

**102 Osceola Medical Center**  
2600 65th Avenue, PO Box 218  
Osceola, WI 54020  
715-294-2111

Fiscal Year: 01/01 to 12/31  
Type: GMS  
Critical Access Hospital  
Control: Other Not-For-Profit

County: Polk  
Analysis Area: West Central (5A)  
Volume Group: 2

		All GMS Hospitals		Analysis Area 5A		Volume Group 2		FY 2018 vs. 2017	
Selected Utilization Statistics		Value	Ratio	Value	Ratio	Value	Ratio	FY 2017	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	21.0%	55.7%	0.38	42.7%	0.49	20.1%	1.05	21.8%	0.96
Obstetrics	0.0%	41.5%	N/A	29.5%	0.02	16.5%	N/A	0.0%	N/A
Pediatrics	0.0%	52.8%	N/A	0.0%	N/A	0.0%	N/A	0.0%	N/A
Total Hospital	23.9%	57.5%	0.42	44.1%	0.54	24.5%	0.98	25.0%	0.96
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	2.9	26.4	0.11	11.9	0.25	3.2	0.93	3.1	0.96
Obstetrics	0.5	5.6	0.09	2.1	0.26	0.6	0.82	0.6	0.90
Pediatrics	0.0	1.4	N/A	0.0	N/A	0.0	N/A	0.0	N/A
Total Hospital	3.6	49.4	0.07	18.9	0.19	4.6	0.77	3.8	0.96
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	3.5	3.9	0.90	3.7	0.96	3.0	1.18	3.7	0.96
Obstetrics	1.8	2.5	0.72	2.3	0.80	2.1	0.86	2.2	0.83
Pediatrics	0.0	3.5	N/A	0.0	N/A	0.0	N/A	0.0	N/A
Total Hospital	3.0	4.4	0.69	3.9	0.77	2.9	1.06	3.2	0.93
<b>Surgical Operations</b>									
Inpatient	69	1,396	0.05	485	0.14	350	0.20	74	0.93
Outpatient	548	4,206	0.13	1,916	0.29	1,888	0.29	453	1.21
Inpatient as % of All Surgeries	11.2%	24.9%	0.45	20.2%	0.55	15.6%	0.72	14.0%	0.80
<b>Outpatient Visits</b>									
Non-Emergency Visits	14,435	136,074	0.11	67,827	0.21	24,234	0.60	14,613	0.99
Emergency Visits	3,090	18,688	0.17	8,592	0.36	3,778	0.82	3,192	0.97
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	5.0	19.3	0.26	10.6	0.47	5.4	0.92	3.0	1.67
Nurses, Licensed	50.6	239.2	0.21	115.3	0.44	46.6	1.09	47.3	1.07
Ancillary Nursing Personnel	7.8	40.0	0.20	18.4	0.42	8.1	0.97	8.4	0.93
All Other Personnel	159.0	480.4	0.33	260.2	0.61	107.7	1.48	156.9	1.01
Total FTEs	222.4	779.0	0.29	404.6	0.55	167.8	1.33	215.7	1.03
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	23.2	14.9	1.56	18.0	1.29	30.5	0.76	11.5	2.01
Nurses, Licensed	235.3	183.7	1.28	195.4	1.20	261.4	0.90	181.7	1.29
Ancillary Nursing Personnel	36.3	30.8	1.18	31.2	1.16	45.4	0.80	32.5	1.12
All Other Personnel	738.9	369.0	2.00	440.9	1.68	604.7	1.22	603.4	1.22
Total FTEs	1,033.8	598.3	1.73	685.5	1.51	941.9	1.10	829.1	1.25

**Total Hospital:**

Beds Set Up & Staffed 15  
Discharges 432  
Inpatient Days 1,311

**Contract with:**

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

**Medicare-certified Swing Beds:**

Average Beds Used 3  
Discharges 23  
Inpatient Days 184

**Newborn Nursery:**

Bassinet 3  
Total Births 104  
Newborn Days 192

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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	2	14	304	1,075	21.0%	2.9	3.5
Orthopedic	5	0	0	0	0.0%	0.0	0.0
Rehabilitation & Physical Medicine	5	0	0	0	0.0%	0.0	0.0
Hospice	5	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>	1	0	106	194	0.0%	0.5	1.8
<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	1	22	42	11.5%	0.1	1.9
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
<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	5	0	5.0	Surgical Personnel	3	0	3.0
Physicians & Dentists	0	1	0.3	Radiological Services Personnel	3	10	7.6
Medical & Dental Residents	0	0	0.0	Sonographers	0	0	0.0
Dental Hygienists	0	0	0.0	Respiratory Therapists	1	1	1.6
Registered Nurses	30	21	40.9	Occupational Therapists	2	1	2.1
Certified Nurse Midwives	0	0	0.0	Occupational Therapy Assistants/Aides	0	1	0.9
Licensed Practical Nurses	5	5	7.7	Physical Therapists	2	1	2.7
Ancillary Nursing Personnel	5	8	7.8	Physical Therapy Assistants/Aides	2	0	2.0
Medical Assistants	12	3	14.6	Recreational Therapists	0	0	0.0
Physician Assistants	0	0	0.0	Dietitians & Nutritionists	3	1	3.6
Nurse Practitioners	2	0	2.0	Psychologists	0	0	0.0
Certified Registered Nurse Anesthetists	0	0	0.0	Social Workers	1	2	1.6
Clinical Nurse Specialists	0	0	0.0	All Other Health Professionals	6	34	14.1
Health Info Mgmt-Administrators/Technicians	6	0	6.0	All Other Personnel	66	31	80.5
Pharmacy Personnel	6	8	10.5				
Clinical Laboratory Personnel	7	2	8.0				
				<b>Total</b>	<b>167</b>	<b>130</b>	<b>222.4</b>

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			All GMS Hospitals		Analysis Area		Volume Group		FY 2018 vs. 2017	
Selected Financial Statistics			Value	Ratio	5A Value	Ratio	2 Value	Ratio	FY 2017	Ratio
<b>Gross Revenue as % of Total Gross Patient Revenue</b>										
Medicare	\$21,528,447	38.0%	45.7%	0.83	51.0%	0.74	45.3%	0.84	30.0%	1.27
Medical Assistance	\$7,358,758	13.0%	14.0%	0.93	11.7%	1.10	9.6%	1.35	11.2%	1.16
Commercial	\$27,013,846	47.6%	35.8%	1.33	33.6%	1.42	42.0%	1.13	57.4%	0.83
All Other	\$816,099	1.4%	4.5%	0.32	3.7%	0.39	3.1%	0.47	1.5%	0.97
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$9,694,514	17.1%	34.1%	0.50	33.7%	0.51	27.2%	0.63	15.7%	1.09
Medical Assistance	\$4,086,130	7.2%	10.6%	0.68	8.2%	0.88	7.0%	1.02	7.9%	0.91
Commercial	\$8,838,426	15.6%	14.7%	1.06	9.0%	1.73	13.4%	1.17	20.1%	0.78
Charity Care	\$373,617	0.7%	1.0%	0.68	1.1%	0.60	0.6%	1.12	0.7%	1.00
Bad Debt	\$1,089,875	1.9%	1.1%	1.80	1.0%	1.85	1.3%	1.45	1.3%	1.43
All Other	\$876,389	1.5%	2.0%	0.79	1.3%	1.15	1.4%	1.09	1.1%	1.39
Total Deductions	\$24,958,951	44.0%	63.3%	0.69	54.3%	0.81	50.9%	0.86	46.9%	0.94
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue		2.8%	5.5%	0.51	2.5%	1.14	3.0%	0.92	2.3%	1.20
Net Gains/Losses as % of Net Income		N/A	2.6%	N/A	24.5%	N/A	2.7%	N/A	55.9%	N/A
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$15,570,531	41.9%	44.1%	0.95	52.7%	0.79	45.2%	0.93	43.1%	0.97
Supplies & Services	\$19,194,241	51.6%	49.0%	1.05	41.1%	1.25	46.7%	1.11	48.9%	1.06
Capital Component	\$2,432,970	6.5%	6.9%	0.95	6.1%	1.06	8.1%	0.81	8.0%	0.81
<b>Fiscal Statistics</b>										
Operating Margin (%)		-13.9%	8.4%	N/A	8.1%	N/A	14.9%	N/A	0.8%	N/A
Total Hospital Net Income (%)		-12.7%	8.6%	N/A	10.4%	N/A	15.3%	N/A	1.8%	N/A
Return on Equity (%)		-10.4%	6.3%	N/A	7.0%	N/A	14.6%	N/A	1.4%	N/A
Current Ratio		3.2	5.9	0.53	4.4	0.72	3.0	1.06	3.9	0.82
Days in Net Patient Accounts Receivable		56.7	51.6	1.10	49.2	1.15	58.4	0.97	45.5	1.25
Average Payment Period		56.7	38.5	1.47	52.6	1.08	56.8	1.00	58.7	0.97
Equity Financing (%)		50.9%	75.1%	0.68	78.5%	0.65	61.3%	0.83	53.2%	0.96
Long-Term Debt to Equity Ratio		0.7	0.2	4.36	0.1	5.79	0.4	1.81	0.7	1.06
Times Interest Earned		-8.9	13.4	N/A	26.2	N/A	18.7	N/A	2.0	N/A
Total Asset Turnover		0.8	0.7	1.10	0.7	1.24	1.0	0.85	0.8	1.05
Average Age of Plant (Years)		10.8	9.9	1.10	11.5	0.94	8.5	1.28	9.7	1.12
Increase (Decrease) Total Net Patient Revenue		-4.1%	5.4%	N/A	7.0%	N/A	2.5%	N/A	1.8%	N/A
Outpatient Gross Revenue (% of Total GPR)		83.3%	61.9%	1.35	68.3%	1.22	73.7%	1.13	85.4%	0.98
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge	\$10,369		\$15,830	0.66	\$14,403	0.72	\$15,847	0.65	\$7,567	1.37
Inpatient Net Revenue per Day	\$3,135		\$3,538	0.89	\$3,489	0.90	\$4,787	0.65	\$2,104	1.49
Outpatient Net Revenue per Visit	\$1,603		\$686	2.34	\$791	2.03	\$991	1.62	\$1,711	0.94

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$56,717,150	Cash & Cash Equivalents	\$11,003,255	Current Liabilities	\$5,516,084
Less Deductions	\$24,958,951	Net Patient Receivables	\$4,933,244	Long-Term Debt	\$14,222,520
Net Patient Revenue	\$31,758,199	Other Receivables	\$525,000	Other Liabilities	\$0
Plus Other Revenue	\$911,520			Subtotal	\$19,738,604
Total Revenue	\$32,669,719	Land, Buildings & Equipment (Net)	\$20,548,955	Unrestricted Fund Balance	\$20,485,589
Less Expenses	\$37,197,742	Other Assets	\$3,213,739	Restricted Fund Balance	\$83,197
Non-Operating Gains/Losses	\$350,848			Total Liabilities & Fund Balance	\$40,224,193
Net Income	-\$4,177,175	Total Assets	\$40,224,193		