

**011 Beloit Memorial Hospital Inc**  
 1969 W Hart Rd  
 Beloit, WI 53511  
 608-364-5011

Type:           GMS - General Medical & Surgical  
 Control:       Other Not-For-Profit  
 Fiscal Year:   01/01/2003 to 12/31/2003

County:        Rock  
 Analysis Area: Southern (1)  
 Volume Group: 5

Selected Utilization Statistics	FY 2003	All GMS Hospitals		Analysis Area 1		Volume Group 5		FY 2003 vs. 2002	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2002	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	55.5%	58.2%	0.95	55.5%	1.00	51.0%	1.09	55.6%	1.00
Obstetrics	25.6%	39.8%	0.64	41.0%	0.62	30.5%	0.84	30.6%	0.84
Pediatrics	23.2%	48.9%	0.47	49.7%	0.47	18.0%	0.47	26.8%	0.86
Total Hospital	50.9%	56.2%	0.91	56.7%	0.90	54.8%	0.93	52.8%	0.96
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	31.7	31.7	1.00	31.2	1.01	27.0	1.17	31.7	1.00
Obstetrics	4.4	5.1	0.85	4.7	0.93	3.5	1.24	5.2	0.84
Pediatrics	1.4	2.0	0.69	1.7	0.82	0.4	3.47	1.6	0.87
Total Hospital	63.1	54.7	1.15	56.0	1.13	45.4	1.39	65.5	0.96
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	4.2	3.9	1.08	3.7	1.14	3.6	1.17	4.6	0.92
Obstetrics	2.7	2.4	1.13	2.0	1.36	2.3	1.18	2.3	1.18
Pediatrics	2.3	2.4	0.94	3.3	0.69	2.1	1.08	2.4	0.94
Total Hospital	4.5	4.5	1.00	4.5	1.00	4.1	1.10	4.7	0.96
<b>Surgical Operations</b>									
Inpatient	1,731	1,579	1.10	1,943	0.89	1,115	1.55	1,898	0.91
Outpatient	3,625	3,500	1.04	4,790	0.76	2,804	1.29	3,762	0.96
Inpatient as % of All Surgeries	32.3%	31.1%	1.04	28.9%	1.12	28.5%	1.13	33.5%	0.96
<b>Outpatient Visits</b>									
Non-Emergency Visits	122,772	78,926	1.56	110,702	1.11	64,153	1.91	113,965	1.08
Emergency Visits	30,334	14,405	2.11	14,259	2.13	16,051	1.89	30,396	1.00
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	6.0	16.5	0.36	18.5	0.32	12.4	0.48	6.0	1.00
Nurses, Licensed	267.2	164.2	1.63	168.8	1.58	142.6	1.87	227.7	1.17
Ancillary Nursing Personnel	51.2	57.5	0.89	45.8	1.12	33.5	1.53	40.3	1.27
All Other Personnel	551.5	379.9	1.45	466.9	1.18	332.2	1.66	516.3	1.07
Total FTEs	875.9	618.1	1.42	700.1	1.25	520.7	1.68	790.2	1.11
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	4.7	16.7	0.28	15.4	0.30	12.1	0.39	4.5	1.04
Nurses, Licensed	207.7	166.1	1.25	140.5	1.48	139.8	1.49	171.0	1.21
Ancillary Nursing Personnel	39.8	58.2	0.68	38.1	1.04	32.9	1.21	30.3	1.31
All Other Personnel	428.6	384.3	1.12	388.4	1.10	325.7	1.32	387.9	1.10
Total FTEs	680.7	625.4	1.09	582.4	1.17	510.4	1.33	593.7	1.15

**Total Hospital:**  
 Beds Set Up & Staffed   124  
 Discharges                5,097  
 Inpatient Days            23,034

**Contract with:**  
 Health Maintenance    Yes  
 Organization (HMO)  
 Preferred Provider      Yes  
 Organization (PPO)

**Medicare-certified Swing Beds:**  
 Beds Set Up & Staffed   0  
 Discharges               0  
 Inpatient Days           0

**Newborn Nursery:**  
 Bassinets                9  
 Total Births             712  
 Newborn Days           1,484

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 12/31/2003	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	57	2,738	11,557	55.5%	31.7	4.2
Orthopedic	2	0	0	0	0.0%	0.0	0.0
Rehabilitation & Physical Medicine	1	10	100	933	25.6%	2.6	9.3
Hospice	4	0	0	0	0.0%	0.0	0.0
Acute Long-Term Care	3	0	0	0	0.0%	0.0	0.0
Other Acute	1	6	229	1,751	0.0%	4.8	7.6
<b>Pediatric, acute</b>	1	6	224	507	23.2%	1.4	2.3
<b>Obstetrics</b>	1	17	586	1,590	25.6%	4.4	2.7
<b>Psychiatric</b>	3	0	0	0	0.0%	0.0	0.0
<b>Alcoholism/chemical dependency</b>	3	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	3	0	0	0	0.0%	0.0	0.0
Burn Care	3	0	0	0	0.0%	0.0	0.0
Mixed Intensive Care	1	12	285	2,442	55.8%	6.7	8.6
Step-Down (Special Care)	1	16	935	4,254	72.8%	11.7	4.5
Neonatal Intensive/Intermediate Care	3	0	0	0	0.0%	0.0	0.0
Other Intensive Care	4	0	0	0	0.0%	0.0	0.0
<b>Subacute care</b>	4	0	0	0	0.0%	0.0	0.0
<b>Other inpatient</b>	4	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	6	0	6.0	Radiological Services Personnel	15	21	34.1
Physicians & Dentists	4	1	4.7	Occupational Therapists	3	6	7.7
Medical & Dental Residents	0	0	0.0	Occupational Therapy Assistants/Aides	1	0	1.0
Registered Nurses	154	108	247.6	Physical Therapists	8	4	10.4
Certified Nurse Midwives	0	0	0.0	Physical Therapy Assistants/Aides	3	3	4.9
Licensed Practical Nurses	9	13	17.6	Recreational Therapists	0	0	0.0
Ancillary Nursing Personnel	28	58	51.2	Psychologists	0	0	0.0
Physician Assistants	0	1	0.7	Social Workers	3	4	4.3
Nurse Practitioners	2	0	2.0	All Other Health Professionals	116	57	158.8
Medical Records Personnel	4	7	6.7	All Other Personnel	207	155	285.0
Pharmacy Personnel	8	5	12.4				
Clinical Laboratory Personnel	12	16	21.1				
				<b>Total</b>	<b>583</b>	<b>459</b>	<b>875.9</b>

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Selected Financial Statistics	FY 2003	All GMS Hospitals		Analysis Area		Volume Group		FY 2003 vs. 2002		
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2002	Ratio	
<b>Gross Revenue as % of Total Gross Patient Revenue</b>										
Medicare	\$68,323,534	46.3%	41.6%	1.11	38.8%	1.19	41.7%	1.11	46.4%	1.00
Medical Assistance	\$16,262,627	11.0%	9.7%	1.14	7.4%	1.49	9.2%	1.20	9.9%	1.11
Commercial	\$57,134,652	38.7%	42.4%	0.91	47.1%	0.82	43.1%	0.90	39.7%	0.97
All Other	\$5,963,035	4.0%	6.2%	0.65	6.8%	0.59	6.0%	0.67	4.0%	1.01
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$43,869,256	29.7%	24.8%	1.20	21.4%	1.39	25.6%	1.16	29.7%	1.00
Medical Assistance	\$12,729,890	8.6%	6.7%	1.29	4.8%	1.80	6.4%	1.35	7.5%	1.15
Commercial	\$6,457,935	4.4%	9.4%	0.47	10.5%	0.42	6.8%	0.64	4.4%	0.99
Charity Care	\$4,012,146	2.7%	1.1%	2.47	1.3%	2.09	1.1%	2.47	3.6%	0.75
All Other	\$577,629	0.4%	1.3%	0.30	1.3%	0.30	0.8%	0.49	0.5%	0.78
Total Deductions	\$67,646,856	45.8%	43.3%	1.06	39.4%	1.16	40.7%	1.13	45.7%	1.00
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue		3.5%	4.8%	0.74	8.8%	0.40	4.7%	0.75	3.3%	1.07
Net Gains/Losses as % of Net Income		11.1%	12.0%	0.92	22.3%	0.50	6.4%	1.73	-1.2%	N/A
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$47,364,139	59.5%	48.0%	1.24	50.1%	1.19	51.7%	1.15	58.4%	1.02
Supplies & Services	\$24,597,791	30.9%	40.2%	0.77	38.9%	0.79	34.7%	0.89	31.8%	0.97
Capital Component	\$5,965,570	7.5%	8.7%	0.86	8.1%	0.93	10.2%	0.73	8.1%	0.93
Bad Debt	\$1,649,072	2.1%	3.1%	0.67	3.0%	0.69	3.4%	0.61	1.7%	1.22
<b>Fiscal Statistics</b>										
Operating Margin (%)		4.1%	6.4%	0.64	4.7%	0.87	5.6%	0.73	6.2%	0.66
Total Hospital Net Income (%)		4.6%	7.1%	0.64	6.0%	0.76	5.9%	0.78	6.1%	0.75
Return on Equity (%)		7.1%	11.2%	0.63	11.0%	0.64	10.0%	0.71	9.4%	0.75
Current Ratio		2.5	2.5	1.00	2.3	1.08	2.4	1.04	2.8	0.89
Days in Net Patient Accounts Receivable		58.2	56.1	1.04	57.9	1.00	55.7	1.04	61.3	0.95
Average Payment Period		44.6	52.7	0.85	49.1	0.91	58.2	0.77	53.0	0.84
Equity Financing (%)		72.5%	57.8%	1.26	50.4%	1.44	53.5%	1.36	70.3%	1.03
Long-Term Debt to Equity Ratio		0.0	0.5	0.10	0.7	0.07	0.5	0.10	0.1	0.48
Times Interest Earned		19.0	5.4	3.51	4.6	4.12	3.7	5.13	23.6	0.80
Total Asset Turnover		1.1	0.9	1.24	0.9	1.24	0.9	1.24	1.1	1.01
Average Age of Plant (Years)		10.2	9.6	1.06	9.9	1.03	8.3	1.23	10.0	1.02
Increase (Decrease) Total Net Patient Revenue		9.3%	10.1%	0.93	10.3%	0.91	7.2%	1.30	N/A	N/A
Outpatient Gross Revenue (% of Total GPR)		51.0%	44.7%	1.14	44.7%	1.14	55.5%	0.92	50.8%	1.00
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge	\$6,768		\$8,772	0.77	\$9,152	0.74	\$5,987	1.13	\$6,105	1.11
Inpatient Net Revenue per Day	\$1,501		\$1,944	0.77	\$2,007	0.75	\$1,457	1.03	\$1,303	1.15
Outpatient Net Revenue per Visit	\$297		\$373	0.80	\$272	1.09	\$418	0.71	\$291	1.02

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$147,683,848	Cash & Cash Equivalents	\$7,007,212	Current Liabilities	\$9,176,168
Less Deductions	\$67,646,856	Net Patient Receivables	\$12,757,342	Long-Term Debt	\$2,605,000
Net Patient Revenue	\$80,036,992	Other Receivables	\$1,227,408	Other Liabilities	\$8,641,275
Plus Other Revenue	\$2,935,708			Subtotal	\$20,422,443
Total Revenue	\$82,972,700	Land, Buildings & Equipment (Net)	\$32,536,945	Unrestricted Fund Balance	\$53,954,196
Less Expenses	\$79,576,572	Other Assets	\$20,847,732	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$422,274			Total Liabilities & Fund Balance	\$74,376,639
Net Income	\$3,818,402	Total Assets	\$74,376,639		