

**309 Mercyhealth Hospital and Medical Center - Walworth**  
 N 2950 State Road 67  
 Lake Geneva, WI 53147  
 262-245-0535

Fiscal Year: 07/01 to 06/30  
 Type: GMS  
 Critical Access Hospital  
 Control: Other Not-For-Profit

County: Walworth  
 Analysis Area: Southeastern (2A)  
 Volume Group: 3

| Selected Utilization Statistics               | FY 2020 | All GMS Hospitals |       | Analysis Area 2A |       | Volume Group 3 |       | FY 2020 vs. 2019 |       |
|---|---------|-------------------|-------|------------------|-------|----------------|-------|------------------|-------|
|   |         | Value             | Ratio | Value            | Ratio | Value          | Ratio | FY 2019          | Ratio |
| <b>Occupancy Rate (%)</b>                     |         |                   |       |                  |       |                |       |                  |       |
| Adult Medical-Surgical                        | 56.8%   | 52.4%             | 1.08  | 54.8%            | 1.04  | 32.9%          | 1.73  | 74.1%            | 0.77  |
| Obstetrics                                    | 26.6%   | 36.2%             | 0.73  | 30.8%            | 0.03  | 19.7%          | 1.35  | 34.7%            | 0.77  |
| Pediatrics                                    | 0.0%    | 53.2%             | N/A   | 0.0%             | N/A   | 0.0%           | N/A   | 0.0%             | N/A   |
| Total Hospital                                | 46.4%   | 53.9%             | 0.86  | 53.0%            | 0.88  | 33.0%          | 1.41  | 59.6%            | 0.78  |
| <b>Average Census (Patients)</b>              |         |                   |       |                  |       |                |       |                  |       |
| Adult Medical-Surgical                        | 7.4     | 25.5              | 0.29  | 31.6             | 0.23  | 6.4            | 1.15  | 8.9              | 0.83  |
| Obstetrics                                    | 0.8     | 4.7               | 0.17  | 4.9              | 0.16  | 0.9            | 0.88  | 1.0              | 0.77  |
| Pediatrics                                    | 0.0     | 1.1               | N/A   | 0.0              | N/A   | 0.0            | N/A   | 0.0              | N/A   |
| Total Hospital                                | 8.4     | 47.4              | 0.18  | 61.1             | 0.14  | 8.6            | 0.97  | 10.1             | 0.82  |
| <b>Average Length of Stay (Days)</b>          |         |                   |       |                  |       |                |       |                  |       |
| Adult Medical-Surgical                        | 2.3     | 4.3               | 0.54  | 4.0              | 0.58  | 3.0            | 0.78  | 2.8              | 0.83  |
| Obstetrics                                    | 1.8     | 2.4               | 0.74  | 2.2              | 0.81  | 2.0            | 0.90  | 2.0              | 0.89  |
| Pediatrics                                    | 0.0     | 3.5               | N/A   | 2.3              | N/A   | 0.0            | N/A   | 0.0              | N/A   |
| Total Hospital                                | 2.6     | 4.7               | 0.56  | 4.2              | 0.62  | 3.2            | 0.81  | 2.8              | 0.93  |
| <b>Surgical Operations</b>                    |         |                   |       |                  |       |                |       |                  |       |
| Inpatient                                     | 456     | 1,280             | 0.36  | 1,268            | 0.36  | 247            | 1.85  | 525              | 0.87  |
| Outpatient                                    | 2,582   | 4,115             | 0.63  | 3,637            | 0.71  | 1,277          | 2.02  | 2,948            | 0.88  |
| Inpatient as % of All Surgeries               | 15.0%   | 23.7%             | 0.63  | 25.9%            | 0.58  | 16.2%          | 0.93  | 15.1%            | 0.99  |
| <b>Outpatient Visits</b>                      |         |                   |       |                  |       |                |       |                  |       |
| Non-Emergency Visits                          | 144,393 | 127,898           | 1.13  | 151,601          | 0.95  | 57,441         | 2.51  | 155,787          | 0.93  |
| Emergency Visits                              | 9,965   | 15,799            | 0.63  | 22,748           | 0.44  | 8,355          | 1.19  | 10,283           | 0.97  |
| <b>Full-Time Equivalents (FTEs)</b>           |         |                   |       |                  |       |                |       |                  |       |
| Administrators                                | 0.8     | 20.3              | 0.04  | 22.1             | 0.03  | 11.6           | 0.06  | 0.8              | 0.94  |
| Nurses, Licensed                              | 87.3    | 255.1             | 0.34  | 293.4            | 0.30  | 84.6           | 1.03  | 101.7            | 0.86  |
| Ancillary Nursing Personnel                   | 8.5     | 42.6              | 0.20  | 53.2             | 0.16  | 14.7           | 0.58  | 9.7              | 0.87  |
| All Other Personnel                           | 178.6   | 501.2             | 0.36  | 528.6            | 0.34  | 194.6          | 0.92  | 201.7            | 0.89  |
| Total FTEs                                    | 275.0   | 819.2             | 0.34  | 897.3            | 0.31  | 305.5          | 0.90  | 313.8            | 0.88  |
| <b>FTEs per 100 Patient Census (Adjusted)</b> |         |                   |       |                  |       |                |       |                  |       |
| Administrators                                | 1.9     | 15.7              | 0.12  | 12.5             | 0.15  | 28.7           | 0.07  | 1.7              | 1.10  |
| Nurses, Licensed                              | 221.8   | 197.1             | 1.13  | 166.3            | 1.33  | 210.0          | 1.06  | 221.0            | 1.00  |
| Ancillary Nursing Personnel                   | 21.5    | 33.0              | 0.65  | 30.2             | 0.71  | 36.4           | 0.59  | 21.1             | 1.02  |
| All Other Personnel                           | 453.9   | 387.2             | 1.17  | 299.6            | 1.52  | 483.0          | 0.94  | 438.4            | 1.04  |
| Total FTEs                                    | 699.1   | 633.0             | 1.10  | 508.6            | 1.37  | 758.1          | 0.92  | 682.2            | 1.02  |

|                        |       |                                       |     |                                       |   |                         |     |
|------------------------|-------|---------------------------------------|-----|---------------------------------------|---|-------------------------|-----|
| <b>Total Hospital:</b> |       | <b>Contract with:</b>                 |     | <b>Medicare-certified Swing Beds:</b> |   | <b>Newborn Nursery:</b> |     |
| Beds Set Up & Staffed  | 18    | Health Maintenance Organization (HMO) | Yes | Average Beds Used                     | 1 | Bassinets               | 1   |
| Discharges             | 1,184 | Preferred Provider Organization (PPO) | Yes | Discharges                            | 1 | Total Births            | 143 |
| Inpatient Days         | 3,058 |                                       |     | Inpatient Days                        | 3 | Newborn Days            | 205 |

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| Inpatient Service Area                | Level of Service* | Beds Set Up & Staffed<br>06/30/2020 | 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                 | 13                                  | 1,169                    | 2,703                | 56.8%              | 7.4                       | 2.3                           |
| Orthopedic                            | 2                 | 0                                   | 0                        | 0                    | 0.0%               | 0.0                       | 0.0                           |
| Rehabilitation & Physical Medicine    | 4                 | 0                                   | 0                        | 0                    | 0.0%               | 0.0                       | 0.0                           |
| Hospice                               | 2                 | 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                 | 3                                   | 164                      | 292                  | 26.6%              | 0.8                       | 1.8                           |
| <b>Psychiatric</b>                    | 3                 | 0                                   | 0                        | 0                    | 0.0%               | 0.0                       | 0.0                           |
| <b>Alcoholism/chemical dependency</b> | 3                 | 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              | 5                 | 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                 | 2                                   | 23                       | 63                   | 8.6%               | 0.2                       | 2.7                           |
| Step-Down (Special Care)              | 2                 | 0                                   | 0                        | 0                    | 0.0%               | 0.0                       | 0.0                           |
| Neonatal Intensive/Intermediate Care  | 3                 | 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.

\* 1 = Provided-Distinct Unit, 2 = Provided-Not Distinct Unit, 3 = Available in Network

\*\* Transfers, which may be estimated, refer only to those between units.

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                | 1                | 0.8        | Surgical Personnel                    | 0                | 7                | 3.5          |
| Physicians & Dentists                       | 25               | 19               | 30.3       | Radiological Services Personnel       | 5                | 6                | 9.5          |
| Medical & Dental Residents                  | 0                | 0                | 0.0        | Sonographers                          | 1                | 3                | 1.8          |
| Dental Hygienists                           | 0                | 0                | 0.0        | Respiratory Therapists                | 1                | 2                | 1.0          |
| Registered Nurses                           | 50               | 62               | 81.9       | Occupational Therapists               | 0                | 1                | 0.0          |
| Certified Nurse Midwives                    | 0                | 0                | 0.0        | Occupational Therapy Assistants/Aides | 0                | 1                | 0.0          |
| Licensed Practical Nurses                   | 1                | 4                | 3.6        | Physical Therapists                   | 2                | 1                | 2.0          |
| Ancillary Nursing Personnel                 | 5                | 9                | 8.5        | Physical Therapy Assistants/Aides     | 2                | 1                | 2.9          |
| Medical Assistants                          | 11               | 5                | 14.2       | Recreational Therapists               | 0                | 0                | 0.0          |
| Physician Assistants                        | 5                | 1                | 5.0        | Dietitians & Nutritionists            | 0                | 1                | 0.8          |
| Nurse Practitioners                         | 0                | 1                | 0.8        | Psychologists                         | 1                | 0                | 1.0          |
| Certified Registered Nurse Anesthetists     | 1                | 1                | 1.0        | Social Workers                        | 1                | 0                | 1.0          |
| Clinical Nurse Specialists                  | 0                | 0                | 0.0        | All Other Health Professionals        | 23               | 31               | 33.6         |
| Health Info Mgmt-Administrators/Technicians | 5                | 1                | 5.5        | All Other Personnel                   | 29               | 47               | 54.1         |
| Pharmacy Personnel                          | 6                | 1                | 6.7        |                                       |                  |                  |              |
| Clinical Laboratory Personnel               | 5                | 3                | 5.8        |                                       |                  |                  |              |
|   |                  |                  |            | <b>Total</b>                          | <b>179</b>       | <b>209</b>       | <b>275.0</b> |

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| Selected Financial Statistics                            | FY 2020       | All GMS Hospitals |       | Analysis Area |       | Volume Group |       | FY 2020 vs. 2019 |       |      |
|--|---------------|-------------------|-------|---------------|-------|--------------|-------|------------------|-------|------|
|  |               | Value             | Ratio | Value         | Ratio | Value        | Ratio | FY 2019          | Ratio |      |
| <b>Gross Revenue as % of Total Gross Patient Revenue</b> |               |                   |       |               |       |              |       |                  |       |      |
| Medicare   | \$81,596,807  | 40.7%             | 46.6% | 0.87          | 51.7% | 0.79         | 47.5% | 0.86             | 38.5% | 1.06 |
| Medical Assistance                                       | \$16,485,879  | 8.2%              | 13.8% | 0.60          | 10.4% | 0.79         | 12.8% | 0.64             | 9.6%  | 0.85 |
| Commercial   | \$69,801,996  | 34.8%             | 34.5% | 1.01          | 35.0% | 0.99         | 35.0% | 1.00             | 36.4% | 0.95 |
| All Other  | \$32,779,721  | 16.3%             | 5.1%  | 3.18          | 2.9%  | 5.58         | 4.8%  | 3.42             | 15.4% | 1.06 |
| <b>Deductions as % of Total Gross Patient Revenue</b>    |               |                   |       |               |       |              |       |                  |       |      |
| Medicare   | \$65,415,846  | 32.6%             | 35.0% | 0.93          | 41.3% | 0.79         | 30.4% | 1.07             | 30.4% | 1.07 |
| Medical Assistance                                       | \$13,199,106  | 6.6%              | 10.4% | 0.63          | 8.2%  | 0.80         | 8.9%  | 0.74             | 8.0%  | 0.82 |
| Commercial   | \$34,407,577  | 17.1%             | 14.5% | 1.18          | 15.9% | 1.08         | 12.0% | 1.43             | 18.4% | 0.93 |
| Charity Care   | \$1,042,015   | 0.5%              | 1.0%  | 0.54          | 1.1%  | 0.46         | 0.9%  | 0.55             | 0.5%  | 0.95 |
| Bad Debt   | \$4,006,091   | 2.0%              | 1.2%  | 1.70          | 1.0%  | 1.97         | 2.0%  | 1.01             | 2.0%  | 1.02 |
| All Other  | \$18,076,999  | 9.0%              | 2.6%  | 3.52          | 1.4%  | 6.22         | 2.3%  | 3.96             | 8.5%  | 1.05 |
| Total Deductions   | \$136,147,634 | 67.8%             | 64.6% | 1.05          | 69.0% | 0.98         | 56.5% | 1.20             | 67.8% | 1.00 |
| <b>Other Revenue &amp; Net Gains or Losses</b>           |               |                   |       |               |       |              |       |                  |       |      |
| Other Revenue as % of Total Revenue                      | 30.4%         | 8.4%              | 3.62  | 8.1%          | 3.76  | 10.2%        | 2.97  | 26.9%            | 1.13  |      |
| Net Gains/Losses as % of Net Income                      | 0.0%          | 13.8%             | N/A   | N/A           | N/A   | 22.7%        | N/A   | 0.0%             | N/A   |      |
| <b>Expenses as % of Total Expenses</b>                   |               |                   |       |               |       |              |       |                  |       |      |
| Salary/Fringe Benefits                                   | \$25,497,565  | 29.7%             | 43.5% | 0.68          | 38.6% | 0.77         | 51.7% | 0.57             | 28.5% | 1.04 |
| Supplies & Services                                      | \$54,346,977  | 63.3%             | 49.9% | 1.27          | 52.7% | 1.20         | 40.6% | 1.56             | 64.1% | 0.99 |
| Capital Component  | \$6,045,716   | 7.0%              | 6.6%  | 1.07          | 8.6%  | 0.81         | 7.7%  | 0.91             | 7.5%  | 0.94 |
| <b>Fiscal Statistics</b>                                 |               |                   |       |               |       |              |       |                  |       |      |
| Operating Margin (%)                                     | 7.3%          | 7.5%              | 0.97  | 10.4%         | 0.71  | 7.4%         | 1.00  | 4.6%             | 1.58  |      |
| Total Hospital Net Income (%)                            | 7.3%          | 8.6%              | 0.85  | 7.5%          | 0.97  | 9.3%         | 0.79  | 4.6%             | 1.58  |      |
| Return on Equity (%)                                     | 0.0%          | 4.1%              | N/A   | 4.7%          | N/A   | 7.6%         | N/A   | 0.0%             | N/A   |      |
| Current Ratio  | 0.0           | 3.9               | N/A   | 6.8           | N/A   | 4.8          | N/A   | 0.0              | N/A   |      |
| Days in Net Patient Accounts Receivable                  | 0.0           | 71.5              | N/A   | 46.9          | N/A   | 49.1         | N/A   | 0.0              | N/A   |      |
| Average Payment Period                                   | 0.0           | 90.1              | N/A   | 50.2          | N/A   | 46.4         | N/A   | 0.0              | N/A   |      |
| Equity Financing (%)                                     | 0.0%          | 63.6%             | N/A   | 78.6%         | N/A   | 79.0%        | N/A   | 0.0%             | N/A   |      |
| Long-Term Debt to Equity Ratio                           | 0.0           | 0.3               | N/A   | 0.1           | N/A   | 0.2          | N/A   | 0.0              | N/A   |      |
| Times Interest Earned                                    | 6.1           | 12.2              | 0.49  | 7.0           | 0.86  | 13.2         | 0.46  | 3.8              | 1.60  |      |
| Total Asset Turnover                                     | 0.0           | 0.5               | N/A   | 0.6           | N/A   | 0.8          | N/A   | 0.0              | N/A   |      |
| Average Age of Plant (Years)                             | 0.0           | 14.1              | N/A   | 10.1          | N/A   | 8.8          | N/A   | 0.0              | N/A   |      |
| Increase (Decrease) Total Net Patient Revenue            | -3.5%         | -2.2%             | 1.57  | -4.2%         | 0.83  | -1.2%        | 3.00  | 7.0%             | N/A   |      |
| Outpatient Gross Revenue (% of Total GPR)                | 78.9%         | 63.0%             | 1.25  | 63.8%         | 1.24  | 78.9%        | 1.00  | 78.3%            | 1.01  |      |
| <b>Net Revenue Statistics</b>                            |               |                   |       |               |       |              |       |                  |       |      |
| Inpatient Net Revenue per Discharge                      | \$11,815      | \$17,652          | 0.67  | \$12,198      | 0.97  | \$14,147     | 0.84  | \$12,161         | 0.97  |      |
| Inpatient Net Revenue per Day                            | \$4,613       | \$3,704           | 1.25  | \$2,790       | 1.65  | \$4,080      | 1.13  | \$4,406          | 1.05  |      |
| Outpatient Net Revenue per Visit                         | \$353         | \$780             | 0.45  | \$754         | 0.47  | \$677        | 0.52  | \$329            | 1.07  |      |

| Income Statement            |               | Assets                            |     | Liabilities & Fund Balances      |     |
|-----------------------------|---------------|-----------------------------------|-----|----------------------------------|-----|
| Gross Patient Revenue (GPR) | \$200,664,402 | Cash & Cash Equivalents           | \$0 | Current Liabilities              | \$0 |
| Less Deductions             | \$136,147,634 | Net Patient Receivables           | \$0 | Long-Term Debt                   | \$0 |
| Net Patient Revenue         | \$64,516,768  | Other Receivables                 | \$0 | Other Liabilities                | \$0 |
| Plus Other Revenue          | \$28,175,115  |                                   |     | Subtotal                         | \$0 |
| Total Revenue               | \$92,691,880  | Land, Buildings & Equipment (Net) | \$0 | Unrestricted Fund Balance        | \$0 |
| Less Expenses               | \$85,890,258  | Other Assets                      | \$0 | Restricted Fund Balance          | \$0 |
| Non-Operating Gains/Losses  | \$0           | Total Assets                      | \$0 | Total Liabilities & Fund Balance | \$0 |
| Net Income                  | \$6,801,622   |                                   |     |                                  |     |