

**011 Beloit Memorial Hospital Inc**  
 1969 W Hart Rd  
 Beloit, WI 53511  
 608-324-5011

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

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

Selected Utilization Statistics	FY 2005	All GMS Hospitals		Analysis Area 1		Volume Group 5		FY 2005 vs. 2004	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2004	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	55.6%	59.1%	0.94	56.2%	0.99	52.4%	1.06	51.3%	1.08
Obstetrics	32.1%	41.6%	0.77	43.2%	0.74	32.6%	0.98	25.9%	1.24
Pediatrics	23.9%	54.2%	0.44	50.0%	0.48	14.9%	0.44	20.0%	1.19
Total Hospital	48.8%	57.7%	0.84	56.1%	0.87	50.8%	0.96	47.9%	1.02
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	31.7	31.3	1.01	30.5	1.04	24.2	1.31	29.3	1.08
Obstetrics	5.4	5.4	1.01	5.3	1.03	3.5	1.56	4.4	1.24
Pediatrics	1.4	2.2	0.65	1.8	0.80	0.3	4.78	1.2	1.19
Total Hospital	60.5	54.6	1.11	54.7	1.11	39.9	1.52	59.4	1.02
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	4.8	3.7	1.31	3.5	1.38	3.5	1.38	3.9	1.24
Obstetrics	2.2	2.4	0.92	1.9	1.17	2.3	0.96	2.2	1.02
Pediatrics	2.3	2.5	0.91	3.2	0.71	2.3	0.99	2.0	1.11
Total Hospital	4.3	4.3	0.99	4.2	1.01	3.7	1.15	4.3	0.98
<b>Surgical Operations</b>									
Inpatient	1,688	1,644	1.03	1,676	1.01	1,115	1.51	1,610	1.05
Outpatient	3,692	3,777	0.98	5,339	0.69	3,173	1.16	3,675	1.00
Inpatient as % of All Surgeries	31.4%	30.3%	1.04	23.9%	1.31	26.0%	1.21	30.5%	1.03
<b>Outpatient Visits</b>									
Non-Emergency Visits	122,230	84,436	1.45	127,197	0.96	72,860	1.68	126,274	0.97
Emergency Visits	31,870	15,777	2.02	15,798	2.02	18,144	1.76	30,255	1.05
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	5.0	17.4	0.29	14.0	0.36	14.7	0.34	5.0	1.00
Nurses, Licensed	225.8	173.6	1.30	191.2	1.18	132.6	1.70	253.2	0.89
Ancillary Nursing Personnel	30.7	34.8	0.88	30.6	1.00	23.1	1.33	11.3	2.72
All Other Personnel	558.1	410.2	1.36	521.0	1.07	345.3	1.62	548.7	1.02
Total FTEs	819.6	636.0	1.29	757.3	1.08	516.3	1.59	818.2	1.00
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	3.9	17.1	0.23	11.8	0.33	15.1	0.26	4.0	0.98
Nurses, Licensed	174.7	170.3	1.03	161.3	1.08	136.6	1.28	200.0	0.87
Ancillary Nursing Personnel	23.8	34.1	0.70	25.8	0.92	23.8	1.00	8.9	2.66
All Other Personnel	431.7	402.4	1.07	440.0	0.98	355.6	1.21	433.5	1.00
Total FTEs	634.1	623.8	1.02	638.9	0.99	531.6	1.19	646.4	0.98

**Total Hospital:**

Beds Set Up & Staffed 124  
 Discharges 5,178  
 Inpatient Days 22,067

**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 737  
 Newborn Days 1,584

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 12/31/2005	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	2,391	11,564	55.6%	31.7	4.8
Orthopedic	2	0	0	0	0.0%	0.0	0.0
Rehabilitation & Physical Medicine	1	10	105	960	26.3%	2.6	9.1
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	1	6	332	2,536	0.0%	6.9	7.6
<b>Pediatric, acute</b>	1	6	230	523	23.9%	1.4	2.3
<b>Obstetrics</b>	1	17	898	1,989	32.1%	5.4	2.2
<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	4	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	12	309	811	18.5%	2.2	2.6
Step-Down (Special Care)	1	16	913	3,684	63.1%	10.1	4.0
Neonatal Intensive/Intermediate Care	4	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	5	0	5.0	Radiological Services Personnel	10	26	28.1
Physicians & Dentists	4	2	5.1	Respiratory Therapists	8	11	10.4
Medical & Dental Residents	0	0	0.0	Occupational Therapists	2	4	4.6
Registered Nurses	151	101	207.5	Occupational Therapy Assistants/Aides	1	0	1.0
Certified Nurse Midwives	0	0	0.0	Physical Therapists	7	8	8.7
Licensed Practical Nurses	8	13	15.4	Physical Therapy Assistants/Aides	8	6	11.5
Ancillary Nursing Personnel	11	48	30.7	Recreational Therapists	0	0	0.0
Physician Assistants	0	0	0.0	Dietitians & Nutritionists	1	4	3.2
Nurse Practitioners	3	0	3.0	Psychologists	0	0	0.0
Medical Records Personnel	4	7	6.9	Social Workers	2	4	2.9
Pharmacy Personnel	10	10	15.5	All Other Health Professionals	130	83	175.1
Clinical Laboratory Personnel	13	16	23.1	All Other Personnel	181	133	254.6
Surgical Personnel	5	4	7.4	<b>Total</b>	<b>564</b>	<b>480</b>	<b>819.6</b>

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Selected Financial Statistics	FY 2005	All GMS Hospitals		Analysis Area		Volume Group		FY 2005 vs. 2004		
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2004	Ratio	
<b>Gross Revenue as % of Total Gross Patient Revenue</b>										
Medicare	\$79,907,561	45.5%	41.4%	1.10	38.4%	1.19	42.6%	1.07	44.9%	1.01
Medical Assistance	\$21,640,732	12.3%	10.2%	1.21	7.9%	1.56	10.3%	1.20	13.3%	0.93
Commercial	\$63,502,909	36.2%	41.7%	0.87	46.3%	0.78	39.0%	0.93	36.7%	0.99
All Other	\$10,506,831	6.0%	6.8%	0.88	7.5%	0.80	8.1%	0.74	5.1%	1.17
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$52,467,610	29.9%	25.3%	1.18	22.1%	1.35	26.7%	1.12	29.2%	1.02
Medical Assistance	\$17,784,623	10.1%	7.7%	1.32	5.9%	1.72	8.0%	1.27	10.8%	0.94
Commercial	\$10,020,089	5.7%	9.7%	0.59	12.2%	0.47	7.7%	0.74	4.1%	1.38
Charity Care	\$7,005,859	4.0%	1.5%	2.66	1.5%	2.66	1.5%	2.66	3.9%	1.02
All Other	\$303,362	0.2%	1.5%	0.12	2.0%	0.09	2.0%	0.09	0.6%	0.29
Total Deductions	\$87,581,543	49.9%	45.7%	1.09	43.7%	1.14	46.0%	1.08	48.7%	1.03
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue		3.2%	4.4%	0.73	8.8%	0.36	4.2%	0.76	3.4%	0.93
Net Gains/Losses as % of Net Income		18.8%	12.3%	1.53	25.6%	0.73	13.3%	1.41	17.0%	1.11
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$51,931,654	59.5%	47.5%	1.25	49.5%	1.20	50.5%	1.18	59.7%	1.00
Supplies & Services	\$24,661,556	28.3%	40.2%	0.70	39.3%	0.72	35.3%	0.80	28.9%	0.98
Capital Component	\$6,350,895	7.3%	8.7%	0.84	8.0%	0.91	9.9%	0.74	7.8%	0.94
Bad Debt	\$4,273,583	4.9%	3.6%	1.36	3.1%	1.58	4.2%	1.17	3.7%	1.33
<b>Fiscal Statistics</b>										
Operating Margin (%)		4.0%	7.6%	0.53	6.6%	0.61	6.1%	0.66	3.6%	1.13
Total Hospital Net Income (%)		4.9%	8.6%	0.57	8.6%	0.57	6.9%	0.71	4.3%	1.15
Return on Equity (%)		5.1%	7.2%	0.70	7.6%	0.67	5.5%	0.92	4.7%	1.08
Current Ratio		1.7	2.8	0.60	2.2	0.77	3.0	0.56	2.4	0.71
Days in Net Patient Accounts Receivable		43.5	51.2	0.85	51.8	0.84	54.4	0.80	48.7	0.89
Average Payment Period		55.4	53.8	1.03	52.3	1.06	51.2	1.08	39.8	1.39
Equity Financing (%)		70.1%	58.5%	1.20	48.5%	1.45	58.6%	1.20	75.8%	0.93
Long-Term Debt to Equity Ratio		0.1	0.4	0.15	0.7	0.09	0.4	0.15	0.0	1.47
Times Interest Earned		17.0	6.9	2.46	7.0	2.43	5.1	3.33	20.2	0.84
Total Asset Turnover		1.0	0.8	1.28	0.9	1.13	0.8	1.28	1.1	0.94
Average Age of Plant (Years)		10.3	9.1	1.13	9.3	1.11	8.9	1.16	9.9	1.04
Increase (Decrease) Total Net Patient Revenue		8.2%	9.1%	0.90	11.1%	0.74	7.0%	1.17	1.6%	5.22
Outpatient Gross Revenue (% of Total GPR)		53.4%	46.6%	1.14	46.2%	1.15	59.0%	0.90	53.1%	1.01
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge		\$7,145	\$9,724	0.73	\$10,202	0.70	\$6,453	1.11	\$6,782	1.05
Inpatient Net Revenue per Day		\$1,677	\$2,239	0.75	\$2,400	0.70	\$1,721	0.97	\$1,565	1.07
Outpatient Net Revenue per Visit		\$331	\$430	0.77	\$298	1.11	\$445	0.74	\$302	1.10

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$175,558,033	Cash & Cash Equivalents	\$8,353,677	Current Liabilities	\$12,478,285
Less Deductions	\$87,581,543	Net Patient Receivables	\$10,479,346	Long-Term Debt	\$3,735,911
Net Patient Revenue	\$87,976,490	Other Receivables	\$443,819	Other Liabilities	\$10,381,197
Plus Other Revenue	\$2,901,295			Subtotal	\$26,595,393
Total Revenue	\$90,877,785	Land, Buildings & Equipment (Net)	\$37,931,044	Unrestricted Fund Balance	\$62,466,324
Less Expenses	\$87,217,688	Other Assets	\$31,853,831	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$848,240			Total Liabilities & Fund Balance	\$89,061,717
Net Income	\$4,508,337	Total Assets	\$89,061,717		