

**011 Beloit Memorial Hospital**  
 1969 West Hart Road  
 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 2007	All GMS Hospitals		Analysis Area 1		Volume Group 5		FY 2007 vs. 2006	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2006	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	54.6%	60.0%	0.91	62.0%	0.88	52.4%	1.04	47.8%	1.14
Obstetrics	26.8%	42.5%	0.63	43.9%	0.61	35.0%	0.77	30.5%	0.88
Pediatrics	16.8%	55.1%	0.30	50.2%	0.33	13.6%	1.23	18.5%	0.90
Total Hospital	49.8%	57.1%	0.87	60.0%	0.83	50.6%	0.98	49.2%	1.01
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	25.7	32.2	0.80	31.3	0.82	23.4	1.10	27.2	0.94
Obstetrics	4.6	5.5	0.82	5.3	0.85	3.8	1.21	5.2	0.88
Pediatrics	1.0	2.3	0.44	1.9	0.52	0.3	3.18	1.1	0.90
Total Hospital	58.8	53.3	1.10	55.8	1.05	38.4	1.53	61.0	0.96
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	4.3	3.7	1.15	3.6	1.18	3.5	1.22	4.4	0.97
Obstetrics	2.1	2.3	0.91	1.9	1.13	2.3	0.94	2.1	1.00
Pediatrics	2.1	2.2	0.96	3.2	0.66	2.1	1.01	2.2	0.96
Total Hospital	4.4	4.2	1.05	4.4	1.01	3.6	1.21	4.4	1.00
<b>Surgical Operations</b>									
Inpatient	1,683	1,939	0.87	2,050	0.82	1,121	1.50	1,608	1.05
Outpatient	3,536	4,175	0.85	5,144	0.69	3,072	1.15	3,408	1.04
Inpatient as % of All Surgeries	32.2%	31.7%	1.02	28.5%	1.13	26.7%	1.21	32.1%	1.01
<b>Outpatient Visits</b>									
Non-Emergency Visits	115,997	90,979	1.27	127,971	0.91	81,094	1.43	118,278	0.98
Emergency Visits	34,102	15,916	2.14	15,741	2.17	17,884	1.91	32,850	1.04
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	4.0	16.4	0.24	18.8	0.21	15.5	0.26	5.0	0.80
Nurses, Licensed	243.5	187.1	1.30	204.8	1.19	156.7	1.55	223.8	1.09
Ancillary Nursing Personnel	37.9	37.2	1.02	39.4	0.96	25.3	1.50	35.2	1.07
All Other Personnel	609.3	437.1	1.39	551.7	1.10	418.7	1.46	588.5	1.04
Total FTEs	894.6	677.8	1.32	814.6	1.10	616.1	1.45	852.5	1.05
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	3.1	15.7	0.20	14.7	0.21	14.8	0.21	3.8	0.82
Nurses, Licensed	186.8	179.0	1.04	160.3	1.17	149.7	1.25	168.1	1.11
Ancillary Nursing Personnel	29.0	35.6	0.82	30.8	0.94	24.2	1.20	26.5	1.10
All Other Personnel	467.5	418.1	1.12	431.9	1.08	399.9	1.17	442.2	1.06
Total FTEs	686.3	648.4	1.06	637.6	1.08	588.6	1.17	640.5	1.07

**Total Hospital:**  
 Beds Set Up & Staffed 118  
 Discharges 4,882  
 Inpatient Days 21,451

**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 728  
 Newborn Days 1,510

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 12/31/2007	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	47	2,204	9,368	54.6%	25.7	4.3
Orthopedic	1	6	56	233	10.6%	0.6	4.2
Rehabilitation & Physical Medicine	1	4	55	458	31.4%	1.3	8.3
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	7	300	1,800	0.0%	4.9	6.0
<b>Pediatric, acute</b>	1	6	171	367	16.8%	1.0	2.1
<b>Obstetrics</b>	1	17	779	1,666	26.8%	4.6	2.1
<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	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	259	2,251	51.4%	6.2	8.7
Step-Down (Special Care)	1	19	1,058	5,308	76.5%	14.5	5.0
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	4	0	4.0	Radiological Services Personnel	11	43	34.8
Physicians & Dentists	6	1	6.5	Respiratory Therapists	6	14	10.4
Medical & Dental Residents	0	0	0.0	Occupational Therapists	0	7	4.5
Registered Nurses	166	106	229.9	Occupational Therapy Assistants/Aides	1	0	1.0
Certified Nurse Midwives	0	0	0.0	Physical Therapists	8	8	10.5
Licensed Practical Nurses	6	12	13.6	Physical Therapy Assistants/Aides	5	1	5.6
Ancillary Nursing Personnel	12	60	37.9	Recreational Therapists	0	0	0.0
Physician Assistants	1	0	1.0	Dietitians & Nutritionists	2	4	4.1
Nurse Practitioners	0	0	0.0	Psychologists	0	0	0.0
Medical Records Personnel	0	0	0.0	Social Workers	3	4	4.0
Pharmacy Personnel	10	9	16.3	All Other Health Professionals	129	62	167.3
Clinical Laboratory Personnel	12	14	21.2	All Other Personnel	205	187	314.3
Surgical Personnel	7	3	8.1	<b>Total</b>	<b>594</b>	<b>535</b>	<b>894.6</b>

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Selected Financial Statistics	FY 2007	All GMS Hospitals		Analysis Area		Volume Group		FY 2007 vs. 2006		
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2006	Ratio	
<b>Gross Revenue as % of Total Gross Patient Revenue</b>										
Medicare	\$107,759,039	46.9%	41.3%	1.14	38.7%	1.21	44.2%	1.06	47.3%	0.99
Medical Assistance	\$28,449,565	12.4%	10.5%	1.18	8.4%	1.48	8.3%	1.50	12.1%	1.03
Commercial	\$80,134,972	34.9%	41.4%	0.84	45.6%	0.76	41.7%	0.84	34.8%	1.00
All Other	\$13,344,332	5.8%	6.6%	0.88	7.3%	0.79	5.9%	0.99	5.8%	1.00
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$76,511,667	33.3%	25.8%	1.29	23.5%	1.42	28.9%	1.15	32.4%	1.03
Medical Assistance	\$24,462,255	10.7%	7.9%	1.34	6.4%	1.67	6.6%	1.61	10.2%	1.04
Commercial	\$16,878,485	7.3%	11.0%	0.67	12.9%	0.57	9.9%	0.74	6.5%	1.14
Charity Care	\$8,836,411	3.8%	1.6%	2.42	2.1%	1.86	1.5%	2.58	3.8%	1.01
All Other	\$180,226	0.1%	1.6%	0.05	1.8%	0.04	1.1%	0.07	0.1%	0.71
Total Deductions	\$126,869,044	55.2%	48.1%	1.15	46.9%	1.18	48.1%	1.15	53.0%	1.04
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue	3.6%	4.7%	0.77	8.5%	0.43	3.8%	0.97	3.1%	1.15	
Net Gains/Losses as % of Net Income	39.9%	25.2%	1.58	35.9%	1.11	32.4%	1.23	22.1%	1.81	
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$58,555,768	56.6%	47.6%	1.19	50.1%	1.13	51.0%	1.11	57.6%	0.98
Supplies & Services	\$29,765,546	28.8%	40.1%	0.72	38.9%	0.74	34.8%	0.83	29.4%	0.98
Capital Component	\$9,210,844	8.9%	8.8%	1.02	8.2%	1.09	9.8%	0.91	7.5%	1.19
Bad Debt	\$5,916,826	5.7%	3.6%	1.58	2.8%	2.01	4.5%	1.27	5.6%	1.03
<b>Fiscal Statistics</b>										
Operating Margin (%)	3.0%	7.0%	0.43	6.4%	0.48	5.2%	0.59	5.6%	0.54	
Total Hospital Net Income (%)	5.0%	9.2%	0.54	9.6%	0.52	7.5%	0.66	7.1%	0.70	
Return on Equity (%)	3.7%	7.4%	0.50	8.0%	0.46	5.5%	0.68	5.0%	0.75	
Current Ratio	2.2	3.1	0.71	2.2	1.01	2.8	0.80	84.4	0.03	
Days in Net Patient Accounts Receivable	46.9	52.5	0.89	50.4	0.93	54.2	0.87	45.6	1.03	
Average Payment Period	48.4	50.4	0.96	50.3	0.96	50.3	0.96	1.4	34.77	
Equity Financing (%)	49.9%	60.8%	0.82	53.3%	0.94	59.0%	0.85	53.6%	0.93	
Long-Term Debt to Equity Ratio	0.7	0.4	1.79	0.6	1.24	0.4	1.70	0.7	1.04	
Times Interest Earned	7.9	7.3	1.08	7.8	1.01	4.9	1.63	34.9	0.23	
Total Asset Turnover	0.7	0.8	0.93	0.8	0.91	0.7	1.03	0.7	1.06	
Average Age of Plant (Years)	8.2	9.2	0.89	9.3	0.88	8.6	0.94	9.6	0.85	
Increase (Decrease) Total Net Patient Revenue	6.9%	7.5%	0.92	7.3%	0.95	9.6%	0.72	9.3%	0.74	
Outpatient Gross Revenue (% of Total GPR)	54.9%	49.0%	1.12	47.9%	1.15	63.4%	0.87	54.2%	1.01	
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge	\$8,069	\$11,671	0.69	\$12,759	0.63	\$8,162	0.99	\$7,391	1.09	
Inpatient Net Revenue per Day	\$1,836	\$2,752	0.67	\$2,919	0.63	\$2,243	0.82	\$1,689	1.09	
Outpatient Net Revenue per Visit	\$423	\$516	0.82	\$402	1.05	\$636	0.66	\$388	1.09	

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$229,687,908	Cash & Cash Equivalents	\$12,461,163	Current Liabilities	\$12,789,278
Less Deductions	\$126,869,044	Net Patient Receivables	\$13,225,434	Long-Term Debt	\$51,688,188
Net Patient Revenue	\$102,818,864	Other Receivables	\$500,526	Other Liabilities	\$8,360,576
Plus Other Revenue	\$3,877,138			Subtotal	\$72,838,042
Total Revenue	\$106,696,002	Land, Buildings & Equipment (Net)	\$83,270,600	Unrestricted Fund Balance	\$72,631,565
Less Expenses	\$103,448,984	Other Assets	\$36,011,884	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$2,157,796			Total Liabilities & Fund Balance	\$145,469,607
Net Income	\$5,404,814	Total Assets	\$145,469,607		