

**095 Westfields Hospital & Clinic**  
 535 Hospital Road  
 New Richmond, WI 54017  
 715-243-2600

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

County: Saint Croix  
 Analysis Area: West Central (5A)  
 Volume Group: 4

Selected Utilization Statistics	FY 2019	All GMS Hospitals		Analysis Area 5A		Volume Group 4		FY 2019 vs. 2018	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2018	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	33.1%	55.2%	0.60	42.1%	0.79	40.9%	0.81	35.8%	0.92
Obstetrics	14.7%	38.0%	0.39	26.3%	0.03	25.8%	0.57	13.2%	1.12
Pediatrics	0.0%	51.3%	N/A	0.0%	N/A	1.1%	N/A	0.0%	N/A
Total Hospital	25.5%	57.4%	0.44	43.5%	0.59	41.6%	0.61	27.2%	0.94
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	5.6	26.0	0.22	11.3	0.50	10.2	0.55	6.1	0.92
Obstetrics	0.7	4.9	0.15	1.9	0.40	1.8	0.40	0.7	1.12
Pediatrics	0.0	1.3	N/A	0.0	N/A	0.0	N/A	0.0	N/A
Total Hospital	6.4	49.0	0.13	18.5	0.35	17.6	0.36	6.8	0.94
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	2.6	4.1	0.65	3.6	0.72	3.1	0.86	2.5	1.07
Obstetrics	2.1	2.6	0.82	2.3	0.91	2.2	0.95	2.1	0.98
Pediatrics	0.0	3.3	N/A	0.0	N/A	2.2	N/A	0.0	N/A
Total Hospital	2.6	4.5	0.57	3.9	0.66	3.3	0.77	2.7	0.94
<b>Surgical Operations</b>									
Inpatient	248	1,426	0.17	509	0.49	479	0.52	304	0.82
Outpatient	2,233	4,581	0.49	2,269	0.98	1,923	1.16	2,145	1.04
Inpatient as % of All Surgeries	10.0%	23.7%	0.42	18.3%	0.55	19.9%	0.50	12.4%	0.81
<b>Outpatient Visits</b>									
Non-Emergency Visits	97,515	144,376	0.68	78,013	1.25	67,442	1.45	85,435	1.14
Emergency Visits	8,084	17,768	0.45	8,412	0.96	12,660	0.64	7,270	1.11
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	45.5	23.0	1.98	13.4	3.39	12.7	3.57	40.0	1.14
Nurses, Licensed	70.0	251.3	0.28	124.0	0.56	102.4	0.68	86.0	0.81
Ancillary Nursing Personnel	10.2	39.7	0.26	18.7	0.55	17.0	0.60	13.9	0.73
All Other Personnel	185.2	509.3	0.36	265.3	0.70	220.5	0.84	190.3	0.97
Total FTEs	310.9	823.3	0.38	421.4	0.74	352.5	0.88	330.1	0.94
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	98.8	17.0	5.81	20.2	4.90	19.4	5.11	84.7	1.17
Nurses, Licensed	151.9	185.7	0.82	186.6	0.81	155.7	0.98	182.0	0.83
Ancillary Nursing Personnel	22.2	29.3	0.76	28.1	0.79	25.8	0.86	29.4	0.75
All Other Personnel	402.2	376.3	1.07	399.1	1.01	335.3	1.20	402.8	1.00
Total FTEs	675.1	608.3	1.11	633.9	1.06	536.2	1.26	699.0	0.97

<b>Total Hospital:</b>		<b>Contract with:</b>		<b>Medicare-certified Swing Beds:</b>		<b>Newborn Nursery:</b>	
Beds Set Up & Staffed	25	Health Maintenance Organization (HMO)	Yes	Average Beds Used	2	Bassinets	0
Discharges	909	Preferred Provider Organization (PPO)	Yes	Discharges	35	Total Births	129
Inpatient Days	2,326			Inpatient Days	228	Newborn Days	238

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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	17	777	2,053	33.1%	5.6	2.6
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	2	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	2	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	129	269	14.7%	0.7	2.1
<b>Psychiatric</b>	4	0	0	0	0.0%	0.0	0.0
<b>Alcoholism/chemical dependency</b>	4	0	0	0	0.0%	0.0	0.0
<b>ICU/CCU</b>							
Medical-Surgical Intensive Care	1	3	3	4	0.4%	0.0	1.3
Cardiac Intensive Unit	4	0	0	0	0.0%	0.0	0.0
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	4	0	0	0	0.0%	0.0	0.0
Step-Down (Special Care)	4	0	0	0	0.0%	0.0	0.0
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	42	5	45.5	Surgical Personnel	0	4	2.9
Physicians & Dentists	0	0	0.0	Radiological Services Personnel	12	0	12.0
Medical & Dental Residents	2	0	2.0	Sonographers	0	0	0.0
Dental Hygienists	0	0	0.0	Respiratory Therapists	0	6	3.9
Registered Nurses	20	74	63.6	Occupational Therapists	0	4	1.6
Certified Nurse Midwives	0	0	0.0	Occupational Therapy Assistants/Aides	0	0	0.0
Licensed Practical Nurses	3	6	6.4	Physical Therapists	2	5	4.7
Ancillary Nursing Personnel	3	15	10.2	Physical Therapy Assistants/Aides	0	1	0.5
Medical Assistants	10	15	19.7	Recreational Therapists	0	0	0.0
Physician Assistants	3	9	8.3	Dietitians & Nutritionists	0	1	0.5
Nurse Practitioners	0	0	0.0	Psychologists	0	1	0.6
Certified Registered Nurse Anesthetists	0	0	0.0	Social Workers	1	0	1.0
Clinical Nurse Specialists	0	0	0.0	All Other Health Professionals	19	23	30.5
Health Info Mgmt-Administrators/Technicians	6	0	6.0	All Other Personnel	51	37	68.4
Pharmacy Personnel	5	20	14.5				
Clinical Laboratory Personnel	6	4	8.4				
				<b>Total</b>	<b>185</b>	<b>230</b>	<b>310.9</b>

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Selected Financial Statistics	FY 2019	All GMS Hospitals		Analysis Area		Volume Group		FY 2019 vs. 2018		
		Value	Ratio	5A Value	Ratio	4 Value	Ratio	FY 2018	Ratio	
<b>Gross Revenue as % of Total Gross Patient Revenue</b>										
Medicare	\$55,516,783	42.0%	46.3%	0.91	50.4%	0.83	49.1%	0.86	41.7%	1.01
Medical Assistance	\$14,331,993	10.8%	13.6%	0.80	11.5%	0.94	10.9%	0.99	11.0%	0.99
Commercial	\$57,302,866	43.4%	35.3%	1.23	34.7%	1.25	36.4%	1.19	41.6%	1.04
All Other	\$4,975,789	3.8%	4.8%	0.79	3.4%	1.11	3.5%	1.06	5.7%	0.67
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$28,811,256	21.8%	34.9%	0.62	33.8%	0.65	35.9%	0.61	17.1%	1.27
Medical Assistance	\$8,628,293	6.5%	10.4%	0.63	8.0%	0.81	8.3%	0.79	7.1%	0.92
Commercial	\$20,315,724	15.4%	14.7%	1.05	10.5%	1.46	14.2%	1.08	18.9%	0.81
Charity Care	\$690,380	0.5%	1.0%	0.54	0.9%	0.58	1.3%	0.39	0.9%	0.61
Bad Debt	\$3,092,321	2.3%	1.1%	2.20	1.0%	2.36	1.2%	1.91	0.9%	2.53
All Other	\$2,811,021	2.1%	2.2%	0.98	1.5%	1.39	1.3%	1.60	1.1%	1.99
Total Deductions	\$64,348,994	48.7%	64.2%	0.76	55.8%	0.87	62.3%	0.78	45.9%	1.06
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue		2.6%	5.5%	0.48	3.2%	0.83	3.2%	0.82	2.5%	1.06
Net Gains/Losses as % of Net Income		39.2%	13.2%	2.97	52.1%	0.75	29.1%	1.35	1.5%	26.11
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$27,312,875	40.4%	44.0%	0.92	51.5%	0.78	44.1%	0.92	39.5%	1.02
Supplies & Services	\$36,657,682	54.2%	49.2%	1.10	43.3%	1.25	47.4%	1.14	54.4%	1.00
Capital Component	\$3,619,961	5.4%	6.8%	0.79	5.2%	1.04	8.5%	0.63	6.1%	0.88
<b>Fiscal Statistics</b>										
Operating Margin (%)		2.9%	9.1%	0.32	1.7%	1.69	5.4%	0.54	4.2%	0.69
Total Hospital Net Income (%)		4.7%	10.3%	0.46	3.5%	1.33	7.4%	0.64	4.3%	1.10
Return on Equity (%)		5.8%	6.0%	0.96	0.7%	7.73	4.7%	1.22	4.7%	1.22
Current Ratio		4.3	4.7	0.92	2.3	1.88	4.8	0.91	4.7	0.92
Days in Net Patient Accounts Receivable		40.0	64.0	0.62	168.6	0.24	49.3	0.81	41.0	0.98
Average Payment Period		31.6	56.5	0.56	192.0	0.16	48.1	0.66	38.3	0.82
Equity Financing (%)		71.1%	69.2%	1.03	52.0%	1.37	74.4%	0.96	63.9%	1.11
Long-Term Debt to Equity Ratio		0.2	0.3	0.90	0.6	0.36	0.2	1.19	0.3	0.86
Times Interest Earned		10.7	13.4	0.80	12.2	0.87	7.5	1.44	8.5	1.25
Total Asset Turnover		1.2	0.6	2.11	0.2	5.81	0.6	1.93	1.1	1.09
Average Age of Plant (Years)		8.7	12.6	0.69	38.0	0.23	10.2	0.85	7.5	1.16
Increase (Decrease) Total Net Patient Revenue		6.4%	7.3%	0.88	16.1%	0.40	4.2%	1.52	13.6%	0.47
Outpatient Gross Revenue (% of Total GPR)		86.2%	63.3%	1.36	72.3%	1.19	72.8%	1.18	87.5%	0.98
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge	\$12,342		\$16,906	0.73	\$14,502	0.85	\$11,314	1.09	\$9,460	1.30
Inpatient Net Revenue per Day	\$4,533		\$3,675	1.23	\$3,502	1.29	\$3,281	1.38	\$3,728	1.22
Outpatient Net Revenue per Visit	\$560		\$703	0.80	\$807	0.69	\$705	0.79	\$602	0.93

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$132,127,430	Cash & Cash Equivalents	\$15,525,514	Current Liabilities	\$5,573,392
Less Deductions	\$64,348,994	Net Patient Receivables	\$7,426,182	Long-Term Debt	\$9,438,940
Net Patient Revenue	\$67,778,436	Other Receivables	\$183,325	Other Liabilities	\$1,624,395
Plus Other Revenue	\$1,839,157			Subtotal	\$16,636,727
Total Revenue	\$69,617,595	Land, Buildings & Equipment (Net)	\$21,117,157	Unrestricted Fund Balance	\$40,993,914
Less Expenses	\$67,590,518	Other Assets	\$13,378,464	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$1,306,388			Total Liabilities & Fund Balance	\$57,630,642
Net Income	\$3,333,465	Total Assets	\$57,630,642		