

132 Stoughton Hospital Association
900 Ridge Street
Stoughton, WI 53589
608-873-6611

Fiscal Year: 10/01 to 09/30
Type: GMS
Critical Access Hospital
Control: Other Not-For-Profit

County: Dane
Analysis Area: Southern (1)
Volume Group: 2

| | | All GMS Hospitals | | Analysis Area 1 | | Volume Group 2 | | FY 2017 vs. 2016 | |
|---|--------|-------------------|-------|--------------------|-------|-------------------|-------|------------------|-------|
| Selected Utilization Statistics | | Value | Ratio | Value | Ratio | Value | Ratio | FY 2016 | Ratio |
| Occupancy Rate (%) | | | | | | | | | |
| Adult Medical-Surgical | 38.9% | 55.4% | 0.70 | 57.1% | 0.68 | 19.8% | 1.97 | 29.8% | 1.31 |
| Obstetrics | 0.0% | 38.4% | N/A | 41.6% | N/A | 18.3% | N/A | 0.0% | N/A |
| Pediatrics | 0.0% | 55.4% | N/A | 55.3% | N/A | 0.0% | N/A | 0.0% | N/A |
| Total Hospital | 47.2% | 56.3% | 0.84 | 58.9% | 0.80 | 23.2% | 2.03 | 43.0% | 1.10 |
| Average Census (Patients) | | | | | | | | | |
| Adult Medical-Surgical | 7.0 | 26.5 | 0.26 | 24.0 | 0.29 | 3.3 | 2.10 | 5.4 | 1.31 |
| Obstetrics | 0.0 | 5.0 | N/A | 4.7 | N/A | 0.5 | N/A | 0.0 | N/A |
| Pediatrics | 0.0 | 1.4 | N/A | 2.4 | N/A | 0.0 | N/A | 0.0 | N/A |
| Total Hospital | 15.1 | 48.3 | 0.31 | 50.8 | 0.30 | 4.7 | 3.22 | 13.8 | 1.10 |
| Average Length of Stay (Days) | | | | | | | | | |
| Adult Medical-Surgical | 3.3 | 3.9 | 0.85 | 3.9 | 0.86 | 3.0 | 1.09 | 3.2 | 1.04 |
| Obstetrics | 0.0 | 2.6 | N/A | 2.7 | N/A | 2.2 | N/A | 0.0 | N/A |
| Pediatrics | 0.0 | 3.5 | N/A | 3.5 | N/A | 3.1 | N/A | 0.0 | N/A |
| Total Hospital | 5.4 | 4.3 | 1.26 | 4.3 | 1.27 | 2.9 | 1.87 | 6.3 | 0.87 |
| Surgical Operations | | | | | | | | | |
| Inpatient | 311 | 1,408 | 0.22 | 2,094 | 0.15 | 249 | 1.25 | 156 | 1.99 |
| Outpatient | 2,383 | 4,098 | 0.58 | 7,088 | 0.34 | 1,286 | 1.85 | 1,596 | 1.49 |
| Inpatient as % of All Surgeries | 11.5% | 25.6% | 0.45 | 22.8% | 0.51 | 16.2% | 0.71 | 8.9% | 1.30 |
| Outpatient Visits | | | | | | | | | |
| Non-Emergency Visits | 51,593 | 132,001 | 0.39 | 161,897 | 0.32 | 24,580 | 2.10 | 49,361 | 1.05 |
| Emergency Visits | 5,010 | 17,964 | 0.28 | 17,257 | 0.29 | 4,890 | 1.02 | 4,875 | 1.03 |
| Full-Time Equivalents (FTEs) | | | | | | | | | |
| Administrators | 23.0 | 18.9 | 1.22 | 25.5 | 0.90 | 5.9 | 3.90 | 21.0 | 1.10 |
| Nurses, Licensed | 72.4 | 244.4 | 0.30 | 290.0 | 0.25 | 42.0 | 1.73 | 63.1 | 1.15 |
| Ancillary Nursing Personnel | 21.0 | 40.0 | 0.52 | 47.6 | 0.44 | 8.1 | 2.59 | 14.9 | 1.41 |
| All Other Personnel | 177.2 | 484.8 | 0.37 | 681.8 | 0.26 | 98.5 | 1.80 | 184.1 | 0.96 |
| Total FTEs | 293.6 | 788.1 | 0.37 | 1,045.0 | 0.28 | 154.4 | 1.90 | 283.1 | 1.04 |
| FTEs per 100 Patient Census (Adjusted) | | | | | | | | | |
| Administrators | 43.0 | 15.1 | 2.85 | 20.7 | 2.08 | 32.0 | 1.34 | 37.8 | 1.14 |
| Nurses, Licensed | 135.3 | 195.2 | 0.69 | 235.4 | 0.57 | 227.6 | 0.59 | 113.5 | 1.19 |
| Ancillary Nursing Personnel | 39.2 | 32.0 | 1.23 | 38.7 | 1.01 | 43.9 | 0.89 | 26.8 | 1.46 |
| All Other Personnel | 331.1 | 387.3 | 0.85 | 553.4 | 0.60 | 534.3 | 0.62 | 331.2 | 1.00 |
| Total FTEs | 548.5 | 629.5 | 0.87 | 848.1 | 0.65 | 837.8 | 0.65 | 509.2 | 1.08 |

Total Hospital:

Beds Set Up & Staffed 32
Discharges 1,012
Inpatient Days 5,513

Contract with:

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

Medicare-certified Swing Beds:

Average Beds Used 1
Discharges 61
Inpatient Days 332

Newborn Nursery:

Bassinet 0
Total Births 0
Newborn Days 0

132 Stoughton Hospital Association
Stoughton, WI 53589

| Inpatient Service Area | Level of Service* | Beds Set Up & Staffed 09/30/2017 | Discharges & Transfers** | Patient Days of Care | Occupancy Rate (%) | Average Census (Patients) | Average Length of Stay (Days) |
|---------------------------------------|-------------------|-------------------------------------|--------------------------|----------------------|--------------------|---------------------------|-------------------------------|
| General Medical-Surgical | | | | | | | |
| Adult Medical-Surgical, Acute | 1 | 18 | 770 | 2,557 | 38.9% | 7.0 | 3.3 |
| Orthopedic | 2 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Rehabilitation & Physical Medicine | 2 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| 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 | 2 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Obstetrics | 5 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Psychiatric | 1 | 10 | 145 | 2,858 | 78.3% | 7.8 | 19.7 |
| Alcoholism/chemical dependency | 2 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| ICU/CCU | | | | | | | |
| Medical-Surgical Intensive Care | 1 | 4 | 14 | 98 | 6.7% | 0.3 | 7.0 |
| 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 |
| 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 | 23 | 0 | 23.0 | Surgical Personnel | 1 | 5 | 4.5 |
| Physicians & Dentists | 1 | 1 | 1.0 | Radiological Services Personnel | 5 | 17 | 14.5 |
| Medical & Dental Residents | 0 | 0 | 0.0 | Sonographers | 1 | 4 | 2.2 |
| Dental Hygienists | 0 | 0 | 0.0 | Respiratory Therapists | 1 | 5 | 3.9 |
| Registered Nurses | 19 | 66 | 65.9 | Occupational Therapists | 1 | 6 | 3.4 |
| Certified Nurse Midwives | 0 | 0 | 0.0 | Occupational Therapy Assistants/Aides | 0 | 0 | 0.0 |
| Licensed Practical Nurses | 0 | 3 | 2.9 | Physical Therapists | 8 | 13 | 14.0 |
| Ancillary Nursing Personnel | 7 | 21 | 21.0 | Physical Therapy Assistants/Aides | 1 | 0 | 1.0 |
| Medical Assistants | 1 | 1 | 2.0 | Recreational Therapists | 1 | 0 | 1.0 |
| Physician Assistants | 1 | 1 | 1.7 | Dietitians & Nutritionists | 0 | 2 | 0.2 |
| Nurse Practitioners | 0 | 0 | 0.0 | Psychologists | 0 | 0 | 0.0 |
| Certified Registered Nurse Anesthetists | 2 | 2 | 3.6 | Social Workers | 1 | 3 | 2.4 |
| Clinical Nurse Specialists | 0 | 0 | 0.0 | All Other Health Professionals | 35 | 27 | 51.0 |
| Health Info Mgmt-Administrators/Technicians | 4 | 5 | 7.5 | All Other Personnel | 25 | 57 | 53.9 |
| Pharmacy Personnel | 5 | 0 | 5.0 | | | | |
| Clinical Laboratory Personnel | 2 | 7 | 8.0 | | | | |
| | | | | Total | 145 | 246 | 293.6 |

132 Stoughton Hospital Association

Stoughton, WI 53589

| | | | All GMS Hospitals | | Analysis Area | | Volume Group | | FY 2017 vs. 2016 | |
|--|--------------|----------|-------------------|-------|---------------|-------|--------------|-------|------------------|-------|
| Selected Financial Statistics | | | Value | Ratio | Value | Ratio | Value | Ratio | FY 2016 | Ratio |
| FY 2017 | | | | | | | | | | |
| Gross Revenue as % of Total Gross Patient Revenue | | | | | | | | | | |
| Medicare | \$57,223,895 | 54.1% | 44.8% | 1.21 | 41.1% | 1.32 | 45.4% | 1.19 | 54.2% | 1.00 |
| Medical Assistance | \$7,509,085 | 7.1% | 14.4% | 0.49 | 11.8% | 0.60 | 11.2% | 0.63 | 8.4% | 0.85 |
| Commercial | \$38,748,834 | 36.7% | 36.6% | 1.00 | 39.9% | 0.92 | 40.6% | 0.90 | 35.4% | 1.03 |
| All Other | \$2,238,426 | 2.1% | 4.2% | 0.50 | 7.2% | 0.30 | 2.8% | 0.75 | 2.0% | 1.06 |
| Deductions as % of Total Gross Patient Revenue | | | | | | | | | | |
| Medicare | \$36,309,132 | 34.3% | 32.9% | 1.04 | 30.1% | 1.14 | 26.7% | 1.28 | 33.8% | 1.02 |
| Medical Assistance | \$5,466,149 | 5.2% | 10.7% | 0.48 | 8.7% | 0.59 | 7.8% | 0.66 | 5.6% | 0.92 |
| Commercial | \$16,495,679 | 15.6% | 14.8% | 1.05 | 18.1% | 0.86 | 13.1% | 1.19 | 14.4% | 1.09 |
| Charity Care | \$671,568 | 0.6% | 1.0% | 0.64 | 0.9% | 0.72 | 0.5% | 1.26 | 0.4% | 1.41 |
| Bad Debt | \$1,216,000 | 1.2% | 1.1% | 1.09 | 1.1% | 1.04 | 1.6% | 0.73 | 0.8% | 1.47 |
| All Other | \$1,058,039 | 1.0% | 1.9% | 0.52 | 3.4% | 0.30 | 1.0% | 0.99 | 0.9% | 1.16 |
| Total Deductions | \$61,216,567 | 57.9% | 62.4% | 0.93 | 62.3% | 0.93 | 50.8% | 1.14 | 55.9% | 1.04 |
| Other Revenue & Net Gains or Losses | | | | | | | | | | |
| Other Revenue as % of Total Revenue | | 4.4% | 6.3% | 0.69 | 7.1% | 0.62 | 3.0% | 1.49 | 5.3% | 0.83 |
| Net Gains/Losses as % of Net Income | | 9.6% | 12.7% | 0.75 | 48.2% | 0.20 | 4.4% | 2.16 | 12.8% | 0.75 |
| Expenses as % of Total Expenses | | | | | | | | | | |
| Salary/Fringe Benefits | \$22,784,080 | 51.8% | 44.7% | 1.16 | 48.0% | 1.08 | 48.1% | 1.08 | 52.5% | 0.99 |
| Supplies & Services | \$17,120,023 | 39.0% | 47.9% | 0.81 | 44.6% | 0.87 | 43.6% | 0.89 | 39.3% | 0.99 |
| Capital Component | \$4,039,637 | 9.2% | 7.4% | 1.25 | 7.5% | 1.23 | 8.2% | 1.12 | 8.2% | 1.12 |
| Fiscal Statistics | | | | | | | | | | |
| Operating Margin (%) | | 5.6% | 8.9% | 0.63 | 3.0% | 1.85 | 14.0% | 0.40 | 4.4% | 1.27 |
| Total Hospital Net Income (%) | | 6.2% | 10.1% | 0.61 | 5.7% | 1.09 | 14.5% | 0.42 | 5.0% | 1.22 |
| Return on Equity (%) | | 4.9% | 7.6% | 0.65 | 4.4% | 1.11 | 12.9% | 0.38 | 3.7% | 1.32 |
| Current Ratio | | 5.4 | 5.6 | 0.96 | 2.1 | 2.61 | 3.6 | 1.51 | 4.7 | 1.15 |
| Days in Net Patient Accounts Receivable | | 49.9 | 51.4 | 0.97 | 49.0 | 1.02 | 54.9 | 0.91 | 50.6 | 0.99 |
| Average Payment Period | | 38.5 | 41.5 | 0.93 | 54.8 | 0.70 | 53.8 | 0.72 | 47.5 | 0.81 |
| Equity Financing (%) | | 70.7% | 73.6% | 0.96 | 60.8% | 1.16 | 59.1% | 1.20 | 66.5% | 1.06 |
| Long-Term Debt to Equity Ratio | | 0.3 | 0.2 | 1.79 | 0.3 | 0.97 | 0.5 | 0.65 | 0.4 | 0.82 |
| Times Interest Earned | | 8.7 | 14.1 | 0.62 | 5.3 | 1.63 | 14.4 | 0.60 | 15.2 | 0.57 |
| Total Asset Turnover | | 0.8 | 0.7 | 1.07 | 0.8 | 1.05 | 0.9 | 0.90 | 0.7 | 1.08 |
| Average Age of Plant (Years) | | 10.1 | 9.3 | 1.09 | 10.6 | 0.96 | 9.3 | 1.08 | 12.0 | 0.85 |
| Increase (Decrease) Total Net Patient Revenue | | 14.8% | 3.6% | 4.08 | 3.3% | 4.52 | 4.3% | 3.44 | 2.0% | 7.23 |
| Outpatient Gross Revenue (% of Total GPR) | | 70.9% | 60.9% | 1.16 | 59.0% | 1.20 | 74.3% | 0.95 | 74.2% | 0.96 |
| Net Revenue Statistics | | | | | | | | | | |
| Inpatient Net Revenue per Discharge | | \$12,817 | \$15,675 | 0.82 | \$17,327 | 0.74 | \$14,111 | 0.91 | \$11,459 | 1.12 |
| Inpatient Net Revenue per Day | | \$2,286 | \$3,540 | 0.65 | \$4,029 | 0.57 | \$4,070 | 0.56 | \$1,728 | 1.32 |
| Outpatient Net Revenue per Visit | | \$563 | \$654 | 0.86 | \$588 | 0.96 | \$801 | 0.70 | \$539 | 1.04 |

| Income Statement | | Assets | | Liabilities & Fund Balances | |
|-----------------------------|---------------|-----------------------------------|--------------|----------------------------------|--------------|
| Gross Patient Revenue (GPR) | \$105,720,240 | Cash & Cash Equivalents | \$15,234,989 | Current Liabilities | \$4,350,704 |
| Less Deductions | \$61,216,567 | Net Patient Receivables | \$6,081,428 | Long-Term Debt | \$12,324,525 |
| Net Patient Revenue | \$44,503,673 | Other Receivables | \$144,724 | Other Liabilities | \$584,232 |
| Plus Other Revenue | \$2,048,775 | | | Subtotal | \$17,259,461 |
| Total Revenue | \$46,552,448 | Land, Buildings & Equipment (Net) | \$27,948,187 | Unrestricted Fund Balance | \$41,562,831 |
| Less Expenses | \$43,943,740 | Other Assets | \$9,412,964 | Restricted Fund Balance | \$2,649,780 |
| Non-Operating Gains/Losses | \$275,839 | | | Total Liabilities & Fund Balance | \$58,822,292 |
| Net Income | \$2,884,547 | Total Assets | \$58,822,292 | | |