

**048 Mercy Health System Corporation**  
 1000 Mineral Point Ave, PO Box 5003  
 Janesville, WI 53547  
 608-756-6000

Fiscal Year: 07/01 to 06/30  
 Type: **GMS**  
 General Medical & Surgical  
 Control: **Other Not-For-Profit**

County: **Rock**  
 Analysis Area: **Southern (1)**  
 Volume Group: **6**

Selected Utilization Statistics	FY 2007	All GSM Hospitals		Analysis Area 1		Volume Group 6		FY 2007 vs. 2006	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2006	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	61.7%	60.0%	1.03	62.0%	1.00	61.4%	1.00	61.8%	1.00
Obstetrics	66.6%	42.5%	1.57	43.9%	1.52	42.2%	1.58	68.9%	0.97
Pediatrics	0.0%	55.1%	N/A	50.2%	N/A	82.3%	N/A	0.0%	N/A
Total Hospital	56.8%	57.1%	0.99	60.0%	0.95	57.5%	0.99	56.7%	1.00
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	50.6	32.2	1.57	31.3	1.62	49.4	1.02	50.7	1.00
Obstetrics	7.3	5.5	1.32	5.3	1.37	8.6	0.86	7.6	0.97
Pediatrics	0.0	2.3	N/A	1.9	N/A	9.9	N/A	0.0	N/A
Total Hospital	94.8	53.3	1.78	55.8	1.70	103.2	0.92	94.7	1.00
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	3.8	3.7	1.04	3.6	1.07	3.8	1.02	3.7	1.04
Obstetrics	2.2	2.3	0.92	1.9	1.14	2.5	0.86	2.2	1.00
Pediatrics	0.0	2.2	N/A	3.2	N/A	2.1	N/A	0.0	N/A
Total Hospital	4.0	4.2	0.96	4.4	0.93	4.3	0.93	4.0	1.02
<b>Surgical Operations</b>									
Inpatient	2,763	1,939	1.42	2,050	1.35	3,476	0.79	3,149	0.88
Outpatient	5,039	4,175	1.21	5,144	0.98	7,518	0.67	5,490	0.92
Inpatient as % of All Surgeries	35.4%	31.7%	1.12	28.5%	1.24	31.6%	1.12	36.5%	0.97
<b>Outpatient Visits</b>									
Non-Emergency Visits	892,454	90,979	9.81	127,971	6.97	187,282	4.77	867,797	1.03
Emergency Visits	28,604	15,916	1.80	15,741	1.82	28,547	1.00	29,020	0.99
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	84.7	16.4	5.15	18.8	4.50	30.3	2.79	44.4	1.91
Nurses, Licensed	370.8	187.1	1.98	204.8	1.81	354.1	1.05	398.5	0.93
Ancillary Nursing Personnel	114.8	37.2	3.09	39.4	2.92	68.4	1.68	59.3	1.94
All Other Personnel	1,465.4	437.1	3.35	551.7	2.66	799.4	1.83	1,428.0	1.03
Total FTEs	2,035.6	677.8	3.00	814.6	2.50	1,252.3	1.63	1,930.1	1.05
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	45.9	15.7	2.92	14.7	3.12	15.9	2.88	24.1	1.90
Nurses, Licensed	201.0	179.0	1.12	160.3	1.25	186.0	1.08	216.6	0.93
Ancillary Nursing Personnel	62.2	35.6	1.75	30.8	2.02	35.9	1.73	32.2	1.93
All Other Personnel	794.3	418.1	1.90	431.9	1.84	419.8	1.89	776.0	1.02
Total FTEs	1,103.3	648.4	1.70	637.6	1.73	657.6	1.68	1,048.9	1.05

**Total Hospital:**  
 Beds Set Up & Staffed 167  
 Discharges 8,566  
 Inpatient Days 34,602

**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 24  
 Total Births 1,194  
 Newborn Days 2,562

**048 Mercy Health System Corporation**  
Janesville, WI 53547

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	82	4,822	18,472	61.7%	50.6	3.8
Orthopedic	1	24	1,293	4,465	51.0%	12.2	3.5
Rehabilitation & Physical Medicine	1	14	132	1,823	35.7%	5.0	13.8
Hospice	2	0	0	0	0.0%	0.0	0.0
Acute Long-Term Care	4	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	11	1,237	2,675	66.6%	7.3	2.2
<b>Psychiatric</b>	1	12	443	1,895	43.3%	5.2	4.3
<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	4	0	0	0	0.0%	0.0	0.0
Mixed Intensive Care	1	14	212	3,091	60.5%	8.5	14.6
Step-Down (Special Care)	1	10	427	2,181	59.8%	6.0	5.1
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
<b>Subacute care</b>	3	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	79	14	84.7	Radiological Services Personnel	18	43	38.2
Physicians & Dentists	112	43	126.3	Respiratory Therapists	12	6	15.4
Medical & Dental Residents	19	0	19.0	Occupational Therapists	2	13	6.9
Registered Nurses	227	244	341.5	Occupational Therapy Assistants/Aides	2	5	3.3
Certified Nurse Midwives	0	0	0.0	Physical Therapists	8	7	11.5
Licensed Practical Nurses	13	19	22.3	Physical Therapy Assistants/Aides	5	11	9.6
Ancillary Nursing Personnel	36	103	114.8	Recreational Therapists	0	0	0.0
Physician Assistants	7	11	8.0	Dietitians & Nutritionists	1	7	5.6
Nurse Practitioners	7	0	7.0	Psychologists	1	2	2.0
Medical Records Personnel	12	0	12.0	Social Workers	8	9	11.6
Pharmacy Personnel	29	29	40.8	All Other Health Professionals	364	227	453.2
Clinical Laboratory Personnel	16	3	18.1	All Other Personnel	526	359	665.8
Surgical Personnel	17	4	18.1	<b>Total</b>	<b>1,521</b>	<b>1,159</b>	<b>2,035.6</b>

**048 Mercy Health System Corporation**  
Janesville, WI 53547

Selected Financial Statistics	FY 2007	All GMS Hospitals		Analysis Area		Volume Group		FY 2007 vs. 2006		
		Value	Ratio	Value <sup>1</sup>	Ratio	Value <sup>6</sup>	Ratio	FY 2006	Ratio	
<b>Gross Revenue as % of Total Gross Patient Revenue</b>										
Medicare	\$134,078,695	38.8%	41.3%	0.94	38.7%	1.00	37.5%	1.04	39.9%	0.97
Medical Assistance	\$35,196,532	10.2%	10.5%	0.97	8.4%	1.22	13.5%	0.76	10.6%	0.96
Commercial	\$155,340,427	45.0%	41.4%	1.09	45.6%	0.99	42.9%	1.05	44.4%	1.01
All Other	\$20,513,963	5.9%	6.6%	0.90	7.3%	0.81	6.1%	0.98	5.1%	1.17
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$84,806,589	24.6%	25.8%	0.95	23.5%	1.05	23.9%	1.03	25.4%	0.97
Medical Assistance	\$31,344,185	9.1%	7.9%	1.14	6.4%	1.43	10.2%	0.89	9.1%	1.00
Commercial	\$48,396,471	14.0%	11.0%	1.28	12.9%	1.08	11.2%	1.25	12.7%	1.10
Charity Care	\$6,320,141	1.8%	1.6%	1.15	2.1%	0.89	1.4%	1.29	1.7%	1.05
All Other	\$6,692,937	1.9%	1.6%	1.20	1.8%	1.05	1.3%	1.54	0.9%	2.10
Total Deductions	\$177,560,323	51.4%	48.1%	1.07	46.9%	1.10	48.3%	1.06	49.8%	1.03
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue		49.3%	4.7%	10.51	8.5%	5.77	7.9%	6.22	48.0%	1.03
Net Gains/Losses as % of Net Income		1.1%	25.2%	0.04	35.9%	0.03	21.3%	0.05	-2.0%	N/A
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$94,543,256	30.3%	47.6%	0.64	50.1%	0.60	46.3%	0.65	28.9%	1.05
Supplies & Services	\$196,916,499	63.0%	40.1%	1.57	38.9%	1.62	41.8%	1.51	63.5%	0.99
Capital Component	\$14,336,530	4.6%	8.8%	0.52	8.2%	0.56	8.7%	0.53	4.8%	0.96
Bad Debt	\$6,624,944	2.1%	3.6%	0.59	2.8%	0.75	3.2%	0.67	2.8%	0.76
<b>Fiscal Statistics</b>										
Operating Margin (%)		5.5%	7.0%	0.79	6.4%	0.87	8.1%	0.68	5.2%	1.06
Total Hospital Net Income (%)		5.6%	9.2%	0.61	9.6%	0.58	10.1%	0.55	5.1%	1.09
Return on Equity (%)		6.3%	7.4%	0.85	8.0%	0.78	7.8%	0.80	6.0%	1.05
Current Ratio		2.2	3.1	0.70	2.2	0.99	3.3	0.65	2.0	1.11
Days in Net Patient Accounts Receivable		86.6	52.5	1.65	50.4	1.72	54.8	1.58	58.0	1.49
Average Payment Period		55.0	50.4	1.09	50.3	1.09	48.1	1.14	53.4	1.03
Equity Financing (%)		37.3%	60.8%	0.61	53.3%	0.70	60.9%	0.61	34.8%	1.07
Long-Term Debt to Equity Ratio		0.5	0.4	1.29	0.6	0.90	0.4	1.24	1.0	0.54
Times Interest Earned		5.9	7.3	0.81	7.8	0.75	7.4	0.80	5.2	1.14
Total Asset Turnover		1.1	0.8	1.42	0.8	1.39	0.8	1.47	1.2	0.96
Average Age of Plant (Years)		12.9	9.2	1.41	9.3	1.39	9.0	1.44	12.6	1.03
Increase (Decrease) Total Net Patient Revenue		2.0%	7.5%	0.26	7.3%	0.27	6.8%	0.29	-1.6%	N/A
Outpatient Gross Revenue (% of Total GPR)		48.6%	49.0%	0.99	47.9%	1.01	45.8%	1.06	48.6%	1.00
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge	\$9,912		\$11,671	0.85	\$12,759	0.78	\$12,402	0.80	\$9,420	1.05
Inpatient Net Revenue per Day	\$2,454		\$2,752	0.89	\$2,919	0.84	\$2,855	0.86	\$2,374	1.03
Outpatient Net Revenue per Visit	\$90		\$516	0.17	\$402	0.22	\$433	0.21	\$92	0.98

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$345,129,617	Cash & Cash Equivalents	\$12,443,127	Current Liabilities	\$45,706,943
Less Deductions	\$177,560,323	Net Patient Receivables	\$39,748,932	Long-Term Debt	\$56,567,329
Net Patient Revenue	\$167,569,294	Other Receivables	\$35,344,843	Other Liabilities	\$82,415,881
Plus Other Revenue	\$163,138,899			Subtotal	\$184,690,153
Total Revenue	\$330,708,193	Land, Buildings & Equipment (Net)	\$146,224,426	Unrestricted Fund Balance	\$110,058,787
Less Expenses	\$312,421,229	Other Assets	\$60,987,612	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$204,873			Total Liabilities & Fund Balance	\$294,748,940
Net Income	\$18,491,837	Total Assets	\$294,748,940		