

003 Appleton Medical Center
 1818 N Meade St
 Appleton, WI 54911
 920-731-4101

Fiscal Year: 01/01 to 12/31
 Type: GMS
 General Medical & Surgical
 Control: Other Not-For-Profit

County: Outagamie
 Analysis Area: Lake Winnebago (3)
 Volume Group: 6

Selected Utilization Statistics	FY 2005	All GMS Hospitals		Analysis Area 3		Volume Group 6		FY 2005 vs. 2004	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2004	Ratio
Occupancy Rate (%)									
Adult Medical-Surgical	65.6%	59.1%	1.11	47.5%	1.38	59.5%	1.10	59.0%	1.11
Obstetrics	38.4%	41.6%	0.92	37.1%	1.04	42.0%	0.92	41.4%	0.93
Pediatrics	0.0%	54.2%	N/A	22.7%	N/A	85.7%	N/A	10.0%	0.00
Total Hospital	62.9%	57.7%	1.09	46.8%	1.34	56.1%	1.12	55.3%	1.14
Average Census (Patients)									
Adult Medical-Surgical	70.8	31.3	2.26	23.2	3.05	47.6	1.49	69.1	1.03
Obstetrics	6.5	5.4	1.21	5.2	1.26	8.4	0.78	7.0	0.93
Pediatrics	0.0	2.2	N/A	0.4	N/A	8.4	N/A	0.4	0.00
Total Hospital	88.6	54.6	1.62	39.8	2.23	93.0	0.95	86.2	1.03
Average Length of Stay (Days)									
Adult Medical-Surgical	3.8	3.7	1.03	3.4	1.12	3.7	1.03	3.8	1.01
Obstetrics	2.2	2.4	0.93	2.4	0.93	2.6	0.86	2.3	0.98
Pediatrics	0.0	2.5	N/A	2.0	N/A	2.4	N/A	3.1	0.00
Total Hospital	4.1	4.3	0.96	3.9	1.06	4.2	0.98	4.0	1.04
Surgical Operations									
Inpatient	3,485	1,644	2.12	1,281	2.72	3,329	1.05	3,456	1.01
Outpatient	18,097	3,777	4.79	4,797	3.77	7,486	2.42	18,214	0.99
Inpatient as % of All Surgeries	16.1%	30.3%	0.53	21.1%	0.77	30.8%	0.52	15.9%	1.01
Outpatient Visits									
Non-Emergency Visits	76,512	84,436	0.91	52,804	1.45	164,395	0.47	75,868	1.01
Emergency Visits	25,866	15,777	1.64	13,426	1.93	25,464	1.02	24,280	1.07
Full-Time Equivalents (FTEs)									
Administrators	44.0	17.4	2.53	21.1	2.09	29.5	1.49	40.7	1.08
Nurses, Licensed	340.5	173.6	1.96	135.6	2.51	311.5	1.09	319.0	1.07
Ancillary Nursing Personnel	37.5	34.8	1.08	21.0	1.78	55.1	0.68	39.8	0.94
All Other Personnel	581.3	410.2	1.42	287.3	2.02	765.1	0.76	625.2	0.93
Total FTEs	1,003.2	636.0	1.58	465.0	2.16	1,161.3	0.86	1,024.7	0.98
FTEs per 100 Patient Census (Adjusted)									
Administrators	23.6	17.1	1.38	15.3	1.54	16.6	1.42	22.9	1.03
Nurses, Licensed	182.6	170.3	1.07	98.4	1.86	175.3	1.04	179.5	1.02
Ancillary Nursing Personnel	20.1	34.1	0.59	15.2	1.32	31.0	0.65	22.4	0.90
All Other Personnel	311.7	402.4	0.77	208.5	1.49	430.6	0.72	351.9	0.89
Total FTEs	537.9	623.8	0.86	337.4	1.59	653.6	0.82	576.7	0.93

Total Hospital:
 Beds Set Up & Staffed 141
 Discharges 7,852
 Inpatient Days 32,346

Contract with:
 Health Maintenance Organization (HMO) Yes
 Preferred Provider Organization (PPO) Yes

Medicare-certified Swing Beds:
 Beds Set Up & Staffed 0
 Discharges 0
 Inpatient Days 0

Newborn Nursery:
 Bassinets 17
 Total Births 1,054
 Newborn Days 2,243

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 12/31/2005	Discharges & Transfers**	Patient Days of Care	Occupancy Rate (%)	Average Census (Patients)	Average Length of Stay (Days)
General Medical-Surgical							
Adult Medical-Surgical, Acute	1	108	6,800	25,847	65.6%	70.8	3.8
Orthopedic	2	0	0	0	0.0%	0.0	0.0
Rehabilitation & Physical Medicine	3	0	0	0	0.0%	0.0	0.0
Hospice	2	0	0	0	0.0%	0.0	0.0
Acute Long-Term Care	3	0	0	0	0.0%	0.0	0.0
Other Acute	5	0	0	0	0.0%	0.0	0.0
Pediatric, acute	2	0	0	0	0.0%	0.0	0.0
Obstetrics	1	17	1,069	2,385	38.4%	6.5	2.2
Psychiatric	3	0	0	0	0.0%	0.0	0.0
Alcoholism/chemical dependency	3	0	0	0	0.0%	0.0	0.0
ICU/CCU							
Medical-Surgical Intensive Care	2	0	0	0	0.0%	0.0	0.0
Cardiac Intensive Unit	2	0	0	0	0.0%	0.0	0.0
Pediatric Intensive Care	4	0	0	0	0.0%	0.0	0.0
Burn Care	5	0	0	0	0.0%	0.0	0.0
Mixed Intensive Care	1	16	1,176	4,114	70.4%	11.3	3.5
Step-Down (Special Care)	2	0	0	0	0.0%	0.0	0.0
Neonatal Intensive/Intermediate Care	4	0	0	0	0.0%	0.0	0.0
Other Intensive Care	5	0	0	0	0.0%	0.0	0.0
Subacute care	3	0	0	0	0.0%	0.0	0.0
Other inpatient	5	0	0	0	0.0%	0.0	0.0

Note: data should be used only in rows; do not summarize columns.

* 1 = Provided-Distinct Unit, 2 = Provided-Not Distinct Unit, 3 = Available in Network
 4 = Contracted, 5 = Service Not Provided

** Transfers, which may be estimated, refer only to those between units.

Occupation	Number Full-Time	Number Part-Time	Number FTE	Occupation	Number Full-Time	Number Part-Time	Number FTE
Administrators/Assistant Administrators	44	0	44.0	Radiological Services Personnel	35	29	50.6
Physicians & Dentists	0	0	0.0	Respiratory Therapists	19	6	23.1
Medical & Dental Residents	0	0	0.0	Occupational Therapists	2	5	3.1
Registered Nurses	165	235	298.9	Occupational Therapy Assistants/Aides	0	1	0.6
Certified Nurse Midwives	0	0	0.0	Physical Therapists	11	7	14.1
Licensed Practical Nurses	22	48	41.6	Physical Therapy Assistants/Aides	2	8	5.1
Ancillary Nursing Personnel	22	33	37.5	Recreational Therapists	1	1	1.6
Physician Assistants	0	0	0.0	Dietitians & Nutritionists	1	10	3.2
Nurse Practitioners	0	0	0.0	Psychologists	1	0	1.0
Medical Records Personnel	31	18	34.6	Social Workers	0	8	1.0
Pharmacy Personnel	25	10	27.9	All Other Health Professionals	51	59	66.1
Clinical Laboratory Personnel	33	20	40.2	All Other Personnel	175	221	272.5
Surgical Personnel	25	18	36.6	Total	665	737	1,003.2

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Selected Financial Statistics	FY 2005	All GMS Hospitals		Analysis Area		Volume Group		FY 2005 vs. 2004		
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2004	Ratio	
Gross Revenue as % of Total Gross Patient Revenue										
Medicare	\$127,499,620	46.3%	41.4%	1.12	41.9%	1.10	37.1%	1.25	46.1%	1.00
Medical Assistance	\$12,630,519	4.6%	10.2%	0.45	6.8%	0.67	12.4%	0.37	4.5%	1.01
Commercial	\$128,832,691	46.8%	41.7%	1.12	46.5%	1.01	45.1%	1.04	46.9%	1.00
All Other	\$6,556,164	2.4%	6.8%	0.35	4.8%	0.50	5.4%	0.44	2.5%	0.95
Deductions as % of Total Gross Patient Revenue										
Medicare	\$69,747,323	25.3%	25.3%	1.00	23.9%	1.06	23.7%	1.07	25.3%	1.00
Medical Assistance	\$7,903,272	2.9%	7.7%	0.37	4.8%	0.60	9.1%	0.32	3.0%	0.94
Commercial	\$38,381,063	13.9%	9.7%	1.44	11.3%	1.23	11.0%	1.27	12.1%	1.15
Charity Care	\$2,622,200	1.0%	1.5%	0.63	1.3%	0.73	1.4%	0.68	0.8%	1.25
All Other	\$430,223	0.2%	1.5%	0.10	0.5%	0.31	1.1%	0.14	0.2%	0.82
Total Deductions	\$119,084,081	43.2%	45.7%	0.95	41.7%	1.04	46.4%	0.93	41.4%	1.04
Other Revenue & Net Gains or Losses										
Other Revenue as % of Total Revenue		1.7%	4.4%	0.38	2.7%	0.62	7.4%	0.23	1.7%	0.96
Net Gains/Losses as % of Net Income		13.4%	12.3%	1.09	31.4%	0.43	12.2%	1.10	11.6%	1.16
Expenses as % of Total Expenses										
Salary/Fringe Benefits	\$74,464,644	51.7%	47.5%	1.09	48.9%	1.06	47.2%	1.10	52.8%	0.98
Supplies & Services	\$50,769,999	35.3%	40.2%	0.88	36.8%	0.96	41.3%	0.85	34.6%	1.02
Capital Component	\$14,502,784	10.1%	8.7%	1.16	11.0%	0.92	8.7%	1.16	10.1%	1.00
Bad Debt	\$4,289,400	3.0%	3.6%	0.83	3.2%	0.93	2.8%	1.06	2.6%	1.15
Fiscal Statistics										
Operating Margin (%)		9.5%	7.6%	1.25	4.8%	1.97	8.2%	1.15	8.7%	1.09
Total Hospital Net Income (%)		10.8%	8.6%	1.25	6.9%	1.56	9.2%	1.17	9.8%	1.11
Return on Equity (%)		11.4%	7.2%	1.58	5.5%	2.07	7.8%	1.46	11.3%	1.00
Current Ratio		10.0	2.8	3.57	3.4	2.94	2.3	4.35	10.0	1.00
Days in Net Patient Accounts Receivable		35.9	51.2	0.70	51.4	0.70	54.1	0.66	39.7	0.90
Average Payment Period		20.0	53.8	0.37	43.6	0.46	55.7	0.36	16.1	1.24
Equity Financing (%)		52.2%	58.5%	0.89	52.2%	1.00	55.2%	0.95	66.8%	0.78
Long-Term Debt to Equity Ratio		0.8	0.4	2.06	0.6	1.37	0.5	1.64	0.4	1.91
Times Interest Earned		7.2	6.9	1.05	3.9	1.85	6.5	1.11	6.3	1.15
Total Asset Turnover		1.0	0.8	1.30	0.8	1.30	0.8	1.30	1.1	0.90
Average Age of Plant (Years)		7.1	9.1	0.78	7.8	0.91	8.5	0.84	7.0	1.02
Increase (Decrease) Total Net Patient Revenue		5.8%	9.1%	0.63	7.4%	0.78	8.8%	0.65	9.0%	0.64
Outpatient Gross Revenue (% of Total GPR)		52.6%	46.6%	1.13	57.9%	0.91	47.8%	1.10	51.5%	1.02
Net Revenue Statistics										
Inpatient Net Revenue per Discharge		\$9,371	\$9,724	0.96	\$7,753	1.21	\$9,588	0.98	\$9,092	1.03
Inpatient Net Revenue per Day		\$2,275	\$2,239	1.02	\$1,911	1.19	\$2,298	0.99	\$2,300	0.99
Outpatient Net Revenue per Visit		\$809	\$430	1.88	\$595	1.36	\$409	1.98	\$753	1.08

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$275,518,994	Cash & Cash Equivalents	\$56,878,250	Current Liabilities	\$7,304,412
Less Deductions	\$119,084,081	Net Patient Receivables	\$15,368,777	Long-Term Debt	\$65,681,000
Net Patient Revenue	\$156,434,913	Other Receivables	\$0	Other Liabilities	\$82,733
Plus Other Revenue	\$2,652,432			Subtotal	\$73,068,145
Total Revenue	\$159,087,345	Land, Buildings & Equipment (Net)	\$76,664,899		
Less Expenses	\$144,026,827	Other Assets	\$4,012,941	Unrestricted Fund Balance	\$79,856,722
Non-Operating Gains/Losses	\$2,338,235			Restricted Fund Balance	\$2,691,311
Net Income	\$17,398,753	Total Assets	\$152,924,867	Total Liabilities & Fund Balance	\$152,924,867