

Non-Patient Service Drives Hospitals

HOSPITAL CENSUS HIGHLIGHTS

- The hospitals in our 2011 census logged an average of **87,835** patient days last year and purchased **\$1.52 million** worth of food. They operated, on average, with a staff of **54 FTEs**.
- **78%** of the respondents represented self-operated foodservice programs.
- Once again, the majority of foodservice revenue comes from non-patient meals, with respondents reporting an average of **53%** of revenue—**\$1.02 million**—coming from retail sources and catered functions. The average number of daily cash transactions was **1,335**.
- Patient meal counts rose in **26%** of the hospitals surveyed, decreased in **20%** and remained static in **54%**. In hospitals that offer non-patient feeding, retail meal counts rose in **37%**, counts fell in **13%** and remained steady in **50%**.
- **68%** of hospitals plan to budget an increase in food purchases in the coming year, while only **6%** expect the amount of their food purchases to drop. For those expecting food costs to increase, the average projected rise is **4.6%**.
- **38%** of respondents say they offer on-demand room service for patients, with hospitals in the West much less likely to provide such service; only **18%** of facilities in that geographic area do, compared with **44%** in the remainder of the U.S. **90%** of hospitals that offer on-demand room service make it available to all patient units.
- **52%** of hospitals offer some form of cashless payment system for employee meals.
- **82%** of hospitals use a group purchasing organization for at least some of their foodservice purchases.

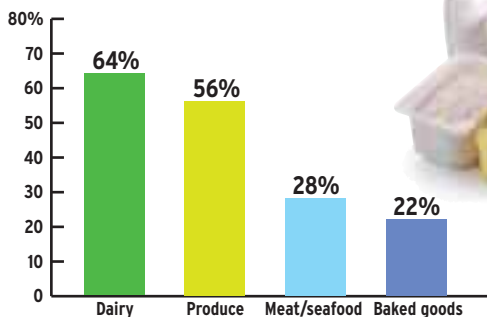
SPENDING MORE IN THE HEARTLAND

More hospital foodservice programs in the midsection of the country expect to increase the amount of money they spend on food purchases next year. The breakdown, by geographic area:



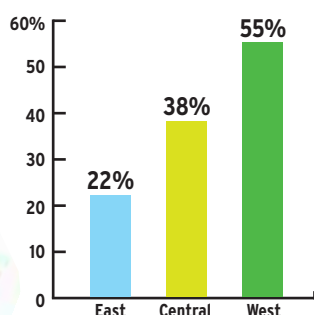
BUYING LOCAL ...

Unique to hospital foodservice is the fact that dairy is the item purchased locally by the largest percentage of institutions. In all other segments, produce is the item most often bought locally. What hospitals say they buy, by product category:



...AND ORGANIC

34% of operators say they buy at least some organic items for use or sale in their operations, with an average of 6% of their budgets going toward such items. When it comes to geography, operators in the West are most likely to opt for organic when possible. The breakdown of operators purchasing organic by region:



2011 PERFORMANCE REPORT FOR HOSPITAL FOODSERVICE

HOSPITAL (location)	2010 Food Purchases	Change in % Food Purchases 2010 vs. 2009	Est. % Change in Food Purchases 2011 vs. 2010	% Revenue From Patient Meals	% Revenue From Non-Patient Meals	2010 Patient Days
ANNUAL FOOD PURCHASES MORE THAN \$1 MILLION						
Continuum Health Partners (New York City)	\$8,967,788	3%	3%	55%	45%	609,260
Summa Health Systems (Akron, Ohio)	\$8,000,000	0%	4%	20%	80%	284,000
Lakeland Regional Medical Center (Lakeland, Fla.)	\$7,954,000	-3%	-3%	0%	100%	219,000
Miami Valley Hospital (Dayton, Ohio)	\$6,500,000	0%	4%	22%	78%	175,551
St. Francis Hospital (Indianapolis) SOD	\$4,200,000	0%	-33%	0%	100%	130,000
Laguna Honda Hospital (San Francisco)	\$3,100,000	0%	8%	0%	100%	270,100
ANNUAL FOOD PURCHASES \$300,000 - \$1 MILLION						
South Texas Veterans HC System (San Antonio)	\$990,000	0%	4%	100%	0%	74,460
Central Alabama Veterans Health Center (Montgomery, Ala.)	\$900,000	0%	0%	100%	0%	142,400
Marion General Hospital (Marion, Ind.) MOR	\$816,000	2%	2%	40%	60%	18,980
North Fulton Regional Hospital (Roswell, Ga.) MOR	\$790,000	-7%	9%	75%	25%	38,896
Hendry Regional Medical Center (Clewiston, Fla.)	\$700,000	3%	na	50%	50%	12,045
Beloit Memorial (Beloit, Wis.)	\$700,000	0%	10%	30%	70%	19,872
ANNUAL FOOD PURCHASES \$100,000 - \$299,999						
Florida Hospital - Lake Placid (Lake Placid, Fla.) SOD	\$280,000	12%	0%	50%	50%	9,125
Crawford Memorial Hospital (Robinson, Ill.)	\$258,216	7%	10%	50%	50%	4,748
United General Hospital (Sedro Woolley, Wash.)	\$250,500	0%	6%	40%	60%	6,600
New London Hospital (New London, N.H.)	\$250,000	0%	2%	67%	33%	180
Titusville Area Hospital (Titusville, Pa.)	\$250,000	1%	2%	70%	30%	12,000
Northwest Specialty Hospital (Post Fall, Idaho)	\$200,000	0%	0%	15%	85%	16,000
AVERAGE	\$1,518,982	2%	2.4%	46.8%	53.2%	87,835

KEY: MOR = Morrison Health Care; SOD = Sodexo

To view the complete Performance Report click on Research then **CENSUS REPORTS** at:
FOODSERVICEDIRECTOR.COM

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Lakeland Regional Medical Center (Lakeland, Fla.)	\$7,954,000	-3%	-3%	0%	100%	219,000
Miami Valley Hospital (Dayton, Ohio)	\$6,500,000	0%	4%	22%	78%	175,551
St. Francis Hospital (Indianapolis) SOD	\$4,200,000	0%	-33%	0%	100%	130,000
Laguna Honda Hospital (San Francisco)	\$3,100,000	0%	8%	0%	100%	270,100
Florida State Hospital (Chattahoochee, Fla.) MOR	\$3,000,000	0%	0%	93%	7%	401,500
John T. Mather Memorial Hospital (Port Jefferson, N.Y.)	\$3,000,000	2%	4%	50%	50%	87,600
University of Tennessee Medical Center (Knoxville, Tenn.) MOR	\$2,678,000	3%	3%	12%	88%	136,000
CAMC Memorial Hospital (Charleston, W.Va.) MOR	\$2,601,000	2%	6%	45%	55%	107,000
Allegheny General Hospital (Pittsburgh)	\$2,500,000	-4%	0%	50%	50%	51,000
Deaconess Hospital (Evansville, Ind.)	\$2,500,000	9%	5%	50%	50%	165,000
Sanford Health (Fargo, N.D.)	\$2,500,000	0%	4%	20%	80%	119,000
Providence St. Peter Hospital (Olympia, Wash.)	\$1,800,000	6%	5%	0%	100%	92,000
St. Joseph's Medical Center (Reading, Pa.) SOD	\$1,700,000	42%	10%	50%	50%	122,000
Bethesda Memorial Hospital (Boynton Beach, Fla.)	\$1,500,000	9%	0%	42%	58%	102,000
SSM St. Joseph's Hospital West (Lake Saint Louis, Mo.)	\$1,350,000	13%	3%	40%	60%	42,000
South Texas Veterans HC System (San Antonio)	\$990,000	0%	4%	100%	0%	74,460
Central Alabama Veterans Health Center (Montgomery, Ala.)	\$900,000	0%	0%	100%	0%	142,400
Marion General Hospital (Marion, Ind.) MOR	\$816,000	2%	2%	40%	60%	18,980
North Fulton Regional Hospital (Roswell, Ga.) MOR	\$790,000	-7%	9%	75%	25%	38,896
Hendry Regional Medical Center (Clewiston, Fla.)	\$700,000	3%	na	50%	50%	12,045
Beloit Memorial (Beloit, Wis.)	\$700,000	0%	10%	30%	70%	19,872
Charles Cole Memorial Hospital (Coudersport, Pa.)	\$600,000	0%	5%	40%	60%	280,000
South County Hospital (Wakefield, R.I.) SOD	\$500,000	4%	3%	0%	100%	20,075
St. Catherine of Siena Medical Center (Smithtown, N.Y.)	\$490,000	3%	0%	100%	0%	91,250
Louisiana Medical and Heart Hospital (Lacombe, La.)	\$380,000	-5%	7%	0%	100%	10,402
HealthSouth Rehabilitation (Tucson, Ariz.)	\$357,000	2%	6%	99%	1%	29,200
Boise Veteran's Affairs Medical Center (Boise, Idaho)	\$350,000	0%	0%	0%	100%	2,190
St. Luke's Miners Memorial (Coaldale, Pa.) SOD	\$326,000	2%	-1%	85%	15%	25,185
Utah Valley Specialty Hospital (Provo, Utah)	\$325,000	0%	2%	75%	25%	12,410
Highland Cashiers Hospital (Highland, N.C.)	\$312,000	0%	0%	50%	50%	na
Kindred Hospital North Florida (Green Cove Springs, Fla.)	\$300,000	0%	2%	40%	60%	19,819
Green County General Hospital (Linton, Mich.)	\$300,000	20%	5%	20%	80%	4,194
Florida Hospital - Lake Placid (Lake Placid, Fla.) SOD	\$280,000	12%	0%	50%	50%	9,125
Crawford Memorial Hospital (Robinson, Ill.)	\$258,216	7%	10%	50%	50%	4,748
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Titusville Area Hospital (Titusville, Pa.)	\$250,000	1%	2%	70%	30%	12,000
Northwest Specialty Hospital (Post Fall, Idaho)	\$200,000	0%	0%	15%	85%	16,000
Rice Medical Center (Houston)	\$200,000	0%	0%	5%	95%	na
South Central Kansas Regional Hospital (Arkansas City, Kan.)	\$200,000	0%	4%	0%	100%	89,000
Veterans Administration Medical Center (Beckley, W.Va.)	\$190,000	9%	0%	100%	0%	32,850
Tomah Memorial Hospital (Tomah, Wis.)	\$156,000	0%	0%	75%	25%	5,110
La Hacienda Treatment Center (Hunt, Texas)	\$150,000	25%	4%	75%	25%	36,500
Preston Memorial Hospital (Kingwood, W.Va.)	\$125,000	25%	0%	60%	40%	5,004
Stanley Regional Medical Center (Albemarle, N.C.)	\$122,400	2%	2%	60%	40%	23,588
Kaiser Mental Health Center (Los Angeles)	\$121,200	1%	2%	79%	21%	18,300
Baptist Memorial Hospital (Covington, Tenn.) MOR	\$109,000	-27%	5%	70%	30%	36,500
Barton County Memorial Hospital (Lamar, Mo.)	\$100,000	0%	2%	70%	30%	6,205
TOTALS	\$75,949,104	2%	116	2,339	2,661	4,216,099
AVERAGE	\$1,518,982	2%	2.4%	46.8%	53.2%	87,835

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