

**098 ProHealth Oconomowoc Memorial Hospital**  
 791 Summit Avenue  
 Oconomowoc, WI 53066  
 262-569-9400

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

County: Waukesha  
 Analysis Area: Southeastern (2A)  
 Volume Group: 4

		All GMS Hospitals		Analysis Area 2A		Volume Group 4		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	45.9%	55.7%	0.83	55.0%	0.83	39.8%	1.15	41.5%	1.11
Obstetrics	15.7%	41.5%	0.38	34.6%	0.05	28.9%	0.54	0.0%	N/A
Pediatrics	0.0%	52.8%	N/A	5.1%	N/A	7.7%	N/A	14.7%	0.00
Total Hospital	41.3%	57.5%	0.72	51.4%	0.80	42.4%	0.97	36.6%	1.13
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	16.1	26.4	0.61	31.4	0.51	10.7	1.51	14.5	1.11
Obstetrics	1.9	5.6	0.33	6.3	0.30	2.0	0.95	0.0	N/A
Pediatrics	0.0	1.4	N/A	0.1	N/A	0.0	N/A	1.8	0.00
Total Hospital	23.9	49.4	0.49	58.3	0.41	16.6	1.44	21.2	1.13
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	2.5	3.9	0.65	3.6	0.70	3.0	0.84	2.5	1.02
Obstetrics	2.3	2.5	0.89	2.3	0.98	2.2	1.01	0.0	N/A
Pediatrics	0.0	3.5	N/A	2.9	N/A	1.9	N/A	2.1	0.00
Total Hospital	3.0	4.4	0.68	4.0	0.75	3.3	0.91	2.7	1.10
<b>Surgical Operations</b>									
Inpatient	1,064	1,396	0.76	1,424	0.75	484	2.20	1,029	1.03
Outpatient	1,460	4,206	0.35	3,674	0.40	2,045	0.71	1,462	1.00
Inpatient as % of All Surgeries	42.2%	24.9%	1.69	27.9%	1.51	19.2%	2.20	41.3%	1.02
<b>Outpatient Visits</b>									
Non-Emergency Visits	66,376	136,074	0.49	147,557	0.45	63,222	1.05	57,225	1.16
Emergency Visits	12,110	18,688	0.65	29,988	0.40	12,717	0.95	12,019	1.01
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	0.0	19.3	N/A	17.6	N/A	10.6	N/A	0.0	N/A
Nurses, Licensed	97.5	239.2	0.41	262.0	0.37	104.8	0.93	90.8	1.07
Ancillary Nursing Personnel	19.1	40.0	0.48	44.8	0.43	22.9	0.83	15.9	1.20
All Other Personnel	177.2	480.4	0.37	509.5	0.35	217.2	0.82	202.6	0.87
Total FTEs	293.9	779.0	0.38	833.9	0.35	355.5	0.83	309.3	0.95
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	0.0	14.9	N/A	10.7	N/A	17.1	N/A	0.0	N/A
Nurses, Licensed	143.6	183.7	0.78	159.4	0.90	169.2	0.85	150.9	0.95
Ancillary Nursing Personnel	28.1	30.8	0.91	27.2	1.03	37.0	0.76	26.4	1.06
All Other Personnel	260.9	369.0	0.71	310.0	0.84	350.8	0.74	336.8	0.77
Total FTEs	432.6	598.3	0.72	507.3	0.85	574.1	0.75	514.1	0.84

**Total Hospital:**

Beds Set Up & Staffed 58  
 Discharges 2,938  
 Inpatient Days 8,738

**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 12  
 Total Births 280  
 Newborn Days 1,356

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 09/30/2018	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	35	2,310	5,866	45.9%	16.1	2.5
Orthopedic	3	0	0	0	0.0%	0.0	0.0
Rehabilitation & Physical Medicine	4	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	5	0	0	0	0.0%	0.0	0.0
<b>Pediatric, acute</b>	2	0	0	0	0.0%	0.0	0.0
<b>Obstetrics</b>	2	12	303	687	15.7%	1.9	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	3	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	3	11	1,623	2,185	54.4%	6.0	1.3
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	0	0	0.0	Surgical Personnel	6	5	6.7
Physicians & Dentists	0	0	0.0	Radiological Services Personnel	14	11	18.2
Medical & Dental Residents	0	0	0.0	Sonographers	0	0	0.0
Dental Hygienists	0	0	0.0	Respiratory Therapists	2	7	5.1
Registered Nurses	64	69	95.5	Occupational Therapists	3	6	5.8
Certified Nurse Midwives	0	0	0.0	Occupational Therapy Assistants/Aides	1	1	1.5
Licensed Practical Nurses	1	2	2.0	Physical Therapists	9	5	10.8
Ancillary Nursing Personnel	15	7	19.1	Physical Therapy Assistants/Aides	3	6	5.7
Medical Assistants	0	0	0.0	Recreational Therapists	0	0	0.0
Physician Assistants	0	0	0.0	Dietitians & Nutritionists	0	0	0.0
Nurse Practitioners	0	0	0.0	Psychologists	0	0	0.0
Certified Registered Nurse Anesthetists	0	0	0.0	Social Workers	0	0	0.0
Clinical Nurse Specialists	0	0	0.0	All Other Health Professionals	27	17	33.5
Health Info Mgmt-Administrators/Technicians	8	0	8.0	All Other Personnel	51	26	63.5
Pharmacy Personnel	8	11	11.4				
Clinical Laboratory Personnel	5	3	7.1				
				<b>Total</b>	<b>217</b>	<b>176</b>	<b>293.9</b>

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			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		4			
<b>Gross Revenue as % of Total Gross Patient Revenue</b>										
Medicare	\$166,448,668	54.9%	45.7%	1.20	50.5%	1.09	49.2%	1.12	51.8%	1.06
Medical Assistance	\$17,201,069	5.7%	14.0%	0.41	10.1%	0.56	11.3%	0.50	6.2%	0.92
Commercial	\$116,853,333	38.6%	35.8%	1.08	36.8%	1.05	36.3%	1.06	41.0%	0.94
All Other	\$2,543,687	0.8%	4.5%	0.19	2.7%	0.32	3.2%	0.27	1.0%	0.87
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$133,931,602	44.2%	34.1%	1.30	39.8%	1.11	35.5%	1.24	42.9%	1.03
Medical Assistance	\$14,964,461	4.9%	10.6%	0.47	7.8%	0.63	8.4%	0.59	5.3%	0.92
Commercial	\$49,564,938	16.4%	14.7%	1.11	16.3%	1.00	13.1%	1.25	16.5%	0.99
Charity Care	\$2,538,246	0.8%	1.0%	0.86	1.0%	0.88	1.3%	0.66	0.9%	0.90
Bad Debt	\$2,118,777	0.7%	1.1%	0.65	1.1%	0.62	1.4%	0.50	0.7%	1.04
All Other	\$219,594	0.1%	2.0%	0.04	1.1%	0.06	1.1%	0.07	0.1%	0.88
Total Deductions	\$203,337,618	67.1%	63.3%	1.06	67.1%	1.00	60.7%	1.11	66.4%	1.01
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue		3.6%	5.5%	0.66	4.8%	0.75	3.5%	1.04	3.6%	1.01
Net Gains/Losses as % of Net Income		14.3%	2.6%	5.57	N/A	N/A	18.6%	0.76	22.1%	0.65
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$29,342,464	29.8%	44.1%	0.68	39.0%	0.76	44.5%	0.67	28.4%	1.05
Supplies & Services	\$56,393,059	57.3%	49.0%	1.17	52.6%	1.09	46.9%	1.22	58.1%	0.99
Capital Component	\$12,676,190	12.9%	6.9%	1.87	8.4%	1.54	8.5%	1.51	13.6%	0.95
<b>Fiscal Statistics</b>										
Operating Margin (%)		4.9%	8.4%	0.58	11.9%	0.41	4.8%	1.02	-1.3%	N/A
Total Hospital Net Income (%)		5.6%	8.6%	0.66	10.9%	0.52	5.8%	0.97	-1.7%	N/A
Return on Equity (%)		4.4%	6.3%	0.70	7.6%	0.59	3.7%	1.20	-1.3%	N/A
Current Ratio		2.1	5.9	0.35	9.7	0.21	5.5	0.37	2.4	0.85
Days in Net Patient Accounts Receivable		47.8	51.6	0.93	48.3	0.99	49.4	0.97	47.6	1.00
Average Payment Period		37.0	38.5	0.96	30.8	1.20	40.4	0.92	27.2	1.36
Equity Financing (%)		7.3%	75.1%	0.10	80.8%	0.09	75.7%	0.10	2.3%	3.21
Long-Term Debt to Equity Ratio		10.1	0.2	63.62	0.1	89.45	0.2	55.70	36.4	0.28
Times Interest Earned		2.6	13.4	0.20	15.9	0.16	6.3	0.42	0.6	4.53
Total Asset Turnover		0.8	0.7	1.06	0.7	1.12	0.6	1.24	0.8	1.01
Average Age of Plant (Years)		15.6	9.9	1.58	9.0	1.74	9.1	1.71	17.2	0.90
Increase (Decrease) Total Net Patient Revenue		12.1%	5.4%	2.22	4.2%	2.87	7.2%	1.67	-0.4%	N/A
Outpatient Gross Revenue (% of Total GPR)		61.4%	61.9%	0.99	63.4%	0.97	72.7%	0.84	60.4%	1.02
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge	\$13,276		\$15,830	0.84	\$12,178	1.09	\$11,444	1.16	\$12,864	1.03
Inpatient Net Revenue per Day	\$4,073		\$3,538	1.15	\$2,958	1.38	\$3,344	1.22	\$4,253	0.96
Outpatient Net Revenue per Visit	\$800		\$686	1.17	\$680	1.18	\$740	1.08	\$776	1.03

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$303,046,757	Cash & Cash Equivalents	\$275,552	Current Liabilities	\$9,276,355
Less Deductions	\$203,337,618	Net Patient Receivables	\$13,064,918	Long-Term Debt	\$97,484,610
Net Patient Revenue	\$99,709,139	Other Receivables	\$900,731	Other Liabilities	\$15,860,363
Plus Other Revenue	\$3,746,953			Subtotal	\$122,621,328
Total Revenue	\$103,456,092	Land, Buildings & Equipment (Net)	\$92,453,978		
Less Expenses	\$98,411,713	Other Assets	\$25,540,943	Unrestricted Fund Balance	\$9,614,794
Non-Operating Gains/Losses	\$838,490			Restricted Fund Balance	\$386,913
Net Income	\$5,882,869	Total Assets	\$132,236,122	Total Liabilities & Fund Balance	\$132,236,122