

Enloe Medical Center

5/10/2007

UTILIZATION	1999	2000	2001	2002	2003	2004	2005	2006
Available Beds	291	297	297	297	391	376	304	n/a
Occupancy Rate	61.32%	64.64%	68.19%	69.92%	48.82%	51.77%	65.81%	n/a
Total Patient Days	65,131	70,269	73,925	75,797	69,669	71,241	73,021	n/a
Outpatient Visits	228,394	256,311	271,603	274,021	255,939	226,615	230,910	n/a

FINANCIAL	1999	2000	2001	2002	2003	2004	2005	2006
Net Patient Revenue	\$147,077,812	\$155,288,461	\$172,714,478	\$181,881,186	\$193,129,879	\$209,186,728	\$226,755,345	\$257,286,968
Operating Profit	\$738,515	-\$2,498,392	-\$821,366	-\$5,017,596	\$4,192,964	\$5,268,494	\$5,137,051	\$6,503,431
Non-Operating Profit	-\$260,977	\$3,171,281	\$4,074,951	\$1,991,650	\$1,966,388	\$2,127,747	\$2,297,500	\$5,299,358
Profit/(Loss)	\$477,518	\$672,889	\$3,253,585	-\$3,025,946	\$6,159,352	\$7,396,241	\$7,434,551	\$11,802,789

Profits (03-06): \$32,792,933

PROFITS (By Year)	990		OSHPD					
	Profit	Profit Margin	Profit	Op Profit Margin	Net Income Marg	Total Margin	Charity Care (Cost)	Charity % NPR
1999	\$1,362,768	0.91%	\$477,518	0.50%	0.32%	0.32%	\$0	0.00%
2000	\$893,821	0.53%	\$672,889	-1.59%	0.42%	0.43%	\$266,130	0.17%
2001	\$2,361,656	1.22%	\$3,253,585	-0.47%	1.81%	1.85%	\$231,981	0.13%
2002	-\$4,246,320	-2.07%	-\$3,025,946	-2.72%	-1.62%	-1.64%	\$498,061	0.27%
2003	\$5,938,727	2.70%	\$6,159,352	2.14%	3.11%	3.14%	\$542,994	0.28%
2004	\$5,747,984	2.42%	\$7,396,241	2.49%	3.46%	3.50%	\$533,631	0.26%
2005	\$7,240,839	2.87%	\$7,434,551	2.24%	3.21%	3.25%	\$1,712,598	0.76%
2006	n/a	n/a	\$11,802,789	2.50%	n/a	4.53%		
Total, 2003 - 2006	\$12,988,823		\$32,792,933				\$2,789,224	

Sources: Office of Statewide Health Planning & Development; IRS 990s

Note: 2006 profit figures from OSHPD represent the the pre-tax net income

Executive Compensation, 2003 - 2005:

Source: IRS 990s for Enloe Health Systems

Summary

	Total Comp 2005	Change from '03 to '05:	Total Comp, 2000 to 2005
Philip R. Wolfe - CEO	\$741,515	72%	\$2,767,981
Christine Sarrico - CFO	\$396,418	76%	\$1,252,724
Daniel P. Neumeister - COO	\$484,419	79%	\$1,733,884
Thomas Wright - VP Bus Dev	\$271,434	n/a	
Robert A. Adams - VP EHF	\$258,520	n/a	
Janet Ellis - VP EMC	\$279,467	63%	

TOTAL **\$2,431,773**

	Compensation Benefit Plans		Total Comp
CEO - Philip R. Wolfe			
2001	\$325,028	\$97,549	\$422,577
2002	\$446,072	\$96,645	\$542,717
2003	\$379,704	\$52,107	\$431,811
2004	\$541,386	\$87,975	\$629,361
2005	\$571,802	\$169,713	\$741,515
Change from '00 to '05:	76%	74%	75%
Change from '03 to '05:	51%	226%	72%

	Compensation Benefit Plans		Total Comp
CFO - Christine Sarrico			
2001*	\$171,804	\$40,812	\$212,616
2002	\$83,042	\$2,870	\$85,912
2003	\$217,445	\$7,478	\$224,923
2004	\$305,411	\$27,444	\$332,855
2005	\$313,801	\$82,617	\$396,418
Change from '00 to '05:	83%	102%	86%
Change from '03 to '05:	44.31%	1004.80%	76.25%

*Salary of previous CFO

COO - Daniel P. Neumeister			
2001	\$192,728	\$64,301	\$257,029
2002	\$258,397	\$64,702	\$323,099
2003	\$228,159	\$41,932	\$270,091
2004	\$339,796	\$59,450	\$399,246
2005	\$363,561	\$120,858	\$484,419
Change from '00 to '05:	89%	88%	88%
Change from '03 to '05:	59%	188%	79%

VP Bus Dev - Thomas Wright			
2003	n/a	n/a	
2004	\$224,406	\$57,841	\$282,247
2005	\$197,040	\$74,394	\$271,434
Change from '03 to '04:	-12%	29%	-4%
Change from '03 to '05:			

VP EHF - Robert A. Adams			
2003	n/a	n/a	
2004	\$211,353	\$56,325	\$267,678
2005	\$193,092	\$65,428	\$258,520
Change from '03 to '04:	-9%	16%	-3%
Change from '03 to '05:			

VP EMC - Janet Ellis			
2003	\$146,068	\$25,463	\$171,531
2004	\$209,717	\$30,974	\$240,691
2005	\$215,666	\$63,801	\$279,467
Change from '03 to '04:	44%	22%	40%
Change from '03 to '05:	48%	151%	63%

CEO	2002	2003	2004	2005
Enloe - Philip Wolfe	\$542,717	\$431,811	\$629,361	\$741,515
Sutter Sacramento - Tom Gagen	\$378,636	\$517,403	\$460,782	n/a
Sutter Eden - George Bischelaney	\$385,710	\$288,676	\$416,440	\$431,243
Santa Rosa Memorial - David Ameen	\$442,588	\$469,137	\$561,148	\$532,294

CFO	2002	2003	2004	2005
Enloe - Christine Sarrico	\$85,912	\$224,923	\$332,855	\$396,418
Sutter Eden - Kathleen Cain	\$150,316	\$69,691	\$181,690	\$167,700
Santa Rosa Memorial - Don Miller	\$321,959	\$309,259	\$322,579	\$356,851

COO	2002	2003	2004	2005
Enloe - Daniel Neumeister	\$323,099	\$270,091	\$399,246	\$484,419
Santa Rosa Memorial - Micahel Glasberg*	\$309,155	\$192,403	\$283,658	\$267,015

*Began as CEO at the end of 2002.

Santa Rosa Memorial (365 beds) is located in Santa Rosa, CA
Eden Medical Center (356 beds) is located in Castro Valley, CA

Total Operating Expenses	Nonoperating Revenue Net	Total
\$62,792,159	\$700,440	\$165,608
\$65,646,160	\$892,465	\$2,544,462
\$64,145,639	\$1,353,307	\$435,780
\$61,388,311	\$2,353,146	\$8,656,939
\$253,972,269	\$5,299,358	\$11,802,789