

168 Aurora Sinai Medical Center
 945 N 12th Street, PO Box 342
 Milwaukee, WI 53233
 414-219-2000

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

County: **Milwaukee**
 Analysis Area: **Milwaukee County (2B)**
 Volume Group: **6**

Selected Utilization Statistics	FY 2007	All GSM Hospitals		Analysis Area 2B		Volume Group 6		FY 2007 vs. 2006	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2006	Ratio
Occupancy Rate (%)									
Adult Medical-Surgical	63.3%	60.0%	1.06	68.8%	0.92	61.4%	1.03	63.4%	1.00
Obstetrics	47.7%	42.5%	1.12	48.2%	0.99	42.2%	1.13	47.1%	1.01
Pediatrics	0.0%	55.1%	N/A	90.0%	N/A	82.3%	N/A	0.0%	N/A
Total Hospital	55.9%	57.1%	0.98	65.6%	0.85	57.5%	0.97	58.5%	0.96
Average Census (Patients)									
Adult Medical-Surgical	52.6	32.2	1.63	123.6	0.43	49.4	1.06	52.6	1.00
Obstetrics	21.9	5.5	3.96	20.7	1.06	8.6	2.56	21.7	1.01
Pediatrics	0.0	2.3	N/A	21.1	N/A	9.9	N/A	0.0	N/A
Total Hospital	110.2	53.3	2.07	160.1	0.69	103.2	1.07	114.1	0.97
Average Length of Stay (Days)									
Adult Medical-Surgical	3.7	3.7	1.00	4.2	0.87	3.8	0.98	3.3	1.11
Obstetrics	2.7	2.3	1.14	2.8	0.96	2.5	1.07	2.5	1.06
Pediatrics	0.0	2.2	N/A	2.1	N/A	2.1	N/A	0.0	N/A
Total Hospital	4.4	4.2	1.05	4.8	0.91	4.3	1.01	4.3	1.02
Surgical Operations									
Inpatient	8,868	1,939	4.57	6,730	1.32	3,476	2.55	9,536	0.93
Outpatient	9,849	4,175	2.36	9,168	1.07	7,518	1.31	11,487	0.86
Inpatient as % of All Surgeries	47.4%	31.7%	1.49	42.3%	1.12	31.6%	1.50	45.4%	1.04
Outpatient Visits									
Non-Emergency Visits	201,526	90,979	2.22	204,153	0.99	187,282	1.08	243,130	0.83
Emergency Visits	45,570	15,916	2.86	37,830	1.20	28,547	1.60	45,139	1.01
Full-Time Equivalents (FTEs)									
Administrators	2.0	16.4	0.12	37.4	0.05	30.3	0.07	1.0	2.00
Nurses, Licensed	301.7	187.1	1.61	473.3	0.64	354.1	0.85	337.7	0.89
Ancillary Nursing Personnel	60.4	37.2	1.62	91.3	0.66	68.4	0.88	66.1	0.91
All Other Personnel	765.4	437.1	1.75	972.2	0.79	799.4	0.96	853.3	0.90
Total FTEs	1,129.4	677.8	1.67	1,574.3	0.72	1,252.3	0.90	1,258.0	0.90
FTEs per 100 Patient Census (Adjusted)									
Administrators	1.0	15.7	0.07	12.4	0.08	15.9	0.06	0.5	2.07
Nurses, Licensed	155.7	179.0	0.87	156.6	0.99	186.0	0.84	168.4	0.92
Ancillary Nursing Personnel	31.1	35.6	0.88	30.2	1.03	35.9	0.87	32.9	0.95
All Other Personnel	395.0	418.1	0.94	321.6	1.23	419.8	0.94	425.5	0.93
Total FTEs	582.8	648.4	0.90	520.7	1.12	657.6	0.89	627.2	0.93

Total Hospital:
 Beds Set Up & Staffed 197
 Discharges 9,137
 Inpatient Days 40,205

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 38
 Total Births 2,485
 Newborn Days 4,645

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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	83	5,218	19,186	63.3%	52.6	3.7
Orthopedic	2	0	0	0	0.0%	0.0	0.0
Rehabilitation & Physical Medicine	1	20	361	3,517	48.2%	9.6	9.7
Hospice	3	0	0	0	0.0%	0.0	0.0
Acute Long-Term Care	2	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	46	2,983	8,010	47.7%	21.9	2.7
Psychiatric	3	0	0	0	0.0%	0.0	0.0
Alcoholism/chemical dependency	3	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	16	257	2,989	51.2%	8.2	11.6
Step-Down (Special Care)	2	0	0	0	0.0%	0.0	0.0
Neonatal Intensive/Intermediate Care	1	32	318	6,503	55.7%	17.8	20.4
Other Intensive Care	3	0	0	0	0.0%	0.0	0.0
Subacute care	4	0	0	0	0.0%	0.0	0.0
Other inpatient	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	2	0	2.0	Radiological Services Personnel	48	29	61.0
Physicians & Dentists	0	0	0.0	Respiratory Therapists	18	7	22.0
Medical & Dental Residents	83	0	83.0	Occupational Therapists	6	13	10.0
Registered Nurses	179	211	299.6	Occupational Therapy Assistants/Aides	1	2	1.7
Certified Nurse Midwives	0	0	0.0	Physical Therapists	23	19	30.3
Licensed Practical Nurses	1	2	2.0	Physical Therapy Assistants/Aides	1	2	1.3
Ancillary Nursing Personnel	38	40	60.4	Recreational Therapists	1	0	1.0
Physician Assistants	1	0	1.0	Dietitians & Nutritionists	6	3	8.0
Nurse Practitioners	0	2	0.2	Psychologists	1	1	1.0
Medical Records Personnel	19	5	21.9	Social Workers	7	5	7.0
Pharmacy Personnel	39	15	42.5	All Other Health Professionals	118	65	137.4
Clinical Laboratory Personnel	0	0	0.0	All Other Personnel	298	50	322.7
Surgical Personnel	13	5	13.8	Total	903	476	1,129.4

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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	\$123,067,320	29.9%	41.3%	0.72	38.5%	0.78	37.5%	0.80	30.0%	1.00
Medical Assistance	\$136,235,243	33.1%	10.5%	3.15	16.1%	2.06	13.5%	2.45	36.0%	0.92
Commercial	\$98,524,762	24.0%	41.4%	0.58	37.9%	0.63	42.9%	0.56	21.3%	1.13
All Other	\$53,200,555	12.9%	6.6%	1.96	7.5%	1.72	6.1%	2.13	12.8%	1.01
Deductions as % of Total Gross Patient Revenue										
Medicare	\$69,037,103	16.8%	25.8%	0.65	26.0%	0.65	23.9%	0.70	17.7%	0.95
Medical Assistance	\$100,315,308	24.4%	7.9%	3.07	11.9%	2.05	10.2%	2.39	27.6%	0.88
Commercial	\$31,695,227	7.7%	11.0%	0.70	12.1%	0.64	11.2%	0.69	7.6%	1.01
Charity Care	\$8,805,744	2.1%	1.6%	1.35	1.4%	1.50	1.4%	1.51	2.4%	0.89
All Other	\$11,583,100	2.8%	1.6%	1.74	2.6%	1.08	1.3%	2.24	2.0%	1.44
Total Deductions	\$221,436,482	53.9%	48.1%	1.12	54.0%	1.00	48.3%	1.11	57.3%	0.94
Other Revenue & Net Gains or Losses										
Other Revenue as % of Total Revenue		3.7%	4.7%	0.79	4.4%	0.85	7.9%	0.47	4.0%	0.93
Net Gains/Losses as % of Net Income		3.1%	25.2%	0.12	18.0%	0.17	21.3%	0.14	1.0%	3.12
Expenses as % of Total Expenses										
Salary/Fringe Benefits	\$85,018,499	41.4%	47.6%	0.87	42.8%	0.97	46.3%	0.89	46.0%	0.90
Supplies & Services	\$92,368,984	44.9%	40.1%	1.12	45.1%	1.00	41.8%	1.08	41.6%	1.08
Capital Component	\$17,801,769	8.7%	8.8%	0.99	8.6%	1.01	8.7%	0.99	9.0%	0.97
Bad Debt	\$10,335,004	5.0%	3.6%	1.39	3.5%	1.44	3.2%	1.58	3.4%	1.47
Fiscal Statistics										
Operating Margin (%)		-4.4%	7.0%	N/A	6.8%	N/A	8.1%	N/A	-5.6%	0.78
Total Hospital Net Income (%)		-4.5%	9.2%	N/A	8.2%	N/A	10.1%	N/A	-5.7%	0.80
Return on Equity (%)		0.0%	7.4%	N/A	6.4%	N/A	7.8%	N/A	-17.0%	0.00
Current Ratio		-2.7	3.1	N/A	2.9	N/A	3.3	N/A	-1.4	1.86
Days in Net Patient Accounts Receivable		24.6	52.5	0.47	47.3	0.52	54.8	0.45	21.6	1.14
Average Payment Period		52.4	50.4	1.04	56.5	0.93	48.1	1.09	73.5	0.71
Equity Financing (%)		-182.8%	60.8%	N/A	60.1%	N/A	60.9%	N/A	-117.6%	1.55
Long-Term Debt to Equity Ratio		-1.0	0.4	N/A	0.4	N/A	0.4	N/A	-1.1	0.89
Times Interest Earned		-0.6	7.3	N/A	7.5	N/A	7.4	N/A	-0.9	0.71
Total Asset Turnover		4.6	0.8	5.79	0.8	5.95	0.8	6.00	3.0	1.53
Average Age of Plant (Years)		13.8	9.2	1.51	9.0	1.53	9.0	1.53	13.6	1.01
Increase (Decrease) Total Net Patient Revenue		5.0%	7.5%	0.67	6.2%	0.82	6.8%	0.74	2.8%	1.83
Outpatient Gross Revenue (% of Total GPR)		43.2%	49.0%	0.88	38.8%	1.11	45.8%	0.94	43.1%	1.00
Net Revenue Statistics										
Inpatient Net Revenue per Discharge		\$12,252	\$11,671	1.05	\$14,023	0.87	\$12,402	0.99	\$11,013	1.11
Inpatient Net Revenue per Day		\$2,784	\$2,752	1.01	\$2,899	0.96	\$2,855	0.98	\$2,546	1.09
Outpatient Net Revenue per Visit		\$314	\$516	0.61	\$446	0.71	\$433	0.73	\$258	1.22

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$411,027,880	Cash & Cash Equivalents		Current Liabilities	\$28,112,749
Less Deductions	\$221,436,482	Net Patient Receivables	\$12,781,872	Long-Term Debt	\$78,345,181
Net Patient Revenue	\$189,591,398	Other Receivables	\$386,523	Other Liabilities	\$15,402,079
Plus Other Revenue	\$7,272,186			Subtotal	\$121,860,009
Total Revenue	\$196,863,584	Land, Buildings & Equipment (Net)	\$88,609,280	Unrestricted Fund Balance	-\$78,765,784
Less Expenses	\$205,524,256	Other Assets	\$33,706,482	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	-\$273,235	Total Assets	\$43,094,225	Total Liabilities & Fund Balance	\$43,094,225
Net Income	-\$8,933,907				