



excellence



trust



gratitude



Report to the Communities We Serve





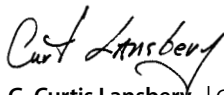
We know

Excellence. Trust. Gratitude. Confidence. The four patients we feature in this annual report have emotional stories to tell about their own health, as well as the health of their loved ones. Their stories emphasize the real issues we face in our communities every day and the reason we're personally invested in your health. These people are **your** friends, neighbors and family. They are **our** friends, neighbors and family, as well.

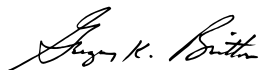
Why do the physicians, staff and volunteers dedicate their time and talents to the people of our Stateline community? Because you trust us to be a capable partner to help guide you through the health decisions that are right for you and your family.

However, we are more than just caring neighbors. We have earned your trust by discovering the best way to offer new technology, unparalleled services and talented physicians and staff. In 2011, we added 15 new physicians to our medical staff, opened a new health and wellness clinic in an innovative partnership with the School District of Beloit and expanded our Heart and Vascular Center services.

Thank you for trusting us with this important role and allowing Beloit Health System to be your lifetime partner in health.



G. Curtis Lansbery | Chair, Board of Trustees
(left)



Gregory K. Britton | President and CEO
(right)

Excellence in caring for the needs of Nancy's husband who suffered a heart attack and great-grandson who was in need of emergency care.

Trust from four generations of Steve's family who have looked to Beloit Health System for care for more than 80 years.

you **best.**

Gratitude from Regina, a first-time mother who went into labor almost six weeks early and feared for the health of her daughter.

Confidence from Ken, a gentleman who did his research to find the best option to treat his very real battle with cancer.



Scan this QR code with your smartphone to see a video featuring the patient in this story.



Regina

*Regina Hendrix with
daughter Ryann Denise | Beloit*

Did you know? 1998

Beloit Health System became one of the first hospitals in the nation to combine pediatrics and obstetrics in our Family Care Center for family-centered care.

“They keep my baby healthy.”

Life is full of surprises. One of those was the early birth of Regina’s daughter, Ryann Denise, in September 2011. “My pregnancy had been very normal while I was under the care of Dr. Glenn Tan. I felt very comfortable with him as my OB. He was so good about explaining everything and letting me hear the heartbeat of my baby.” Little Ryann was eager to come into the world. Regina went into labor almost six weeks early, with her daughter weighing only 4 pounds, 13 ounces.

After her birth at Beloit Health System and several days at a local children’s hospital, Ryann is now very healthy and gaining weight on schedule. “I’m very grateful for the healthcare we’ve received and those who have helped Ryann become a healthy baby.”

“When I think about it, no one is ever ready to have their baby almost six weeks early, but luckily Beloit Health System was. I really do feel like they know us best.”

1980 Born at Beloit Memorial Hospital

1990 ER visit for finger laceration

2008 Brought a student to ER

2011 OB care with Dr. Tan during pregnancy

2011 Daughter, Ryann, born 5 ½ weeks early

2012 Pediatric care for baby with Dr. Zibert

Did you know? **1987**

Beloit Health System was the first hospital in the region to offer diagnostic cardiac catheterization procedures.

“They keep me

As a lifelong Beloit, Steve Johnson has a history with Beloit Health System. A history that includes four generations of family born and cared for here. **“With the doctors at Beloit Health System, I’m confident the diagnosis or treatment I receive is the one that’s best for me at that time.”**

Steve, his wife, Jean, and his family have made several trips to the emergency room. Steve counts seven or eight of his own. As a previous hockey player and referee, injuries were not a surprise. Less anticipated was a heart attack at the age of 43 during a very stressful time in his life. The heart attack brought him to the ER again, this time facing a more serious health issue. Thirteen years later, Steve makes his health a greater priority.

“Here in Beloit, we are fortunate to have a broad level of care. The doctors have been able to take care of me and my family when we need them most.”

1956 Born at Beloit Memorial Hospital

1982 Son Erik (Otis) was born

1983 Emergency appendectomy

1987 Daughter Jessica was born

1999 Had a heart attack

2006 First grandchild (of two) was born

2007 Hockey puck injury

healthy.”



Scan this QR code with your smartphone to see a video featuring the patient in this story.

Steve

Steve Johnson | Beloit

Did you know? **1985**

Beloit Health System became the first hospital in the state to affiliate with the University of Wisconsin.



Scan this QR code with your smartphone to see a video featuring the patient in this story.

Ken

Ken Harris | Beloit



“They help me beat cancer.”

Early detection was the key to successful cancer treatment, and Ken will be the first to emphasize this. In 2009, he was diagnosed with prostate cancer and chose Beloit Health System’s Cancer Care Center for treatment. Ken felt very confident with the expertise of Dr. Peter Mahler, the staff and the Center’s association with the University of Wisconsin Hospital and Clinics.

“Early detection gave me more opportunities for treatment, and I chose radiation. **Dr. Mahler and his staff were very good at helping me choose the best options for me.**” After 28 radiation sessions, Ken’s treatments have been successful. “I never properly thanked the staff and technicians. They had to put up with me at times,” he says with a smile.

“With my family’s long relationship with Beloit Health System, I’m very comfortable making it the first choice for any healthcare issues.”

1950 Born at Beloit Memorial Hospital

1955 Tonsils removed

1978 Hospitalized after a farming accident

1978 Toe amputated

1983 Son, James, was born

2009 Diagnosed with prostate cancer

2009 Received 28 radiation treatments

“They keep my family healthy.”

Keeping a family healthy can be a challenge. Nancy Packard has the stories to prove it. “We are very fortunate to have a wonderful hospital in Beloit. In addition to my own needs, they have literally been a lifesaver for my mother, my husband and my great-grandson.”

A hospital volunteer for 27 years, Nancy reminisces over her great-grandson, Caysen, and his experience at Beloit Health System. “At just a few weeks old, he wouldn’t eat or drink. Thankfully, his pediatrician met us in the ER. After a few days in the hospital with IV fluids, there was a complete turnaround. He is now healthy and happy. We are thrilled.”

Nancy has similar dramatic stories regarding her mother’s and husband’s experiences with heart disease. Her husband, Jim, drove several hours while experiencing chest pains to be under the care of his trusted Beloit cardiologist, Dr. Leo Egbujiobi. (We don’t recommend waiting that long.) **“I know they will take good care of my family, and it takes all the worry out of being in a hospital,”** Nancy shares. “When we moved here from a larger city in 1973, I was concerned about the level of care in a smaller community. I have to say, every experience has been increasingly more positive and comforting to me and my family. Our hospital is wonderful!”

1984 ER visit after falling down the stairs

1985 Started volunteering at the hospital

1986 My first grandchild (of seven) was born

1998 Docs helped my mom live 10 more years

2005 Eye surgery

2010 My husband’s emergency angioplasty

2011 Saved my great grandchild’s life



Did you know? **2008**

Beloit Health System was the first community hospital in the state to have an ER Residency Program with the University of Wisconsin.



Scan this QR code with your smartphone to see a video featuring the patient in this story.

Nancy

Nancy Packard | Roscoe

Did you know? **2003**

Beloit Health System became one of the first hospitals in the nation to use bedside bar codes to increase the safety of medication administration.

How much
do **you** know
about the
health system
that knows
you best?

Did you know? **1987**

Beloit Health System was the first hospital in nation to have a mobile nurse service for onsite occupational injuries.

Did you know? **2005**

Beloit Health System was the first regional ophthalmologist program to use ReSTOR Lens Surgery for corrective eye surgery.

Did you know? **1985**

Beloit Health System became the first in the region to offer Radiation Oncology Services.

Did you know? **2005**

Beloit Health System became the first hospital in the nation to use a bar-coding system to ensure safety in the use of blood and blood products.

Did you know? **2007**

Beloit Health System was the first hospital in the region to partner with another hospital to provide open heart Coronary Artery Bypass Surgery.

Did you know? **2007**

Beloit Health System was the first in the country to create a comprehensive health and wellness campus, NorthPointe Health and Wellness Campus.



TheyKnowMeBest.com

The physicians and staff at Beloit Health System are proud of the many accomplishments and innovations we have achieved during our years in the communities we serve. We have been recognized as a leader in the state (and in the country) for some of these achievements and share them with pride. Thank you for your continued inspiration.

Join our online community to share your Beloit Health System stories or stay up to date on our latest education seminars, healthy life tips, community happenings and more. Visit TheyKnowMeBest.com to join.

leadership

Did you know?

Beloit Health System was the first hospital in the Midwest to perform heart angioplasty without on-site surgical backup.

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Pool/Joint Recovery
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Services/Pulmonary
Care/EEG
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Services
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Campus
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Health Services
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Communication

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Outpatient/Patient
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Information
Management
Roberta Schmidt
Director of
At-Home Healthcare
Steven Taylor
Director of
Information Services
Michelle Tyler
Director of
Cardiovascular
Services
Jeanette Yowler
Director of Critical
Care/Intermediate/
Emergency Services

Did you know? 1985

Beloit Health System became the first in our region to offer sports medicine and physiatrist coverage.

medical professionals

Anesthesiology

Tania Balabanova, M.D.
Mohammed J.
Mohiuddin, M.D.
Jimson C. Tse, M.D.
Steven Tung, M.D.
Hailong Wang, M.D.

Cardiology

Tanvir K. Bajwa, M.D.
Erbert Caceres, M.D.
Leo C. Egbujiobi, M.D.
Robert Harner, M.D.
Jasbir Sra, M.D.
Maria E. Taveras, M.D.
Nadine V.L.
Thomas, M.D.

Cardiothoracic Surgery

Peter H. Marks, M.D.

Dermatology/ Dermatological Surgery

Roger Kapoor, M.D.
Paul M. Segal, M.D.

Ear, Nose & Throat

Jong M. Lee, M.D.
Ronald Washak, D.O.

Emergency Medicine

Richard N. Barney, M.D.
Michael V. Coogan, M.D.
Steven E. Diebold, M.D.
Michael P. Ejercito, M.D.
James K. Frey, M.D.
Franz A. Keilhauer, M.D.
John J. Maher, M.D.
David P. Matthews, M.D.
James C. McGrogan, M.D.
Richard E. Radak, M.D.
Michael D.
Repplinger, M.D.
Dana Resop, M.D.
Karen Serrano, M.D.
Warren E. Tripp, M.D.
Eric P. Vraa, M.D.
Stanley Welch, M.D.
Shawn P. Wilson, M.D.

Endocrinology

Richard T. Weirich, M.D.

Eye Surgery

Mario Rojas, M.D.
Alice M. Townshend, M.D.

Family Practice

Shamshad A. Anjum, M.D.
Marek S. Bentkowski, M.D.
Margaret M. Goetzen, M.D.
Eugene A. Gonzales, M.D.
Shelly L. Johnsen, M.D.
Kathleen M.
Klespis-Wick, M.D.
Monica Martens, M.D.
Satish Patel, M.D.
Tejesh N. Patel, M.D.
Stephen R. Rudisill, M.D.
Michael Simpson, M.D.
Christel Tecarro, M.D.
Jack Wang, M.D.

Gastroenterology

Eric Eisenberg, M.D.
John F. Johanson, M.D.
Tsu-Hon Wang, M.D.

General Dentistry

Lakisha Arif-Holmes,
D.D.S.

Gynecology

David Criswell, M.D.

Hospitalist

Shawn Antle, M.D.
Barbara Higgins, M.D.
Thomas J. James, M.D.
Phullara Karmakar, M.D.
Carolyn A.
Lamonica, M.D.
Sheree M. Lauth, M.D.
Victor O. Mensah, M.D.
Elzbieta Ostromecki, M.D.
Karen A. Reed, M.D.

Internal Medicine

Prakshep B. Bhatt, M.D.
William M.
Fitzgerald II, M.D.
Leland J. From, M.D.
Kenneth I. Gold, M.D.
Ronald L. Kodras, M.D.
Robert R. Lisek, M.D.
Cheryl M. Miller, M.D.
Pawel Olszewski, M.D.
Annabelle Tolentino, M.D.

Nephrology

Mashood Ahmad, M.D.
Joanna Niemiec, M.D.
David L. Wright, M.D.

Neurology

Krzysztof Goetzen, M.D.
Rodrigo R. Merino, M.D.

Neurosurgery

Praveen Deshmukh, M.D.
Richard Freeman, M.D.
Amgad Hanna, M.D.

Obstetrics & Gynecology

Russell D. Albert, M.D.
David R. Bhaskar, M.D.
KeriLynn Loftus, M.D.
Glenn Anthony Tan, M.D.

Oncology/Hematology

Walter C. Vogel, M.D.

Ophthalmology

Mario Rojas, M.D.
Alice M. Townshend, M.D.

Optometry

Alan Rehbein, O.D.

Oral Surgeons

Terry Cisler, D.D.S.
Ronald Guttu, D.D.S.
Thomas Kuerscher, D.D.S.
Richard Meister, D.D.S.
Jason Swantek, D.D.S.

Orthopedic Surgery

Emmy Ho, M.D.
Leighton Johnson, Jr., M.D.
Ajmal A. Matloob, M.D.
John Orwin, M.D.

Non-Surgical Orthopaedics

Kenneth L. Klein, M.D.

Otolaryngology (Ear, Nose & Throat)

Jong M. Lee, M.D.
Ronald V. Washak, D.O.

Pathology

Ibrahim Malak, M.D.
Cris P. Myers, M.D.
W. John Rieker, M.D.

Pediatric Cardiology

John Hokanson, M.D.

Pediatrics

Gary B. Adamski, M.D.

Christopher C.

Gianvecchio, M.D.
Nivedita Karmakar, M.D.
Abraham R.
Rodriguez, M.D.
Sara A. Zibert, M.D.

Physical Medicine & Rehabilitation (Physiatry)

Kenneth L. Klein, M.D.

Podiatry

Charles F. Kind, D.P.M.
Lisa Reinicke, D.P.M.
Robert M. Sage, D.P.M.

Psychiatry

Maria-Maria Anleu, M.D.
Jennifer Bleak, M.D.
Nancy J. Wilson, M.D.

Pulmonology

Sushrut Patel, M.D.

Radiation/Oncology

Peter Mahler, M.D., Ph.D.

Radiology

Philip Budihardjo, D.O.
George Cherian, M.D.
James L. Hatch, M.D.
Miguel A. Jimenez, M.D.
Marlen F. Junck, M.D.
Thomas J. Lisk, M.D.
Adam Sciuk, M.D.
Alan S. Wagner, M.D.

Rheumatology

Dimitrios I.
Fanopoulos, M.D.

Sports Medicine

Kenneth L. Klein, M.D.
Ajmal A. Matloob, M.D.
Stephen R. Rudisill, M.D.

Surgery

Pierre S. Charles, Jr., M.D.
Christina Golner, M.D.

Thoracic Surgery

Pierre S. Charles, Jr., M.D.

Urology

Michael A. Donnelly, D.O.
Larry M. Ojeda, M.D.

Vascular Surgery

Pierre S. Charles, Jr., M.D.

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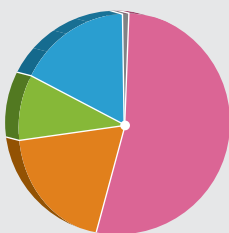
Administrators

Roy A. Colwell +
Administrator,
1963-1972
Virgil J. Waelti +
Administrator,
1972-1984
Michael E. Rindler
President & CEO,
1984-1989
Gregory K. Britton
President & CEO,
1989-Present

+ Indicates deceased
* Indicates past
Board Chairman

financials

2011 Uncompensated Services and Other Community Benefits Provided by the Health System (in millions of dollars)



■ **\$162.7** Medicare Losses
■ **\$50.6** Other Contractual Adjustments
■ **\$28.4** Charity Care/Bad Debt
■ **\$57.8** Medicaid Losses
■ **\$0.5** Free Community Services

\$300 million total

Beloit Health System's management is responsible for the integrity and objectivity of all financial information included in this Annual Report. The Health System's financial statements have been prepared in accordance with generally accepted accounting principles, and include amounts that are based on the best estimates and judgments of management. Wipfli has audited the Health System's financial statements and has expressed its unqualified opinion. Beloit Health System does not use Wipfli for consulting projects, only for auditing the financial information.

Gregory K. Britton

Gregory K. Britton | President & CEO

William E. Groeper

William E. Groeper | Vice President

Revenue

Patient	\$478,697,911
Other	\$7,918,286
TOTAL	\$486,616,197
Less: Amounts Not Reimbursed	\$299,489,923
Net Revenue Received	\$187,126,274

Payor Source

Insurance	33%
Medicare	46%
Medical Assistance	16%
Other Sources	5%
Total	100%

Expenses

Salaries & Fringe Benefits	\$110,656,538
Supplies	\$25,176,500
Purchased Services	\$25,424,319
Building Costs (Depreciation, Interest & Utilities)	\$16,320,242
Insurance	\$1,781,585
Total	\$179,359,184
Income From Operations	\$7,767,090
Fund Balance	\$76,129,581

Statistics

Number of Beds	105
Inpatient Admissions	4,404
Patient Days	17,139
Average Length of Stay in Days	3.89
Outpatient Procedures - Hospital	726,095
Outpatient Procedures - NorthPointe	74,444
Emergency Room Visits	37,042
Laboratory Tests	661,268
Surgical Procedures	4,499
Ambulatory Care Procedures	3,544
Total Clinic Encounters	220,275
Occupational Health Visits	35,526
Patient Meals Served	62,417
Volunteer Hours	40,076

Uncompensated Services

Medicare Losses	\$162,710,702
Medicaid Losses	\$57,850,151
Charity Care/Bad Debt	\$28,376,344
Other Adjustments	\$50,552,726
Free Services	\$460,000
Total Uncompensated Services	\$299,949,923

Did you know? 1999

Beloit Health System created an innovative partnership with Fairbanks Morse Engine and Alliant Energy for an alternative energy source to supply both Beloit Health System and community needs.

Did you know? 2012

Beloit Health System was the first in the region to offer an on-site health and wellness clinic with a school district.

Did you know? 2004

Beloit Health System was the first hospital in the state to have InstyMed, a 24-hour "take-home" medication dispenser in the ER.

Do you know who our biggest supporters are?



As new social media sites pop up asking users and visitors to "like" them or "become a fan," they strive to catch up with the trend set by donors to Beloit Health System Foundation, many of whom have been "fans" of our physicians, staff and services for many years.

In the 26-year history of our Foundation, more than 4,500 Stateline area residents, businesses, foundations and community groups have become our "fans and friends." Their care and generosity have provided Beloit Health System more than \$17.9 million to support:

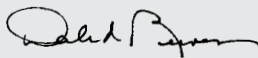
- Construction, expansion and renovation projects designed to improve healthcare facilities and services for our patients
- The acquisition of state-of-the-art equipment and technology
- The delivery of highly specialized cardiac, cancer and dialysis care
- The unique needs of community members through facilities like Riverside and NorthPointe Terraces
- At-home healthcare for homebound patients
- The recruitment and retention of an outstanding team of physicians, nurses and specialized technicians for our communities

- Advanced skills and life-support training for professional staff
- Community education seminars and training such as Neighbor Saver Days and Safe Sitter programs
- Charity care for our neighbors who need some help

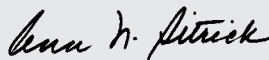
These donors are not only our “fans,” they are also our personal friends, neighbors and family members. It is our mission and our privilege to provide them with the best possible care when they turn to us for help.

Anyone who has ever been a patient knows how much it means to see a familiar, friendly face coming through the door. Through the time we’ve spent together at work, in school and community activities, church and our neighborhoods, we’ve created those bonds of community. We have come to know, understand and support one another. There is great comfort in being with those who know us best.

So to our “fans and friends,” we extend our sincere thanks for your friendship, compassion and generosity. We hope that as we grow together, we will continue to earn your confidence and trust.



Dale A. Reeves | Chair



Ann N. Sitrick, CFRE | Executive Director

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Jack Finlen
Diane M. Gustafson

Dale Hjerpe
Brooke Joos
Randall McIntyre
Dr. Larry Ojeda
Dail Shepherd, R.N.
Ann N. Sitrick, CFRE, Executive Director

Thanks \$2 million VIPs!

Beloit Health System Foundation proudly recognized more than 400 members of its “Volunteers In Partnership” (VIPs) as they celebrated a landmark accomplishment, reaching a total of more than \$2 million in giving to support Beloit Health System. Receiving their trophy on behalf of the group were VIP Executive Committee members (from left) Marietta Axmear, Doug Johnson, Dick Johnson, Peter Rumpel and Joycelyn Ramsden.



financials

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Beloit Health System Foundation, Inc. – Year ended December 31, 2011				
Revenue				
Gifts and contributions	\$32,912	\$300,139	\$23,628	\$356,679
Interest, dividends, and realized gains and losses	30,352	61,086	-	91,438
Change in value of split-interest agreements	-	25,238	-	25,238
Change in net unrealized gains and losses on investments	(11,736)	(63,410)	-	(75,146)
Other	83,547	(6,114)	4,742	82,175
Expenses forgiven by Beloit Health System, Inc.	77,956	-	-	77,956
Net assets released from restrictions	556,348	(556,348)	-	-
Total revenue	\$769,379	(\$239,409)	\$28,370	\$558,340
Expenses				
Fund-raising	256,897	-	-	256,897
Life insurance premiums	10,261	-	-	10,261
Grants — Beloit Health System, Inc.	530,765	-	-	530,765
Total expenses	797,923	-	-	797,923
Change in net assets	(28,544)	(239,409)	28,370	(239,583)
Net assets at the beginning of year	591,620	4,699,403	1,439,758	6,730,781
Net assets at the end of year	\$563,076	\$4,459,994	\$1,468,128	\$6,491,198
Beloit Health System Foundation, Inc. – Year ended December 31, 2010				
Revenue				
Gifts and contributions	\$3,320	\$708,201	\$85,762	\$797,283
Interest, dividends, and realized gains and losses	49,750	52,879	-	102,629
Change in value of split-interest agreements	-	118,033	-	118,033
Change in net unrealized gains and losses on investments	55,233	217,351	-	272,584
Other	110,808	(32,749)	1,916	79,975
Expenses forgiven by Beloit Health System, Inc.	81,693	-	-	81,693
Net assets released from restrictions	556,670	(556,670)	-	-
Total revenue	\$857,474	\$507,045	\$87,678	\$1,452,197
Expenses				
Fund-raising	217,975	-	-	217,975
Life insurance premiums	39,863	-	-	39,863
Grants — Beloit Health System, Inc.	509,112	-	-	509,112
Total expenses	766,950	-	-	766,950
Change in net assets	90,524	507,045	87,678	685,247
Net assets at the beginning of year	501,096	4,192,358	1,352,080	6,045,534
Net assets at the end of year	\$591,620	\$4,699,403	\$1,439,758	\$6,730,781

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 Family
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Did you know?

Since 1990, Beloit Health System Foundation has contributed \$17.9 million to Stateline area healthcare.

locations

Beloit Hospital and Beloit Clinic

Beloit, WI

Clinton Clinic

Clinton, WI

Darien Clinic

Darien, WI

Janesville Clinic

Janesville, WI

NorthPointe Health and Wellness Campus

Roscoe, IL

NorthPointe Terrace

Roscoe, IL

Occupational Health, Sports and Family Medicine

Beloit, WI

Riverside Terrace

Beloit, WI

West Side Clinic

Beloit, WI



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