

**063 St Mary's Hospital**  
 700 South Park Street  
 Madison, WI 53715  
 608-251-6100

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

County: **Dane**  
 Analysis Area: **Southern (1)**  
 Volume Group: **7**

Selected Utilization Statistics	FY 2007	All GSM Hospitals		Analysis Area 1		Volume Group 7		FY 2007 vs. 2006	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2006	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	87.4%	60.0%	1.46	62.0%	1.41	71.6%	1.22	83.9%	1.04
Obstetrics	72.3%	42.5%	1.70	43.9%	1.65	52.8%	1.37	71.8%	1.01
Pediatrics	47.2%	55.1%	0.86	50.2%	0.94	45.6%	1.04	51.1%	0.92
Total Hospital	76.7%	57.1%	1.34	60.0%	1.28	65.5%	1.17	76.5%	1.00
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	111.9	32.2	3.47	31.3	3.58	118.3	0.95	107.4	1.04
Obstetrics	32.5	5.5	5.87	5.3	6.08	18.4	1.77	32.3	1.01
Pediatrics	5.7	2.3	2.47	1.9	2.94	4.6	1.23	6.1	0.92
Total Hospital	259.3	53.3	4.87	55.8	4.65	209.6	1.24	258.7	1.00
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	2.5	3.7	0.68	3.6	0.70	3.9	0.65	2.3	1.08
Obstetrics	1.3	2.3	0.56	1.9	0.69	2.3	0.56	1.3	1.01
Pediatrics	2.0	2.2	0.90	3.2	0.62	3.0	0.68	2.0	0.99
Total Hospital	4.4	4.2	1.05	4.4	1.01	4.6	0.96	4.3	1.03
<b>Surgical Operations</b>									
Inpatient	7,780	1,939	4.01	2,050	3.79	7,935	0.98	7,885	0.99
Outpatient	745	4,175	0.18	5,144	0.14	13,459	0.06	615	1.21
Inpatient as % of All Surgeries	91.3%	31.7%	2.88	28.5%	3.20	37.1%	2.46	92.8%	0.98
<b>Outpatient Visits</b>									
Non-Emergency Visits	62,559	90,979	0.69	127,971	0.49	269,500	0.23	61,548	1.02
Emergency Visits	34,003	15,916	2.14	15,741	2.16	41,234	0.82	34,015	1.00
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	50.0	16.4	3.04	18.8	2.66	46.9	1.07	42.0	1.19
Nurses, Licensed	777.0	187.1	4.15	204.8	3.79	662.2	1.17	780.8	1.00
Ancillary Nursing Personnel	113.6	37.2	3.06	39.4	2.88	134.1	0.85	126.8	0.90
All Other Personnel	988.9	437.1	2.26	551.7	1.79	1,442.8	0.69	907.1	1.09
Total FTEs	1,929.5	677.8	2.85	814.6	2.37	2,286.1	0.84	1,856.7	1.04
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	15.0	15.7	0.95	14.7	1.02	12.9	1.16	12.8	1.18
Nurses, Licensed	232.9	179.0	1.30	160.3	1.45	182.1	1.28	236.9	0.98
Ancillary Nursing Personnel	34.0	35.6	0.96	30.8	1.10	36.9	0.92	38.5	0.88
All Other Personnel	296.4	418.1	0.71	431.9	0.69	396.7	0.75	275.2	1.08
Total FTEs	578.3	648.4	0.89	637.6	0.91	628.6	0.92	563.4	1.03

<b>Total Hospital:</b>		<b>Contract with:</b>		<b>Medicare-certified Swing Beds:</b>		<b>Newborn Nursery:</b>	
Beds Set Up & Staffed	338	Health Maintenance Organization (HMO)	Yes	Beds Set Up & Staffed	0	Bassinets	30
Discharges	21,521	Preferred Provider Organization (PPO)	Yes	Discharges	0	Total Births	3,397
Inpatient Days	94,628			Inpatient Days	0	Newborn Days	6,663

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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)
<b>General Medical-Surgical</b>							
Adult Medical-Surgical, Acute	1	128	16,212	40,836	87.4%	111.9	2.5
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	4	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>	1	12	1,031	2,068	47.2%	5.7	2.0
<b>Obstetrics</b>	1	45	9,023	11,869	72.3%	32.5	1.3
<b>Psychiatric</b>	1	22	700	5,613	69.9%	15.4	8.0
<b>Alcoholism/chemical dependency</b>	5	0	0	0	0.0%	0.0	0.0
<b>ICU/CCU</b>							
Medical-Surgical Intensive Care	1	14	1,767	4,220	82.6%	11.6	2.4
Cardiac Intensive Unit	1	12	1,382	3,009	68.7%	8.2	2.2
Pediatric Intensive Care	1	6	254	612	27.9%	1.7	2.4
Burn Care	5	0	0	0	0.0%	0.0	0.0
Mixed Intensive Care	5	0	0	0	0.0%	0.0	0.0
Step-Down (Special Care)	1	68	5,932	19,222	77.4%	52.7	3.2
Neonatal Intensive/Intermediate Care	1	31	451	6,973	61.6%	19.1	15.5
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	50	0	50.0	Radiological Services Personnel	30	40	49.3
Physicians & Dentists	0	4	1.1	Respiratory Therapists	13	20	22.7
Medical & Dental Residents	0	0	0.0	Occupational Therapists	5	11	9.4
Registered Nurses	349	672	760.2	Occupational Therapy Assistants/Aides	0	2	0.5
Certified Nurse Midwives	0	0	0.0	Physical Therapists	9	9	11.8
Licensed Practical Nurses	8	17	16.2	Physical Therapy Assistants/Aides	5	14	9.5
Ancillary Nursing Personnel	58	98	113.6	Recreational Therapists	1	1	1.0
Physician Assistants	0	0	0.0	Dietitians & Nutritionists	4	9	8.3
Nurse Practitioners	0	1	0.6	Psychologists	0	0	0.0
Medical Records Personnel	17	37	30.8	Social Workers	9	13	14.4
Pharmacy Personnel	33	30	47.4	All Other Health Professionals	154	215	266.4
Clinical Laboratory Personnel	27	25	40.6	All Other Personnel	342	257	440.3
Surgical Personnel	24	20	35.4	<b>Total</b>	<b>1,138</b>	<b>1,495</b>	<b>1,929.5</b>

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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	
<b>Gross Revenue as % of Total Gross Patient Revenue</b>										
Medicare	\$290,176,298	48.1%	41.3%	1.16	38.7%	1.24	41.8%	1.15	46.4%	1.04
Medical Assistance	\$48,697,726	8.1%	10.5%	0.77	8.4%	0.97	10.0%	0.81	8.5%	0.95
Commercial	\$240,152,269	39.8%	41.4%	0.96	45.6%	0.87	40.8%	0.98	41.3%	0.96
All Other	\$24,582,654	4.1%	6.6%	0.62	7.3%	0.56	7.4%	0.55	3.8%	1.07
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$167,802,477	27.8%	25.8%	1.08	23.5%	1.18	26.8%	1.04	24.9%	1.11
Medical Assistance	\$34,470,564	5.7%	7.9%	0.72	6.4%	0.90	7.6%	0.75	5.8%	0.98
Commercial	\$30,908,441	5.1%	11.0%	0.47	12.9%	0.40	11.7%	0.44	5.5%	0.94
Charity Care	\$14,422,727	2.4%	1.6%	1.50	2.1%	1.16	1.8%	1.31	1.5%	1.55
All Other	\$5,800,868	1.0%	1.6%	0.59	1.8%	0.52	2.2%	0.44	1.0%	0.94
Total Deductions	\$253,405,077	42.0%	48.1%	0.87	46.9%	0.90	50.0%	0.84	38.8%	1.08
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue		0.1%	4.7%	0.03	8.5%	0.01	3.1%	0.04	0.3%	0.44
Net Gains/Losses as % of Net Income		41.4%	25.2%	1.64	35.9%	1.15	26.5%	1.57	22.7%	1.82
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$150,707,739	49.0%	47.6%	1.03	50.1%	0.98	46.3%	1.06	50.1%	0.98
Supplies & Services	\$125,089,123	40.7%	40.1%	1.02	38.9%	1.05	42.1%	0.97	39.1%	1.04
Capital Component	\$22,287,444	7.2%	8.8%	0.83	8.2%	0.89	8.2%	0.88	8.1%	0.89
Bad Debt	\$9,466,628	3.1%	3.6%	0.85	2.8%	1.08	3.4%	0.92	2.8%	1.11
<b>Fiscal Statistics</b>										
Operating Margin (%)		12.3%	7.0%	1.75	6.4%	1.92	7.2%	1.71	14.6%	0.84
Total Hospital Net Income (%)		19.3%	9.2%	2.11	9.6%	2.00	9.5%	2.02	18.2%	1.06
Return on Equity (%)		14.2%	7.4%	1.93	8.0%	1.78	8.1%	1.77	13.7%	1.04
Current Ratio		1.5	3.1	0.49	2.2	0.69	3.2	0.48	1.9	0.82
Days in Net Patient Accounts Receivable		41.4	52.5	0.79	50.4	0.82	49.4	0.84	35.7	1.16
Average Payment Period		46.8	50.4	0.93	50.3	0.93	49.6	0.94	41.6	1.13
Equity Financing (%)		64.2%	60.8%	1.06	53.3%	1.21	63.2%	1.02	61.3%	1.05
Long-Term Debt to Equity Ratio		0.4	0.4	1.04	0.6	0.73	0.3	1.28	0.5	0.83
Times Interest Earned		31.6	7.3	4.33	7.8	4.04	10.5	3.01	16.6	1.91
Total Asset Turnover		0.7	0.8	0.86	0.8	0.84	0.8	0.82	0.7	0.94
Average Age of Plant (Years)		14.2	9.2	1.55	9.3	1.53	9.7	1.47	13.5	1.05
Increase (Decrease) Total Net Patient Revenue		5.5%	7.5%	0.74	7.3%	0.76	6.6%	0.83	13.0%	0.42
Outpatient Gross Revenue (% of Total GPR)		22.3%	49.0%	0.45	47.9%	0.47	42.4%	0.53	21.5%	1.04
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge	\$12,442		\$11,671	1.07	\$12,759	0.98	\$13,291	0.94	\$11,831	1.05
Inpatient Net Revenue per Day	\$2,830		\$2,752	1.03	\$2,919	0.97	\$2,909	0.97	\$2,764	1.02
Outpatient Net Revenue per Visit	\$854		\$516	1.65	\$402	2.12	\$522	1.63	\$742	1.15

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$603,608,947	Cash & Cash Equivalents	\$12,447,999	Current Liabilities	\$38,011,387
Less Deductions	\$253,405,077	Net Patient Receivables	\$39,732,984	Long-Term Debt	\$137,690,270
Net Patient Revenue	\$350,203,870	Other Receivables	\$356,429	Other Liabilities	\$8,937,575
Plus Other Revenue	\$425,355			Subtotal	\$184,639,232
Total Revenue	\$350,629,225	Land, Buildings & Equipment (Net)	\$197,075,315	Unrestricted Fund Balance	\$331,701,009
Less Expenses	\$307,550,934	Other Assets	\$266,727,514	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$30,479,928			Total Liabilities & Fund Balance	\$516,340,241
Net Income	\$73,558,219	Total Assets	\$516,340,241		