

095 Westfields Hospital
 535 Hospital Road
 New Richmond, WI 54017
 715-246-2101

Fiscal Year: 01/01 to 12/31
 Type: **GMS**
 Critical Access Hospital
 Control: **Other Not-For-Profit**

County: **Saint Croix**
 Analysis Area: **West Central (5A)**
 Volume Group: **2**

Selected Utilization Statistics	FY 2007	All GSM Hospitals		Analysis Area 5A		Volume Group 2		FY 2007 vs. 2006	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2006	Ratio
Occupancy Rate (%)									
Adult Medical-Surgical	53.9%	60.0%	0.90	50.5%	1.07	28.7%	1.88	49.8%	1.08
Obstetrics	17.2%	42.5%	0.40	32.1%	0.53	14.8%	1.16	21.1%	0.81
Pediatrics	13.4%	55.1%	0.24	11.1%	1.21	8.9%	1.50	18.4%	0.73
Total Hospital	39.6%	57.1%	0.69	49.5%	0.80	33.8%	1.17	38.7%	1.02
Average Census (Patients)									
Adult Medical-Surgical	8.6	32.2	0.27	7.0	1.24	4.6	1.89	8.0	1.08
Obstetrics	0.9	5.5	0.15	2.2	0.39	0.5	1.71	1.1	0.81
Pediatrics	0.1	2.3	0.06	0.1	1.73	0.1	2.45	0.2	0.73
Total Hospital	9.9	53.3	0.19	22.0	0.45	6.9	1.44	9.7	1.02
Average Length of Stay (Days)									
Adult Medical-Surgical	3.4	3.7	0.92	3.4	0.99	3.1	1.08	3.2	1.05
Obstetrics	2.3	2.3	0.99	2.3	0.99	2.2	1.06	2.3	1.01
Pediatrics	1.0	2.2	0.47	1.5	0.70	1.6	0.65	1.4	0.76
Total Hospital	3.1	4.2	0.75	3.8	0.82	3.2	0.97	3.0	1.03
Surgical Operations									
Inpatient	308	1,939	0.16	592	0.52	148	2.08	338	0.91
Outpatient	1,889	4,175	0.45	1,691	1.12	1,006	1.88	1,421	1.33
Inpatient as % of All Surgeries	14.0%	31.7%	0.44	25.9%	0.54	12.8%	1.09	19.2%	0.73
Outpatient Visits									
Non-Emergency Visits	15,988	90,979	0.18	44,604	0.36	23,696	0.67	19,700	0.81
Emergency Visits	6,058	15,916	0.38	7,309	0.83	5,229	1.16	5,130	1.18
Full-Time Equivalents (FTEs)									
Administrators	1.0	16.4	0.06	11.4	0.09	4.3	0.23	1.0	1.00
Nurses, Licensed	51.0	187.1	0.27	89.8	0.57	34.4	1.48	46.6	1.09
Ancillary Nursing Personnel	13.6	37.2	0.37	18.9	0.72	8.1	1.67	16.6	0.82
All Other Personnel	121.9	437.1	0.28	218.5	0.56	85.8	1.42	109.0	1.12
Total FTEs	187.5	677.8	0.28	338.6	0.55	132.6	1.41	173.2	1.08
FTEs per 100 Patient Census (Adjusted)									
Administrators	3.8	15.7	0.24	22.5	0.17	21.4	0.18	4.0	0.95
Nurses, Licensed	192.1	179.0	1.07	176.9	1.09	169.9	1.13	185.2	1.04
Ancillary Nursing Personnel	51.1	35.6	1.44	37.2	1.37	40.1	1.28	65.8	0.78
All Other Personnel	459.3	418.1	1.10	430.6	1.07	424.1	1.08	432.8	1.06
Total FTEs	706.3	648.4	1.09	667.3	1.06	655.5	1.08	687.8	1.03

Total Hospital:
 Beds Set Up & Staffed 25
 Discharges 1,156
 Inpatient Days 3,617

Contract with:
 Health Maintenance Organization (HMO) Yes
 Preferred Provider Organization (PPO) Yes

Medicare-certified Swing Beds:
 Beds Set Up & Staffed 3
 Discharges 92
 Inpatient Days 636

Newborn Nursery:
 Bassinets 5
 Total Births 134
 Newborn Days 276

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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)
General Medical-Surgical							
Adult Medical-Surgical, Acute	1	16	932	3,149	53.9%	8.6	3.4
Orthopedic	2	0	0	0	0.0%	0.0	0.0
Rehabilitation & Physical Medicine	2	0	0	0	0.0%	0.0	0.0
Hospice	2	0	0	0	0.0%	0.0	0.0
Acute Long-Term Care	2	0	0	0	0.0%	0.0	0.0
Other Acute	2	0	0	0	0.0%	0.0	0.0
Pediatric, acute	2	1	47	49	13.4%	0.1	1.0
Obstetrics	1	5	135	313	17.2%	0.9	2.3
Psychiatric	4	0	0	0	0.0%	0.0	0.0
Alcoholism/chemical dependency	4	0	0	0	0.0%	0.0	0.0
ICU/CCU							
Medical-Surgical Intensive Care	1	3	25	106	9.7%	0.3	4.2
Cardiac Intensive Unit	4	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	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
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	1	0	1.0	Radiological Services Personnel	11	0	11.0
Physicians & Dentists	0	0	0.0	Respiratory Therapists	1	8	7.3
Medical & Dental Residents	0	0	0.0	Occupational Therapists	1	0	1.0
Registered Nurses	12	53	50.3	Occupational Therapy Assistants/Aides	0	1	1.0
Certified Nurse Midwives	0	0	0.0	Physical Therapists	3	1	3.7
Licensed Practical Nurses	0	3	0.7	Physical Therapy Assistants/Aides	1	0	1.0
Ancillary Nursing Personnel	0	32	13.6	Recreational Therapists	0	0	0.0
Physician Assistants	0	0	0.0	Dietitians & Nutritionists	0	1	0.6
Nurse Practitioners	0	0	0.0	Psychologists	0	0	0.0
Medical Records Personnel	8	0	8.0	Social Workers	1	0	1.0
Pharmacy Personnel	2	5	6.5	All Other Health Professionals	0	0	0.0
Clinical Laboratory Personnel	6	1	7.0	All Other Personnel	30	68	70.1
Surgical Personnel	2	2	3.7	Total	79	175	187.5

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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	
Gross Revenue as % of Total Gross Patient Revenue										
Medicare	\$15,091,942	42.1%	41.3%	1.02	43.9%	0.96	45.5%	0.92	42.5%	0.99
Medical Assistance	\$2,785,630	7.8%	10.5%	0.74	9.3%	0.84	7.7%	1.01	6.9%	1.13
Commercial	\$16,336,925	45.5%	41.4%	1.10	40.7%	1.12	40.7%	1.12	46.4%	0.98
All Other	\$1,661,825	4.6%	6.6%	0.70	6.1%	0.76	6.1%	0.76	4.2%	1.09
Deductions as % of Total Gross Patient Revenue										
Medicare	\$6,209,428	17.3%	25.8%	0.67	24.3%	0.71	22.1%	0.78	14.1%	1.23
Medical Assistance	\$1,261,335	3.5%	7.9%	0.44	6.8%	0.51	4.9%	0.72	3.8%	0.92
Commercial	\$2,127,353	5.9%	11.0%	0.54	6.4%	0.92	10.5%	0.56	6.2%	0.96
Charity Care	\$339,185	0.9%	1.6%	0.59	1.6%	0.59	1.0%	0.99	0.1%	11.75
All Other	\$79,037	0.2%	1.6%	0.14	1.4%	0.16	1.3%	0.17	0.3%	0.88
Total Deductions	\$10,016,338	27.9%	48.1%	0.58	40.6%	0.69	39.8%	0.70	24.4%	1.14
Other Revenue & Net Gains or Losses										
Other Revenue as % of Total Revenue		3.6%	4.7%	0.77	3.3%	1.08	5.1%	0.71	3.8%	0.94
Net Gains/Losses as % of Net Income		40.7%	25.2%	1.61	23.8%	1.71	9.4%	4.32	73.3%	0.55
Expenses as % of Total Expenses										
Salary/Fringe Benefits	\$12,255,048	47.3%	47.6%	0.99	51.8%	0.91	47.7%	0.99	47.4%	1.00
Supplies & Services	\$9,842,192	38.0%	40.1%	0.95	37.4%	1.01	38.6%	0.98	38.4%	0.99
Capital Component	\$2,068,730	8.0%	8.8%	0.91	7.4%	1.07	9.6%	0.83	8.9%	0.90
Bad Debt	\$1,765,531	6.8%	3.6%	1.89	3.3%	2.05	4.1%	1.65	5.3%	1.28
Fiscal Statistics										
Operating Margin (%)		3.3%	7.0%	0.48	9.6%	0.35	9.0%	0.37	1.1%	2.94
Total Hospital Net Income (%)		5.5%	9.2%	0.60	12.2%	0.45	9.9%	0.56	4.1%	1.34
Return on Equity (%)		6.2%	7.4%	0.84	11.0%	0.56	10.3%	0.60	4.8%	1.31
Current Ratio		2.5	3.1	0.78	2.5	0.97	2.9	0.85	2.6	0.94
Days in Net Patient Accounts Receivable		59.9	52.5	1.14	56.4	1.06	54.3	1.10	49.7	1.21
Average Payment Period		51.7	50.4	1.03	46.0	1.12	50.9	1.02	35.3	1.46
Equity Financing (%)		25.5%	60.8%	0.42	71.7%	0.36	48.0%	0.53	20.9%	1.22
Long-Term Debt to Equity Ratio		2.3	0.4	5.88	0.3	8.35	0.8	2.86	3.3	0.71
Times Interest Earned		2.8	7.3	0.38	17.4	0.16	5.1	0.54	2.2	1.26
Total Asset Turnover		1.1	0.8	1.40	0.9	1.27	1.0	1.07	1.1	0.99
Average Age of Plant (Years)		2.0	9.2	0.22	7.8	0.26	8.0	0.26	1.0	2.04
Increase (Decrease) Total Net Patient Revenue		8.8%	7.5%	1.18	10.0%	0.88	9.0%	0.98	6.3%	1.41
Outpatient Gross Revenue (% of Total GPR)		62.7%	49.0%	1.28	56.7%	1.11	65.9%	0.95	61.6%	1.02
Net Revenue Statistics										
Inpatient Net Revenue per Discharge	\$8,304		\$11,671	0.71	\$8,917	0.93	\$8,316	1.00	\$7,567	1.10
Inpatient Net Revenue per Day	\$2,403		\$2,752	0.87	\$2,214	1.09	\$2,233	1.08	\$2,237	1.07
Outpatient Net Revenue per Visit	\$709		\$516	1.37	\$518	1.37	\$493	1.44	\$567	1.25

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$35,876,322	Cash & Cash Equivalents	\$3,941,498	Current Liabilities	\$3,501,396
Less Deductions	\$10,016,338	Net Patient Receivables	\$4,245,696	Long-Term Debt	\$14,511,139
Net Patient Revenue	\$25,859,984	Other Receivables	-\$3,361	Other Liabilities	\$62,981
Plus Other Revenue	\$965,883			Subtotal	\$18,075,516
Total Revenue	\$26,825,867	Land, Buildings & Equipment (Net)	\$8,701,732	Unrestricted Fund Balance	\$6,190,293
Less Expenses	\$25,931,501	Other Assets	\$7,380,244	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$612,740			Total Liabilities & Fund Balance	\$24,265,809
Net Income	\$1,507,106	Total Assets	\$24,265,809		