

**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

Selected Utilization Statistics	FY 2019	All GMS Hospitals		Analysis Area 1		Volume Group 6		FY 2019 vs. 2018	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2018	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	61.7%	55.2%	1.12	59.0%	1.05	50.7%	1.22	54.2%	1.14
Obstetrics	20.8%	38.0%	0.55	44.3%	0.07	34.4%	0.61	16.5%	1.26
Pediatrics	14.5%	51.3%	0.28	46.2%	0.31	78.2%	0.19	4.8%	3.03
Total Hospital	45.8%	57.4%	0.80	61.2%	0.75	54.8%	0.84	43.6%	1.05
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	14.8	26.0	0.57	24.6	0.60	27.5	0.54	15.2	0.98
Obstetrics	3.1	4.9	0.63	4.8	0.66	6.2	0.51	3.1	1.00
Pediatrics	0.3	1.3	0.23	2.2	0.13	4.2	0.23	0.3	1.01
Total Hospital	44.4	49.0	0.91	52.3	0.85	63.1	0.70	44.9	0.99
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	3.8	4.1	0.95	4.0	0.96	3.6	1.06	3.8	1.00
Obstetrics	2.3	2.6	0.92	2.7	0.87	2.5	0.94	2.4	0.99
Pediatrics	1.7	3.3	0.52	3.5	0.50	3.4	0.51	1.9	0.91
Total Hospital	3.5	4.5	0.78	4.4	0.79	4.3	0.81	3.8	0.93
<b>Surgical Operations</b>									
Inpatient	1,026	1,426	0.72	2,131	0.48	1,501	0.68	1,186	0.87
Outpatient	4,231	4,581	0.92	7,954	0.53	5,596	0.76	3,884	1.09
Inpatient as % of All Surgeries	19.5%	23.7%	0.82	21.1%	0.92	21.2%	0.92	23.4%	0.83
<b>Outpatient Visits</b>									
Non-Emergency Visits	315,302	144,376	2.18	179,501	1.76	193,333	1.63	303,345	1.04
Emergency Visits	32,024	17,768	1.80	17,324	1.85	29,751	1.08	33,321	0.96
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	4.0	23.0	0.17	23.4	0.17	31.4	0.13	13.0	0.31
Nurses, Licensed	404.7	251.3	1.61	255.4	1.58	357.1	1.13	324.0	1.25
Ancillary Nursing Personnel	55.6	39.7	1.40	45.5	1.22	53.7	1.04	42.6	1.31
All Other Personnel	898.5	509.3	1.76	652.5	1.38	692.3	1.30	780.5	1.15
Total FTEs	1,362.9	823.3	1.66	976.8	1.40	1,134.4	1.20	1,160.1	1.17
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	2.1	17.0	0.12	17.6	0.12	16.1	0.13	7.2	0.28
Nurses, Licensed	207.9	185.7	1.12	191.8	1.08	183.4	1.13	180.7	1.15
Ancillary Nursing Personnel	28.6	29.3	0.97	34.1	0.84	27.6	1.04	23.8	1.20
All Other Personnel	461.6	376.3	1.23	490.1	0.94	355.6	1.30	435.2	1.06
Total FTEs	700.2	608.3	1.15	733.6	0.95	582.6	1.20	646.9	1.08

<b>Total Hospital:</b>		<b>Contract with:</b>		<b>Medicare-certified Swing Beds:</b>		<b>Newborn Nursery:</b>	
Beds Set Up & Staffed	97	Health Maintenance Organization (HMO)	Yes	Average Beds Used	0	Bassinets	10
Discharges	4,641	Preferred Provider Organization (PPO)	Yes	Discharges	0	Total Births	402
Inpatient Days	16,224			Inpatient Days	0	Newborn Days	899

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 12/31/2019	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	24	1,404	5,403	61.7%	14.8	3.8
Orthopedic	1	8	224	544	18.6%	1.5	2.4
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	7	405	2,111	0.0%	5.8	5.2
<b>Pediatric, acute</b>	1	2	61	106	14.5%	0.3	1.7
<b>Obstetrics</b>	1	15	487	1,140	20.8%	3.1	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	1	8	243	1,082	37.1%	3.0	4.5
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	10	36	124	3.4%	0.3	3.4
Step-Down (Special Care)	1	23	1,379	5,714	68.1%	15.7	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	4	0	4.0	Surgical Personnel	9	4	10.7
Physicians & Dentists	73	5	75.6	Radiological Services Personnel	45	38	59.1
Medical & Dental Residents	0	0	0.0	Sonographers	8	5	9.4
Dental Hygienists	0	0	0.0	Respiratory Therapists	6	13	10.1
Registered Nurses	274	119	379.1	Occupational Therapists	3	3	4.8
Certified Nurse Midwives	0	0	0.0	Occupational Therapy Assistants/Aides	0	1	0.5
Licensed Practical Nurses	12	5	13.6	Physical Therapists	18	1	18.0
Ancillary Nursing Personnel	36	72	55.6	Physical Therapy Assistants/Aides	5	2	6.4
Medical Assistants	58	8	60.7	Recreational Therapists	0	0	0.0
Physician Assistants	10	1	10.6	Dietitians & Nutritionists	1	7	4.2
Nurse Practitioners	12	0	12.0	Psychologists	3	0	3.0
Certified Registered Nurse Anesthetists	0	0	0.0	Social Workers	19	9	22.4
Clinical Nurse Specialists	0	0	0.0	All Other Health Professionals	79	46	102.0
Health Info Mgmt-Administrators/Technicians	0	0	0.0	All Other Personnel	347	131	443.0
Pharmacy Personnel	17	9	19.8				
Clinical Laboratory Personnel	35	6	38.2	<b>Total</b>	<b>1,074</b>	<b>485</b>	<b>1,362.9</b>

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Selected Financial Statistics	FY 2019	All GMS Hospitals		Analysis Area		Volume Group		FY 2019 vs. 2018		
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2018	Ratio	
<b>Gross Revenue as % of Total Gross Patient Revenue</b>										
Medicare	\$492,585,297	52.3%	46.3%	1.13	42.2%	1.24	41.9%	1.25	50.0%	1.05
Medical Assistance	\$147,435,861	15.7%	13.6%	1.15	11.5%	1.36	19.2%	0.82	15.9%	0.98
Commercial	\$283,528,677	30.1%	35.3%	0.85	38.6%	0.78	35.7%	0.84	31.1%	0.97
All Other	\$18,261,225	1.9%	4.8%	0.41	7.8%	0.25	3.3%	0.59	3.0%	0.65
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$406,414,190	43.2%	34.9%	1.24	31.6%	1.36	32.2%	1.34	40.8%	1.06
Medical Assistance	\$124,121,608	13.2%	10.4%	1.27	8.7%	1.51	14.2%	0.93	13.3%	0.99
Commercial	\$148,415,447	15.8%	14.7%	1.07	18.2%	0.87	13.6%	1.16	16.1%	0.98
Charity Care	\$143,159	0.0%	1.0%	0.02	0.8%	0.02	1.0%	0.01	0.0%	0.85
Bad Debt	\$19,395,929	2.1%	1.1%	1.94	1.1%	1.88	1.2%	1.77	1.7%	1.19
All Other	\$0	0.0%	2.2%	N/A	3.5%	N/A	1.5%	N/A	0.0%	N/A
Total Deductions	\$698,490,333	74.2%	64.2%	1.16	63.9%	1.16	63.7%	1.16	71.9%	1.03
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue		3.2%	5.5%	0.58	6.4%	0.51	3.9%	0.83	3.2%	1.00
Net Gains/Losses as % of Net Income		98.4%	13.2%	7.47	39.0%	2.52	14.4%	6.84	40.9%	2.40
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$139,777,189	55.6%	44.0%	1.26	47.0%	1.18	44.1%	1.26	56.1%	0.99
Supplies & Services	\$93,044,716	37.0%	49.2%	0.75	45.7%	0.81	48.5%	0.76	36.5%	1.02
Capital Component	\$18,467,270	7.3%	6.8%	1.08	7.3%	1.01	7.4%	0.99	7.5%	0.99
<b>Fiscal Statistics</b>										
Operating Margin (%)		0.1%	9.1%	0.01	6.3%	0.01	9.4%	0.01	2.3%	0.03
Total Hospital Net Income (%)		4.1%	10.3%	0.40	10.0%	0.41	10.8%	0.38	3.8%	1.06
Return on Equity (%)		3.8%	6.0%	0.63	7.5%	0.50	4.3%	0.87	3.5%	1.09
Current Ratio		2.4	4.7	0.50	2.4	1.00	4.3	0.55	2.4	0.99
Days in Net Patient Accounts Receivable		68.4	64.0	1.07	50.8	1.35	85.1	0.80	70.8	0.97
Average Payment Period		44.7	56.5	0.79	52.7	0.85	80.6	0.55	51.5	0.87
Equity Financing (%)		51.0%	69.2%	0.74	59.1%	0.86	65.0%	0.78	49.7%	1.03
Long-Term Debt to Equity Ratio		0.5	0.3	2.08	0.3	1.66	0.4	1.50	0.6	0.94
Times Interest Earned		3.6	13.4	0.27	9.5	0.38	11.7	0.31	3.4	1.04
Total Asset Turnover		0.9	0.6	1.54	0.7	1.23	0.4	2.26	0.9	1.00
Average Age of Plant (Years)		11.8	12.6	0.94	10.8	1.09	14.3	0.82	11.0	1.07
Increase (Decrease) Total Net Patient Revenue		2.0%	7.3%	0.28	5.8%	0.35	7.2%	0.28	2.9%	0.70
Outpatient Gross Revenue (% of Total GPR)		77.2%	63.3%	1.22	60.4%	1.28	66.6%	1.16	74.9%	1.03
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge		\$11,144	\$16,906	0.66	\$18,736	0.59	\$15,576	0.72	\$13,258	0.84
Inpatient Net Revenue per Day		\$3,188	\$3,675	0.87	\$4,176	0.76	\$3,515	0.91	\$3,517	0.91
Outpatient Net Revenue per Visit		\$607	\$703	0.86	\$623	0.98	\$685	0.89	\$581	1.05

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$941,811,060	Cash & Cash Equivalents	\$13,193,894	Current Liabilities	\$29,244,889
Less Deductions	\$698,490,333	Net Patient Receivables	\$45,585,099	Long-Term Debt	\$77,352,776
Net Patient Revenue	\$243,320,727	Other Receivables	\$2,716,932	Other Liabilities	\$32,447,905
Plus Other Revenue	\$8,142,190			Subtotal	\$139,045,570
Total Revenue	\$251,462,917	Land, Buildings & Equipment (Net)	\$125,885,192	Unrestricted Fund Balance	\$144,839,029
Less Expenses	\$251,289,175	Other Assets	\$96,503,482	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$10,526,013			Total Liabilities & Fund Balance	\$283,884,599
Net Income	\$10,699,755	Total Assets	\$283,884,599		