

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 2008	All GMS Hospitals		Analysis Area 1		Volume Group 5		FY 2008 vs. 2007	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2007	Ratio
Occupancy Rate (%)									
Adult Medical-Surgical	67.7%	60.5%	1.12	58.9%	1.15	52.8%	1.28	54.6%	1.24
Obstetrics	23.9%	42.5%	0.56	40.9%	0.58	34.5%	0.69	26.8%	0.89
Pediatrics	14.3%	57.0%	0.25	56.9%	0.25	12.0%	1.18	16.8%	0.85
Total Hospital	54.5%	58.4%	0.93	59.5%	0.92	49.1%	1.11	49.8%	1.09
Average Census (Patients)									
Adult Medical-Surgical	25.7	31.3	0.82	27.6	0.93	22.4	1.15	25.7	1.00
Obstetrics	4.5	5.7	0.80	5.8	0.78	3.7	1.24	4.6	0.99
Pediatrics	0.9	2.4	0.36	2.3	0.38	0.3	3.20	1.0	0.85
Total Hospital	60.5	54.6	1.11	56.5	1.07	37.2	1.63	58.8	1.03
Average Length of Stay (Days)									
Adult Medical-Surgical	4.4	3.7	1.17	3.8	1.15	3.5	1.25	4.3	1.02
Obstetrics	2.2	2.4	0.93	2.0	1.12	2.2	0.98	2.1	1.03
Pediatrics	2.0	2.2	0.90	3.4	0.58	2.1	0.94	2.1	0.92
Total Hospital	4.4	4.3	1.04	4.3	1.03	3.6	1.22	4.4	1.00
Surgical Operations									
Inpatient	1,703	1,970	0.86	2,062	0.83	1,104	1.54	1,683	1.01
Outpatient	3,618	4,151	0.87	4,893	0.74	3,482	1.04	3,536	1.02
Inpatient as % of All Surgeries	32.0%	32.2%	0.99	29.6%	1.08	24.1%	1.33	32.2%	0.99
Outpatient Visits									
Non-Emergency Visits	126,970	94,816	1.34	132,264	0.96	71,021	1.79	115,997	1.09
Emergency Visits	34,253	16,124	2.12	16,117	2.13	17,114	2.00	34,102	1.00
Full-Time Equivalents (FTEs)									
Administrators	45.5	18.7	2.44	20.2	2.26	20.0	2.28	4.0	11.38
Nurses, Licensed	232.6	197.1	1.18	217.6	1.07	143.6	1.62	243.5	0.96
Ancillary Nursing Personnel	42.7	37.6	1.14	40.7	1.05	29.1	1.47	37.9	1.13
All Other Personnel	576.2	452.4	1.27	579.9	0.99	374.3	1.54	609.3	0.95
Total FTEs	897.0	705.8	1.27	858.3	1.05	567.1	1.58	894.6	1.00
FTEs per 100 Patient Census (Adjusted)									
Administrators	33.1	17.2	1.93	15.5	2.14	20.4	1.62	3.1	10.80
Nurses, Licensed	169.4	181.8	0.93	167.0	1.01	146.6	1.16	186.8	0.91
Ancillary Nursing Personnel	31.1	34.6	0.90	31.2	1.00	29.7	1.05	29.0	1.07
All Other Personnel	419.7	417.2	1.01	445.3	0.94	382.1	1.10	467.5	0.90
Total FTEs	653.4	650.8	1.00	659.0	0.99	578.9	1.13	686.3	0.95

Total Hospital:
 Beds Set Up & Staffed 111
 Discharges 5,024
 Inpatient Days 22,143

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 11
 Total Births 689
 Newborn Days 1,385

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 12/31/2008	Discharges & Transfers**	Patient Days of Care	Occupancy Rate (%)	Average Census (Patients)	Average Length of Stay (Days)
General Medical-Surgical							
Adult Medical-Surgical, Acute	1	38	2,162	9,412	67.7%	25.7	4.4
Orthopedic	1	6	131	466	21.2%	1.3	3.6
Rehabilitation & Physical Medicine	1	4	10	93	6.4%	0.3	9.3
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	370	1,954	0.0%	5.3	5.3
Pediatric, acute	1	6	158	313	14.3%	0.9	2.0
Obstetrics	1	19	754	1,659	23.9%	4.5	2.2
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	307	2,239	51.0%	6.1	7.3
Step-Down (Special Care)	1	19	1,132	5,938	85.4%	16.2	5.2
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	45	1	45.5	Surgical Personnel	8	3	8.7
Physicians & Dentists	6	0	6.0	Radiological Services Personnel	19	51	48.0
Medical & Dental Residents	0	0	0.0	Respiratory Therapists	7	13	12.5
Registered Nurses	156	110	220.0	Occupational Therapists	1	8	4.9
Certified Nurse Midwives	0	0	0.0	Occupational Therapy Assistants/Aides	1	0	1.0
Licensed Practical Nurses	7	11	11.6	Physical Therapists	10	7	10.8
Ancillary Nursing Personnel	12	63	42.7	Physical Therapy Assistants/Aides	9	8	11.4
Physician Assistants	1	0	1.0	Recreational Therapists	0	0	0.0
Nurse Practitioners	1	0	1.0	Dietitians & Nutritionists	2	5	3.7
Certified Registered Nurse Anesthetists	0	0	0.0	Psychologists	0	0	0.0
Medical Records Personnel	5	4	7.7	Social Workers	3	5	4.1
Pharmacy Personnel	9	11	15.9	All Other Health Professionals	99	124	167.3
Clinical Laboratory Personnel	16	15	26.8	All Other Personnel	176	140	246.6
				Total	593	579	897.0

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Selected Financial Statistics	FY 2008	All GMS Hospitals		Analysis Area		Volume Group		FY 2008 vs. 2007		
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2007	Ratio	
Gross Revenue as % of Total Gross Patient Revenue										
Medicare	\$120,879,234	46.0%	41.5%	1.11	38.5%	1.19	43.8%	1.05	46.9%	0.98
Medical Assistance	\$32,070,537	12.2%	10.8%	1.13	8.5%	1.44	9.0%	1.36	12.4%	0.99
Commercial	\$95,027,444	36.2%	40.7%	0.89	45.7%	0.79	40.7%	0.89	34.9%	1.04
All Other	\$14,576,467	5.6%	7.0%	0.80	7.2%	0.77	6.4%	0.86	5.8%	0.96
Deductions as % of Total Gross Patient Revenue										
Medicare	\$87,097,742	33.2%	26.5%	1.25	23.8%	1.39	28.9%	1.15	33.3%	1.00
Medical Assistance	\$27,978,537	10.7%	8.4%	1.27	6.6%	1.61	7.5%	1.42	10.7%	1.00
Commercial	\$20,842,630	7.9%	11.4%	0.69	13.7%	0.58	10.6%	0.75	7.3%	1.08
Charity Care	\$12,092,180	4.6%	1.6%	2.88	2.3%	1.97	1.6%	2.82	3.8%	1.20
All Other	\$305,038	0.1%	1.9%	0.06	1.9%	0.06	1.2%	0.10	0.1%	1.48
Total Deductions	\$148,316,127	56.5%	49.8%	1.13	48.5%	1.17	49.9%	1.13	55.2%	1.02
Other Revenue & Net Gains or Losses										
Other Revenue as % of Total Revenue	5.4%	4.5%	1.20	8.4%	0.64	3.7%	1.47	3.6%	1.49	
Net Gains/Losses as % of Net Income	N/A	N/A	N/A	N/A	N/A	N/A	10.44	39.9%	N/A	
Expenses as % of Total Expenses										
Salary/Fringe Benefits	\$63,644,868	53.7%	47.4%	1.13	50.0%	1.07	50.2%	1.07	56.6%	0.95
Supplies & Services	\$36,391,189	30.7%	39.6%	0.77	38.1%	0.81	35.5%	0.86	28.8%	1.07
Capital Component	\$11,935,726	10.1%	8.8%	1.15	8.8%	1.15	9.6%	1.05	8.9%	1.13
Bad Debt	\$6,611,792	5.6%	4.2%	1.32	3.1%	1.81	4.7%	1.19	5.7%	0.97
Fiscal Statistics										
Operating Margin (%)	1.8%	5.6%	0.32	3.6%	0.49	4.2%	0.43	3.0%	0.59	
Total Hospital Net Income (%)	0.7%	3.5%	0.19	1.7%	0.41	3.6%	0.19	5.0%	0.14	
Return on Equity (%)	0.6%	2.8%	0.20	1.4%	0.40	2.6%	0.21	3.7%	0.15	
Current Ratio	2.4	2.9	0.82	2.2	1.07	2.8	0.86	2.2	1.06	
Days in Net Patient Accounts Receivable	44.3	50.2	0.88	47.7	0.93	53.4	0.83	46.9	0.94	
Average Payment Period	44.6	54.8	0.81	45.8	0.97	59.9	0.74	48.4	0.92	
Equity Financing (%)	30.4%	58.1%	0.52	52.5%	0.58	57.9%	0.53	49.9%	0.61	
Long-Term Debt to Equity Ratio	1.1	0.4	2.81	0.6	2.04	0.4	2.83	0.7	1.60	
Times Interest Earned	1.3	3.3	0.41	2.0	0.67	2.9	0.47	7.9	0.17	
Total Asset Turnover	0.8	0.8	1.02	0.9	0.97	0.7	1.14	0.7	1.13	
Average Age of Plant (Years)	7.9	9.5	0.83	8.7	0.91	9.1	0.87	8.2	0.97	
Increase (Decrease) Total Net Patient Revenue	11.1%	6.3%	1.75	7.0%	1.59	5.0%	2.24	6.9%	1.61	
Outpatient Gross Revenue (% of Total GPR)	55.9%	49.7%	1.13	48.1%	1.16	62.1%	0.90	54.9%	1.02	
Net Revenue Statistics										
Inpatient Net Revenue per Discharge	\$8,152	\$11,228	0.73	\$12,206	0.67	\$7,888	1.03	\$8,069	1.01	
Inpatient Net Revenue per Day	\$1,850	\$2,612	0.71	\$2,824	0.65	\$2,187	0.85	\$1,836	1.01	
Outpatient Net Revenue per Visit	\$455	\$497	0.91	\$371	1.23	\$608	0.75	\$423	1.08	

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$262,553,682	Cash & Cash Equivalents	\$14,353,924	Current Liabilities	\$13,434,201
Less Deductions	\$148,316,127	Net Patient Receivables	\$13,835,382	Long-Term Debt	\$50,676,180
Net Patient Revenue	\$114,237,555	Other Receivables	\$651,947	Other Liabilities	\$37,380,551
Plus Other Revenue	\$6,516,876			Subtotal	\$101,490,932
Total Revenue	\$120,754,431	Land, Buildings & Equipment (Net)	\$82,962,085	Unrestricted Fund Balance	\$44,411,647
Less Expenses	\$118,583,575	Other Assets	\$34,099,241	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	-\$1,352,797			Total Liabilities & Fund Balance	\$145,902,579
Net Income	\$818,059	Total Assets	\$145,902,579		