

**011 Beloit Health System**  
 1969 West Hart Road  
 Beloit, WI 53511  
 608-324-5011

Fiscal Year: 01/01 to 12/31  
 Type: GMS  
 General Medical & Surgical  
 Control: Other Not-For-Profit

County: Rock  
 Analysis Area: Southern (1)  
 Volume Group: 6

		All GMS Hospitals		Analysis Area 1		Volume Group 6		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	54.2%	55.7%	0.97	57.3%	0.95	57.4%	0.94	48.3%	1.12
Obstetrics	16.5%	41.5%	0.40	43.6%	0.07	40.0%	0.41	16.8%	0.98
Pediatrics	4.8%	52.8%	0.09	54.8%	0.09	93.8%	0.05	4.6%	1.05
Total Hospital	43.6%	57.5%	0.76	60.2%	0.72	59.0%	0.74	38.1%	1.14
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	15.2	26.4	0.58	24.4	0.62	36.9	0.41	13.5	1.12
Obstetrics	3.1	5.6	0.56	5.1	0.62	7.9	0.40	3.2	0.98
Pediatrics	0.3	1.4	0.21	2.3	0.12	5.2	0.21	0.3	1.05
Total Hospital	44.9	49.4	0.91	51.9	0.87	78.6	0.57	39.3	1.14
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	3.8	3.9	0.97	3.9	0.98	3.8	1.01	3.7	1.02
Obstetrics	2.4	2.5	0.93	2.7	0.87	2.6	0.92	2.2	1.09
Pediatrics	1.9	3.5	0.54	3.8	0.50	3.5	0.54	1.8	1.09
Total Hospital	3.8	4.4	0.86	4.3	0.87	4.4	0.85	3.5	1.06
<b>Surgical Operations</b>									
Inpatient	1,186	1,396	0.85	2,117	0.56	1,842	0.64	1,091	1.09
Outpatient	3,884	4,206	0.92	7,457	0.52	4,876	0.80	3,782	1.03
Inpatient as % of All Surgeries	23.4%	24.9%	0.94	22.1%	1.06	27.4%	0.85	22.4%	1.04
<b>Outpatient Visits</b>									
Non-Emergency Visits	303,345	136,074	2.23	174,723	1.74	168,131	1.80	312,796	0.97
Emergency Visits	33,321	18,688	1.78	17,254	1.93	31,181	1.07	35,184	0.95
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	13.0	19.3	0.67	26.0	0.50	25.9	0.50	6.0	2.17
Nurses, Licensed	324.0	239.2	1.35	251.5	1.29	358.4	0.90	222.6	1.46
Ancillary Nursing Personnel	42.6	40.0	1.06	43.3	0.98	57.2	0.74	64.6	0.66
All Other Personnel	780.5	480.4	1.62	653.1	1.20	660.2	1.18	910.2	0.86
Total FTEs	1,160.1	779.0	1.49	973.9	1.19	1,101.6	1.05	1,203.3	0.96
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	7.2	14.9	0.49	20.1	0.36	12.9	0.56	3.7	1.97
Nurses, Licensed	180.7	183.7	0.98	194.3	0.93	178.3	1.01	136.8	1.32
Ancillary Nursing Personnel	23.8	30.8	0.77	33.4	0.71	28.5	0.83	39.7	0.60
All Other Personnel	435.2	369.0	1.18	504.4	0.86	328.4	1.33	559.5	0.78
Total FTEs	646.9	598.3	1.08	752.2	0.86	548.0	1.18	739.7	0.87

**Total Hospital:**

Beds Set Up & Staffed 103  
 Discharges 4,352  
 Inpatient Days 16,404

**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:**

Bassinet 3  
 Total Births 379  
 Newborn Days 816

**011 Beloit Health System**  
Beloit, WI 53511

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	28	1,446	5,539	54.2%	15.2	3.8
Orthopedic	1	9	241	460	14.0%	1.3	1.9
Rehabilitation & Physical Medicine	5	0	0	0	0.0%	0.0	0.0
Hospice	3	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	1	8	490	2,303	0.0%	6.3	4.7
<b>Pediatric, acute</b>	1	6	55	105	4.8%	0.3	1.9
<b>Obstetrics</b>	1	19	485	1,144	16.5%	3.1	2.4
<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	2	0	0	0	0.0%	0.0	0.0
Cardiac Intensive Unit	1	4	234	1,150	78.8%	3.2	4.9
Pediatric Intensive Care	4	0	0	0	0.0%	0.0	0.0
Burn Care	4	0	0	0	0.0%	0.0	0.0
Mixed Intensive Care	1	8	47	195	6.7%	0.5	4.1
Step-Down (Special Care)	1	21	1,354	5,508	71.9%	15.1	4.1
Neonatal Intensive/Intermediate Care	4	0	0	0	0.0%	0.0	0.0
Other Intensive Care	4	0	0	0	0.0%	0.0	0.0
<b>Subacute care</b>	4	0	0	0	0.0%	0.0	0.0
<b>Other inpatient</b>	4	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	13	1	13.0	Surgical Personnel	7	4	8.7
Physicians & Dentists	74	3	75.5	Radiological Services Personnel	14	21	23.5
Medical & Dental Residents	0	0	0.0	Sonographers	7	6	10.6
Dental Hygienists	0	0	0.0	Respiratory Therapists	7	13	11.5
Registered Nurses	237	127	299.6	Occupational Therapists	2	4	2.8
Certified Nurse Midwives	0	0	0.0	Occupational Therapy Assistants/Aides	2	5	3.3
Licensed Practical Nurses	11	8	13.4	Physical Therapists	0	1	0.5
Ancillary Nursing Personnel	17	59	42.6	Physical Therapy Assistants/Aides	4	3	6.1
Medical Assistants	32	32	32.7	Recreational Therapists	0	0	0.0
Physician Assistants	7	1	7.6	Dietitians & Nutritionists	1	7	2.5
Nurse Practitioners	11	0	11.0	Psychologists	0	0	0.0
Certified Registered Nurse Anesthetists	0	0	0.0	Social Workers	12	5	15.2
Clinical Nurse Specialists	0	0	0.0	All Other Health Professionals	463	237	540.6
Health Info Mgmt-Administrators/Technicians	13	2	14.3	All Other Personnel	0	0	0.0
Pharmacy Personnel	12	13	12.0				
Clinical Laboratory Personnel	12	2	13.2				
				<b>Total</b>	<b>958</b>	<b>554</b>	<b>1,160.1</b>

**011 Beloit Health System**

Beloit, WI 53511

Beloit, WI 53511			All GMS Hospitals		Analysis Area		Volume Group		FY 2018 vs. 2017		
Selected Financial Statistics			FY 2018	Value	Ratio	Value	Ratio	Value	Ratio	FY 2017	Ratio
Gross Revenue as % of Total Gross Patient Revenue											
Medicare	\$424,767,061	50.0%	45.7%	1.09	41.6%	1.20	41.9%	1.19	47.3%	1.06	
Medical Assistance	\$135,230,460	15.9%	14.0%	1.14	11.5%	1.38	19.9%	0.80	16.3%	0.97	
Commercial	\$264,307,608	31.1%	35.8%	0.87	39.3%	0.79	35.1%	0.89	33.6%	0.93	
All Other	\$25,400,733	3.0%	4.5%	0.66	7.5%	0.40	3.2%	0.94	2.7%	1.09	
Deductions as % of Total Gross Patient Revenue											
Medicare	\$346,677,060	40.8%	34.1%	1.20	30.8%	1.33	31.8%	1.28	38.5%	1.06	
Medical Assistance	\$112,609,549	13.3%	10.6%	1.26	8.7%	1.53	14.5%	0.91	13.5%	0.99	
Commercial	\$137,064,579	16.1%	14.7%	1.10	18.2%	0.89	12.7%	1.27	17.4%	0.92	
Charity Care	\$152,458	0.0%	1.0%	0.02	0.9%	0.02	1.0%	0.02	0.1%	0.16	
Bad Debt	\$14,746,521	1.7%	1.1%	1.62	1.1%	1.63	1.1%	1.53	1.2%	1.40	
All Other	\$0	0.0%	2.0%	N/A	3.4%	N/A	1.4%	N/A	0.0%	N/A	
Total Deductions	\$611,250,167	71.9%	63.3%	1.14	62.8%	1.14	62.6%	1.15	70.8%	1.02	
Other Revenue & Net Gains or Losses											
Other Revenue as % of Total Revenue		3.2%	5.5%	0.59	6.4%	0.50	3.7%	0.87	3.3%	1.00	
Net Gains/Losses as % of Net Income		40.9%	2.6%	16.01	1.9%	22.05	5.1%	7.97	70.3%	0.58	
Expenses as % of Total Expenses											
Salary/Fringe Benefits	\$135,009,448	56.1%	44.1%	1.27	47.5%	1.18	43.3%	1.30	58.2%	0.96	
Supplies & Services	\$87,792,749	36.5%	49.0%	0.74	45.0%	0.81	49.6%	0.74	34.6%	1.06	
Capital Component	\$17,955,034	7.5%	6.9%	1.08	7.5%	0.99	7.1%	1.04	7.2%	1.03	
Fiscal Statistics											
Operating Margin (%)		2.3%	8.4%	0.28	5.0%	0.47	10.1%	0.23	1.3%	1.75	
Total Hospital Net Income (%)		3.8%	8.6%	0.45	5.0%	0.76	10.6%	0.36	4.3%	0.89	
Return on Equity (%)		3.5%	6.3%	0.55	3.8%	0.91	6.8%	0.51	3.8%	0.92	
Current Ratio		2.4	5.9	0.40	2.3	1.05	7.2	0.33	2.2	1.11	
Days in Net Patient Accounts Receivable		70.8	51.6	1.37	47.8	1.48	53.7	1.32	60.9	1.16	
Average Payment Period		51.5	38.5	1.34	55.0	0.94	35.4	1.45	50.7	1.02	
Equity Financing (%)		49.7%	75.1%	0.66	59.3%	0.84	73.3%	0.68	49.2%	1.01	
Long-Term Debt to Equity Ratio		0.6	0.2	3.58	0.3	1.94	0.2	2.57	0.6	0.96	
Times Interest Earned		3.4	13.4	0.26	5.0	0.69	19.0	0.18	3.8	0.90	
Total Asset Turnover		0.9	0.7	1.20	0.7	1.18	0.6	1.39	0.9	1.04	
Average Age of Plant (Years)		11.0	9.9	1.11	10.5	1.05	8.4	1.31	12.7	0.86	
Increase (Decrease) Total Net Patient Revenue		2.9%	5.4%	0.54	6.7%	0.44	5.3%	0.55	2.9%	1.02	
Outpatient Gross Revenue (% of Total GPR)		74.9%	61.9%	1.21	59.8%	1.25	60.4%	1.24	75.8%	0.99	
Net Revenue Statistics											
Inpatient Net Revenue per Discharge	\$13,258		\$15,830	0.84	\$17,803	0.74	\$15,632	0.85	\$13,140	1.01	
Inpatient Net Revenue per Day	\$3,517		\$3,538	0.99	\$4,047	0.87	\$3,480	1.01	\$3,707	0.95	
Outpatient Net Revenue per Visit	\$581		\$686	0.85	\$595	0.98	\$697	0.83	\$541	1.07	

Income Statement			Assets			Liabilities & Fund Balances		
Gross Patient Revenue (GPR)	\$849,705,862		Cash & Cash Equivalents		\$16,473,136	Current Liabilities		\$32,225,491
Less Deductions	\$611,250,167		Net Patient Receivables		\$46,240,894	Long-Term Debt		\$79,005,804
Net Patient Revenue	\$238,455,695		Other Receivables		\$5,792,955	Other Liabilities		\$28,749,143
Plus Other Revenue	\$7,979,545					Subtotal		\$139,980,438
Total Revenue	\$246,435,240		Land, Buildings & Equipment (Net)		\$126,116,853	Unrestricted Fund Balance		\$138,532,951
Less Expenses	\$240,757,231		Other Assets		\$83,889,551	Restricted Fund Balance		\$0
Non-Operating Gains/Losses	\$3,936,529					Total Liabilities & Fund Balance		\$278,513,389
Net Income	\$9,614,538		Total Assets		\$278,513,389			