

139 UW Health Partners Watertown Regional Medical Center
 125 Hospital Drive
 Watertown, WI 53098
 920-261-4210

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

County: Dodge
 Analysis Area: Southern (1)
 Volume Group: 5

Selected Utilization Statistics	FY 2010	All GMS Hospitals		Analysis Area 1		Volume Group 5		FY 2010 vs. 2009	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2009	Ratio
Occupancy Rate (%)									
Adult Medical-Surgical	44.8%	56.1%	0.80	58.4%	0.77	48.7%	0.92	63.0%	0.71
Obstetrics	21.2%	39.1%	0.54	39.2%	0.04	30.4%	0.70	21.7%	0.97
Pediatrics	1.8%	48.6%	0.04	46.9%	0.04	4.2%	0.43	2.3%	0.80
Total Hospital	35.8%	55.8%	0.64	58.2%	0.62	45.2%	0.79	48.7%	0.74
Average Census (Patients)									
Adult Medical-Surgical	15.2	28.4	0.54	24.9	0.61	21.2	0.72	20.8	0.73
Obstetrics	1.7	5.1	0.33	4.9	0.34	3.1	0.54	1.7	0.97
Pediatrics	0.1	2.1	0.05	2.1	0.05	0.1	0.05	0.1	0.80
Total Hospital	18.6	51.6	0.36	53.4	0.35	35.3	0.53	24.8	0.75
Average Length of Stay (Days)									
Adult Medical-Surgical	3.7	3.8	0.98	3.7	1.00	3.5	1.06	3.5	1.04
Obstetrics	2.2	2.4	0.92	2.0	1.12	2.3	0.98	2.0	1.09
Pediatrics	2.1	2.0	1.03	3.3	0.64	1.8	1.15	1.9	1.14
Total Hospital	3.5	4.3	0.82	4.3	0.82	3.7	0.96	3.5	1.01
Surgical Operations									
Inpatient	671	1,814	0.37	1,934	0.35	1,018	0.66	845	0.79
Outpatient	3,503	4,285	0.82	5,295	0.66	2,892	1.21	3,341	1.05
Inpatient as % of All Surgeries	16.1%	29.7%	0.54	26.8%	0.60	26.0%	0.62	20.2%	0.80
Outpatient Visits									
Non-Emergency Visits	174,013	99,026	1.76	151,770	1.15	80,704	2.16	158,705	1.10
Emergency Visits	17,203	16,365	1.05	17,348	0.99	16,917	1.02	17,214	1.00
Full-Time Equivalents (FTEs)									
Administrators	5.6	18.3	0.31	20.1	0.28	14.8	0.38	5.6	1.00
Nurses, Licensed	110.6	199.5	0.55	238.2	0.46	134.4	0.82	96.0	1.15
Ancillary Nursing Personnel	73.6	37.1	1.99	40.0	1.84	23.3	3.15	56.0	1.31
All Other Personnel	377.1	439.3	0.86	622.2	0.61	356.2	1.06	342.4	1.10
Total FTEs	566.9	694.4	0.82	920.4	0.62	528.7	1.07	500.1	1.13
FTEs per 100 Patient Census (Adjusted)									
Administrators	6.8	16.6	0.41	14.7	0.46	15.1	0.45	6.7	1.02
Nurses, Licensed	134.3	181.2	0.74	174.1	0.77	137.3	0.98	114.1	1.18
Ancillary Nursing Personnel	89.4	33.7	2.65	29.2	3.06	23.8	3.75	66.6	1.34
All Other Personnel	457.9	399.0	1.15	454.6	1.01	363.9	1.26	406.8	1.13
Total FTEs	688.3	630.6	1.09	672.6	1.02	540.2	1.27	594.1	1.16

Total Hospital:
 Beds Set Up & Staffed 52
 Discharges 1,930
 Inpatient Days 6,798

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 10
 Total Births 289
 Newborn Days 584

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 09/30/2010	Discharges & Transfers**	Patient Days of Care	Occupancy Rate (%)	Average Census (Patients)	Average Length of Stay (Days)
General Medical-Surgical							
Adult Medical-Surgical, Acute	1	34	1,511	5,559	44.8%	15.2	3.7
Orthopedic	2	0	0	0	0.0%	0.0	0.0
Rehabilitation & Physical Medicine	4	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
Pediatric, acute	2	6	19	40	1.8%	0.1	2.1
Obstetrics	1	8	277	619	21.2%	1.7	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	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	1	4	123	580	39.7%	1.6	4.7
Step-Down (Special Care)	5	0	0	0	0.0%	0.0	0.0
Neonatal Intensive/Intermediate Care	4	0	0	0	0.0%	0.0	0.0
Other Intensive Care	5	0	0	0	0.0%	0.0	0.0
Subacute care	4	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	5	1	5.6	Surgical Personnel	3	3	5.2
Physicians & Dentists	17	4	19.2	Radiological Services Personnel	18	12	23.1
Medical & Dental Residents	0	0	0.0	Respiratory Therapists	5	3	6.6
Registered Nurses	46	84	107.2	Occupational Therapists	1	5	3.1
Certified Nurse Midwives	0	0	0.0	Occupational Therapy Assistants/Aides	0	0	0.0
Licensed Practical Nurses	0	0	0.0	Physical Therapists	11	4	12.2
Ancillary Nursing Personnel	29	79	73.6	Physical Therapy Assistants/Aides	1	0	1.0
Physician Assistants	6	1	6.4	Recreational Therapists	2	0	2.0
Nurse Practitioners	2	2	3.4	Dietitians & Nutritionists	2	4	2.4
Certified Registered Nurse Anesthetists	0	0	0.0	Psychologists	1	0	1.0
Clinical Nurse Specialists	0	0	0.0	Social Workers	5	1	5.3
Medical Records Personnel	16	4	18.3	All Other Health Professionals	0	0	0.0
Pharmacy Personnel	5	9	9.7	All Other Personnel	196	103	245.4
Clinical Laboratory Personnel	11	10	16.3	Total	382	329	566.9

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Selected Financial Statistics	FY 2010	All GMS Hospitals		Analysis Area		Volume Group		FY 2010 vs. 2009		
		Value	Ratio	Value ¹	Ratio	Value ⁵	Ratio	FY 2009	Ratio	
Gross Revenue as % of Total Gross Patient Revenue										
Medicare	\$59,204,967	37.7%	41.7%	0.91	39.2%	0.96	45.1%	0.84	39.3%	0.96
Medical Assistance	\$18,968,270	12.1%	14.0%	0.86	11.4%	1.06	11.7%	1.03	9.5%	1.27
Commercial	\$63,867,121	40.7%	38.1%	1.07	42.7%	0.95	37.9%	1.07	39.9%	1.02
All Other	\$14,818,689	9.4%	6.2%	1.51	6.7%	1.41	5.3%	1.80	11.3%	0.83
Deductions as % of Total Gross Patient Revenue										
Medicare	\$36,491,870	23.3%	27.4%	0.85	25.3%	0.92	30.2%	0.77	25.0%	0.93
Medical Assistance	\$13,240,555	8.4%	9.6%	0.88	7.6%	1.11	7.9%	1.07	5.4%	1.56
Commercial	\$14,366,667	9.2%	11.6%	0.79	13.8%	0.66	11.1%	0.83	7.9%	1.16
Charity Care	\$1,123,685	0.7%	1.5%	0.49	2.4%	0.30	1.2%	0.57	0.9%	0.76
All Other	\$6,245,356	4.0%	2.1%	1.88	2.1%	1.89	1.7%	2.31	4.1%	0.98
Total Deductions	\$71,468,133	45.6%	52.1%	0.87	51.2%	0.89	52.1%	0.87	43.2%	1.05
Other Revenue & Net Gains or Losses										
Other Revenue as % of Total Revenue		1.9%	3.7%	0.52	7.7%	0.25	2.9%	0.67	2.1%	0.93
Net Gains/Losses as % of Net Income		52.2%	10.6%	4.95	27.4%	1.91	15.7%	3.32	42.4%	1.23
Expenses as % of Total Expenses										
Salary/Fringe Benefits	\$42,633,448	50.5%	45.3%	1.11	49.9%	1.01	47.5%	1.06	51.9%	0.97
Supplies & Services	\$27,689,832	32.8%	42.1%	0.78	39.1%	0.84	38.9%	0.84	31.2%	1.05
Capital Component	\$10,081,688	11.9%	8.5%	1.40	8.5%	1.41	9.3%	1.28	12.1%	0.99
Bad Debt	\$3,970,946	4.7%	4.0%	1.17	2.6%	1.82	4.2%	1.11	4.8%	0.98
Fiscal Statistics										
Operating Margin (%)		3.1%	7.7%	0.40	5.4%	0.58	6.9%	0.45	4.3%	0.72
Total Hospital Net Income (%)		6.2%	8.5%	0.73	7.2%	0.86	8.1%	0.78	7.2%	0.86
Return on Equity (%)		4.6%	6.6%	0.70	6.3%	0.74	5.6%	0.82	5.3%	0.86
Current Ratio		2.8	3.4	0.83	2.2	1.30	3.8	0.75	3.1	0.92
Days in Net Patient Accounts Receivable		49.1	46.5	1.06	46.5	1.06	48.1	1.02	44.5	1.10
Average Payment Period		40.8	53.3	0.76	48.0	0.85	51.8	0.79	40.5	1.01
Equity Financing (%)		61.9%	60.7%	1.02	53.7%	1.15	61.0%	1.01	59.9%	1.03
Long-Term Debt to Equity Ratio		0.4	0.3	1.15	0.5	0.72	0.4	1.10	0.4	0.90
Times Interest Earned		3.7	7.4	0.50	6.6	0.56	5.2	0.71	4.4	0.85
Total Asset Turnover		0.7	0.8	0.93	0.8	0.84	0.7	1.04	0.7	1.00
Average Age of Plant (Years)		9.2	10.2	0.90	9.4	0.98	10.2	0.90	8.3	1.11
Increase (Decrease) Total Net Patient Revenue		4.8%	9.4%	0.51	54.9%	0.18	-2.0%	N/A	10.0%	0.48
Outpatient Gross Revenue (% of Total GPR)		77.4%	53.2%	1.46	52.5%	1.48	64.0%	1.21	70.5%	1.10
Net Revenue Statistics										
Inpatient Net Revenue per Discharge	\$10,204		\$12,710	0.80	\$13,814	0.74	\$9,421	1.08	\$9,296	1.10
Inpatient Net Revenue per Day	\$2,897		\$2,917	0.99	\$3,205	0.90	\$2,572	1.13	\$2,658	1.09
Outpatient Net Revenue per Visit	\$344		\$555	0.62	\$410	0.84	\$613	0.56	\$326	1.05

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$156,859,047	Cash & Cash Equivalents	\$8,916,531	Current Liabilities	\$8,804,815
Less Deductions	\$71,468,133	Net Patient Receivables	\$11,489,345	Long-Term Debt	\$29,137,830
Net Patient Revenue	\$85,390,914	Other Receivables	\$111,053	Other Liabilities	\$8,538,250
Plus Other Revenue	\$1,670,235			Subtotal	\$46,480,895
Total Revenue	\$87,061,149	Land, Buildings & Equipment (Net)	\$50,359,985	Unrestricted Fund Balance	\$75,535,521
Less Expenses	\$84,375,914	Other Assets	\$51,139,502	Restricted Fund Balance	\$128,083
Non-Operating Gains/Losses	\$2,937,735			Total Liabilities & Fund Balance	\$122,016,416
Net Income	\$5,622,970	Total Assets	\$122,016,416		