

**093 Marshfield Medical Center - Neillsville**  
 216 Sunset Place  
 Neillsville, WI 54456  
 715-743-3101

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

County: Clark  
 Analysis Area: West Central (5A)  
 Volume Group: 1

		All GMS Hospitals		Analysis Area 5A		Volume Group 1		FY 2018 vs. 2017	
Selected Utilization Statistics	FY 2018	Value	Ratio	Value	Ratio	Value	Ratio	FY 2017	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	15.5%	55.7%	0.28	42.7%	0.36	11.4%	1.36	14.4%	1.07
Obstetrics	0.0%	41.5%	N/A	29.5%	N/A	26.9%	N/A	0.0%	N/A
Pediatrics	0.0%	52.8%	N/A	0.0%	N/A	50.0%	N/A	0.0%	N/A
Total Hospital	15.5%	57.5%	0.27	44.1%	0.35	17.7%	0.88	14.4%	1.07
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	2.5	26.4	0.09	11.9	0.21	1.9	1.30	2.3	1.07
Obstetrics	0.0	5.6	N/A	2.1	N/A	4.0	N/A	0.0	N/A
Pediatrics	0.0	1.4	N/A	0.0	N/A	0.2	N/A	0.0	N/A
Total Hospital	2.5	49.4	0.05	18.9	0.13	3.1	0.80	2.3	1.07
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	2.8	3.9	0.71	3.7	0.76	3.0	0.92	2.7	1.02
Obstetrics	0.0	2.5	N/A	2.3	N/A	2.8	N/A	0.0	N/A
Pediatrics	0.0	3.5	N/A	0.0	N/A	2.8	N/A	0.0	N/A
Total Hospital	3.5	4.4	0.81	3.9	0.90	4.2	0.84	2.7	1.30
<b>Surgical Operations</b>									
Inpatient	68	1,396	0.05	485	0.14	55	1.24	88	0.77
Outpatient	349	4,206	0.08	1,916	0.18	307	1.14	358	0.97
Inpatient as % of All Surgeries	16.3%	24.9%	0.65	20.2%	0.81	15.1%	1.08	19.7%	0.83
<b>Outpatient Visits</b>									
Non-Emergency Visits	18,502	136,074	0.14	67,827	0.27	22,296	0.83	20,531	0.90
Emergency Visits	2,130	18,688	0.11	8,592	0.25	3,144	0.68	2,121	1.00
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	1.0	19.3	0.05	10.6	0.09	2.6	0.39	1.0	1.00
Nurses, Licensed	22.9	239.2	0.10	115.3	0.20	32.1	0.71	20.8	1.10
Ancillary Nursing Personnel	14.8	40.0	0.37	18.4	0.80	7.8	1.90	7.1	2.07
All Other Personnel	138.5	480.4	0.29	260.2	0.53	75.6	1.83	169.5	0.82
Total FTEs	177.1	779.0	0.23	404.6	0.44	118.0	1.50	198.4	0.89
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	7.6	14.9	0.51	18.0	0.42	19.1	0.40	6.6	1.15
Nurses, Licensed	174.7	183.7	0.95	195.4	0.89	236.9	0.74	138.3	1.26
Ancillary Nursing Personnel	113.0	30.8	3.68	31.2	3.62	57.6	1.96	47.4	2.39
All Other Personnel	1,057.5	369.0	2.87	440.9	2.40	557.9	1.90	1,125.3	0.94
Total FTEs	1,352.9	598.3	2.26	685.5	1.97	871.5	1.55	1,317.6	1.03

**Total Hospital:**

Beds Set Up & Staffed 16  
 Discharges 255  
 Inpatient Days 904

**Contract with:**

Health Maintenance  
 Organization (HMO) Yes  
 Preferred Provider  
 Organization (PPO) Yes

**Medicare-certified Swing Beds:**

Average Beds Used 1  
 Discharges 2  
 Inpatient Days 44

**Newborn Nursery:**

Bassinet 0  
 Total Births 0  
 Newborn Days 0

**093 Marshfield Medical Center - Neillsville**  
Neillsville, WI 54456

Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 12/31/2018	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	16	323	904	15.5%	2.5	2.8
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
<b>Pediatric, acute</b>	2	0	0	0	0.0%	0.0	0.0
<b>Obstetrics</b>	5	0	0	0	0.0%	0.0	0.0
<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	5	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	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
<b>Subacute care</b>	5	0	0	0	0.0%	0.0	0.0
<b>Other inpatient</b>	5	0	0	0	0.0%	0.0	0.0

Note: data should be used only in rows; do not summarize columns.

\*\* Transfers, which may be estimated, refer only to those between units.

\* 1 = Provided-Distinct Unit, 2 = Provided-Not Distinct Unit, 3 = Available in Network

4 = Contracted, 5 = Service Not Provided

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	Surgical Personnel	0	1	0.2
Physicians & Dentists	7	2	7.4	Radiological Services Personnel	5	2	5.3
Medical & Dental Residents	1	1	1.1	Sonographers	1	0	1.0
Dental Hygienists	0	0	0.0	Respiratory Therapists	2	2	2.1
Registered Nurses	18	5	20.6	Occupational Therapists	2	0	2.0
Certified Nurse Midwives	0	0	0.0	Occupational Therapy Assistants/Aides	2	0	2.0
Licensed Practical Nurses	0	0	0.0	Physical Therapists	4	1	4.8
Ancillary Nursing Personnel	7	14	14.8	Physical Therapy Assistants/Aides	6	1	6.1
Medical Assistants	1	13	11.0	Recreational Therapists	0	0	0.0
Physician Assistants	1	3	2.9	Dietitians & Nutritionists	0	2	0.1
Nurse Practitioners	0	3	2.3	Psychologists	0	0	0.0
Certified Registered Nurse Anesthetists	0	0	0.0	Social Workers	0	1	0.0
Clinical Nurse Specialists	0	0	0.0	All Other Health Professionals	10	1	10.5
Health Info Mgmt-Administrators/Technicians	5	0	5.0	All Other Personnel	55	15	65.4
Pharmacy Personnel	3	3	4.3				
Clinical Laboratory Personnel	7	1	7.5				
				<b>Total</b>	<b>138</b>	<b>71</b>	<b>177.1</b>

**093 Marshfield Medical Center - Neillsville**

Neillsville, WI 54456

			All GMS Hospitals		Analysis Area		Volume Group		FY 2018 vs. 2017	
Selected Financial Statistics			Value	Ratio	5A Value	Ratio	1 Value	Ratio	FY 2017	Ratio
<b>Gross Revenue as % of Total Gross Patient Revenue</b>										
Medicare	\$21,579,423	46.6%	45.7%	1.02	51.0%	0.91	46.6%	1.00	42.3%	1.10
Medical Assistance	\$6,206,031	13.4%	14.0%	0.96	11.7%	1.14	13.4%	1.00	14.4%	0.93
Commercial	\$17,297,313	37.4%	35.8%	1.04	33.6%	1.11	35.9%	1.04	41.0%	0.91
All Other	\$1,196,582	2.6%	4.5%	0.57	3.7%	0.71	4.0%	0.64	2.3%	1.12
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$9,546,537	20.6%	34.1%	0.61	33.7%	0.61	21.1%	0.98	18.8%	1.10
Medical Assistance	\$4,215,792	9.1%	10.6%	0.86	8.2%	1.11	8.5%	1.08	9.7%	0.94
Commercial	\$4,076,787	8.8%	14.7%	0.60	9.0%	0.98	9.7%	0.91	10.2%	0.86
Charity Care	\$275,627	0.6%	1.0%	0.61	1.1%	0.54	1.0%	0.58	0.7%	0.89
Bad Debt	\$1,315,585	2.8%	1.1%	2.66	1.0%	2.73	2.2%	1.31	2.4%	1.20
All Other	\$640,450	1.4%	2.0%	0.71	1.3%	1.03	1.6%	0.88	0.7%	1.88
Total Deductions	\$20,070,778	43.4%	63.3%	0.68	54.3%	0.80	44.0%	0.98	42.4%	1.02
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue		2.9%	5.5%	0.52	2.5%	1.17	3.2%	0.90	4.1%	0.70
Net Gains/Losses as % of Net Income		35.2%	2.6%	13.76	24.5%	1.44	N/A	N/A	N/A	N/A
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$15,234,132	57.2%	44.1%	1.30	52.7%	1.08	54.9%	1.04	58.7%	0.97
Supplies & Services	\$10,460,076	39.3%	49.0%	0.80	41.1%	0.95	38.5%	1.02	35.7%	1.10
Capital Component	\$951,688	3.6%	6.9%	0.52	6.1%	0.58	6.7%	0.54	5.5%	0.65
<b>Fiscal Statistics</b>										
Operating Margin (%)		1.2%	8.4%	0.15	8.1%	0.15	1.3%	0.97	-3.7%	N/A
Total Hospital Net Income (%)		1.9%	8.6%	0.22	10.4%	0.18	1.0%	1.92	-3.0%	N/A
Return on Equity (%)		3.6%	6.3%	0.56	7.0%	0.51	1.2%	2.87	-5.3%	N/A
Current Ratio		2.2	5.9	0.38	4.4	0.51	3.5	0.64	2.2	1.03
Days in Net Patient Accounts Receivable		38.8	51.6	0.75	49.2	0.79	53.6	0.72	55.6	0.70
Average Payment Period		42.1	38.5	1.09	52.6	0.80	37.7	1.12	45.6	0.92
Equity Financing (%)		54.8%	75.1%	0.73	78.5%	0.70	52.0%	1.05	57.7%	0.95
Long-Term Debt to Equity Ratio		0.2	0.2	1.18	0.1	1.57	0.6	0.34	0.4	0.53
Times Interest Earned		8.3	13.4	0.62	26.2	0.32	2.0	4.12	-11.4	N/A
Total Asset Turnover		1.9	0.7	2.52	0.7	2.83	1.3	1.48	1.8	1.06
Average Age of Plant (Years)		20.1	9.9	2.04	11.5	1.75	10.1	1.99	10.8	1.87
Increase (Decrease) Total Net Patient Revenue		5.3%	5.4%	0.98	7.0%	0.76	6.3%	0.85	-1.3%	N/A
Outpatient Gross Revenue (% of Total GPR)		85.3%	61.9%	1.38	68.3%	1.25	77.2%	1.10	84.6%	1.01
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge		\$17,361	\$15,830	1.10	\$14,403	1.21	\$17,237	1.01	\$13,652	1.27
Inpatient Net Revenue per Day		\$5,965	\$3,538	1.69	\$3,489	1.71	\$2,652	2.25	\$4,418	1.35
Outpatient Net Revenue per Visit		\$1,118	\$686	1.63	\$791	1.41	\$595	1.88	\$950	1.18

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$46,279,349	Cash & Cash Equivalents	\$1,477,332	Current Liabilities	\$2,992,656
Less Deductions	\$20,070,778	Net Patient Receivables	\$2,786,444	Long-Term Debt	\$1,495,470
Net Patient Revenue	\$26,208,571	Other Receivables	\$293,506	Other Liabilities	\$2,084,613
Plus Other Revenue	\$773,919			Subtotal	\$6,572,739
Total Revenue	\$26,982,490	Land, Buildings & Equipment (Net)	\$5,688,299		
Less Expenses	\$26,645,896	Other Assets	\$4,291,742	Unrestricted Fund Balance	\$7,964,584
Non-Operating Gains/Losses	\$182,659			Restricted Fund Balance	\$0
Net Income	\$519,253	Total Assets	\$14,537,323	Total Liabilities & Fund Balance	\$14,537,323