

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 2006	All GMS Hospitals		Analysis Area 3		Volume Group 6		FY 2006 vs. 2005	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2005	Ratio
Occupancy Rate (%)									
Adult Medical-Surgical	69.5%	59.2%	1.17	47.5%	1.46	58.1%	1.20	65.6%	1.06
Obstetrics	32.2%	41.5%	0.78	36.8%	0.87	37.7%	0.85	38.4%	0.84
Pediatrics	0.0%	52.2%	N/A	22.2%	N/A	84.0%	N/A	0.0%	N/A
Total Hospital	64.4%	57.2%	1.13	47.9%	1.34	55.7%	1.16	62.9%	1.02
Average Census (Patients)									
Adult Medical-Surgical	73.7	31.4	2.35	22.9	3.22	40.6	1.82	70.8	1.04
Obstetrics	6.4	5.3	1.21	5.3	1.21	6.4	1.01	6.5	0.99
Pediatrics	0.0	2.2	N/A	0.5	N/A	8.0	N/A	0.0	N/A
Total Hospital	91.4	53.6	1.70	40.7	2.25	81.4	1.12	88.6	1.03
Average Length of Stay (Days)									
Adult Medical-Surgical	3.7	3.6	1.03	3.4	1.09	3.7	1.00	3.8	0.97
Obstetrics	2.2	2.4	0.92	2.5	0.88	2.5	0.88	2.2	0.99
Pediatrics	0.0	2.2	N/A	1.6	N/A	2.1	N/A	0.0	N/A
Total Hospital	4.1	4.3	0.94	4.0	1.01	4.2	0.97	4.1	0.98
Surgical Operations									
Inpatient	3,793	1,903	1.99	1,278	2.97	2,574	1.47	3,485	1.09
Outpatient	17,582	4,240	4.15	4,836	3.64	6,209	2.83	18,097	0.97
Inpatient as % of All Surgeries	17.7%	31.0%	0.57	20.9%	0.85	29.3%	0.61	16.1%	1.10
Outpatient Visits									
Non-Emergency Visits	99,113	89,386	1.11	58,165	1.70	112,584	0.88	76,512	1.30
Emergency Visits	26,265	15,537	1.69	13,251	1.98	22,560	1.16	25,866	1.02
Full-Time Equivalents (FTEs)									
Administrators	51.5	17.1	3.01	15.5	3.32	29.5	1.75	44.0	1.17
Nurses, Licensed	352.5	180.9	1.95	151.9	2.32	273.4	1.29	340.5	1.04
Ancillary Nursing Personnel	50.7	35.0	1.45	22.6	2.24	46.3	1.09	37.5	1.35
All Other Personnel	636.7	419.6	1.52	297.3	2.14	614.8	1.04	581.3	1.10
Total FTEs	1,091.4	652.6	1.67	487.3	2.24	964.1	1.13	1,003.2	1.09
FTEs per 100 Patient Census (Adjusted)									
Administrators	27.6	16.6	1.67	11.2	2.47	18.4	1.50	23.5	1.18
Nurses, Licensed	189.3	175.7	1.08	109.5	1.73	170.6	1.11	182.1	1.04
Ancillary Nursing Personnel	27.2	34.0	0.80	16.3	1.67	28.9	0.94	20.0	1.36
All Other Personnel	341.9	407.4	0.84	214.4	1.59	383.7	0.89	310.8	1.10
Total FTEs	586.0	633.7	0.92	351.4	1.67	601.6	0.97	536.4	1.09

Total Hospital:

Beds Set Up & Staffed 142
 Discharges 8,222
 Inpatient Days 33,356

Contract with:

Health Maintenance Organization (HMO) No
 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 1,024
 Newborn Days 2,141

003 Appleton Medical Center
 Appleton, WI 54911

Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 12/31/2006	Discharges & Transfers**	Patient Days of Care	Occupancy Rate (%)	Average Census (Patients)	Average Length of Stay (Days)
General Medical-Surgical							
Adult Medical-Surgical, Acute	1	106	7,271	26,902	69.5%	73.7	3.7
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	20	1,063	2,350	32.2%	6.4	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	1,147	4,104	70.3%	11.2	3.6
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	50	2	51.5	Radiological Services Personnel	37	29	54.7
Physicians & Dentists	11	1	11.0	Respiratory Therapists	15	13	22.5
Medical & Dental Residents	0	0	0.0	Occupational Therapists	1	3	3.2
Registered Nurses	165	243	303.6	Occupational Therapy Assistants/Aides	0	1	0.2
Certified Nurse Midwives	0	0	0.0	Physical Therapists	12	7	16.1
Licensed Practical Nurses	22	48	48.9	Physical Therapy Assistants/Aides	2	8	7.8
Ancillary Nursing Personnel	23	57	50.7	Recreational Therapists	1	2	2.2
Physician Assistants	1	0	1.0	Dietitians & Nutritionists	0	8	4.3
Nurse Practitioners	0	0	0.0	Psychologists	1	0	1.0
Medical Records Personnel	32	17	43.9	Social Workers	1	6	4.2
Pharmacy Personnel	24	5	26.8	All Other Health Professionals	42	36	53.5
Clinical Laboratory Personnel	44	25	61.9	All Other Personnel	189	193	286.3
Surgical Personnel	27	15	36.3	Total	700	719	1,091.4

003 Appleton Medical Center
Appleton, WI 54911

Selected Financial Statistics	FY 2006	All GMS Hospitals		Analysis Area		Volume Group		FY 2006 vs. 2005		
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2005	Ratio	
Gross Revenue as % of Total Gross Patient Revenue										
Medicare	\$138,058,062	46.4%	41.4%	1.12	42.4%	1.10	39.2%	1.18	46.3%	1.00
Medical Assistance	\$11,069,157	3.7%	10.3%	0.36	6.7%	0.56	10.7%	0.35	4.6%	0.81
Commercial	\$142,537,228	48.0%	41.8%	1.15	46.3%	1.04	45.3%	1.06	46.8%	1.03
All Other	\$5,575,597	1.9%	6.5%	0.29	4.7%	0.40	4.8%	0.39	2.4%	0.79
Deductions as % of Total Gross Patient Revenue										
Medicare	\$76,985,917	25.9%	25.6%	1.01	24.3%	1.07	25.7%	1.01	25.3%	1.02
Medical Assistance	\$8,524,650	2.9%	7.7%	0.37	4.9%	0.59	8.0%	0.36	2.9%	1.00
Commercial	\$38,187,092	12.8%	10.6%	1.21	11.8%	1.09	11.2%	1.15	13.9%	0.92
Charity Care	\$2,889,000	1.0%	1.6%	0.61	1.5%	0.65	1.2%	0.81	1.0%	1.02
All Other	\$48,146	0.0%	1.4%	0.01	0.4%	0.04	1.2%	0.01	0.2%	0.10
Total Deductions	\$126,634,805	42.6%	47.0%	0.91	43.0%	0.99	47.3%	0.90	43.2%	0.99
Other Revenue & Net Gains or Losses										
Other Revenue as % of Total Revenue		1.4%	4.5%	0.31	2.8%	0.50	3.9%	0.36	1.7%	0.84
Net Gains/Losses as % of Net Income		6.4%	20.7%	0.31	42.9%	0.15	19.1%	0.34	13.4%	0.48
Expenses as % of Total Expenses										
Salary/Fringe Benefits	\$71,438,486	46.4%	47.5%	0.98	47.2%	0.98	48.7%	0.95	51.7%	0.90
Supplies & Services	\$61,876,493	40.2%	40.1%	1.00	38.5%	1.04	38.8%	1.04	35.3%	1.14
Capital Component	\$16,503,655	10.7%	9.0%	1.19	11.1%	0.97	9.6%	1.12	10.1%	1.06
Bad Debt	\$4,091,550	2.7%	3.5%	0.76	3.2%	0.83	2.8%	0.95	3.0%	0.89
Fiscal Statistics										
Operating Margin (%)		11.1%	5.9%	1.87	3.4%	3.25	8.8%	1.26	9.5%	1.17
Total Hospital Net Income (%)		11.7%	7.3%	1.61	5.8%	2.02	10.7%	1.10	10.8%	1.09
Return on Equity (%)		14.4%	6.1%	2.35	4.7%	3.06	8.1%	1.77	11.4%	1.26
Current Ratio		10.4	3.0	3.47	3.1	3.36	3.3	3.16	10.0	1.04
Days in Net Patient Accounts Receivable		42.8	51.6	0.83	56.8	0.75	55.1	0.78	36.0	1.19
Average Payment Period		16.2	51.3	0.31	47.9	0.34	49.9	0.32	20.1	0.81
Equity Financing (%)		60.1%	60.2%	1.00	53.9%	1.11	64.0%	0.94	52.2%	1.15
Long-Term Debt to Equity Ratio		0.6	0.4	1.48	0.5	1.18	0.4	1.48	0.8	0.72
Times Interest Earned		6.3	6.1	1.03	3.3	1.91	7.1	0.89	7.2	0.87
Total Asset Turnover		1.2	0.8	1.52	0.8	1.52	0.7	1.74	1.0	1.17
Average Age of Plant (Years)		7.6	8.6	0.88	8.3	0.91	8.3	0.91	7.1	1.06
Increase (Decrease) Total Net Patient Revenue		9.1%	6.2%	1.46	5.4%	1.68	5.0%	1.81	5.8%	1.57
Outpatient Gross Revenue (% of Total GPR)		50.9%	48.0%	1.06	57.7%	0.88	49.2%	1.04	52.6%	0.97
Net Revenue Statistics										
Inpatient Net Revenue per Discharge	\$10,052	\$10,323	0.97	\$8,059	1.25	\$9,923	1.01	\$9,371	1.07	
Inpatient Net Revenue per Day	\$2,478	\$2,382	1.04	\$1,996	1.24	\$2,387	1.04	\$2,275	1.09	
Outpatient Net Revenue per Visit	\$702	\$450	1.56	\$585	1.20	\$531	1.32	\$809	0.87	

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$297,240,044	Cash & Cash Equivalents	\$45,287,300	Current Liabilities	\$6,318,804
Less Deductions	\$126,634,805	Net Patient Receivables	\$19,997,029	Long-Term Debt	\$50,478,000
Net Patient Revenue	\$170,605,239	Other Receivables	\$0	Other Liabilities	\$49,339
Plus Other Revenue	\$2,432,418			Subtotal	\$56,846,143
Total Revenue	\$173,037,656	Land, Buildings & Equipment (Net)	\$76,517,444	Unrestricted Fund Balance	\$85,473,076
Less Expenses	\$153,910,184	Other Assets	\$517,446	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$1,311,290			Total Liabilities & Fund Balance	\$142,319,219
Net Income	\$20,438,762	Total Assets	\$142,319,219		