

**043 Aurora Medical Center of Washington County Inc**  
 1032 E Sumner St  
 Hartford, WI 53027  
 262-673-2300

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

County: Washington  
 Analysis Area: Southeastern (2A)  
 Volume Group: 4

Selected Utilization Statistics	FY 2006	All GMS Hospitals		Analysis Area 2A		Volume Group 4		FY 2006 vs. 2005	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2005	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	35.1%	59.2%	0.59	66.0%	0.53	51.2%	0.69	50.4%	0.70
Obstetrics	38.0%	41.5%	0.92	42.3%	0.90	31.9%	1.19	36.6%	1.04
Pediatrics	0.0%	52.2%	N/A	19.6%	N/A	10.7%	N/A	0.0%	N/A
Total Hospital	39.8%	57.2%	0.70	60.8%	0.65	47.8%	0.83	53.3%	0.75
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	15.1	31.4	0.48	48.1	0.31	11.9	1.27	15.6	0.97
Obstetrics	2.3	5.3	0.43	6.8	0.34	1.6	1.43	2.2	1.04
Pediatrics	0.0	2.2	N/A	0.8	N/A	0.0	N/A	0.0	N/A
Total Hospital	21.9	53.6	0.41	81.2	0.27	15.9	1.38	29.3	0.75
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	2.9	3.6	0.81	3.6	0.81	3.2	0.91	3.1	0.94
Obstetrics	2.2	2.4	0.93	2.4	0.93	2.1	1.06	2.2	1.02
Pediatrics	0.0	2.2	N/A	1.6	N/A	1.6	N/A	0.0	N/A
Total Hospital	3.3	4.3	0.76	4.2	0.78	3.2	1.02	4.5	0.73
<b>Surgical Operations</b>									
Inpatient	503	1,903	0.26	2,019	0.25	462	1.09	533	0.94
Outpatient	3,766	4,240	0.89	4,558	0.83	1,992	1.89	3,725	1.01
Inpatient as % of All Surgeries	11.8%	31.0%	0.38	30.7%	0.38	18.8%	0.63	12.5%	0.94
<b>Outpatient Visits</b>									
Non-Emergency Visits	49,820	89,386	0.56	128,780	0.39	45,630	1.09	52,443	0.95
Emergency Visits	8,064	15,537	0.52	22,456	0.36	9,489	0.85	8,215	0.98
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	2.0	17.1	0.12	33.0	0.06	10.9	0.18	2.0	1.00
Nurses, Licensed	100.6	180.9	0.56	240.0	0.42	68.2	1.47	93.4	1.08
Ancillary Nursing Personnel	15.1	35.0	0.43	45.9	0.33	13.6	1.11	22.2	0.68
All Other Personnel	239.0	419.6	0.57	552.0	0.43	197.3	1.21	225.6	1.06
Total FTEs	356.7	652.6	0.55	870.9	0.41	290.0	1.23	343.1	1.04
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	3.8	16.6	0.23	17.1	0.22	23.8	0.16	2.9	1.31
Nurses, Licensed	191.4	175.7	1.09	124.5	1.54	149.0	1.28	135.4	1.41
Ancillary Nursing Personnel	28.7	34.0	0.85	23.8	1.21	29.8	0.96	32.2	0.89
All Other Personnel	455.0	407.4	1.12	286.2	1.59	431.3	1.05	327.0	1.39
Total FTEs	678.9	633.7	1.07	451.6	1.50	633.9	1.07	497.5	1.36

**Total Hospital:**

Beds Set Up & Staffed 55  
 Discharges 2,437  
 Inpatient Days 7,984

**Contract with:**

Health Maintenance Organization (HMO) Yes  
 Preferred Provider Organization (PPO) Yes

**Medicare-certified Swing Beds:**

Beds Set Up & Staffed 5  
 Discharges 88  
 Inpatient Days 465

**Newborn Nursery:**

Bassinets 6  
 Total Births 347  
 Newborn Days 696

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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)
<b>General Medical-Surgical</b>							
Adult Medical-Surgical, Acute	1	43	1,891	5,516	35.1%	15.1	2.9
Orthopedic	2	0	0	0	0.0%	0.0	0.0
Rehabilitation & Physical Medicine	5	0	0	0	0.0%	0.0	0.0
Hospice	2	0	0	0	0.0%	0.0	0.0
Acute Long-Term Care	5	0	0	0	0.0%	0.0	0.0
Other Acute	5	0	0	0	0.0%	0.0	0.0
<b>Pediatric, acute</b>	2	0	0	0	0.0%	0.0	0.0
<b>Obstetrics</b>	1	6	373	833	38.0%	2.3	2.2
<b>Psychiatric</b>	5	0	0	0	0.0%	0.0	0.0
<b>Alcoholism/chemical dependency</b>	5	0	0	0	0.0%	0.0	0.0
<b>ICU/CCU</b>							
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	5	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	6	173	954	43.6%	2.6	5.5
Step-Down (Special Care)	2	0	0	0	0.0%	0.0	0.0
Neonatal Intensive/Intermediate Care	5	0	0	0	0.0%	0.0	0.0
Other Intensive Care	5	0	0	0	0.0%	0.0	0.0
<b>Subacute care</b>	1	0	9	681	0.0%	1.9	75.7
<b>Other inpatient</b>	2	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	2	0	2.0	Radiological Services Personnel	14	16	24.2
Physicians & Dentists	0	0	0.0	Respiratory Therapists	4	3	5.2
Medical & Dental Residents	0	0	0.0	Occupational Therapists	1	7	4.6
Registered Nurses	54	68	93.6	Occupational Therapy Assistants/Aides	0	0	0.0
Certified Nurse Midwives	0	0	0.0	Physical Therapists	11	12	16.9
Licensed Practical Nurses	2	4	4.6	Physical Therapy Assistants/Aides	0	4	2.1
Ancillary Nursing Personnel	6	16	15.1	Recreational Therapists	0	0	0.0
Physician Assistants	0	0	0.0	Dietitians & Nutritionists	0	2	0.8
Nurse Practitioners	2	1	2.4	Psychologists	0	0	0.0
Medical Records Personnel	22	12	29.7	Social Workers	0	3	1.7
Pharmacy Personnel	6	1	6.0	All Other Health Professionals	37	32	51.6
Clinical Laboratory Personnel	8	1	9.0	All Other Personnel	57	37	79.4
Surgical Personnel	8	0	8.0				
				<b>Total</b>	<b>234</b>	<b>219</b>	<b>356.7</b>

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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	
<b>Gross Revenue as % of Total Gross Patient Revenue</b>										
Medicare	\$36,031,657	38.2%	41.4%	0.92	43.1%	0.89	43.8%	0.87	38.5%	0.99
Medical Assistance	\$7,141,486	7.6%	10.3%	0.73	7.2%	1.05	8.6%	0.88	10.5%	0.72
Commercial	\$42,093,253	44.6%	41.8%	1.07	45.1%	0.99	40.6%	1.10	41.8%	1.07
All Other	\$9,123,060	9.7%	6.5%	1.49	4.6%	2.10	7.0%	1.38	9.2%	1.05
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$24,556,769	26.0%	25.6%	1.02	28.2%	0.92	25.1%	1.04	26.8%	0.97
Medical Assistance	\$6,184,421	6.6%	7.7%	0.85	5.6%	1.17	6.2%	1.06	8.3%	0.79
Commercial	\$14,320,903	15.2%	10.6%	1.43	12.4%	1.22	8.7%	1.74	8.7%	1.75
Charity Care	\$941,195	1.0%	1.6%	0.62	1.3%	0.77	1.4%	0.71	0.9%	1.14
All Other	\$1,109,173	1.2%	1.4%	0.84	0.7%	1.68	1.2%	0.98	1.3%	0.88
Total Deductions	\$47,112,461	49.9%	47.0%	1.06	48.2%	1.04	42.7%	1.17	45.9%	1.09
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue		6.3%	4.5%	1.39	3.1%	2.02	2.8%	2.23	4.5%	1.38
Net Gains/Losses as % of Net Income		4.9%	20.7%	0.23	15.4%	0.32	25.9%	0.19	0.0%	N/A
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$22,905,815	45.5%	47.5%	0.96	48.2%	0.94	52.0%	0.88	47.2%	0.97
Supplies & Services	\$23,234,575	46.2%	40.1%	1.15	38.9%	1.19	34.9%	1.32	43.7%	1.06
Capital Component	\$2,822,976	5.6%	9.0%	0.62	8.8%	0.64	9.1%	0.62	6.2%	0.91
Bad Debt	\$1,349,855	2.7%	3.5%	0.77	4.0%	0.67	4.1%	0.65	3.0%	0.90
<b>Fiscal Statistics</b>										
Operating Margin (%)		0.2%	5.9%	0.04	8.7%	0.03	6.3%	0.04	14.0%	0.02
Total Hospital Net Income (%)		0.2%	7.3%	0.03	10.2%	0.02	8.3%	0.03	14.0%	0.02
Return on Equity (%)		0.2%	6.1%	0.03	8.0%	0.02	6.0%	0.03	10.9%	0.02
Current Ratio		6.5	3.0	2.17	4.7	1.38	2.8	2.32	5.4	1.21
Days in Net Patient Accounts Receivable		38.3	51.6	0.74	49.3	0.78	56.8	0.67	41.3	0.93
Average Payment Period		60.1	51.3	1.17	39.2	1.53	60.3	1.00	81.1	0.74
Equity Financing (%)		74.4%	60.2%	1.24	70.1%	1.06	56.6%	1.31	75.4%	0.99
Long-Term Debt to Equity Ratio		0.1	0.4	0.27	0.3	0.36	0.6	0.18	0.1	0.95
Times Interest Earned		1.3	6.1	0.22	9.7	0.14	5.2	0.26	20.2	0.07
Total Asset Turnover		0.7	0.8	0.93	0.8	0.93	0.7	1.06	0.8	0.96
Average Age of Plant (Years)		12.9	8.6	1.49	9.5	1.35	9.1	1.41	13.1	0.98
Increase (Decrease) Total Net Patient Revenue		-4.6%	6.2%	N/A	2.3%	N/A	7.7%	N/A	9.2%	N/A
Outpatient Gross Revenue (% of Total GPR)		58.4%	48.0%	1.22	55.8%	1.05	65.3%	0.89	57.5%	1.01
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge		\$7,273	\$10,323	0.70	\$8,449	0.86	\$6,558	1.11	\$7,979	0.91
Inpatient Net Revenue per Day		\$2,170	\$2,382	0.91	\$2,002	1.08	\$1,982	1.09	\$1,754	1.24
Outpatient Net Revenue per Visit		\$499	\$450	1.11	\$513	0.97	\$438	1.14	\$486	1.03

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$94,389,456	Cash & Cash Equivalents	\$46,194,613	Current Liabilities	\$7,949,650
Less Deductions	\$47,112,461	Net Patient Receivables	\$4,960,157	Long-Term Debt	\$5,388,356
Net Patient Revenue	\$47,276,995	Other Receivables	\$25,004	Other Liabilities	\$3,983,934
Plus Other Revenue	\$3,151,894			Subtotal	\$17,321,940
Total Revenue	\$50,428,887	Land, Buildings & Equipment (Net)	\$13,897,253	Unrestricted Fund Balance	\$50,385,449
Less Expenses	\$50,313,220	Other Assets	\$2,646,499	Restricted Fund Balance	\$16,137
Non-Operating Gains/Losses	\$5,908			Total Liabilities & Fund Balance	\$67,707,389
Net Income	\$121,575	Total Assets	\$67,723,526		