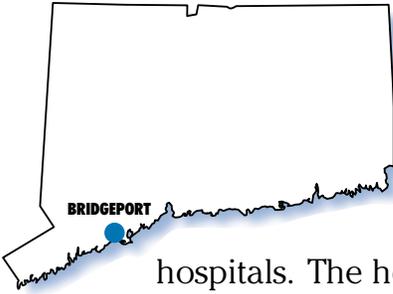


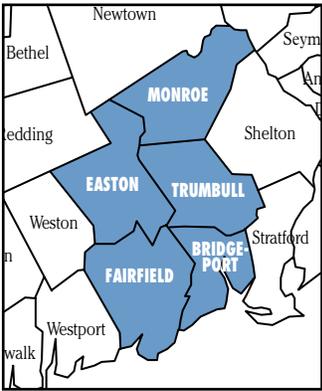
SAINT VINCENT'S MEDICAL CENTER

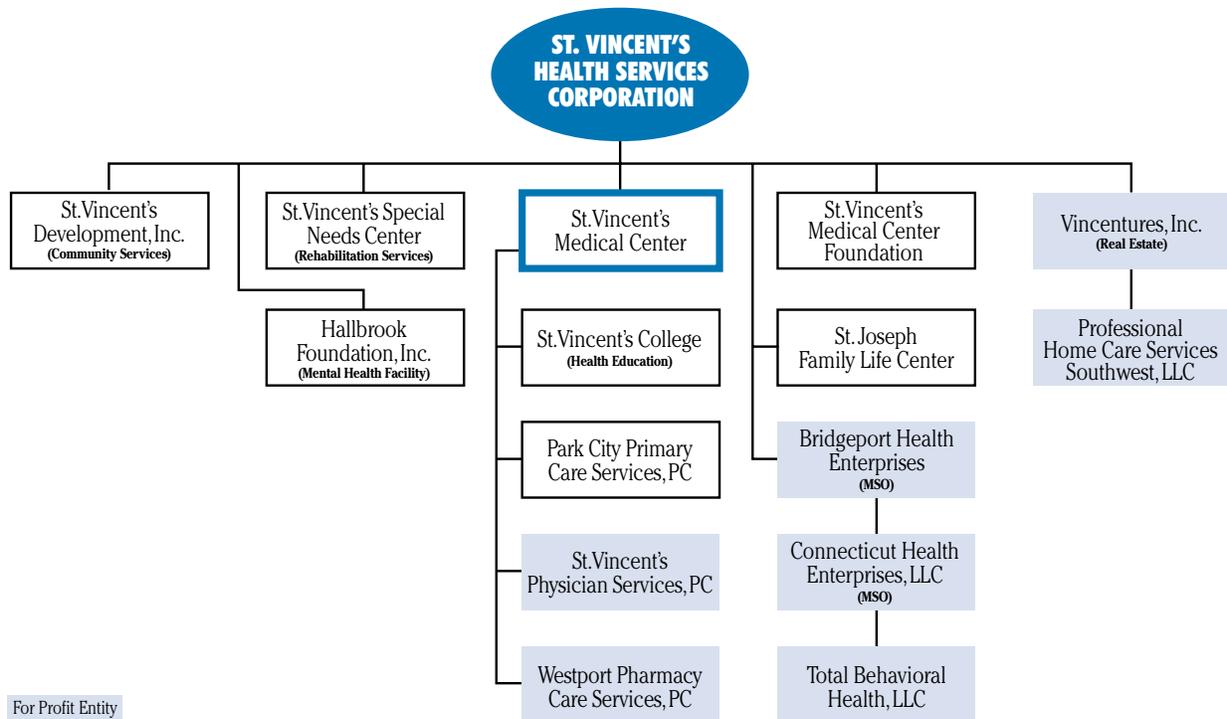
Saint Vincent's Medical Center, founded in 1903, is located in Bridgeport and, in addition to that city, primarily serves four other towns in Fairfield County. In FY 1999, the hospital



staffed 268 of its 423 licensed beds. Saint Vincent's is a member of Ascension Health System, a nationally based Catholic health system with 78 member

hospitals. The hospital is also affiliated with Columbia University College of Physicians and Surgeons for medicine and radiology education programs and New York Medical College for surgery education programs. Saint Vincent's Medical Center is part of the Saint Vincent's Health Services Corporation. The hospital's average age of plant is 8.9 years as compared to the U.S. average of 9.2 years.



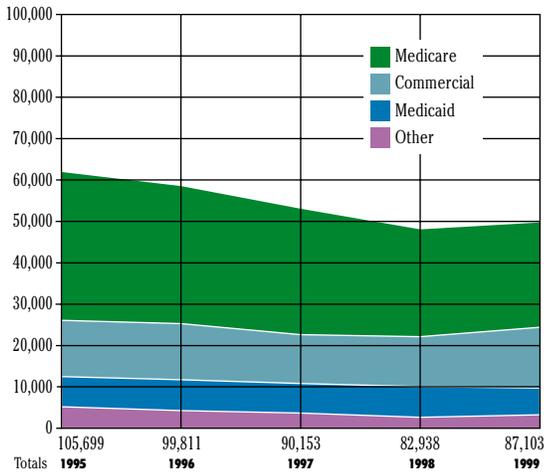


MARGINS	1997	1998	1999
Total margin	17.56%	13.86%	13.78%
Operating margin	10.84%	7.82%	6.40%

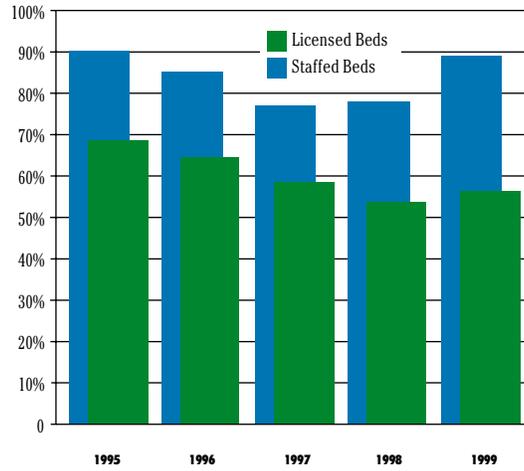
PAYMENT TO COST RATIOS BY PAYER			
Ratio of cost to charges	.51	.51	.52
Medicare Payment to Cost	1.13	1.10	.99
Medicaid Payment to Cost	.80	.67	.58
Private Payment to Cost	1.29	1.28	1.23
Uncompensated Care Cost	\$6,456,286	\$5,404,380	\$5,759,816
Total expenses	\$130,036,641	\$133,253,103	\$146,426,013
Uncompensated care % of total expenses	4.96%	4.06%	3.93%

CAPITAL STRUCTURE RATIOS			
Equity financing ratio	79.60%	79.27%	78.29%
Debt service coverage			

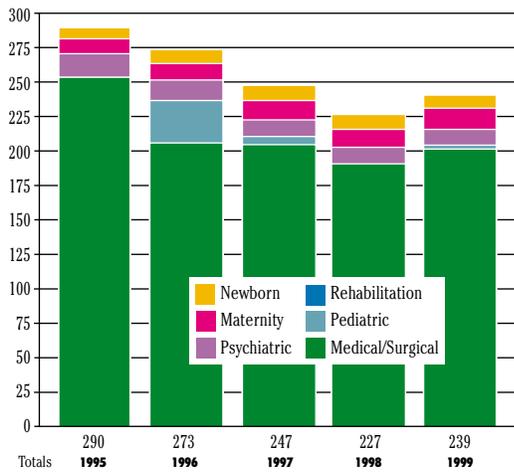
LIQUIDITY MEASURES			
Days of expenses in accounts payable	95.31	106.61	48.48
Days cash on hand	47.69	24.11	16.17
Days of revenue in accounts receivable	71.91	91.81	90.63



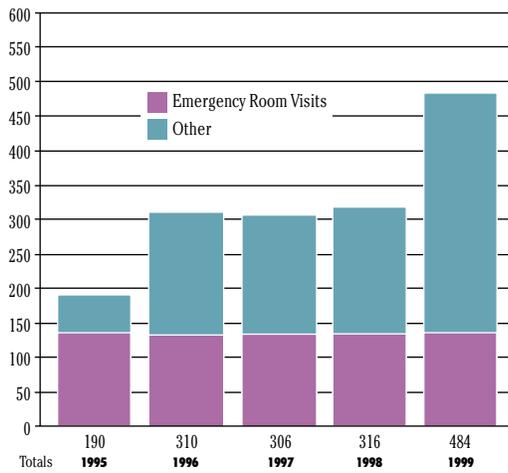
PATIENT DAYS BY PAYER



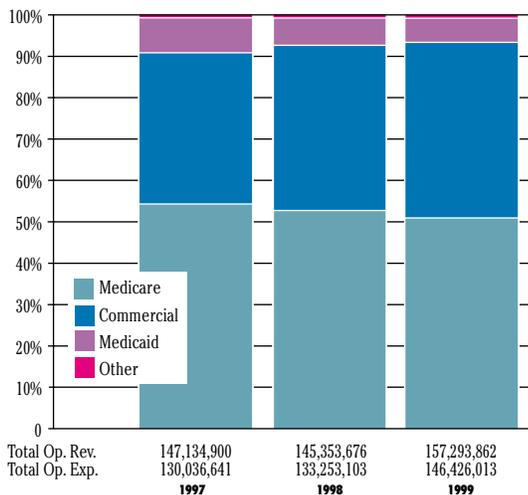
AVERAGE OCCUPANCY



AVERAGE DAILY CENSUS BY SERVICE



AVERAGE DAILY OUTPATIENTS



NET PATIENT REVENUE BY PAYER

KEY PERFORMANCE DRIVERS

- ◆ St.Vincent's patient volumes have steadily increased since 1995.
- ◆ The hospital has decreased the number of staffed beds. Higher volume and fewer staffed beds has led to an occupancy rate that ranges between 85 and 90 percent of its 268 staffed beds, high among acute care hospitals.
- ◆ Medicare accounts for 50 percent of the hospital's annual revenue and approximately 57 percent of inpatient days. The hospital broke even on reimbursement for Medicare services in 1999, but the Balanced Budget Act of 1997 likely will lead to losses.
- ◆ While St.Vincent's is affected by the statewide nursing shortage, the hospital has the advantage of being able to recruit from its hospital-based nursing school.
- ◆ Late payment from managed care companies is a growing problem for the hospital.
- ◆ The hospital historically has under-invested in information technology and will need to budget aggressively for new systems going forward.
- ◆ St.Vincent's competes with Bridgeport Hospital for patient volume and labor resources, but has not experienced meaningful competition from its medical staff.
- ◆ The hospital recently ended an affiliation with Yale-New Haven Health System and entered into an agreement with the New York Presbyterian System.

SITE VISIT ISSUES RAISED BY HOSPITAL MANAGEMENT

Managed Care. St.Vincent's established Connecticut Health Enterprises, a for-profit partnership with Stamford Hospital and New Milford Hospital, to contract with managed care organizations. The hospitals have become more aggressive in negotiating contracts.

Information Technology. The hospital has committed resources to upgrading information systems but is concerned with increasing regulatory requirements including HIPAA and Ambulatory Patient Classifications.

Volume. Increasing volume, while helpful financially, may lead to capacity challenges in the near future.

New York Presbyterian Affiliation. St.Vincent's decision to affiliate with New York Presbyterian was based on the conclusion that Fairfield County is becoming more aligned with New York. The hospital therefore needed an affiliation in that neighboring state.