

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: Jan 1 to Dec 31

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

Selected Utilization Statistics	FY 2004	All GMS Hospitals		Analysis Area 1		Volume Group 5		FY 2004 vs. 2003	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2003	Ratio
Occupancy Rate (%)									
Adult Medical-Surgical	51.3%	59.8%	0.86	56.0%	0.92	51.8%	0.99	55.5%	0.92
Obstetrics	25.9%	40.6%	0.64	42.5%	0.61	33.8%	0.77	25.6%	1.01
Pediatrics	20.0%	50.6%	0.40	49.0%	0.41	19.7%	0.40	23.2%	0.87
Total Hospital	47.9%	56.6%	0.85	56.4%	0.85	48.9%	0.98	50.9%	0.94
Average Census (Patients)									
Adult Medical-Surgical	29.3	32.3	0.91	30.9	0.95	26.2	1.12	31.7	0.92
Obstetrics	4.4	5.4	0.82	5.0	0.88	3.7	1.19	4.4	1.01
Pediatrics	1.2	2.1	0.57	1.8	0.67	0.6	2.00	1.4	0.87
Total Hospital	59.4	55.0	1.08	55.0	1.08	39.4	1.51	63.1	0.94
Average Length of Stay (Days)									
Adult Medical-Surgical	3.9	3.9	1.00	3.6	1.09	3.5	1.12	4.2	0.93
Obstetrics	2.2	2.4	0.91	2.0	1.09	2.3	0.95	2.7	0.80
Pediatrics	2.0	2.4	0.85	3.3	0.62	2.3	0.89	2.3	0.90
Total Hospital	4.3	4.4	0.98	4.4	0.98	3.8	1.14	4.5	0.96
Surgical Operations									
Inpatient	1,610	1,553	1.04	1,617	1.00	1,201	1.34	1,731	0.93
Outpatient	3,675	3,651	1.01	5,045	0.73	3,237	1.14	3,625	1.01
Inpatient as % of All Surgeries	30.5%	29.9%	1.02	24.3%	1.25	27.1%	1.12	32.3%	0.94
Outpatient Visits									
Non-Emergency Visits	126,274	80,062	1.58	119,084	1.06	67,729	1.86	122,772	1.03
Emergency Visits	30,255	14,837	2.04	14,741	2.05	16,387	1.85	30,334	1.00
Full-Time Equivalents (FTEs)									
Administrators	5.0	17.5	0.29	14.3	0.35	12.6	0.40	6.0	0.83
Nurses, Licensed	253.2	168.8	1.50	183.2	1.38	144.7	1.75	267.2	0.95
Ancillary Nursing Personnel	11.3	34.3	0.33	30.8	0.37	24.8	0.46	51.2	0.22
All Other Personnel	548.7	405.3	1.35	504.1	1.09	367.2	1.49	551.5	0.99
Total FTEs	818.2	626.0	1.31	732.4	1.12	549.3	1.49	875.9	0.93
FTEs per 100 Patient Census (Adjusted)									
Administrators	4.0	17.4	0.23	12.3	0.32	13.9	0.28	4.7	0.85
Nurses, Licensed	200.0	167.9	1.19	157.3	1.27	159.7	1.25	207.7	0.96
Ancillary Nursing Personnel	8.9	34.2	0.26	26.4	0.34	27.4	0.33	39.8	0.22
All Other Personnel	433.5	403.1	1.08	432.8	1.00	405.3	1.07	428.6	1.01
Total FTEs	646.4	622.6	1.04	628.8	1.03	606.3	1.07	680.7	0.95

Total Hospital:

Beds Set Up & Staffed 124
 Discharges 5,018
 Inpatient Days 21,741

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 9
 Total Births 720
 Newborn Days 1,471

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed Dec 31, 2004	Discharges & Transfers**	Patient Days of Care	Occupancy Rate (%)	Average Census (Patients)	Average Length of Stay (Days)
General Medical-Surgical							
Adult Medical-Surgical, Acute	1	57	2,739	10,711	51.3%	29.3	3.9
Orthopedic	2	0	0	0	0.0%	0.0	0.0
Rehabilitation & Physical Medicine	1	10	133	1,200	32.8%	3.3	9.0
Hospice	3	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	1	6	260	1,672	0.0%	4.6	6.4
Pediatric, acute	1	6	215	440	20.0%	1.2	2.0
Obstetrics	1	17	741	1,611	25.9%	4.4	2.2
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	1	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	5	0	0	0	0.0%	0.0	0.0
Mixed Intensive Care	1	12	281	2,166	49.3%	5.9	7.7
Step-Down (Special Care)	1	16	903	3,941	67.3%	10.8	4.4
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	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	5	0	5.0	Radiological Services Personnel	15	21	30.0
Physicians & Dentists	3	2	3.6	Respiratory Therapists	8	11	10.3
Medical & Dental Residents	0	0	0.0	Occupational Therapists	4	4	5.8
Registered Nurses	163	103	236.1	Occupational Therapy Assistants/Aides	1	0	1.0
Certified Nurse Midwives	0	0	0.0	Physical Therapists	6	7	6.8
Licensed Practical Nurses	7	13	14.1	Physical Therapy Assistants/Aides	7	9	12.2
Ancillary Nursing Personnel	11	38	11.3	Recreational Therapists	0	0	0.0
Physician Assistants	0	1	0.6	Dietitians & Nutritionists	1	3	2.5
Nurse Practitioners	3	0	3.0	Psychologists	0	0	0.0
Medical Records Personnel	4	7	6.8	Social Workers	3	3	4.2
Pharmacy Personnel	9	7	14.0	All Other Health Professionals	105	66	140.5
Clinical Laboratory Personnel	10	14	19.2	All Other Personnel	195	152	286.2
Surgical Personnel	4	6	5.3				
				Total	564	467	818.2

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Selected Financial Statistics	FY 2004	All GMS Hospitals		Analysis Area		Volume Group		FY 2004 vs. 2003		
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2003	Ratio	
Gross Revenue as % of Total Gross Patient Revenue										
Medicare	\$71,097,676	44.9%	41.6%	1.08	39.2%	1.15	42.5%	1.06	46.3%	0.97
Medical Assistance	\$21,022,463	13.3%	10.2%	1.30	8.0%	1.66	8.5%	1.56	11.0%	1.21
Commercial	\$58,127,356	36.7%	41.9%	0.88	46.2%	0.79	42.6%	0.86	38.7%	0.95
All Other	\$8,128,006	5.1%	6.2%	0.83	6.7%	0.77	6.4%	0.80	4.0%	1.27
Deductions as % of Total Gross Patient Revenue										
Medicare	\$46,260,781	29.2%	25.3%	1.15	22.3%	1.31	26.3%	1.11	29.7%	0.98
Medical Assistance	\$17,141,656	10.8%	7.5%	1.44	5.7%	1.90	6.2%	1.75	8.6%	1.26
Commercial	\$6,545,925	4.1%	9.6%	0.43	11.2%	0.37	6.9%	0.60	4.4%	0.95
Charity Care	\$6,185,107	3.9%	1.1%	3.55	1.4%	2.79	1.1%	3.55	2.7%	1.44
All Other	\$944,605	0.6%	1.3%	0.46	1.6%	0.37	1.1%	0.54	0.4%	1.52
Total Deductions	\$77,078,074	48.7%	44.8%	1.09	42.2%	1.15	41.7%	1.17	45.8%	1.06
Other Revenue & Net Gains or Losses										
Other Revenue as % of Total Revenue		3.4%	4.5%	0.76	8.7%	0.39	4.1%	0.83	3.5%	0.97
Net Gains/Losses as % of Net Income		17.0%	15.4%	1.10	24.8%	0.68	19.7%	0.86	11.1%	1.53
Expenses as % of Total Expenses										
Salary/Fringe Benefits	\$48,423,941	59.7%	48.4%	1.23	50.4%	1.18	51.7%	1.15	59.5%	1.00
Supplies & Services	\$23,450,626	28.9%	39.5%	0.73	38.4%	0.75	33.9%	0.85	30.9%	0.93
Capital Component	\$6,299,009	7.8%	8.8%	0.88	8.2%	0.95	10.5%	0.74	7.5%	1.04
Bad Debt	\$2,994,043	3.7%	3.4%	1.08	2.9%	1.27	3.9%	0.95	2.1%	1.78
Fiscal Statistics										
Operating Margin (%)		3.6%	6.5%	0.55	5.8%	0.62	5.5%	0.65	4.1%	0.87
Total Hospital Net Income (%)		4.3%	7.6%	0.56	7.6%	0.56	6.8%	0.63	4.6%	0.93
Return on Equity (%)		6.2%	11.5%	0.54	14.3%	0.43	10.8%	0.57	7.1%	0.87
Current Ratio		2.4	2.6	0.91	2.3	1.03	2.2	1.07	2.5	0.95
Days in Net Patient Accounts Receivable		48.7	52.8	0.92	55.4	0.88	57.5	0.85	58.2	0.84
Average Payment Period		39.8	53.7	0.74	50.0	0.80	55.9	0.71	44.6	0.89
Equity Financing (%)		75.8%	57.5%	1.32	48.1%	1.58	50.7%	1.49	72.5%	1.04
Long-Term Debt to Equity Ratio		0.0	0.5	0.08	0.7	0.06	0.6	0.07	0.0	0.84
Times Interest Earned		20.2	6.2	3.26	6.0	3.37	3.8	5.32	19.0	1.07
Total Asset Turnover		1.1	0.9	1.21	0.9	1.21	0.8	1.36	1.1	0.98
Average Age of Plant (Years)		9.9	9.1	1.09	9.5	1.04	7.9	1.25	10.2	0.97
Increase (Decrease) Total Net Patient Revenue		1.6%	9.1%	0.17	9.7%	0.16	16.4%	0.10	9.3%	0.17
Outpatient Gross Revenue (% of Total GPR)		53.1%	45.3%	1.17	45.1%	1.18	56.6%	0.94	51.0%	1.04
Net Revenue Statistics										
Inpatient Net Revenue per Discharge	\$6,782		\$9,256	0.73	\$9,628	0.70	\$6,572	1.03	\$6,768	1.00
Inpatient Net Revenue per Day	\$1,565		\$2,088	0.75	\$2,198	0.71	\$1,770	0.88	\$1,501	1.04
Outpatient Net Revenue per Visit	\$302		\$404	0.75	\$284	1.06	\$438	0.69	\$297	1.02

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$158,375,501	Cash & Cash Equivalents	\$6,855,754	Current Liabilities	\$8,309,265
Less Deductions	\$77,078,074	Net Patient Receivables	\$10,819,353	Long-Term Debt	\$2,375,000
Net Patient Revenue	\$81,297,427	Other Receivables	\$268,810	Other Liabilities	\$8,040,665
Plus Other Revenue	\$2,875,057			Subtotal	\$18,724,930
Total Revenue	\$84,172,484	Land, Buildings & Equipment (Net)	\$32,708,177	Unrestricted Fund Balance	\$58,568,110
Less Expenses	\$81,167,619	Other Assets	\$26,640,946	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$614,044			Total Liabilities & Fund Balance	\$77,293,040
Net Income	\$3,618,909	Total Assets	\$77,293,040		