

069 Marshfield Medical Center
 611 St Joseph Avenue
 Marshfield, WI 54449
 715-387-1713

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

County: Wood
 Analysis Area: North Central (6)
 Volume Group: 7

| Selected Utilization Statistics | FY 2019 | All GMS Hospitals | | Analysis Area 6 | | Volume Group 7 | | FY 2019 vs. 2018 | |
|---|---------|-------------------|-------|--------------------|-------|-------------------|-------|------------------|-------|
| | | Value | Ratio | Value | Ratio | Value | Ratio | FY 2018 | Ratio |
| Occupancy Rate (%) | | | | | | | | | |
| Adult Medical-Surgical | 82.2% | 55.2% | 1.49 | 59.6% | 1.38 | 71.0% | 1.16 | 98.7% | 0.83 |
| Obstetrics | 159.9% | 38.0% | 4.21 | 37.4% | 0.26 | 50.6% | 3.16 | 109.4% | 1.46 |
| Pediatrics | 122.9% | 51.3% | 2.40 | 109.4% | 1.12 | 38.2% | 3.22 | 104.4% | 1.18 |
| Total Hospital | 93.2% | 57.4% | 1.62 | 63.9% | 1.46 | 69.3% | 1.35 | 99.6% | 0.94 |
| Average Census (Patients) | | | | | | | | | |
| Adult Medical-Surgical | 124.9 | 26.0 | 4.80 | 21.4 | 5.85 | 106.3 | 1.17 | 128.3 | 0.97 |
| Obstetrics | 9.6 | 4.9 | 1.94 | 3.6 | 2.65 | 14.5 | 0.66 | 9.8 | 0.97 |
| Pediatrics | 9.8 | 1.3 | 7.64 | 0.8 | 12.78 | 3.2 | 7.64 | 12.5 | 0.79 |
| Total Hospital | 186.3 | 49.0 | 3.80 | 39.1 | 4.77 | 202.8 | 0.92 | 195.2 | 0.95 |
| Average Length of Stay (Days) | | | | | | | | | |
| Adult Medical-Surgical | 4.8 | 4.1 | 1.18 | 3.8 | 1.25 | 4.6 | 1.04 | 4.9 | 0.97 |
| Obstetrics | 3.5 | 2.6 | 1.38 | 2.6 | 1.35 | 2.7 | 1.30 | 3.4 | 1.04 |
| Pediatrics | 3.0 | 3.3 | 0.88 | 2.9 | 1.01 | 3.3 | 0.89 | 3.3 | 0.88 |
| Total Hospital | 5.3 | 4.5 | 1.17 | 4.2 | 1.26 | 5.0 | 1.05 | 5.4 | 0.97 |
| Surgical Operations | | | | | | | | | |
| Inpatient | 5,331 | 1,426 | 3.74 | 1,304 | 4.09 | 5,403 | 0.99 | 4,569 | 1.17 |
| Outpatient | 17,855 | 4,581 | 3.90 | 3,131 | 5.70 | 16,162 | 1.10 | 1,701 | 10.50 |
| Inpatient as % of All Surgeries | 23.0% | 23.7% | 0.97 | 29.4% | 0.78 | 25.1% | 0.92 | 72.9% | 0.32 |
| Outpatient Visits | | | | | | | | | |
| Non-Emergency Visits | 412,094 | 144,376 | 2.85 | 109,429 | 3.77 | 476,432 | 0.86 | 27,767 | 14.84 |
| Emergency Visits | 22,566 | 17,768 | 1.27 | 12,684 | 1.78 | 47,460 | 0.48 | 23,247 | 0.97 |
| Full-Time Equivalents (FTEs) | | | | | | | | | |
| Administrators | 142.9 | 23.0 | 6.21 | 33.8 | 4.22 | 71.8 | 1.99 | 39.7 | 3.60 |
| Nurses, Licensed | 760.2 | 251.3 | 3.03 | 182.8 | 4.16 | 913.4 | 0.83 | 451.1 | 1.69 |
| Ancillary Nursing Personnel | 63.4 | 39.7 | 1.60 | 28.6 | 2.21 | 148.8 | 0.43 | 55.4 | 1.14 |
| All Other Personnel | 2,152.8 | 509.3 | 4.23 | 375.9 | 5.73 | 1,805.9 | 1.19 | 668.6 | 3.22 |
| Total FTEs | 3,119.2 | 823.3 | 3.79 | 621.2 | 5.02 | 2,940.0 | 1.06 | 1,214.7 | 2.57 |
| FTEs per 100 Patient Census (Adjusted) | | | | | | | | | |
| Administrators | 27.1 | 17.0 | 1.59 | 29.6 | 0.91 | 14.7 | 1.84 | 15.3 | 1.77 |
| Nurses, Licensed | 143.9 | 185.7 | 0.78 | 160.0 | 0.90 | 186.4 | 0.77 | 173.9 | 0.83 |
| Ancillary Nursing Personnel | 12.0 | 29.3 | 0.41 | 25.1 | 0.48 | 30.4 | 0.39 | 21.4 | 0.56 |
| All Other Personnel | 407.6 | 376.3 | 1.08 | 329.2 | 1.24 | 368.6 | 1.11 | 257.8 | 1.58 |
| Total FTEs | 590.6 | 608.3 | 0.97 | 543.8 | 1.09 | 600.1 | 0.98 | 468.4 | 1.26 |

Total Hospital:
 Beds Set Up & Staffed 200
 Discharges 12,917
 Inpatient Days 68,011

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

Medicare-certified Swing Beds:
 Average Beds Used 0
 Discharges 0
 Inpatient Days 0

Newborn Nursery:
 Bassinets 4
 Total Births 969
 Newborn Days 1,801

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| Inpatient Service Area | Level of Service* | Beds Set Up & Staffed 09/30/2019 | Discharges & Transfers** | Patient Days of Care | Occupancy Rate (%) | Average Census (Patients) | Average Length of Stay (Days) |
|---------------------------------------|-------------------|-------------------------------------|--------------------------|----------------------|--------------------|---------------------------|-------------------------------|
| General Medical-Surgical | | | | | | | |
| Adult Medical-Surgical, Acute | 1 | 152 | 9,487 | 45,580 | 82.2% | 124.9 | 4.8 |
| Orthopedic | 2 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Rehabilitation & Physical Medicine | 1 | 6 | 116 | 1,972 | 90.0% | 5.4 | 17.0 |
| Hospice | 2 | 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 | 1 | 8 | 1,213 | 3,589 | 122.9% | 9.8 | 3.0 |
| Obstetrics | 1 | 6 | 997 | 3,501 | 159.9% | 9.6 | 3.5 |
| Psychiatric | 2 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Alcoholism/chemical dependency | 2 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| ICU/CCU | | | | | | | |
| Medical-Surgical Intensive Care | 1 | 20 | 734 | 7,139 | 97.8% | 19.6 | 9.7 |
| Cardiac Intensive Unit | 2 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Pediatric Intensive Care | 1 | 2 | 112 | 1,342 | 183.8% | 3.7 | 12.0 |
| Burn Care | 2 | 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 | 1 | 6 | 258 | 4,888 | 223.2% | 13.4 | 18.9 |
| 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.

** 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 | 111 | 48 | 142.9 | Surgical Personnel | 25 | 40 | 47.9 |
| Physicians & Dentists | 230 | 119 | 279.5 | Radiological Services Personnel | 23 | 19 | 31.9 |
| Medical & Dental Residents | 73 | 1 | 73.5 | Sonographers | 13 | 15 | 21.7 |
| Dental Hygienists | 0 | 0 | 0.0 | Respiratory Therapists | 18 | 34 | 35.0 |
| Registered Nurses | 355 | 539 | 663.2 | Occupational Therapists | 3 | 17 | 11.9 |
| Certified Nurse Midwives | 1 | 0 | 1.0 | Occupational Therapy Assistants/Aides | 0 | 4 | 2.2 |
| Licensed Practical Nurses | 5 | 4 | 6.7 | Physical Therapists | 8 | 15 | 16.8 |
| Ancillary Nursing Personnel | 31 | 106 | 63.4 | Physical Therapy Assistants/Aides | 1 | 3 | 2.3 |
| Medical Assistants | 131 | 62 | 172.7 | Recreational Therapists | 0 | 2 | 1.1 |
| Physician Assistants | 24 | 13 | 30.1 | Dietitians & Nutritionists | 4 | 8 | 7.6 |
| Nurse Practitioners | 37 | 38 | 56.8 | Psychologists | 14 | 1 | 14.8 |
| Certified Registered Nurse Anesthetists | 24 | 10 | 25.1 | Social Workers | 14 | 8 | 19.6 |
| Clinical Nurse Specialists | 7 | 3 | 7.4 | All Other Health Professionals | 509 | 407 | 731.4 |
| Health Info Mgmt-Administrators/Technicians | 1 | 1 | 1.8 | All Other Personnel | 366 | 278 | 521.5 |
| Pharmacy Personnel | 41 | 23 | 49.1 | | | | |
| Clinical Laboratory Personnel | 68 | 11 | 80.6 | | | | |
| | | | | Total | 2,137 | 1,829 | 3,119.2 |

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Marshfield, WI 54449

| Selected Financial Statistics | FY 2019 | All GMS Hospitals | | Analysis Area | | Volume Group | | FY 2019 vs. 2018 | | |
|--|-----------------|-------------------|-------|---------------|----------|--------------|----------|------------------|----------|-------|
| | | Value | Ratio | Value | Ratio | Value | Ratio | FY 2018 | Ratio | |
| Gross Revenue as % of Total Gross Patient Revenue | | | | | | | | | | |
| Medicare | \$872,930,757 | 50.6% | 46.3% | 1.09 | 50.7% | 1.00 | 46.7% | 1.08 | 55.4% | 0.91 |
| Medical Assistance | \$226,111,409 | 13.1% | 13.6% | 0.96 | 13.1% | 1.00 | 12.6% | 1.04 | 15.8% | 0.83 |
| Commercial | \$578,326,317 | 33.5% | 35.3% | 0.95 | 32.1% | 1.04 | 35.1% | 0.96 | 25.7% | 1.30 |
| All Other | \$47,614,308 | 2.8% | 4.8% | 0.58 | 4.1% | 0.67 | 5.6% | 0.49 | 3.1% | 0.89 |
| Deductions as % of Total Gross Patient Revenue | | | | | | | | | | |
| Medicare | \$679,081,391 | 39.4% | 34.9% | 1.13 | 36.8% | 1.07 | 36.2% | 1.09 | 38.0% | 1.04 |
| Medical Assistance | \$170,843,418 | 9.9% | 10.4% | 0.96 | 10.1% | 0.99 | 9.8% | 1.01 | 11.5% | 0.86 |
| Commercial | \$163,826,345 | 9.5% | 14.7% | 0.65 | 8.8% | 1.09 | 15.6% | 0.61 | 5.8% | 1.65 |
| Charity Care | \$4,732,247 | 0.3% | 1.0% | 0.28 | 0.8% | 0.36 | 0.9% | 0.30 | 0.8% | 0.35 |
| Bad Debt | \$5,825,946 | 0.3% | 1.1% | 0.32 | 1.0% | 0.35 | 0.9% | 0.38 | 0.7% | 0.47 |
| All Other | \$14,294,603 | 0.8% | 2.2% | 0.38 | 2.0% | 0.41 | 2.5% | 0.34 | 1.4% | 0.58 |
| Total Deductions | \$1,038,603,950 | 60.2% | 64.2% | 0.94 | 59.3% | 1.01 | 66.0% | 0.91 | 58.1% | 1.04 |
| Other Revenue & Net Gains or Losses | | | | | | | | | | |
| Other Revenue as % of Total Revenue | 1.3% | 5.5% | 0.23 | | 3.1% | 0.40 | 6.8% | 0.18 | 0.8% | 1.50 |
| Net Gains/Losses as % of Net Income | 0.0% | 13.2% | N/A | | 18.4% | N/A | 13.1% | N/A | 0.0% | N/A |
| Expenses as % of Total Expenses | | | | | | | | | | |
| Salary/Fringe Benefits | \$316,534,984 | 45.2% | 44.0% | 1.03 | 42.1% | 1.07 | 42.7% | 1.06 | 31.6% | 1.43 |
| Supplies & Services | \$352,770,076 | 50.4% | 49.2% | 1.02 | 52.0% | 0.97 | 51.1% | 0.99 | 60.2% | 0.84 |
| Capital Component | \$30,845,804 | 4.4% | 6.8% | 0.65 | 5.9% | 0.74 | 6.2% | 0.71 | 8.1% | 0.54 |
| Fiscal Statistics * | | | | | | | | | | |
| Operating Margin (%) | -0.7% | 9.1% | N/A | | 5.2% | N/A | 9.5% | N/A | 7.2% | N/A |
| Total Hospital Net Income (%) | -0.7% | 10.3% | N/A | | 6.3% | N/A | 10.8% | N/A | 7.2% | N/A |
| Return on Equity (%) | -0.2% | 6.0% | N/A | | 3.2% | N/A | 7.7% | N/A | 3.4% | N/A |
| Current Ratio | 2.3 | 4.7 | 0.48 | | 2.6 | 0.85 | 5.5 | 0.41 | 9.6 | 0.23 |
| Days in Net Patient Accounts Receivable | 122.7 | 64.0 | 1.92 | | 77.6 | 1.58 | 55.7 | 2.20 | 104.9 | 1.17 |
| Average Payment Period | 143.7 | 56.5 | 2.55 | | 74.6 | 1.93 | 45.6 | 3.15 | 42.4 | 3.39 |
| Equity Financing (%) | 46.4% | 69.2% | 0.67 | | 55.8% | 0.83 | 72.1% | 0.64 | 14.7% | 3.16 |
| Long-Term Debt to Equity Ratio | 0.8 | 0.3 | 3.31 | | 0.5 | 1.60 | 0.2 | 4.64 | 5.3 | 0.16 |
| Times Interest Earned | 0.0 | 13.4 | N/A | | 15.9 | N/A | 15.5 | N/A | 0.0 | N/A |
| Total Asset Turnover | 0.3 | 0.6 | 0.46 | | 0.5 | 0.53 | 0.7 | 0.38 | 0.5 | 0.56 |
| Average Age of Plant (Years) | 25.7 | 12.6 | 2.05 | | 13.7 | 1.87 | 12.1 | 2.12 | 4.3 | 6.05 |
| Increase (Decrease) Total Net Patient Revenue | 113.2% | 7.3% | 15.56 | | 25.3% | 4.47 | 8.9% | 12.67 | 9.7% | 11.65 |
| Outpatient Gross Revenue (% of Total GPR) | 64.6% | 63.3% | 1.02 | | 65.8% | 0.98 | 58.2% | 1.11 | 24.9% | 2.60 |
| Net Revenue Statistics | | | | | | | | | | |
| Inpatient Net Revenue per Discharge | \$20,324 | \$16,906 | 1.20 | | \$14,935 | 1.36 | \$19,324 | 1.05 | \$18,656 | 1.09 |
| Inpatient Net Revenue per Day | \$3,844 | \$3,675 | 1.05 | | \$3,551 | 1.08 | \$3,829 | 1.00 | \$3,446 | 1.12 |
| Outpatient Net Revenue per Visit | \$989 | \$703 | 1.41 | | \$810 | 1.22 | \$741 | 1.33 | \$1,616 | 0.61 |

| Income Statement | | Assets | | Liabilities & Fund Balances | |
|-----------------------------|-----------------|-----------------------------------|-----------------|----------------------------------|-----------------|
| Gross Patient Revenue (GPR) | \$1,724,982,792 | Cash & Cash Equivalents | \$115,555,000 | Current Liabilities | \$264,192,000 |
| Less Deductions | \$1,038,603,950 | Net Patient Receivables | \$230,731,000 | Long-Term Debt | \$1,031,216,000 |
| Net Patient Revenue | \$686,378,842 | Other Receivables | \$134,541,000 | Other Liabilities | \$107,600,000 |
| Plus Other Revenue | \$8,747,376 | | | Subtotal | \$1,403,008,000 |
| Total Revenue | \$695,126,217 | Land, Buildings & Equipment (Net) | \$969,112,000 | Unrestricted Fund Balance | \$1,215,712,000 |
| Less Expenses | \$700,150,864 | Other Assets | \$1,168,781,000 | Restricted Fund Balance | \$186,924,000 |
| Non-Operating Gains/Losses | \$0 | | | Total Liabilities & Fund Balance | \$2,618,720,000 |
| Net Income | -\$5,024,645 | Total Assets | \$2,618,720,000 | | |

* Please refer to Appendix 2 regarding calculation of ratios in Fiscal Statistics.