

**034 Agnesian HealthCare/St. Agnes Hospital**  
 430 E Division, PO Box 385  
 Fond du Lac, WI 54935  
 920-929-2300

Fiscal Year: 07/01 to 06/30  
 Type: GMS  
 General Medical & Surgical  
 Control: Religious Organization

County: Fond du Lac  
 Analysis Area: Lake Winnebago (3)  
 Volume Group: 7

Selected Utilization Statistics	FY 2007	All GMS Hospitals		Analysis Area 3		Volume Group 7		FY 2007 vs. 2006	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2006	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	56.4%	60.0%	0.94	50.5%	1.12	71.6%	0.79	48.8%	1.16
Obstetrics	28.0%	42.5%	0.66	39.0%	0.72	52.8%	0.53	25.7%	1.09
Pediatrics	0.0%	55.1%	N/A	20.3%	N/A	45.6%	N/A	0.0%	N/A
Total Hospital	53.3%	57.1%	0.93	50.2%	1.06	65.5%	0.81	48.3%	1.10
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	49.7	32.2	1.54	24.3	2.05	118.3	0.42	42.9	1.16
Obstetrics	8.4	5.5	1.52	5.5	1.53	18.4	0.46	8.2	1.02
Pediatrics	0.0	2.3	N/A	0.5	N/A	4.6	N/A	0.0	N/A
Total Hospital	93.3	53.3	1.75	42.6	2.19	209.6	0.45	85.5	1.09
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	3.6	3.7	0.98	3.6	1.02	3.9	0.93	3.7	0.98
Obstetrics	2.3	2.3	0.99	2.4	0.96	2.3	1.00	2.4	0.98
Pediatrics	0.0	2.2	N/A	1.5	N/A	3.0	N/A	0.0	N/A
Total Hospital	4.2	4.2	1.00	4.0	1.04	4.6	0.92	4.3	0.98
<b>Surgical Operations</b>									
Inpatient	1,932	1,939	1.00	1,328	1.45	7,935	0.24	1,737	1.11
Outpatient	8,590	4,175	2.06	4,690	1.83	13,459	0.64	9,492	0.90
Inpatient as % of All Surgeries	18.4%	31.7%	0.58	22.1%	0.83	37.1%	0.50	15.5%	1.19
<b>Outpatient Visits</b>									
Non-Emergency Visits	154,858	90,979	1.70	64,388	2.41	269,500	0.57	157,099	0.99
Emergency Visits	22,349	15,916	1.40	13,618	1.64	41,234	0.54	19,598	1.14
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	38.5	16.4	2.34	20.7	1.86	46.9	0.82	32.4	1.19
Nurses, Licensed	335.2	187.1	1.79	166.1	2.02	662.2	0.51	315.3	1.06
Ancillary Nursing Personnel	54.2	37.2	1.46	26.3	2.06	134.1	0.40	51.4	1.05
All Other Personnel	727.1	437.1	1.66	312.8	2.32	1,442.8	0.50	695.2	1.05
Total FTEs	1,154.9	677.8	1.70	525.9	2.20	2,286.1	0.51	1,094.3	1.06
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	13.2	15.7	0.84	14.7	0.90	12.9	1.03	11.3	1.17
Nurses, Licensed	115.3	179.0	0.64	117.8	0.98	182.1	0.63	109.8	1.05
Ancillary Nursing Personnel	18.6	35.6	0.52	18.7	1.00	36.9	0.51	17.9	1.04
All Other Personnel	250.1	418.1	0.60	221.9	1.13	396.7	0.63	242.0	1.03
Total FTEs	397.2	648.4	0.61	373.0	1.06	628.6	0.63	381.0	1.04

**Total Hospital:**  
 Beds Set Up & Staffed 175  
 Discharges 8,147  
 Inpatient Days 34,067

**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 0  
 Total Births 951  
 Newborn Days 2,262

**034 Agnesian HealthCare/St. Agnes Hospital**  
Fond du Lac, WI 54935

Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 06/30/2007	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	88	5,016	18,127	56.4%	49.7	3.6
Orthopedic	2	0	0	0	0.0%	0.0	0.0
Rehabilitation & Physical Medicine	1	12	113	1,490	34.0%	4.1	13.2
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	30	1,322	3,071	28.0%	8.4	2.3
<b>Psychiatric</b>	1	16	812	4,629	79.3%	12.7	5.7
<b>Alcoholism/chemical dependency</b>	2	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	2	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	8	186	1,523	52.2%	4.2	8.2
Step-Down (Special Care)	1	4	324	1,158	79.3%	3.2	3.6
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	17	374	4,069	65.6%	11.1	10.9
<b>Other inpatient</b>	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	32	8	38.5	Radiological Services Personnel	28	24	45.5
Physicians & Dentists	28	4	29.9	Respiratory Therapists	6	4	9.1
Medical & Dental Residents	0	6	3.2	Occupational Therapists	9	8	12.6
Registered Nurses	152	202	276.1	Occupational Therapy Assistants/Aides	0	0	0.0
Certified Nurse Midwives	0	0	0.0	Physical Therapists	13	12	21.7
Licensed Practical Nurses	31	35	54.9	Physical Therapy Assistants/Aides	2	2	3.6
Ancillary Nursing Personnel	19	55	54.2	Recreational Therapists	5	8	9.3
Physician Assistants	2	2	3.8	Dietitians & Nutritionists	2	2	2.7
Nurse Practitioners	2	3	4.3	Psychologists	8	2	9.5
Medical Records Personnel	16	12	25.3	Social Workers	4	7	7.7
Pharmacy Personnel	16	14	24.3	All Other Health Professionals	116	137	195.1
Clinical Laboratory Personnel	6	0	6.0	All Other Personnel	208	159	304.0
Surgical Personnel	13	3	13.7	<b>Total</b>	<b>718</b>	<b>709</b>	<b>1,154.9</b>

**034 Agnesian HealthCare/St. Agnes Hospital**

Fond du Lac, WI 54935

Selected Financial Statistics	FY 2007	All GMS Hospitals		Analysis Area		Volume Group		FY 2007 vs. 2006		
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2006	Ratio	
<b>Gross Revenue as % of Total Gross Patient Revenue</b>										
Medicare	\$168,848,317	39.5%	41.3%	0.96	42.2%	0.94	41.8%	0.95	38.5%	1.03
Medical Assistance	\$30,304,589	7.1%	10.5%	0.67	6.9%	1.02	10.0%	0.71	7.0%	1.02
Commercial	\$208,081,182	48.7%	41.4%	1.18	45.6%	1.07	40.8%	1.19	50.3%	0.97
All Other	\$19,842,146	4.6%	6.6%	0.70	5.3%	0.88	7.4%	0.62	4.2%	1.10
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$110,029,202	25.8%	25.8%	1.00	24.8%	1.04	26.8%	0.96	24.6%	1.05
Medical Assistance	\$24,287,677	5.7%	7.9%	0.72	5.4%	1.06	7.6%	0.75	5.4%	1.06
Commercial	\$61,088,668	14.3%	11.0%	1.30	12.4%	1.15	11.7%	1.23	13.0%	1.10
Charity Care	\$12,723,992	3.0%	1.6%	1.87	1.5%	1.92	1.8%	1.63	2.4%	1.24
All Other	\$156,381	0.0%	1.6%	0.02	0.6%	0.06	2.2%	0.02	0.1%	0.59
Total Deductions	\$208,285,920	48.8%	48.1%	1.01	44.7%	1.09	50.0%	0.97	45.5%	1.07
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue	2.3%	4.7%	0.48		2.7%	0.83	3.1%	0.73	2.2%	1.01
Net Gains/Losses as % of Net Income	273.4%	25.2%	10.84		43.3%	6.31	26.5%	10.33	145.6%	1.88
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$97,197,493	42.2%	47.6%	0.89	47.0%	0.90	46.3%	0.91	40.6%	1.04
Supplies & Services	\$105,658,680	45.9%	40.1%	1.15	38.8%	1.18	42.1%	1.09	47.5%	0.97
Capital Component	\$22,101,272	9.6%	8.8%	1.10	10.6%	0.90	8.2%	1.16	9.6%	1.00
Bad Debt	\$5,302,325	2.3%	3.6%	0.64	3.6%	0.64	3.4%	0.69	2.4%	0.98
<b>Fiscal Statistics</b>										
Operating Margin (%)	-2.9%	7.0%	N/A		4.3%	N/A	7.2%	N/A	-1.1%	2.65
Total Hospital Net Income (%)	1.6%	9.2%	0.17		7.3%	0.22	9.5%	0.17	2.3%	0.69
Return on Equity (%)	1.2%	7.4%	0.17		5.9%	0.21	8.1%	0.15	1.8%	0.68
Current Ratio	1.3	3.1	0.43		2.8	0.48	3.2	0.42	2.5	0.54
Days in Net Patient Accounts Receivable	56.4	52.5	1.07		52.6	1.07	49.4	1.14	68.0	0.83
Average Payment Period	102.1	50.4	2.03		58.7	1.74	49.6	2.06	57.2	1.79
Equity Financing (%)	41.6%	60.8%	0.68		56.0%	0.74	63.2%	0.66	44.5%	0.93
Long-Term Debt to Equity Ratio	0.9	0.4	2.29		0.5	1.99	0.3	2.81	1.0	0.92
Times Interest Earned	1.8	7.3	0.25		4.2	0.44	10.5	0.17	2.1	0.88
Total Asset Turnover	0.8	0.8	0.95		0.8	0.97	0.8	0.91	0.8	0.97
Average Age of Plant (Years)	6.1	9.2	0.66		8.7	0.70	9.7	0.63	6.1	0.99
Increase (Decrease) Total Net Patient Revenue	9.9%	7.5%	1.32		9.5%	1.04	6.6%	1.49	5.0%	1.99
Outpatient Gross Revenue (% of Total GPR)	67.9%	49.0%	1.38		57.6%	1.18	42.4%	1.60	70.2%	0.97
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge	\$9,183	\$11,671	0.79		\$8,852	1.04	\$13,291	0.69	\$6,879	1.33
Inpatient Net Revenue per Day	\$2,196	\$2,752	0.80		\$2,166	1.01	\$2,909	0.75	\$1,608	1.37
Outpatient Net Revenue per Visit	\$812	\$516	1.57		\$569	1.43	\$522	1.56	\$843	0.96

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$427,076,234	Cash & Cash Equivalents	\$10,243,810	Current Liabilities	\$61,149,016
Less Deductions	\$208,285,920	Net Patient Receivables	\$33,822,271	Long-Term Debt	\$112,870,713
Net Patient Revenue	\$218,790,314	Other Receivables	\$31,937,707	Other Liabilities	\$0
Plus Other Revenue	\$5,047,108			Subtotal	\$174,019,729
Total Revenue	\$223,837,422	Land, Buildings & Equipment (Net)	\$117,295,505	Unrestricted Fund Balance	\$123,865,233
Less Expenses	\$230,259,770	Other Assets	\$104,585,669	Restricted Fund Balance	\$4,633,814
Non-Operating Gains/Losses	\$10,125,882			Total Liabilities & Fund Balance	\$297,884,962
Net Income	\$3,703,534	Total Assets	\$297,884,962		