

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 2006	All GMS Hospitals		Analysis Area 1		Volume Group 5		FY 2006 vs. 2005	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2005	Ratio
Occupancy Rate (%)									
Adult Medical-Surgical	47.8%	59.2%	0.81	58.1%	0.82	51.2%	0.93	55.6%	0.86
Obstetrics	30.5%	41.5%	0.73	43.1%	0.71	32.7%	0.93	32.1%	0.95
Pediatrics	18.5%	52.2%	0.36	48.9%	0.38	14.9%	1.24	23.9%	0.78
Total Hospital	49.2%	57.2%	0.86	57.8%	0.85	48.6%	1.01	48.8%	1.01
Average Census (Patients)									
Adult Medical-Surgical	27.2	31.4	0.87	31.9	0.85	21.4	1.27	31.7	0.86
Obstetrics	5.2	5.3	0.98	5.0	1.04	3.1	1.67	5.4	0.95
Pediatrics	1.1	2.2	0.51	1.8	0.62	0.3	3.71	1.4	0.78
Total Hospital	61.0	53.6	1.14	55.2	1.10	34.1	1.79	60.5	1.01
Average Length of Stay (Days)									
Adult Medical-Surgical	4.4	3.6	1.22	3.5	1.25	3.4	1.29	4.8	0.91
Obstetrics	2.1	2.4	0.89	1.9	1.13	2.3	0.93	2.2	0.97
Pediatrics	2.2	2.2	1.01	3.1	0.72	2.4	0.93	2.3	0.98
Total Hospital	4.4	4.3	1.02	4.3	1.02	3.6	1.22	4.3	1.03
Surgical Operations									
Inpatient	1,608	1,903	0.84	1,703	0.94	940	1.71	1,688	0.95
Outpatient	3,408	4,240	0.80	5,219	0.65	2,892	1.18	3,692	0.92
Inpatient as % of All Surgeries	32.1%	31.0%	1.03	24.6%	1.30	24.5%	1.31	31.4%	1.02
Outpatient Visits									
Non-Emergency Visits	118,278	89,386	1.32	124,955	0.95	64,006	1.85	122,230	0.97
Emergency Visits	32,850	15,537	2.11	15,019	2.19	17,244	1.91	31,870	1.03
Full-Time Equivalents (FTEs)									
Administrators	5.0	17.1	0.29	15.6	0.32	16.7	0.30	5.0	1.00
Nurses, Licensed	223.8	180.9	1.24	193.9	1.15	119.4	1.87	225.8	0.99
Ancillary Nursing Personnel	35.2	35.0	1.01	33.7	1.05	19.3	1.83	30.7	1.15
All Other Personnel	588.5	419.6	1.40	519.4	1.13	318.9	1.85	558.1	1.05
Total FTEs	852.5	652.6	1.31	762.7	1.12	474.3	1.80	819.6	1.04
FTEs per 100 Patient Census (Adjusted)									
Administrators	3.8	16.6	0.23	12.7	0.30	19.2	0.20	3.9	0.97
Nurses, Licensed	168.1	175.7	0.96	157.8	1.07	137.3	1.22	174.2	0.97
Ancillary Nursing Personnel	26.5	34.0	0.78	27.4	0.97	22.1	1.20	23.7	1.12
All Other Personnel	442.2	407.4	1.09	422.8	1.05	366.6	1.21	430.5	1.03
Total FTEs	640.5	633.7	1.01	620.7	1.03	545.2	1.17	632.3	1.01

Total Hospital:

Beds Set Up & Staffed 124
 Discharges 5,084
 Inpatient Days 22,251

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 771
 Newborn Days 1,624

011 Beloit Memorial Hospital Inc
Beloit, WI 53511

Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 12/31/2006	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	2,267	9,945	47.8%	27.2	4.4
Orthopedic	2	0	0	0	0.0%	0.0	0.0
Rehabilitation & Physical Medicine	1	10	117	965	26.4%	2.6	8.2
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	307	1,900	0.0%	5.2	6.2
Pediatric, acute	1	6	182	406	18.5%	1.1	2.2
Obstetrics	1	17	882	1,891	30.5%	5.2	2.1
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	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	301	2,322	53.0%	6.4	7.7
Step-Down (Special Care)	1	16	1,028	4,822	82.6%	13.2	4.7
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
Subacute care	4	0	0	0	0.0%	0.0	0.0
Other inpatient	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	18	31	36.1
Physicians & Dentists	3	2	4.2	Respiratory Therapists	8	10	10.2
Medical & Dental Residents	0	0	0.0	Occupational Therapists	1	7	4.8
Registered Nurses	148	92	207.9	Occupational Therapy Assistants/Aides	1	0	1.0
Certified Nurse Midwives	0	0	0.0	Physical Therapists	9	7	10.7
Licensed Practical Nurses	7	12	12.9	Physical Therapy Assistants/Aides	8	8	10.9
Ancillary Nursing Personnel	10	50	35.2	Recreational Therapists	0	0	0.0
Physician Assistants	0	1	0.7	Dietitians & Nutritionists	1	4	2.8
Nurse Practitioners	3	0	3.0	Psychologists	0	0	0.0
Medical Records Personnel	4	6	7.1	Social Workers	2	4	2.7
Pharmacy Personnel	10	9	16.3	All Other Health Professionals	142	99	199.5
Clinical Laboratory Personnel	13	14	21.9	All Other Personnel	176	125	252.5
Surgical Personnel	6	3	7.4	Total	575	484	852.5

011 Beloit Memorial Hospital Inc
Beloit, WI 53511

Selected Financial Statistics	FY 2006	All GMS Hospitals		Analysis Area		Volume Group		FY 2006 vs. 2005		
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2005	Ratio	
Gross Revenue as % of Total Gross Patient Revenue										
Medicare	\$96,821,266	47.3%	41.4%	1.14	38.5%	1.23	43.6%	1.08	45.5%	1.04
Medical Assistance	\$24,700,575	12.1%	10.3%	1.17	8.2%	1.47	10.8%	1.12	12.3%	0.98
Commercial	\$71,335,869	34.8%	41.8%	0.83	46.1%	0.76	38.3%	0.91	36.2%	0.96
All Other	\$11,913,149	5.8%	6.5%	0.90	7.2%	0.81	7.3%	0.80	6.0%	0.97
Deductions as % of Total Gross Patient Revenue										
Medicare	\$66,304,075	32.4%	25.6%	1.26	22.5%	1.44	27.3%	1.19	29.9%	1.08
Medical Assistance	\$20,987,041	10.2%	7.7%	1.33	6.2%	1.65	8.5%	1.21	10.1%	1.01
Commercial	\$13,257,173	6.5%	10.6%	0.61	12.5%	0.52	7.8%	0.83	5.7%	1.13
Charity Care	\$7,797,107	3.8%	1.6%	2.38	1.8%	2.12	1.8%	2.12	4.0%	0.95
All Other	\$227,859	0.1%	1.4%	0.08	1.9%	0.06	1.3%	0.09	0.2%	0.64
Total Deductions	\$108,573,255	53.0%	47.0%	1.13	45.0%	1.18	46.7%	1.14	49.9%	1.06
Other Revenue & Net Gains or Losses										
Other Revenue as % of Total Revenue		3.1%	4.5%	0.70	8.5%	0.37	3.7%	0.85	3.2%	0.99
Net Gains/Losses as % of Net Income		22.1%	20.7%	1.07	26.0%	0.85	N/A	N/A	18.8%	1.18
Expenses as % of Total Expenses										
Salary/Fringe Benefits	\$53,988,017	57.6%	47.5%	1.21	49.7%	1.16	49.0%	1.17	59.5%	0.97
Supplies & Services	\$27,575,350	29.4%	40.1%	0.73	39.5%	0.74	33.6%	0.88	28.3%	1.04
Capital Component	\$6,997,495	7.5%	9.0%	0.83	8.0%	0.93	13.3%	0.56	7.3%	1.02
Bad Debt	\$5,214,007	5.6%	3.5%	1.59	2.8%	1.99	4.1%	1.36	4.9%	1.13
Fiscal Statistics										
Operating Margin (%)		5.6%	5.9%	0.95	7.0%	0.80	-3.0%	N/A	4.0%	1.39
Total Hospital Net Income (%)		7.1%	7.3%	0.97	9.2%	0.77	-1.2%	N/A	4.9%	1.44
Return on Equity (%)		5.0%	6.1%	0.82	7.8%	0.64	-1.0%	N/A	5.1%	0.98
Current Ratio		84.4	3.0	28.15	2.5	33.78	3.4	24.84	1.7	50.04
Days in Net Patient Accounts Receivable		45.6	51.6	0.88	46.9	0.97	60.0	0.76	43.6	1.05
Average Payment Period		1.4	51.3	0.03	50.3	0.03	48.2	0.03	55.5	0.03
Equity Financing (%)		53.6%	60.2%	0.89	51.0%	1.05	56.7%	0.94	70.1%	0.76
Long-Term Debt to Equity Ratio		0.7	0.4	1.72	0.7	0.98	0.4	1.72	0.1	11.47
Times Interest Earned		34.9	6.1	5.72	7.5	4.65	0.2	174.36	17.0	2.05
Total Asset Turnover		0.7	0.8	0.87	0.8	0.87	0.8	0.87	1.0	0.68
Average Age of Plant (Years)		9.6	8.6	1.12	9.4	1.03	5.4	1.79	10.3	0.94
Increase (Decrease) Total Net Patient Revenue		9.3%	6.2%	1.51	9.2%	1.02	8.4%	1.11	8.2%	1.14
Outpatient Gross Revenue (% of Total GPR)		54.2%	48.0%	1.13	47.1%	1.15	60.9%	0.89	53.4%	1.02
Net Revenue Statistics										
Inpatient Net Revenue per Discharge	\$7,391	\$10,323	0.72	\$11,083	0.67	\$6,745	1.10	\$7,145	1.03	
Inpatient Net Revenue per Day	\$1,689	\$2,382	0.71	\$2,562	0.66	\$1,843	0.92	\$1,677	1.01	
Outpatient Net Revenue per Visit	\$388	\$450	0.86	\$335	1.16	\$483	0.80	\$331	1.17	

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$204,770,859	Cash & Cash Equivalents	\$14,079,503	Current Liabilities	\$337,390
Less Deductions	\$108,573,255	Net Patient Receivables	\$12,030,562	Long-Term Debt	\$52,610,877
Net Patient Revenue	\$96,197,604	Other Receivables	\$402,333	Other Liabilities	\$13,475,356
Plus Other Revenue	\$3,125,506			Subtotal	\$66,423,623
Total Revenue	\$99,323,110	Land, Buildings & Equipment (Net)	\$53,905,809	Unrestricted Fund Balance	\$76,667,828
Less Expenses	\$93,774,869	Other Assets	\$62,673,244	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$1,574,820			Total Liabilities & Fund Balance	\$143,091,451
Net Income	\$7,123,061	Total Assets	\$143,091,451		