

043 Aurora Medical Center in Hartford
 1032 East Sumner Street
 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 2007	All GSM Hospitals		Analysis Area 2A		Volume Group 4		FY 2007 vs. 2006	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2006	Ratio
Occupancy Rate (%)									
Adult Medical-Surgical	54.8%	60.0%	0.91	66.7%	0.82	51.2%	1.07	35.1%	1.56
Obstetrics	33.7%	42.5%	0.79	43.4%	0.77	33.6%	1.00	38.0%	0.88
Pediatrics	0.0%	55.1%	N/A	19.7%	N/A	5.1%	N/A	0.0%	N/A
Total Hospital	50.4%	57.1%	0.88	55.2%	0.91	47.6%	1.06	39.8%	1.27
Average Census (Patients)									
Adult Medical-Surgical	17.0	32.2	0.53	46.1	0.37	14.5	1.17	15.1	1.12
Obstetrics	2.0	5.5	0.36	7.1	0.28	2.1	0.98	2.3	0.88
Pediatrics	0.0	2.3	N/A	0.8	N/A	0.0	N/A	0.0	N/A
Total Hospital	21.7	53.3	0.41	67.7	0.32	20.8	1.04	21.9	0.99
Average Length of Stay (Days)									
Adult Medical-Surgical	3.2	3.7	0.87	3.8	0.84	3.3	0.97	2.9	1.10
Obstetrics	2.1	2.3	0.90	2.4	0.88	2.1	0.98	2.2	0.95
Pediatrics	0.0	2.2	N/A	1.6	N/A	2.0	N/A	0.0	N/A
Total Hospital	3.2	4.2	0.76	3.8	0.84	3.3	0.96	3.3	0.97
Surgical Operations									
Inpatient	1,945	1,939	1.00	1,923	1.01	693	2.81	503	3.87
Outpatient	10,595	4,175	2.54	4,862	2.18	2,615	4.05	3,766	2.81
Inpatient as % of All Surgeries	15.5%	31.7%	0.49	28.3%	0.55	20.9%	0.74	11.8%	1.32
Outpatient Visits									
Non-Emergency Visits	58,045	90,979	0.64	127,076	0.46	45,937	1.26	49,820	1.17
Emergency Visits	8,112	15,916	0.51	22,628	0.36	11,035	0.74	8,064	1.01
Full-Time Equivalents (FTEs)									
Administrators	1.0	16.4	0.06	23.3	0.04	12.7	0.08	2.0	0.50
Nurses, Licensed	113.6	187.1	0.61	215.9	0.53	83.1	1.37	100.6	1.13
Ancillary Nursing Personnel	10.6	37.2	0.29	49.7	0.21	16.9	0.63	15.1	0.70
All Other Personnel	272.0	437.1	0.62	518.8	0.52	225.2	1.21	239.0	1.14
Total FTEs	397.2	677.8	0.59	807.7	0.49	337.8	1.18	356.7	1.11
FTEs per 100 Patient Census (Adjusted)									
Administrators	1.7	15.7	0.11	14.2	0.12	23.3	0.07	3.8	0.46
Nurses, Licensed	196.9	179.0	1.10	131.0	1.50	152.4	1.29	191.4	1.03
Ancillary Nursing Personnel	18.4	35.6	0.52	30.2	0.61	31.0	0.59	28.7	0.64
All Other Personnel	471.3	418.1	1.13	314.7	1.50	413.0	1.14	455.0	1.04
Total FTEs	688.4	648.4	1.06	490.0	1.40	619.5	1.11	678.9	1.01

Total Hospital:
 Beds Set Up & Staffed 43
 Discharges 2,477
 Inpatient Days 7,910

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 6
 Total Births 330
 Newborn Days 631

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 12/31/2007	Discharges & Transfers**	Patient Days of Care	Occupancy Rate (%)	Average Census (Patients)	Average Length of Stay (Days)
General Medical-Surgical							
Adult Medical-Surgical, Acute	1	31	1,932	6,197	54.8%	17.0	3.2
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
Pediatric, acute	2	0	0	0	0.0%	0.0	0.0
Obstetrics	1	6	349	737	33.7%	2.0	2.1
Psychiatric	5	0	0	0	0.0%	0.0	0.0
Alcoholism/chemical dependency	5	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	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	196	976	44.6%	2.7	5.0
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
Subacute care	5	0	0	0	0.0%	0.0	0.0
Other inpatient	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	1	0	1.0	Radiological Services Personnel	15	12	22.6
Physicians & Dentists	0	0	0.0	Respiratory Therapists	4	2	5.6
Medical & Dental Residents	0	0	0.0	Occupational Therapists	1	8	4.1
Registered Nurses	67	79	105.2	Occupational Therapy Assistants/Aides	0	0	0.0
Certified Nurse Midwives	0	0	0.0	Physical Therapists	11	11	17.1
Licensed Practical Nurses	2	4	4.5	Physical Therapy Assistants/Aides	0	4	1.5
Ancillary Nursing Personnel	8	6	10.6	Recreational Therapists	0	0	0.0
Physician Assistants	0	0	0.0	Dietitians & Nutritionists	0	1	0.0
Nurse Practitioners	4	1	4.0	Psychologists	0	0	0.0
Medical Records Personnel	36	13	45.3	Social Workers	0	3	0.0
Pharmacy Personnel	7	1	7.0	All Other Health Professionals	36	38	56.2
Clinical Laboratory Personnel	7	2	8.0	All Other Personnel	67	43	90.3
Surgical Personnel	12	5	14.3	Total	278	233	397.2

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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	
Gross Revenue as % of Total Gross Patient Revenue										
Medicare	\$41,987,528	36.7%	41.3%	0.89	43.0%	0.85	44.5%	0.82	38.2%	0.96
Medical Assistance	\$7,396,405	6.5%	10.5%	0.61	7.0%	0.93	8.7%	0.74	7.6%	0.85
Commercial	\$53,897,604	47.1%	41.4%	1.14	44.5%	1.06	40.2%	1.17	44.6%	1.06
All Other	\$11,172,038	9.8%	6.6%	1.48	5.0%	1.96	6.5%	1.49	9.7%	1.01
Deductions as % of Total Gross Patient Revenue										
Medicare	\$29,711,820	26.0%	25.8%	1.01	28.2%	0.92	26.6%	0.98	26.0%	1.00
Medical Assistance	\$6,782,802	5.9%	7.9%	0.75	5.6%	1.06	6.7%	0.89	6.6%	0.90
Commercial	\$17,002,111	14.9%	11.0%	1.35	13.1%	1.14	9.4%	1.59	15.2%	0.98
Charity Care	\$690,628	0.6%	1.6%	0.38	1.4%	0.42	1.3%	0.46	1.0%	0.61
All Other	\$4,356,816	3.8%	1.6%	2.35	1.2%	3.12	0.9%	4.02	1.2%	3.24
Total Deductions	\$58,544,177	51.2%	48.1%	1.06	49.5%	1.03	45.3%	1.13	49.9%	1.02
Other Revenue & Net Gains or Losses										
Other Revenue as % of Total Revenue		5.4%	4.7%	1.16	3.7%	1.46	5.3%	1.04	6.3%	0.87
Net Gains/Losses as % of Net Income		0.0%	25.2%	0.00	20.8%	0.00	36.2%	0.00	4.9%	0.00
Expenses as % of Total Expenses										
Salary/Fringe Benefits	\$25,496,942	48.0%	47.6%	1.01	46.8%	1.03	50.7%	0.95	45.5%	1.06
Supplies & Services	\$20,967,554	39.5%	40.1%	0.99	39.3%	1.01	34.8%	1.13	46.2%	0.86
Capital Component	\$3,834,606	7.2%	8.8%	0.82	8.9%	0.81	10.0%	0.72	5.6%	1.29
Bad Debt	\$2,768,319	5.2%	3.6%	1.44	5.0%	1.04	4.4%	1.18	2.7%	1.94
Fiscal Statistics										
Operating Margin (%)		10.3%	7.0%	1.46	8.9%	1.16	4.1%	2.48	0.2%	44.71
Total Hospital Net Income (%)		10.3%	9.2%	1.12	11.0%	0.94	6.3%	1.62	0.2%	42.55
Return on Equity (%)		8.3%	7.4%	1.12	8.6%	0.96	4.6%	1.82	0.2%	46.12
Current Ratio		5.2	3.1	1.67	5.8	0.91	3.3	1.58	6.5	0.81
Days in Net Patient Accounts Receivable		43.9	52.5	0.84	51.0	0.86	53.5	0.82	38.3	1.15
Average Payment Period		74.4	50.4	1.48	33.5	2.22	59.4	1.25	60.1	1.24
Equity Financing (%)		78.3%	60.8%	1.29	71.3%	1.10	58.2%	1.35	74.4%	1.05
Long-Term Debt to Equity Ratio		0.1	0.4	0.22	0.3	0.35	0.5	0.17	0.1	0.82
Times Interest Earned		18.5	7.3	2.53	9.7	1.91	3.5	5.29	1.3	13.87
Total Asset Turnover		0.8	0.8	1.02	0.8	1.05	0.7	1.15	0.7	1.08
Average Age of Plant (Years)		11.9	9.2	1.30	9.6	1.24	8.4	1.42	12.9	0.93
Increase (Decrease) Total Net Patient Revenue		18.3%	7.5%	2.44	6.7%	2.71	9.0%	2.02	-4.6%	N/A
Outpatient Gross Revenue (% of Total GPR)		62.4%	49.0%	1.27	56.4%	1.11	61.9%	1.01	58.4%	1.07
Net Revenue Statistics										
Inpatient Net Revenue per Discharge	\$8,092		\$11,671	0.69	\$9,113	0.89	\$8,855	0.91	\$7,273	1.11
Inpatient Net Revenue per Day	\$2,534		\$2,752	0.92	\$2,392	1.06	\$2,634	0.96	\$2,170	1.17
Outpatient Net Revenue per Visit	\$542		\$516	1.05	\$517	1.05	\$608	0.89	\$499	1.09

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$114,453,575	Cash & Cash Equivalents	\$46,816,601	Current Liabilities	\$10,331,017
Less Deductions	\$58,544,177	Net Patient Receivables	\$6,731,154	Long-Term Debt	\$5,037,566
Net Patient Revenue	\$55,909,398	Other Receivables	\$94,457	Other Liabilities	\$548,304
Plus Other Revenue	\$3,222,198			Subtotal	\$15,916,887
Total Revenue	\$59,131,596	Land, Buildings & Equipment (Net)	\$16,733,697	Unrestricted Fund Balance	\$57,340,323
Less Expenses	\$53,067,421	Other Assets	\$2,881,301	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$650	Total Assets	\$73,257,210	Total Liabilities & Fund Balance	\$73,257,210
Net Income	\$6,064,825				