

**305 Froedtert South**  
6308 8th Ave  
Kenosha, WI 53143  
262-656-3011

Fiscal Year: 07/01 to 06/30  
Type: GMS  
General Medical & Surgical  
Control: Other Not-For-Profit

County: Kenosha  
Analysis Area: Southeastern (2A)  
Volume Group: 7

		All GMS Hospitals		Analysis Area 2A		Volume Group 7		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	70.2%	55.7%	1.26	55.0%	1.28	69.4%	1.01	50.1%	1.40
Obstetrics	16.5%	41.5%	0.40	34.6%	0.19	52.7%	0.31	17.4%	0.95
Pediatrics	4.3%	52.8%	0.08	5.1%	0.83	32.8%	0.13	5.6%	0.77
Total Hospital	46.2%	57.5%	0.80	51.4%	0.90	67.8%	0.68	37.3%	1.24
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	70.9	26.4	2.69	31.4	2.26	101.2	0.70	62.2	1.14
Obstetrics	6.4	5.6	1.14	6.3	1.03	15.7	0.41	6.8	0.95
Pediatrics	0.0	1.4	N/A	0.1	N/A	3.8	N/A	0.7	0.00
Total Hospital	94.3	49.4	1.91	58.3	1.62	195.9	0.48	82.5	1.14
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	5.0	3.9	1.28	3.6	1.39	4.4	1.15	4.7	1.07
Obstetrics	2.3	2.5	0.89	2.3	0.98	2.6	0.86	2.3	0.99
Pediatrics	4.0	3.5	1.14	2.9	1.38	3.6	1.13	3.2	1.27
Total Hospital	4.4	4.4	1.00	4.0	1.10	4.8	0.91	4.1	1.07
<b>Surgical Operations</b>									
Inpatient	1,828	1,396	1.31	1,424	1.28	5,208	0.35	1,803	1.01
Outpatient	4,799	4,206	1.14	3,674	1.31	14,763	0.33	4,999	0.96
Inpatient as % of All Surgeries	27.6%	24.9%	1.11	27.9%	0.99	26.1%	1.06	26.5%	1.04
<b>Outpatient Visits</b>									
Non-Emergency Visits	277,955	136,074	2.04	147,557	1.88	473,499	0.59	271,816	1.02
Emergency Visits	65,807	18,688	3.52	29,988	2.19	53,629	1.23	67,715	0.97
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	68.7	19.3	3.55	17.6	3.91	64.0	1.07	84.8	0.81
Nurses, Licensed	511.6	239.2	2.14	262.0	1.95	866.8	0.59	509.9	1.00
Ancillary Nursing Personnel	97.7	40.0	2.44	44.8	2.18	141.9	0.69	103.9	0.94
All Other Personnel	1,207.2	480.4	2.51	509.5	2.37	1,693.5	0.71	1,179.9	1.02
Total FTEs	1,885.2	779.0	2.42	833.9	2.26	2,766.3	0.68	1,878.5	1.00
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	23.3	14.9	1.57	10.7	2.18	13.7	1.70	30.4	0.77
Nurses, Licensed	173.5	183.7	0.94	159.4	1.09	186.0	0.93	182.6	0.95
Ancillary Nursing Personnel	33.1	30.8	1.08	27.2	1.22	30.4	1.09	37.2	0.89
All Other Personnel	409.5	369.0	1.11	310.0	1.32	363.3	1.13	422.6	0.97
Total FTEs	639.4	598.3	1.07	507.3	1.26	593.5	1.08	672.9	0.95

**Total Hospital:**

Beds Set Up & Staffed 204  
Discharges 7,828  
Inpatient Days 34,417

**Contract with:**

Health Maintenance  
Organization (HMO) No  
Preferred Provider  
Organization (PPO) No

**Medicare-certified Swing Beds:**

Average Beds Used 0  
Discharges 0  
Inpatient Days 0

**Newborn Nursery:**

Bassinets 24  
Total Births 1,006  
Newborn Days 2,422

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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	1	101	5,146	25,896	70.2%	70.9	5.0
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	5	0	0	0	0.0%	0.0	0.0
Acute Long-Term Care	2	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	33	128	515	4.3%	1.4	4.0
<b>Obstetrics</b>	1	39	1,035	2,346	16.5%	6.4	2.3
<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	2	0	0	0	0.0%	0.0	0.0
Pediatric Intensive Care	4	0	0	0	0.0%	0.0	0.0
Burn Care	5	0	0	0	0.0%	0.0	0.0
Mixed Intensive Care	1	31	770	5,660	50.0%	15.5	7.4
Step-Down (Special Care)	1	0	0	0	0.0%	0.0	0.0
Neonatal Intensive/Intermediate Care	2	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>	2	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	67	4	68.7	Surgical Personnel	28	7	32.2
Physicians & Dentists	54	6	56.8	Radiological Services Personnel	30	60	64.7
Medical & Dental Residents	0	0	0.0	Sonographers	0	0	0.0
Dental Hygienists	0	0	0.0	Respiratory Therapists	26	25	37.3
Registered Nurses	299	281	491.5	Occupational Therapists	7	5	8.7
Certified Nurse Midwives	0	0	0.0	Occupational Therapy Assistants/Aides	0	0	0.0
Licensed Practical Nurses	4	4	7.2	Physical Therapists	26	9	31.5
Ancillary Nursing Personnel	35	120	97.7	Physical Therapy Assistants/Aides	8	15	16.7
Medical Assistants	0	0	0.0	Recreational Therapists	0	0	0.0
Physician Assistants	6	1	6.7	Dietitians & Nutritionists	4	3	6.4
Nurse Practitioners	13	0	13.0	Psychologists	0	0	0.0
Certified Registered Nurse Anesthetists	0	0	0.0	Social Workers	7	4	10.8
Clinical Nurse Specialists	0	0	0.0	All Other Health Professionals	122	123	190.8
Health Info Mgmt-Administrators/Technicians	61	8	66.2	All Other Personnel	473	160	571.9
Pharmacy Personnel	36	15	44.3				
Clinical Laboratory Personnel	48	19	62.3				
				<b>Total</b>	<b>1,354</b>	<b>869</b>	<b>1,885.2</b>

**305 Froedtert South**

Kenosha, WI 53143

			All GMS Hospitals		Analysis Area		Volume Group		FY 2018 vs. 2017	
Selected Financial Statistics			Value	Ratio	Value	Ratio	Value	Ratio	FY 2017	Ratio
FY 2018					2A		7			
Gross Revenue as % of Total Gross Patient Revenue										
Medicare	\$434,719,996	48.2%	45.7%	1.06	50.5%	0.96	46.0%	1.05	45.5%	1.06
Medical Assistance	\$139,652,023	15.5%	14.0%	1.11	10.1%	1.54	12.8%	1.21	16.4%	0.94
Commercial	\$303,173,251	33.6%	35.8%	0.94	36.8%	0.91	36.0%	0.93	35.2%	0.96
All Other	\$23,735,217	2.6%	4.5%	0.59	2.7%	0.99	5.3%	0.50	2.9%	0.91
Deductions as % of Total Gross Patient Revenue										
Medicare	\$333,036,682	37.0%	34.1%	1.08	39.8%	0.93	35.3%	1.05	33.9%	1.09
Medical Assistance	\$99,192,366	11.0%	10.6%	1.04	7.8%	1.41	10.0%	1.10	11.8%	0.93
Commercial	\$129,739,845	14.4%	14.7%	0.98	16.3%	0.88	16.0%	0.90	14.7%	0.98
Charity Care	\$9,645,753	1.1%	1.0%	1.10	1.0%	1.12	1.0%	1.11	0.9%	1.16
Bad Debt	\$12,425,997	1.4%	1.1%	1.29	1.1%	1.22	0.9%	1.47	1.7%	0.81
All Other	\$8,273,065	0.9%	2.0%	0.47	1.1%	0.80	2.2%	0.41	1.0%	0.96
Total Deductions	\$592,313,708	65.7%	63.3%	1.04	67.1%	0.98	65.5%	1.00	63.9%	1.03
Other Revenue & Net Gains or Losses										
Other Revenue as % of Total Revenue		2.1%	5.5%	0.38	4.8%	0.44	6.8%	0.31	2.0%	1.07
Net Gains/Losses as % of Net Income		29.4%	2.6%	11.49	N/A	N/A	1.9%	15.54	24.3%	1.21
Expenses as % of Total Expenses										
Salary/Fringe Benefits	\$169,304,195	55.7%	44.1%	1.26	39.0%	1.43	43.1%	1.29	56.2%	0.99
Supplies & Services	\$109,341,938	36.0%	49.0%	0.73	52.6%	0.68	50.4%	0.71	34.6%	1.04
Capital Component	\$25,257,450	8.3%	6.9%	1.21	8.4%	0.99	6.4%	1.29	9.2%	0.90
Fiscal Statistics										
Operating Margin (%)		3.7%	8.4%	0.44	11.9%	0.31	8.5%	0.44	2.9%	1.27
Total Hospital Net Income (%)		5.2%	8.6%	0.61	10.9%	0.48	8.7%	0.60	3.8%	1.35
Return on Equity (%)		3.2%	6.3%	0.50	7.6%	0.42	6.7%	0.47	2.6%	1.19
Current Ratio		5.3	5.9	0.90	9.7	0.55	6.2	0.86	5.4	0.99
Days in Net Patient Accounts Receivable		61.2	51.6	1.19	48.3	1.27	50.7	1.21	61.0	1.00
Average Payment Period		45.2	38.5	1.17	30.8	1.47	38.6	1.17	39.9	1.14
Equity Financing (%)		83.3%	75.1%	1.11	80.8%	1.03	76.2%	1.09	74.8%	1.11
Long-Term Debt to Equity Ratio		0.0	0.2	N/A	0.1	N/A	0.1	N/A	0.0	N/A
Times Interest Earned		0.0	13.4	N/A	15.9	N/A	13.7	N/A	0.0	N/A
Total Asset Turnover		0.6	0.7	0.81	0.7	0.86	0.8	0.78	0.7	0.88
Average Age of Plant (Years)		11.0	9.9	1.12	9.0	1.23	10.8	1.03	9.7	1.14
Increase (Decrease) Total Net Patient Revenue		1.9%	5.4%	0.34	4.2%	0.44	6.1%	0.30	-1.5%	N/A
Outpatient Gross Revenue (% of Total GPR)		66.5%	61.9%	1.07	63.4%	1.05	58.0%	1.15	67.9%	0.98
Net Revenue Statistics										
Inpatient Net Revenue per Discharge	\$6,157		\$15,830	0.39	\$12,178	0.51	\$17,621	0.35	\$12,271	0.50
Inpatient Net Revenue per Day	\$1,336		\$3,538	0.38	\$2,958	0.45	\$3,654	0.37	\$2,758	0.48
Outpatient Net Revenue per Visit	\$795		\$686	1.16	\$680	1.17	\$698	1.14	\$670	1.19

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$901,280,487	Cash & Cash Equivalents	\$32,142,729	Current Liabilities	\$34,699,782
Less Deductions	\$592,313,708	Net Patient Receivables	\$51,842,291	Long-Term Debt	\$0
Net Patient Revenue	\$308,966,779	Other Receivables	\$488,080	Other Liabilities	\$53,153,243
Plus Other Revenue	\$6,672,231			Subtotal	\$87,853,025
Total Revenue	\$315,639,010	Land, Buildings & Equipment (Net)	\$216,754,766		
Less Expenses	\$303,903,583	Other Assets	\$225,388,777	Unrestricted Fund Balance	\$438,763,618
Non-Operating Gains/Losses	\$4,880,438			Restricted Fund Balance	\$2,360,682
Net Income	\$16,615,865	Total Assets	\$526,616,643	Total Liabilities & Fund Balance	\$526,616,643