

**041 St Mary's Hospital Medical Center**  
 1726 Shawano Avenue  
 Green Bay, WI 54303  
 920-498-4200

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

County: **Brown**  
 Analysis Area: **Northeastern (4)**  
 Volume Group: **5**

Selected Utilization Statistics	FY 2007	All GSM Hospitals		Analysis Area 4		Volume Group 5		FY 2007 vs. 2006	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2006	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	63.0%	60.0%	1.05	56.2%	1.12	52.4%	1.20	62.6%	1.01
Obstetrics	42.8%	42.5%	1.01	37.8%	1.13	35.0%	1.22	41.6%	1.03
Pediatrics	27.8%	55.1%	0.50	27.3%	1.02	13.6%	2.04	30.9%	0.90
Total Hospital	56.0%	57.1%	0.98	51.3%	1.09	50.6%	1.11	56.3%	1.00
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	41.0	32.2	1.27	30.4	1.35	23.4	1.75	40.7	1.01
Obstetrics	5.1	5.5	0.93	4.1	1.25	3.8	1.36	5.0	1.03
Pediatrics	2.2	2.3	0.97	1.3	1.75	0.3	7.04	2.5	0.90
Total Hospital	52.7	53.3	0.99	50.9	1.03	38.4	1.37	52.9	1.00
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	3.6	3.7	0.99	3.5	1.05	3.5	1.05	3.9	0.92
Obstetrics	2.3	2.3	1.00	2.4	0.97	2.3	1.04	2.4	0.99
Pediatrics	2.6	2.2	1.15	2.8	0.91	2.1	1.21	2.9	0.89
Total Hospital	3.3	4.2	0.78	3.8	0.85	3.6	0.90	3.5	0.94
<b>Surgical Operations</b>									
Inpatient	1,778	1,939	0.92	1,696	1.05	1,121	1.59	1,860	0.96
Outpatient	3,723	4,175	0.89	6,002	0.62	3,072	1.21	4,022	0.93
Inpatient as % of All Surgeries	32.3%	31.7%	1.02	22.0%	1.47	26.7%	1.21	31.6%	1.02
<b>Outpatient Visits</b>									
Non-Emergency Visits	48,083	90,979	0.53	106,711	0.45	81,094	0.59	51,633	0.93
Emergency Visits	35,134	15,916	2.21	20,449	1.72	17,884	1.96	35,170	1.00
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	4.0	16.4	0.24	13.5	0.30	15.5	0.26	4.0	1.00
Nurses, Licensed	212.8	187.1	1.14	220.3	0.97	156.7	1.36	234.9	0.91
Ancillary Nursing Personnel	14.5	37.2	0.39	35.9	0.40	25.3	0.57	19.0	0.76
All Other Personnel	465.8	437.1	1.07	515.7	0.90	418.7	1.11	488.9	0.95
Total FTEs	697.0	677.8	1.03	785.4	0.89	616.1	1.13	746.9	0.93
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	3.9	15.7	0.25	10.9	0.36	14.8	0.26	3.8	1.02
Nurses, Licensed	206.8	179.0	1.16	177.3	1.17	149.7	1.38	223.4	0.93
Ancillary Nursing Personnel	14.0	35.6	0.39	28.9	0.49	24.2	0.58	18.1	0.78
All Other Personnel	452.6	418.1	1.08	415.1	1.09	399.9	1.13	465.0	0.97
Total FTEs	677.3	648.4	1.04	632.2	1.07	588.6	1.15	710.3	0.95

**Total Hospital:**  
 Beds Set Up & Staffed 94  
 Discharges 5,908  
 Inpatient Days 19,228

**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 12  
 Total Births 659  
 Newborn Days 1,462

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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	65	4,107	14,954	63.0%	41.0	3.6
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	1	1	17	51	14.0%	0.1	3.0
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>	1	8	316	811	27.8%	2.2	2.6
<b>Obstetrics</b>	1	12	799	1,873	42.8%	5.1	2.3
<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	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	666	1,551	53.1%	4.2	2.3
Step-Down (Special Care)	5	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>	5	0	0	0	0.0%	0.0	0.0
<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	4	0	4.0	Radiological Services Personnel	22	35	40.6
Physicians & Dentists	0	0	0.0	Respiratory Therapists	6	10	9.6
Medical & Dental Residents	0	0	0.0	Occupational Therapists	0	3	1.7
Registered Nurses	31	256	195.5	Occupational Therapy Assistants/Aides	0	0	0.0
Certified Nurse Midwives	0	0	0.0	Physical Therapists	2	8	7.0
Licensed Practical Nurses	2	31	17.3	Physical Therapy Assistants/Aides	0	8	6.0
Ancillary Nursing Personnel	4	28	14.5	Recreational Therapists	0	0	0.0
Physician Assistants	0	0	0.0	Dietitians & Nutritionists	0	6	4.3
Nurse Practitioners	0	0	0.0	Psychologists	0	0	0.0
Medical Records Personnel	25	16	34.6	Social Workers	3	11	4.8
Pharmacy Personnel	7	12	14.1	All Other Health Professionals	10	8	13.2
Clinical Laboratory Personnel	26	23	40.8	All Other Personnel	135	247	276.6
Surgical Personnel	1	17	12.7	<b>Total</b>	<b>278</b>	<b>719</b>	<b>697.0</b>

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			All GMS Hospitals		Analysis Area		Volume Group		FY 2007 vs. 2006		
Selected Financial Statistics			FY 2007	Value	Ratio	Value	Ratio	Value	Ratio	FY 2006	Ratio
<b>Gross Revenue as % of Total Gross Patient Revenue</b>											
Medicare	\$79,875,678	45.2%	41.3%	1.09	42.0%	1.08	44.2%	1.02	45.1%	1.00	
Medical Assistance	\$14,223,091	8.0%	10.5%	0.77	8.1%	1.00	8.3%	0.97	7.5%	1.07	
Commercial	\$72,516,270	41.0%	41.4%	0.99	42.9%	0.96	41.7%	0.98	41.9%	0.98	
All Other	\$10,128,383	5.7%	6.6%	0.87	7.1%	0.81	5.9%	0.98	5.5%	1.05	
<b>Deductions as % of Total Gross Patient Revenue</b>											
Medicare	\$50,894,084	28.8%	25.8%	1.12	27.0%	1.07	28.9%	1.00	28.2%	1.02	
Medical Assistance	\$11,305,671	6.4%	7.9%	0.81	6.6%	0.98	6.6%	0.97	5.8%	1.10	
Commercial	\$15,905,821	9.0%	11.0%	0.82	10.6%	0.85	9.9%	0.91	8.1%	1.12	
Charity Care	\$3,158,168	1.8%	1.6%	1.12	1.5%	1.17	1.5%	1.20	1.8%	1.00	
All Other	\$1,382,336	0.8%	1.6%	0.48	0.7%	1.17	1.1%	0.74	0.6%	1.25	
Total Deductions	\$82,646,080	46.8%	48.1%	0.97	47.1%	0.99	48.1%	0.97	44.5%	1.05	
<b>Other Revenue &amp; Net Gains or Losses</b>											
Other Revenue as % of Total Revenue		5.1%	4.7%	1.09	3.2%	1.59	3.8%	1.36	5.0%	1.03	
Net Gains/Losses as % of Net Income		N/A	25.2%	N/A	28.8%	N/A	32.4%	N/A	46.4%	N/A	
<b>Expenses as % of Total Expenses</b>											
Salary/Fringe Benefits	\$50,826,605	53.0%	47.6%	1.12	51.2%	1.04	51.0%	1.04	53.9%	0.98	
Supplies & Services	\$31,113,410	32.5%	40.1%	0.81	35.2%	0.92	34.8%	0.93	32.7%	0.99	
Capital Component	\$9,191,916	9.6%	8.8%	1.09	10.1%	0.95	9.8%	0.98	8.7%	1.11	
Bad Debt	\$4,678,761	4.9%	3.6%	1.35	3.5%	1.41	4.5%	1.09	4.7%	1.03	
<b>Fiscal Statistics</b>											
Operating Margin (%)		3.4%	7.0%	0.49	6.1%	0.56	5.2%	0.66	4.4%	0.77	
Total Hospital Net Income (%)		2.0%	9.2%	0.22	8.3%	0.25	7.5%	0.27	7.9%	0.26	
Return on Equity (%)		1.6%	7.4%	0.22	6.3%	0.26	5.5%	0.30	8.6%	0.19	
Current Ratio		2.4	3.1	0.76	2.8	0.85	2.8	0.85	2.4	0.98	
Days in Net Patient Accounts Receivable		55.1	52.5	1.05	54.6	1.01	54.2	1.02	63.2	0.87	
Average Payment Period		34.3	50.4	0.68	52.0	0.66	50.3	0.68	36.0	0.95	
Equity Financing (%)		60.4%	60.8%	0.99	59.2%	1.02	59.0%	1.02	79.0%	0.76	
Long-Term Debt to Equity Ratio		0.5	0.4	1.20	0.5	0.93	0.4	1.14	0.1	3.33	
Times Interest Earned		5.3	7.3	0.72	5.0	1.06	4.9	1.08	22.3	0.24	
Total Asset Turnover		0.8	0.8	1.03	0.7	1.09	0.7	1.14	1.0	0.77	
Average Age of Plant (Years)		10.1	9.2	1.10	9.1	1.12	8.6	1.17	10.5	0.96	
Increase (Decrease) Total Net Patient Revenue		3.8%	7.5%	0.51	7.3%	0.52	9.6%	0.40	7.0%	0.54	
Outpatient Gross Revenue (% of Total GPR)		48.8%	49.0%	1.00	55.9%	0.87	63.4%	0.77	49.7%	0.98	
<b>Net Revenue Statistics</b>											
Inpatient Net Revenue per Discharge		\$7,591	\$11,671	0.65	\$12,486	0.61	\$8,162	0.93	\$7,707	0.98	
Inpatient Net Revenue per Day		\$2,333	\$2,752	0.85	\$3,230	0.72	\$2,243	1.04	\$2,224	1.05	
Outpatient Net Revenue per Visit		\$592	\$516	1.15	\$663	0.89	\$636	0.93	\$550	1.08	
<b>Income Statement</b>			<b>Assets</b>			<b>Liabilities &amp; Fund Balances</b>					
Gross Patient Revenue (GPR)	\$176,743,422		Cash & Cash Equivalents		\$1,098,435		Current Liabilities		\$8,451,600		
Less Deductions	\$82,646,080		Net Patient Receivables		\$14,201,030		Long-Term Debt		\$35,324,754		
Net Patient Revenue	\$94,097,342		Other Receivables		\$638,418		Other Liabilities		\$4,837,238		
Plus Other Revenue	\$5,089,808						Subtotal		\$48,613,592		
Total Revenue	\$99,187,150		Land, Buildings & Equipment (Net)		\$56,933,946		Unrestricted Fund Balance		\$74,086,356		
Less Expenses	\$95,810,692		Other Assets		\$49,828,119		Restricted Fund Balance		\$7,189,826		
Non-Operating Gains/Losses	-\$1,387,096						Total Liabilities & Fund Balance		\$122,699,948		
Net Income	\$1,989,362		Total Assets		\$122,699,948						