

048 Mercy Health System Corporation
 1000 Mineral Point Ave PO Box 5003
 Janesville, WI 53547
 608-756-6000

Fiscal Year: 07/01 to 06/30
 Type: GMS
 General Medical & Surgical
 Control: Other Not-For-Profit

County: Rock
 Analysis Area: Southern (1)
 Volume Group: 6

Selected Utilization Statistics	FY 2005	All GMS Hospitals		Analysis Area 1		Volume Group 6		FY 2005 vs. 2004	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2004	Ratio
Occupancy Rate (%)									
Adult Medical-Surgical	61.9%	59.1%	1.05	56.2%	1.10	59.5%	1.04	64.6%	0.96
Obstetrics	69.3%	41.6%	1.67	43.2%	1.60	42.0%	1.65	68.5%	1.01
Pediatrics	0.0%	54.2%	N/A	50.0%	N/A	85.7%	N/A	0.0%	N/A
Total Hospital	56.3%	57.7%	0.98	56.1%	1.00	56.1%	1.00	59.7%	0.94
Average Census (Patients)									
Adult Medical-Surgical	50.8	31.3	1.62	30.5	1.66	47.6	1.07	53.0	0.96
Obstetrics	7.6	5.4	1.41	5.3	1.44	8.4	0.91	7.5	1.01
Pediatrics	0.0	2.2	N/A	1.8	N/A	8.4	N/A	0.0	N/A
Total Hospital	94.1	54.6	1.72	54.7	1.72	93.0	1.01	99.7	0.94
Average Length of Stay (Days)									
Adult Medical-Surgical	3.7	3.7	1.00	3.5	1.05	3.7	1.00	3.8	0.98
Obstetrics	2.2	2.4	0.91	1.9	1.15	2.6	0.84	2.2	1.00
Pediatrics	0.0	2.5	N/A	3.2	N/A	2.4	N/A	0.0	N/A
Total Hospital	4.0	4.3	0.94	4.2	0.96	4.2	0.96	4.2	0.97
Surgical Operations									
Inpatient	3,165	1,644	1.93	1,676	1.89	3,329	0.95	2,973	1.06
Outpatient	8,808	3,777	2.33	5,339	1.65	7,486	1.18	9,007	0.98
Inpatient as % of All Surgeries	26.4%	30.3%	0.87	23.9%	1.11	30.8%	0.86	24.8%	1.07
Outpatient Visits									
Non-Emergency Visits	946,924	84,436	11.21	127,197	7.44	164,395	5.76	839,427	1.13
Emergency Visits	33,149	15,777	2.10	15,798	2.10	25,464	1.30	32,768	1.01
Full-Time Equivalents (FTEs)									
Administrators	31.0	17.4	1.78	14.0	2.21	29.5	1.05	51.0	0.61
Nurses, Licensed	426.1	173.6	2.45	191.2	2.23	311.5	1.37	353.4	1.21
Ancillary Nursing Personnel	63.1	34.8	1.81	30.6	2.06	55.1	1.15	54.9	1.15
All Other Personnel	1,554.5	410.2	3.79	521.0	2.98	765.1	2.03	1,293.8	1.20
Total FTEs	2,074.7	636.0	3.26	757.3	2.74	1,161.3	1.79	1,753.0	1.18
FTEs per 100 Patient Census (Adjusted)									
Administrators	16.1	17.1	0.94	11.8	1.37	16.6	0.97	26.2	0.62
Nurses, Licensed	221.5	170.3	1.30	161.3	1.37	175.3	1.26	181.2	1.22
Ancillary Nursing Personnel	32.8	34.1	0.96	25.8	1.27	31.0	1.06	28.2	1.16
All Other Personnel	807.9	402.4	2.01	440.0	1.84	430.6	1.88	663.4	1.22
Total FTEs	1,078.3	623.8	1.73	638.9	1.69	653.6	1.65	898.9	1.20

Total Hospital:
 Beds Set Up & Staffed 167
 Discharges 8,522
 Inpatient Days 34,342

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 24
 Total Births 1,256
 Newborn Days 2,630

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 06/30/2005	Discharges & Transfers**	Patient Days of Care	Occupancy Rate (%)	Average Census (Patients)	Average Length of Stay (Days)
General Medical-Surgical							
Adult Medical-Surgical, Acute	1	82	5,027	18,530	61.9%	50.8	3.7
Orthopedic	1	18	1,019	3,486	53.1%	9.6	3.4
Rehabilitation & Physical Medicine	1	20	188	2,125	29.1%	5.8	11.3
Hospice	2	0	0	0	0.0%	0.0	0.0
Acute Long-Term Care	4	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	11	1,270	2,783	69.3%	7.6	2.2
Psychiatric	1	12	488	2,045	46.7%	5.6	4.2
Alcoholism/chemical dependency	2	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	2	0	0	0	0.0%	0.0	0.0
Burn Care	4	0	0	0	0.0%	0.0	0.0
Mixed Intensive Care	1	14	182	3,309	64.8%	9.1	18.2
Step-Down (Special Care)	1	10	348	2,064	56.5%	5.7	5.9
Neonatal Intensive/Intermediate Care	4	0	0	0	0.0%	0.0	0.0
Other Intensive Care	2	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	31	0	31.0	Radiological Services Personnel	26	51	43.0
Physicians & Dentists	200	36	213.7	Respiratory Therapists	9	8	13.0
Medical & Dental Residents	19	0	19.0	Occupational Therapists	6	15	12.0
Registered Nurses	247	309	388.4	Occupational Therapy Assistants/Aides	2	5	4.3
Certified Nurse Midwives	0	0	0.0	Physical Therapists	12	12	16.8
Licensed Practical Nurses	18	29	29.9	Physical Therapy Assistants/Aides	7	10	11.8
Ancillary Nursing Personnel	29	101	63.1	Recreational Therapists	1	0	1.0
Physician Assistants	13	11	14.3	Dietitians & Nutritionists	2	7	6.4
Nurse Practitioners	6	3	7.9	Psychologists	1	3	2.7
Medical Records Personnel	10	2	10.6	Social Workers	7	6	8.6
Pharmacy Personnel	27	46	42.4	All Other Health Professionals	265	218	367.2
Clinical Laboratory Personnel	22	8	25.1	All Other Personnel	584	432	726.3
Surgical Personnel	14	6	16.5	Total	1,558	1,318	2,074.7

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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	\$117,664,808	37.7%	41.4%	0.91	38.4%	0.98	37.1%	1.02	37.4%	1.01
Medical Assistance	\$31,192,326	10.0%	10.2%	0.98	7.9%	1.26	12.4%	0.81	10.1%	0.99
Commercial	\$146,764,495	47.0%	41.7%	1.13	46.3%	1.02	45.1%	1.04	46.3%	1.02
All Other	\$16,604,604	5.3%	6.8%	0.78	7.5%	0.71	5.4%	0.98	6.2%	0.85
Deductions as % of Total Gross Patient Revenue										
Medicare	\$72,992,600	23.4%	25.3%	0.92	22.1%	1.06	23.7%	0.99	23.4%	1.00
Medical Assistance	\$24,659,092	7.9%	7.7%	1.03	5.9%	1.34	9.1%	0.87	7.9%	1.00
Commercial	\$40,363,364	12.9%	9.7%	1.33	12.2%	1.06	11.0%	1.18	13.0%	0.99
Charity Care	\$5,427,233	1.7%	1.5%	1.16	1.5%	1.16	1.4%	1.24	1.9%	0.92
All Other	\$1,800,548	0.6%	1.5%	0.38	2.0%	0.29	1.1%	0.52	0.7%	0.86
Total Deductions	\$145,242,837	46.5%	45.7%	1.02	43.7%	1.06	46.4%	1.00	46.9%	0.99
Other Revenue & Net Gains or Losses										
Other Revenue as % of Total Revenue		46.0%	4.4%	10.47	8.8%	5.23	7.4%	6.22	44.1%	1.05
Net Gains/Losses as % of Net Income		6.9%	12.3%	0.56	25.6%	0.27	12.2%	0.56	13.2%	0.52
Expenses as % of Total Expenses										
Salary/Fringe Benefits	\$83,655,762	28.6%	47.5%	0.60	49.5%	0.58	47.2%	0.60	29.1%	0.98
Supplies & Services	\$188,128,479	64.2%	40.2%	1.60	39.3%	1.63	41.3%	1.55	63.7%	1.01
Capital Component	\$13,803,786	4.7%	8.7%	0.54	8.0%	0.59	8.7%	0.54	4.6%	1.03
Bad Debt	\$7,382,973	2.5%	3.6%	0.70	3.1%	0.81	2.8%	0.90	2.6%	0.95
Fiscal Statistics										
Operating Margin (%)		5.3%	7.6%	0.70	6.6%	0.81	8.2%	0.65	5.2%	1.03
Total Hospital Net Income (%)		5.7%	8.6%	0.66	8.6%	0.66	9.2%	0.62	5.9%	0.96
Return on Equity (%)		7.1%	7.2%	0.99	7.6%	0.94	7.8%	0.91	6.9%	1.04
Current Ratio		1.9	2.8	0.68	2.2	0.87	2.3	0.83	2.5	0.77
Days in Net Patient Accounts Receivable		108.8	51.2	2.13	51.8	2.10	54.1	2.01	110.2	0.99
Average Payment Period		46.6	53.8	0.87	52.3	0.89	55.7	0.84	44.1	1.06
Equity Financing (%)		31.3%	58.5%	0.53	48.5%	0.64	55.2%	0.57	39.0%	0.80
Long-Term Debt to Equity Ratio		1.2	0.4	2.98	0.7	1.70	0.5	2.39	1.0	1.16
Times Interest Earned		6.1	6.9	0.88	7.0	0.87	6.5	0.93	5.9	1.03
Total Asset Turnover		1.2	0.8	1.56	0.9	1.38	0.8	1.56	1.2	1.08
Average Age of Plant (Years)		11.5	9.1	1.27	9.3	1.24	8.5	1.36	12.1	0.95
Increase (Decrease) Total Net Patient Revenue		8.5%	9.1%	0.94	11.1%	0.77	8.8%	0.97	14.2%	0.60
Outpatient Gross Revenue (% of Total GPR)		51.2%	46.6%	1.10	46.2%	1.11	47.8%	1.07	48.9%	1.05
Net Revenue Statistics										
Inpatient Net Revenue per Discharge		\$9,063	\$9,724	0.93	\$10,202	0.89	\$9,588	0.95	\$8,610	1.05
Inpatient Net Revenue per Day		\$2,249	\$2,239	1.00	\$2,400	0.94	\$2,298	0.98	\$2,068	1.09
Outpatient Net Revenue per Visit		\$92	\$430	0.21	\$298	0.31	\$409	0.22	\$90	1.02

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$312,226,233	Cash & Cash Equivalents	\$9,384,764	Current Liabilities	\$36,314,860
Less Deductions	\$145,242,837	Net Patient Receivables	\$49,787,291	Long-Term Debt	\$92,778,449
Net Patient Revenue	\$166,983,396	Other Receivables	\$527,214	Other Liabilities	\$41,773,769
Plus Other Revenue	\$142,512,646			Subtotal	\$170,867,078
Total Revenue	\$309,496,042	Land, Buildings & Equipment (Net)	\$121,389,799	Unrestricted Fund Balance	\$77,767,318
Less Expenses	\$292,971,000	Other Assets	\$67,545,328	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$1,215,341			Total Liabilities & Fund Balance	\$248,634,396
Net Income	\$17,740,383	Total Assets	\$248,634,396		