

The further penetration of managed care will decrease health care employment as in other areas. Occupancy rates for the region, as compiled by the Hospital Council of Western PA (HCWP), were 55.6% for July - Dec 1994, and 47.8% for July - Dec 1995. During these same periods, the full - time employees (FTEs) per occupied bed (unadjusted) were 8.18 and 8.92, a 9% increase. the adjusted FTEs/occupied bed were 5.15 and 5.38, a 4.5% increase for these periods. Employment in the region has declined since Fiscal Year (FY) 1993, as demonstrated below:

<u>Fiscal Year</u>	<u>Total Employed</u>	<u>% Change (from prior year)</u>
1993	12,674	-3.3
1994	12,071	-4.8
1995	11,986	-0.7
1996 (first half)	11,706	-2.3

### Financial Performance

<u>Category</u>	<u>July - Dec 1994</u>	<u>July - Dec 1995</u>	<u>% Change</u>
Net Operating Margin	0.68%	0.68%	0.0
Total Revenue Margin	N/A	2.18	---
Salaries (000)	\$173,131	\$173,893	0.4
Fringe Benefits	\$42,249	\$42,348	0.2
Average Salary	\$28,956	\$29,710	2.6
Total Expenses (000)	\$411,026	\$421,900	2.6
Average Gross Inpatient			
Charges/Case	\$8,888	\$8,901	0.1
Total Admissions	53,668	51,454	-4.1
Patient Days	268,910	241,449	-10.2
Average Length of Stay (Days)	5.01	4.69	-6.8
*Staffed Beds	2,655	2,747	3.47
Occupancy	55.6%	47.8%	-16.3

\*FY93, 94 and 95 had decreases from the previous FY of 8.81%, 1.95%, and 9.21%, respectively.

The trend toward more outpatient procedures is matched in NWPA. While revenues on the inpatient side decrease, they are increasing proportionately on the outpatient side. From FY94 to the first half of FY96, outpatient revenue increased from 35.8% to 39.7% of total revenue. This is the highest percent of the regions studied by the Hospital Council of Western PA (HCWP).