

**108 Southwest Health**  
1400 East Side Road  
Platteville, WI 53818  
608-348-2331

Fiscal Year: 07/01 to 06/30  
Type: GMS  
Critical Access Hospital  
Control: Other Not-For-Profit

County: Grant  
Analysis Area: Southern (1)  
Volume Group: 3

		All GMS Hospitals		Analysis Area 1		Volume Group 3		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	30.5%	55.7%	0.55	57.3%	0.53	38.3%	0.80	31.5%	0.97
Obstetrics	18.1%	41.5%	0.44	43.6%	0.02	24.8%	0.73	19.1%	0.95
Pediatrics	0.0%	52.8%	N/A	54.8%	N/A	0.3%	N/A	0.0%	N/A
Total Hospital	34.9%	57.5%	0.61	60.2%	0.58	37.2%	0.94	37.2%	0.94
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	6.1	26.4	0.23	24.4	0.25	6.5	0.94	6.3	0.97
Obstetrics	0.9	5.6	0.16	5.1	0.18	1.0	0.91	1.0	0.95
Pediatrics	0.0	1.4	N/A	2.3	N/A	0.0	N/A	0.0	N/A
Total Hospital	12.2	49.4	0.25	51.9	0.23	8.5	1.44	13.0	0.94
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	3.0	3.9	0.76	3.9	0.77	2.9	1.02	3.5	0.85
Obstetrics	1.8	2.5	0.69	2.7	0.65	2.2	0.79	2.0	0.87
Pediatrics	0.0	3.5	N/A	3.8	N/A	1.9	N/A	0.0	N/A
Total Hospital	4.2	4.4	0.96	4.3	0.98	3.1	1.37	4.9	0.86
<b>Surgical Operations</b>									
Inpatient	320	1,396	0.23	2,117	0.15	273	1.17	263	1.22
Outpatient	1,193	4,206	0.28	7,457	0.16	1,279	0.93	1,174	1.02
Inpatient as % of All Surgeries	21.2%	24.9%	0.85	22.1%	0.96	17.6%	1.20	18.3%	1.16
<b>Outpatient Visits</b>									
Non-Emergency Visits	69,067	136,074	0.51	174,723	0.40	57,910	1.19	51,883	1.33
Emergency Visits	6,250	18,688	0.33	17,254	0.36	8,090	0.77	6,366	0.98
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	37.0	19.3	1.91	26.0	1.42	9.4	3.95	36.0	1.03
Nurses, Licensed	103.9	239.2	0.43	251.5	0.41	79.9	1.30	87.0	1.19
Ancillary Nursing Personnel	44.6	40.0	1.11	43.3	1.03	13.5	3.31	13.4	3.32
All Other Personnel	308.3	480.4	0.64	653.1	0.47	187.1	1.65	197.9	1.56
Total FTEs	493.8	779.0	0.63	973.9	0.51	289.8	1.70	334.3	1.48
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	68.3	14.9	4.59	20.1	3.40	24.3	2.81	59.4	1.15
Nurses, Licensed	191.6	183.7	1.04	194.3	0.99	207.6	0.92	143.5	1.34
Ancillary Nursing Personnel	82.2	30.8	2.67	33.4	2.46	35.0	2.35	22.1	3.72
All Other Personnel	568.7	369.0	1.54	504.4	1.13	486.3	1.17	326.4	1.74
Total FTEs	910.8	598.3	1.52	752.2	1.21	753.3	1.21	551.4	1.65

**Total Hospital:**

Beds Set Up & Staffed 35  
Discharges 1,051  
Inpatient Days 4,453

**Contract with:**

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

**Medicare-certified Swing Beds:**

Average Beds Used 1  
Discharges 66  
Inpatient Days 524

**Newborn Nursery:**

Bassinets 5  
Total Births 185  
Newborn Days 295

**108 Southwest Health**  
Platteville, WI 53818

Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 06/30/2018	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	2	20	741	2,224	30.5%	6.1	3.0
Orthopedic	2	0	0	0	0.0%	0.0	0.0
Rehabilitation & Physical Medicine	5	0	0	0	0.0%	0.0	0.0
Hospice	5	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>	5	0	0	0	0.0%	0.0	0.0
<b>Obstetrics</b>	2	5	188	331	18.1%	0.9	1.8
<b>Psychiatric</b>	1	10	122	1,898	52.0%	5.2	15.6
<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	37	0	37.0	Surgical Personnel	5	0	5.0
Physicians & Dentists	16	1	16.6	Radiological Services Personnel	4	5	7.6
Medical & Dental Residents	0	0	0.0	Sonographers	0	0	0.0
Dental Hygienists	0	0	0.0	Respiratory Therapists	3	0	3.0
Registered Nurses	55	35	76.7	Occupational Therapists	1	2	2.6
Certified Nurse Midwives	0	0	0.0	Occupational Therapy Assistants/Aides	0	1	0.8
Licensed Practical Nurses	13	10	16.3	Physical Therapists	5	4	8.2
Ancillary Nursing Personnel	27	35	44.6	Physical Therapy Assistants/Aides	1	0	1.0
Medical Assistants	10	1	10.7	Recreational Therapists	1	0	1.0
Physician Assistants	4	1	4.2	Dietitians & Nutritionists	1	1	1.3
Nurse Practitioners	6	3	6.9	Psychologists	0	0	0.0
Certified Registered Nurse Anesthetists	4	0	4.0	Social Workers	1	0	1.0
Clinical Nurse Specialists	0	0	0.0	All Other Health Professionals	0	0	0.0
Health Info Mgmt-Administrators/Technicians	3	0	3.0	All Other Personnel	185	75	224.8
Pharmacy Personnel	6	10	12.3				
Clinical Laboratory Personnel	4	2	5.4				
				<b>Total</b>	<b>392</b>	<b>186</b>	<b>493.8</b>

**108 Southwest Health**

Platteville, WI 53818

Platteville, WI 53818			All GMS Hospitals		Analysis Area		Volume Group		FY 2018 vs. 2017		
Selected Financial Statistics			FY 2018	Value	Ratio	Value <sup>1</sup>	Ratio	Value <sup>3</sup>	Ratio	FY 2017	Ratio
<b>Gross Revenue as % of Total Gross Patient Revenue</b>											
Medicare	\$49,228,416	42.1%	45.7%	0.92	41.6%	1.01	46.1%	0.91	43.6%	0.97	
Medical Assistance	\$15,034,763	12.9%	14.0%	0.92	11.5%	1.12	13.3%	0.97	13.5%	0.95	
Commercial	\$50,077,178	42.9%	35.8%	1.20	39.3%	1.09	36.0%	1.19	40.9%	1.05	
All Other	\$2,457,128	2.1%	4.5%	0.47	7.5%	0.28	4.6%	0.46	2.0%	1.03	
<b>Deductions as % of Total Gross Patient Revenue</b>											
Medicare	\$28,497,320	24.4%	34.1%	0.72	30.8%	0.79	29.3%	0.83	22.7%	1.07	
Medical Assistance	\$10,644,055	9.1%	10.6%	0.86	8.7%	1.05	9.2%	0.99	9.7%	0.94	
Commercial	\$18,086,350	15.5%	14.7%	1.05	18.2%	0.85	11.9%	1.30	15.4%	1.01	
Charity Care	\$131,308	0.1%	1.0%	0.12	0.9%	0.13	1.0%	0.11	0.1%	0.86	
Bad Debt	\$1,612,368	1.4%	1.1%	1.29	1.1%	1.30	1.7%	0.79	1.6%	0.84	
All Other	\$745,817	0.6%	2.0%	0.33	3.4%	0.19	1.9%	0.34	0.7%	0.95	
Total Deductions	\$59,717,218	51.1%	63.3%	0.81	62.8%	0.81	55.1%	0.93	50.3%	1.02	
<b>Other Revenue &amp; Net Gains or Losses</b>											
Other Revenue as % of Total Revenue		6.2%	5.5%	1.13	6.4%	0.97	5.9%	1.05	4.3%	1.45	
Net Gains/Losses as % of Net Income		38.4%	2.6%	15.02	1.9%	20.69	14.7%	2.62	50.2%	0.76	
<b>Expenses as % of Total Expenses</b>											
Salary/Fringe Benefits	\$34,047,117	59.4%	44.1%	1.35	47.5%	1.25	51.5%	1.15	58.7%	1.01	
Supplies & Services	\$19,061,153	33.3%	49.0%	0.68	45.0%	0.74	40.5%	0.82	32.7%	1.02	
Capital Component	\$4,178,940	7.3%	6.9%	1.06	7.5%	0.97	8.0%	0.92	8.6%	0.85	
<b>Fiscal Statistics</b>											
Operating Margin (%)		5.9%	8.4%	0.70	5.0%	1.19	5.3%	1.11	5.0%	1.18	
Total Hospital Net Income (%)		9.2%	8.6%	1.08	5.0%	1.83	6.1%	1.50	9.5%	0.97	
Return on Equity (%)		5.7%	6.3%	0.90	3.8%	1.51	5.1%	1.13	5.8%	0.98	
Current Ratio		3.0	5.9	0.51	2.3	1.34	5.4	0.56	2.6	1.17	
Days in Net Patient Accounts Receivable		55.5	51.6	1.08	47.8	1.16	51.7	1.07	59.7	0.93	
Average Payment Period		42.7	38.5	1.11	55.0	0.78	34.1	1.25	42.0	1.02	
Equity Financing (%)		58.2%	75.1%	0.77	59.3%	0.98	79.8%	0.73	55.1%	1.06	
Long-Term Debt to Equity Ratio		0.5	0.2	3.00	0.3	1.63	0.2	2.49	0.5	0.91	
Times Interest Earned		9.4	13.4	0.71	5.0	1.88	8.4	1.12	8.3	1.14	
Total Asset Turnover		0.6	0.7	0.81	0.7	0.80	0.8	0.73	0.6	1.03	
Average Age of Plant (Years)		13.7	9.9	1.39	10.5	1.31	9.3	1.48	12.1	1.13	
Increase (Decrease) Total Net Patient Revenue		8.5%	5.4%	1.57	6.7%	1.28	4.5%	1.92	43.4%	0.20	
Outpatient Gross Revenue (% of Total GPR)		78.0%	61.9%	1.26	59.8%	1.30	78.1%	1.00	78.7%	0.99	
<b>Net Revenue Statistics</b>											
Inpatient Net Revenue per Discharge	\$11,599		\$15,830	0.73	\$17,803	0.65	\$12,599	0.92	\$12,475	0.93	
Inpatient Net Revenue per Day	\$2,212		\$3,538	0.63	\$4,047	0.55	\$3,643	0.61	\$2,439	0.91	
Outpatient Net Revenue per Visit	\$599		\$686	0.87	\$595	1.01	\$598	1.00	\$711	0.84	

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$116,797,485	Cash & Cash Equivalents	\$8,037,492	Current Liabilities	\$6,374,982
Less Deductions	\$59,717,218	Net Patient Receivables	\$8,682,719	Long-Term Debt	\$28,306,628
Net Patient Revenue	\$57,080,267	Other Receivables	\$1,192,744	Other Liabilities	\$7,815,996
Plus Other Revenue	\$3,789,028			Subtotal	\$42,497,606
Total Revenue	\$60,869,295	Land, Buildings & Equipment (Net)	\$37,150,816	Unrestricted Fund Balance	\$59,186,200
Less Expenses	\$57,287,210	Other Assets	\$46,620,035	Restricted Fund Balance	\$683,547
Non-Operating Gains/Losses	\$2,234,110			Total Liabilities & Fund Balance	\$101,683,806
Net Income	\$5,816,195	Total Assets	\$101,683,806		