

**117 Reedsburg Area Medical Center**  
 2000 North Dewey Street  
 Reedsburg, WI 53959  
 608-524-6487

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

County: Sauk  
 Analysis Area: Southern (1)  
 Volume Group: 5

		All GMS Hospitals		Analysis Area 1		Volume Group 5		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	27.4%	55.7%	0.49	57.3%	0.48	43.4%	0.63	39.9%	0.69
Obstetrics	28.9%	41.5%	0.70	43.6%	0.03	26.7%	1.08	31.8%	0.91
Pediatrics	0.0%	52.8%	N/A	54.8%	N/A	0.0%	N/A	0.0%	N/A
Total Hospital	24.5%	57.5%	0.43	60.2%	0.41	41.9%	0.59	33.4%	0.74
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	4.4	26.4	0.17	24.4	0.18	13.7	0.32	6.4	0.69
Obstetrics	1.4	5.6	0.26	5.1	0.28	2.3	0.63	1.6	0.91
Pediatrics	0.0	1.4	N/A	2.3	N/A	0.0	N/A	0.0	N/A
Total Hospital	6.1	49.4	0.12	51.9	0.12	26.3	0.23	8.3	0.74
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	2.6	3.9	0.67	3.9	0.67	3.3	0.79	3.0	0.87
Obstetrics	2.3	2.5	0.91	2.7	0.86	2.3	1.01	2.5	0.93
Pediatrics	0.0	3.5	N/A	3.8	N/A	0.0	N/A	0.0	N/A
Total Hospital	2.6	4.4	0.58	4.3	0.59	3.6	0.72	2.9	0.88
<b>Surgical Operations</b>									
Inpatient	183	1,396	0.13	2,117	0.09	664	0.28	253	0.72
Outpatient	1,857	4,206	0.44	7,457	0.25	2,945	0.63	2,018	0.92
Inpatient as % of All Surgeries	9.0%	24.9%	0.36	22.1%	0.41	18.4%	0.49	11.1%	0.81
<b>Outpatient Visits</b>									
Non-Emergency Visits	86,024	136,074	0.63	174,723	0.49	115,364	0.75	59,335	1.45
Emergency Visits	9,387	18,688	0.50	17,254	0.54	14,511	0.65	9,752	0.96
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	10.0	19.3	0.52	26.0	0.38	13.8	0.72	9.0	1.11
Nurses, Licensed	92.4	239.2	0.39	251.5	0.37	135.2	0.68	97.4	0.95
Ancillary Nursing Personnel	19.1	40.0	0.48	43.3	0.44	20.8	0.92	17.7	1.08
All Other Personnel	405.7	480.4	0.84	653.1	0.62	324.4	1.25	392.8	1.03
Total FTEs	527.2	779.0	0.68	973.9	0.54	494.3	1.07	516.9	1.02
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	16.8	14.9	1.13	20.1	0.83	14.2	1.18	13.6	1.23
Nurses, Licensed	155.0	183.7	0.84	194.3	0.80	138.6	1.12	147.0	1.05
Ancillary Nursing Personnel	31.9	30.8	1.04	33.4	0.96	21.3	1.50	26.6	1.20
All Other Personnel	680.2	369.0	1.84	504.4	1.35	332.6	2.05	592.8	1.15
Total FTEs	883.9	598.3	1.48	752.2	1.18	506.7	1.74	779.9	1.13

**Total Hospital:**

Beds Set Up & Staffed 25  
 Discharges 873  
 Inpatient Days 2,240

**Contract with:**

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

**Medicare-certified Swing Beds:**

Average Beds Used 2  
 Discharges 27  
 Inpatient Days 271

**Newborn Nursery:**

Bassinets 0  
 Total Births 225  
 Newborn Days 487

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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	1	16	607	1,600	27.4%	4.4	2.6
Orthopedic	2	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	5	228	527	28.9%	1.4	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	2	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	4	38	113	7.7%	0.3	3.0
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>	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	10	0	10.0	Surgical Personnel	6	1	6.6
Physicians & Dentists	13	2	13.8	Radiological Services Personnel	17	2	18.6
Medical & Dental Residents	0	0	0.0	Sonographers	0	0	0.0
Dental Hygienists	0	0	0.0	Respiratory Therapists	2	1	2.7
Registered Nurses	58	26	73.8	Occupational Therapists	2	0	2.0
Certified Nurse Midwives	2	0	2.0	Occupational Therapy Assistants/Aides	1	0	1.0
Licensed Practical Nurses	7	2	7.7	Physical Therapists	6	0	6.0
Ancillary Nursing Personnel	14	8	19.1	Physical Therapy Assistants/Aides	2	0	2.0
Medical Assistants	13	3	14.7	Recreational Therapists	0	0	0.0
Physician Assistants	4	3	5.5	Dietitians & Nutritionists	2	0	2.0
Nurse Practitioners	5	0	5.0	Psychologists	1	0	1.0
Certified Registered Nurse Anesthetists	4	0	4.0	Social Workers	2	1	2.5
Clinical Nurse Specialists	0	0	0.0	All Other Health Professionals	31	12	39.8
Health Info Mgmt-Administrators/Technicians	11	3	13.4	All Other Personnel	168	156	241.9
Pharmacy Personnel	17	4	19.5				
Clinical Laboratory Personnel	11	2	12.7				
				<b>Total</b>	<b>409</b>	<b>226</b>	<b>527.2</b>

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Reedsburg, WI 53959			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	\$51,128,847	38.5%	45.7%	0.84	41.6%	0.92	50.0%	0.77	39.2%	0.98	
Medical Assistance	\$17,119,965	12.9%	14.0%	0.92	11.5%	1.12	11.4%	1.13	9.9%	1.31	
Commercial	\$61,388,611	46.2%	35.8%	1.29	39.3%	1.17	34.7%	1.33	48.8%	0.95	
All Other	\$3,280,078	2.5%	4.5%	0.55	7.5%	0.33	3.9%	0.64	2.2%	1.12	
Deductions as % of Total Gross Patient Revenue											
Medicare	\$25,846,958	19.4%	34.1%	0.57	30.8%	0.63	35.4%	0.55	20.5%	0.95	
Medical Assistance	\$7,729,390	5.8%	10.6%	0.55	8.7%	0.67	8.4%	0.69	4.7%	1.24	
Commercial	\$26,220,737	19.7%	14.7%	1.34	18.2%	1.09	13.7%	1.44	20.1%	0.98	
Charity Care	\$1,785,590	1.3%	1.0%	1.38	0.9%	1.57	0.9%	1.47	1.2%	1.16	
Bad Debt	\$1,144,532	0.9%	1.1%	0.80	1.1%	0.81	1.1%	0.76	0.9%	0.95	
All Other	\$1,285,290	1.0%	2.0%	0.49	3.4%	0.29	2.2%	0.44	0.9%	1.05	
Total Deductions	\$64,012,497	48.2%	63.3%	0.76	62.8%	0.77	61.7%	0.78	48.3%	1.00	
Other Revenue & Net Gains or Losses											
Other Revenue as % of Total Revenue		1.7%	5.5%	0.30	6.4%	0.26	4.3%	0.38	1.9%	0.87	
Net Gains/Losses as % of Net Income		N/A	2.6%	N/A	1.9%	N/A	N/A	N/A	43.2%	N/A	
Expenses as % of Total Expenses											
Salary/Fringe Benefits	\$41,589,809	57.5%	44.1%	1.30	47.5%	1.21	45.3%	1.27	57.3%	1.00	
Supplies & Services	\$27,508,678	38.0%	49.0%	0.78	45.0%	0.84	47.8%	0.79	37.9%	1.00	
Capital Component	\$3,261,417	4.5%	6.9%	0.66	7.5%	0.60	6.9%	0.65	4.7%	0.95	
Fiscal Statistics											
Operating Margin (%)		-3.3%	8.4%	N/A	5.0%	N/A	6.9%	N/A	2.1%	N/A	
Total Hospital Net Income (%)		-2.8%	8.6%	N/A	5.0%	N/A	5.8%	N/A	3.7%	N/A	
Return on Equity (%)		-1.9%	6.3%	N/A	3.8%	N/A	4.3%	N/A	3.2%	N/A	
Current Ratio		4.2	5.9	0.71	2.3	1.87	3.9	1.08	5.7	0.74	
Days in Net Patient Accounts Receivable		46.1	51.6	0.89	47.8	0.96	51.1	0.90	44.6	1.03	
Average Payment Period		52.2	38.5	1.35	55.0	0.95	40.4	1.29	42.3	1.23	
Equity Financing (%)		50.2%	75.1%	0.67	59.3%	0.85	77.0%	0.65	66.5%	0.75	
Long-Term Debt to Equity Ratio		0.8	0.2	4.77	0.3	2.59	0.2	4.90	0.3	2.40	
Times Interest Earned		-2.9	13.4	N/A	5.0	N/A	12.4	N/A	4.9	N/A	
Total Asset Turnover		0.7	0.7	0.92	0.7	0.90	0.7	0.91	0.8	0.80	
Average Age of Plant (Years)		14.7	9.9	1.49	10.5	1.41	9.9	1.49	12.7	1.16	
Increase (Decrease) Total Net Patient Revenue		0.9%	5.4%	0.16	6.7%	0.13	1.9%	0.46	-1.4%	N/A	
Outpatient Gross Revenue (% of Total GPR)		89.6%	61.9%	1.45	59.8%	1.50	72.6%	1.23	87.9%	1.02	
Net Revenue Statistics											
Inpatient Net Revenue per Discharge	\$8,830		\$15,830	0.56	\$17,803	0.50	\$10,657	0.83	\$4,644	1.90	
Inpatient Net Revenue per Day	\$3,058		\$3,538	0.86	\$4,047	0.76	\$2,933	1.04	\$1,615	1.89	
Outpatient Net Revenue per Visit	\$651		\$686	0.95	\$595	1.09	\$589	1.10	\$934	0.70	

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$132,917,501	Cash & Cash Equivalents	\$30,735,904	Current Liabilities	\$10,016,350
Less Deductions	\$64,012,497	Net Patient Receivables	\$8,706,783	Long-Term Debt	\$39,646,070
Net Patient Revenue	\$68,905,004	Other Receivables	\$0	Other Liabilities	\$1,952,306
Plus Other Revenue	\$1,156,771			Subtotal	\$51,614,726
Total Revenue	\$70,061,775	Land, Buildings & Equipment (Net)	\$54,188,883		
Less Expenses	\$72,359,904	Other Assets	\$10,090,137	Unrestricted Fund Balance	\$52,106,981
Non-Operating Gains/Losses	\$298,565			Restricted Fund Balance	\$0
Net Income	-\$1,999,564	Total Assets	\$103,721,707	Total Liabilities & Fund Balance	\$103,721,707