	215.09	823.28
0610	Low Level Emergency Visits	321	69.12	196.43
0077	Level I Pulmonary Treatment	317	24.06	86.23
0141	Level I Upper GI Procedures	260	210.41	770.88
0080	Diagnostic Cardiac Catheterization	92	562.39	2,173.91
0041	Level I Arthroscopy	66	443.67	921.83
0021	Level III Excision/ Biopsy	62	382.54	792.30
0028	Level I Breast Surgery	52	581.51	1,208.22
0055	Level I Foot Musculoskeletal Procedures	18	289.86	602.27