

**070 Hess Memorial Hospital Inc./Mile Bluff Medical Center**  
 1050 Division St  
 Mauston, WI 53948  
 608-847-6161

Fiscal Year: 10/01 to 09/30  
 Type: GMS  
 General Medical & Surgical  
 Control: Other Not-For-Profit

County: Juneau  
 Analysis Area: North Central (6)  
 Volume Group: 4

Selected Utilization Statistics	FY 2005	All GMS Hospitals		Analysis Area 6		Volume Group 4		FY 2005 vs. 2004	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2004	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	64.3%	59.1%	1.09	64.6%	0.99	56.3%	1.14	60.0%	1.07
Obstetrics	34.1%	41.6%	0.82	44.7%	0.76	34.4%	0.99	35.5%	0.96
Pediatrics	0.0%	54.2%	N/A	51.9%	N/A	0.0%	N/A	0.0%	N/A
Total Hospital	61.4%	57.7%	1.06	65.0%	0.94	51.2%	1.20	57.9%	1.06
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	21.2	31.3	0.68	28.1	0.75	13.1	1.62	19.8	1.07
Obstetrics	1.4	5.4	0.25	3.9	0.35	1.6	0.85	1.4	0.96
Pediatrics	0.0	2.2	N/A	1.3	N/A	0.0	N/A	0.0	N/A
Total Hospital	22.7	54.6	0.42	50.5	0.45	18.1	1.25	21.4	1.06
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	3.6	3.7	0.97	3.6	0.99	3.2	1.12	3.5	1.01
Obstetrics	2.2	2.4	0.93	2.4	0.93	2.2	1.02	2.1	1.04
Pediatrics	0.0	2.5	N/A	2.9	N/A	2.4	N/A	0.0	N/A
Total Hospital	3.5	4.3	0.81	4.1	0.85	3.4	1.02	3.4	1.01
<b>Surgical Operations</b>									
Inpatient	626	1,644	0.38	1,607	0.39	526	1.19	607	1.03
Outpatient	1,131	3,777	0.30	1,953	0.58	1,989	0.57	1,187	0.95
Inpatient as % of All Surgeries	35.6%	30.3%	1.18	45.1%	0.79	20.9%	1.70	33.8%	1.05
<b>Outpatient Visits</b>									
Non-Emergency Visits	92,891	84,436	1.10	62,812	1.48	48,393	1.92	94,496	0.98
Emergency Visits	14,979	15,777	0.95	12,497	1.20	10,360	1.45	14,147	1.06
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	2.2	17.4	0.13	14.3	0.16	7.6	0.29	2.2	1.00
Nurses, Licensed	74.5	173.6	0.43	153.2	0.49	69.2	1.08	77.9	0.96
Ancillary Nursing Personnel	24.5	34.8	0.70	38.8	0.63	15.5	1.58	23.7	1.03
All Other Personnel	279.9	410.2	0.68	383.1	0.73	193.4	1.45	294.8	0.95
Total FTEs	381.1	636.0	0.60	589.4	0.65	285.7	1.33	398.7	0.96
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	3.8	17.1	0.22	15.2	0.25	15.6	0.24	4.1	0.94
Nurses, Licensed	126.7	170.3	0.74	163.0	0.78	141.7	0.89	141.3	0.90
Ancillary Nursing Personnel	41.6	34.1	1.22	41.3	1.01	31.8	1.31	43.0	0.97
All Other Personnel	476.2	402.4	1.18	407.5	1.17	396.4	1.20	534.6	0.89
Total FTEs	648.3	623.8	1.04	627.0	1.03	585.4	1.11	723.0	0.90

**Total Hospital:**

Beds Set Up & Staffed 37  
 Discharges 2,385  
 Inpatient Days 8,287

**Contract with:**

Health Maintenance Organization (HMO) Yes  
 Preferred Provider Organization (PPO) No

**Medicare-certified Swing Beds:**

Beds Set Up & Staffed 0  
 Discharges 0  
 Inpatient Days 0

**Newborn Nursery:**

Bassinets 5  
 Total Births 201  
 Newborn Days 442

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 09/30/2005	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	33	2,163	7,739	64.3%	21.2	3.6
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>	2	0	0	0	0.0%	0.0	0.0
<b>Obstetrics</b>	1	4	222	498	34.1%	1.4	2.2
<b>Psychiatric</b>	5	0	0	0	0.0%	0.0	0.0
<b>Alcoholism/chemical dependency</b>	5	0	0	0	0.0%	0.0	0.0
<b>ICU/CCU</b>							
Medical-Surgical Intensive Care	5	0	0	0	0.0%	0.0	0.0
Cardiac Intensive Unit	5	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	5	0	0	0	0.0%	0.0	0.0
Step-Down (Special Care)	5	0	0	0	0.0%	0.0	0.0
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
<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	0	3	2.2	Radiological Services Personnel	3	23	15.4
Physicians & Dentists	12	10	20.9	Respiratory Therapists	5	1	5.6
Medical & Dental Residents	0	0	0.0	Occupational Therapists	2	1	2.6
Registered Nurses	56	24	71.2	Occupational Therapy Assistants/Aides	1	1	1.8
Certified Nurse Midwives	0	0	0.0	Physical Therapists	4	1	4.8
Licensed Practical Nurses	1	1	1.3	Physical Therapy Assistants/Aides	0	3	2.8
Ancillary Nursing Personnel	9	28	24.5	Recreational Therapists	0	0	0.0
Physician Assistants	11	3	11.6	Dietitians & Nutritionists	3	0	3.0
Nurse Practitioners	2	0	2.0	Psychologists	0	0	0.0
Medical Records Personnel	15	4	16.9	Social Workers	0	5	1.8
Pharmacy Personnel	3	5	6.0	All Other Health Professionals	36	11	43.8
Clinical Laboratory Personnel	0	14	8.3	All Other Personnel	93	63	130.7
Surgical Personnel	4	0	4.0	<b>Total</b>	<b>260</b>	<b>201</b>	<b>381.1</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	\$36,500,962	45.7%	41.4%	1.10	48.5%	0.94	44.1%	1.04	45.1%	1.01
Medical Assistance	\$11,119,154	13.9%	10.2%	1.36	9.4%	1.48	8.7%	1.60	14.5%	0.96
Commercial	\$26,986,305	33.8%	41.7%	0.81	37.0%	0.91	40.7%	0.83	35.0%	0.96
All Other	\$5,276,271	6.6%	6.8%	0.97	5.1%	1.30	6.5%	1.02	5.4%	1.23
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$24,713,181	30.9%	25.3%	1.22	27.2%	1.14	25.9%	1.19	30.7%	1.01
Medical Assistance	\$8,595,089	10.8%	7.7%	1.40	6.6%	1.63	6.2%	1.74	11.0%	0.98
Commercial	\$2,150,191	2.7%	9.7%	0.28	3.9%	0.69	7.2%	0.37	3.4%	0.78
Charity Care	\$1,309,136	1.6%	1.5%	1.09	1.7%	0.96	1.1%	1.49	0.6%	2.94
All Other	\$380,491	0.5%	1.5%	0.32	0.8%	0.60	1.2%	0.40	0.4%	1.27
Total Deductions	\$37,148,088	46.5%	45.7%	1.02	40.2%	1.16	41.6%	1.12	46.1%	1.01
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue		0.6%	4.4%	0.14	3.1%	0.19	2.8%	0.21	0.6%	0.94
Net Gains/Losses as % of Net Income		3.4%	12.3%	0.28	N/A	N/A	8.6%	0.40	18.1%	0.19
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$24,186,725	59.9%	47.5%	1.26	49.3%	1.21	52.1%	1.15	59.6%	1.00
Supplies & Services	\$9,467,518	23.4%	40.2%	0.58	39.0%	0.60	34.7%	0.68	22.4%	1.05
Capital Component	\$4,434,021	11.0%	8.7%	1.26	9.0%	1.22	8.9%	1.23	10.7%	1.03
Bad Debt	\$2,313,742	5.7%	3.6%	1.59	2.7%	2.12	4.4%	1.30	7.4%	0.78
<b>Fiscal Statistics</b>										
Operating Margin (%)		6.0%	7.6%	0.79	7.6%	0.79	7.6%	0.79	3.7%	1.64
Total Hospital Net Income (%)		6.2%	8.6%	0.72	7.5%	0.83	8.3%	0.75	4.4%	1.40
Return on Equity (%)		5.0%	7.2%	0.69	6.6%	0.76	6.4%	0.78	3.3%	1.51
Current Ratio		1.8	2.8	0.66	2.3	0.80	3.0	0.61	2.4	0.77
Days in Net Patient Accounts Receivable		66.7	51.2	1.30	57.8	1.15	53.7	1.24	73.7	0.91
Average Payment Period		83.5	53.8	1.55	56.3	1.48	59.8	1.40	61.9	1.35
Equity Financing (%)		39.8%	58.5%	0.68	61.3%	0.65	59.0%	0.67	36.4%	1.09
Long-Term Debt to Equity Ratio		1.1	0.4	2.77	0.4	2.77	0.5	2.21	1.4	0.77
Times Interest Earned		2.9	6.9	0.42	6.1	0.48	5.5	0.53	2.3	1.30
Total Asset Turnover		0.8	0.8	1.00	0.9	0.89	0.8	1.00	0.7	1.09
Average Age of Plant (Years)		10.1	9.1	1.11	10.1	1.00	9.0	1.13	10.9	0.93
Increase (Decrease) Total Net Patient Revenue		10.0%	9.1%	1.10	7.2%	1.39	10.0%	1.00	5.9%	1.69
Outpatient Gross Revenue (% of Total GPR)		61.5%	46.6%	1.32	43.8%	1.40	63.1%	0.97	61.1%	1.01
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge		\$6,520	\$9,724	0.67	\$8,975	0.73	\$6,384	1.02	\$6,243	1.04
Inpatient Net Revenue per Day		\$1,876	\$2,239	0.84	\$2,172	0.86	\$1,825	1.03	\$1,818	1.03
Outpatient Net Revenue per Visit		\$252	\$430	0.59	\$446	0.57	\$393	0.64	\$226	1.11

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$79,882,692	Cash & Cash Equivalents	\$4,415,560	Current Liabilities	\$8,643,218
Less Deductions	\$37,148,088	Net Patient Receivables	\$7,811,797	Long-Term Debt	\$23,602,404
Net Patient Revenue	\$42,734,604	Other Receivables	\$16,792	Other Liabilities	\$4,530
Plus Other Revenue	\$256,016			Subtotal	\$32,250,152
Total Revenue	\$42,990,620	Land, Buildings & Equipment (Net)	\$36,164,978	Unrestricted Fund Balance	\$21,332,178
Less Expenses	\$40,402,006	Other Assets	\$5,173,203	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$91,952			Total Liabilities & Fund Balance	\$53,582,330
Net Income	\$2,680,566	Total Assets	\$53,582,330		