

**026 Upland Hills Health Inc**  
800 Compassion Way, PO Box 800  
Dodgeville, WI 53533  
608-930-8000

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

County: Iowa  
Analysis Area: Southern (1)  
Volume Group: 3

		All GMS Hospitals		Analysis Area 1		Volume Group 3		FY 2017 vs. 2016	
Selected Utilization Statistics	FY 2017	Value	Ratio	Value	Ratio	Value	Ratio	FY 2016	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	46.1%	55.4%	0.83	57.1%	0.81	46.2%	1.00	50.2%	0.92
Obstetrics	22.3%	38.4%	0.58	41.6%	0.04	22.2%	1.00	23.2%	0.96
Pediatrics	0.0%	55.4%	N/A	55.3%	N/A	0.7%	N/A	0.0%	N/A
Total Hospital	37.7%	56.3%	0.67	58.9%	0.64	43.7%	0.86	38.1%	0.99
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	6.9	26.5	0.26	24.0	0.29	8.0	0.87	7.5	0.92
Obstetrics	1.6	5.0	0.31	4.7	0.33	1.0	1.64	1.6	0.96
Pediatrics	0.1	1.4	0.06	2.4	0.04	0.0	0.06	0.0	N/A
Total Hospital	9.4	48.3	0.19	50.8	0.19	10.5	0.90	9.5	0.99
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	3.7	3.9	0.95	3.9	0.96	3.3	1.13	3.7	1.00
Obstetrics	2.4	2.6	0.93	2.7	0.90	2.1	1.13	2.1	1.11
Pediatrics	2.1	3.5	0.61	3.5	0.60	1.9	1.09	0.0	N/A
Total Hospital	3.5	4.3	0.80	4.3	0.81	3.4	1.02	3.3	1.05
<b>Surgical Operations</b>									
Inpatient	215	1,408	0.15	2,094	0.10	302	0.71	174	1.24
Outpatient	1,127	4,098	0.27	7,088	0.16	1,304	0.86	1,089	1.03
Inpatient as % of All Surgeries	16.0%	25.6%	0.63	22.8%	0.70	18.8%	0.85	13.8%	1.16
<b>Outpatient Visits</b>									
Non-Emergency Visits	49,938	132,001	0.38	161,897	0.31	63,510	0.79	52,827	0.95
Emergency Visits	6,384	17,964	0.36	17,257	0.37	8,037	0.79	6,606	0.97
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	3.0	18.9	0.16	25.5	0.12	12.6	0.24	3.0	1.00
Nurses, Licensed	71.3	244.4	0.29	290.0	0.25	78.6	0.91	70.9	1.01
Ancillary Nursing Personnel	14.1	40.0	0.35	47.6	0.30	13.9	1.01	14.3	0.99
All Other Personnel	196.9	484.8	0.41	681.8	0.29	187.4	1.05	196.6	1.00
Total FTEs	285.3	788.1	0.36	1,045.0	0.27	292.5	0.98	284.7	1.00
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	6.7	15.1	0.44	20.7	0.32	29.3	0.23	6.4	1.04
Nurses, Licensed	158.8	195.2	0.81	235.4	0.67	183.3	0.87	151.8	1.05
Ancillary Nursing Personnel	31.5	32.0	0.98	38.7	0.81	32.5	0.97	30.6	1.03
All Other Personnel	438.4	387.3	1.13	553.4	0.79	436.8	1.00	421.3	1.04
Total FTEs	635.4	629.5	1.01	848.1	0.75	681.8	0.93	610.1	1.04

**Total Hospital:**

Beds Set Up & Staffed 25  
Discharges 991  
Inpatient Days 3,437

**Contract with:**

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

**Medicare-certified Swing Beds:**

Average Beds Used 1  
Discharges 64  
Inpatient Days 410

**Newborn Nursery:**

Bassinet 7  
Total Births 238  
Newborn Days 528

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 09/30/2017	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	15	681	2,523	46.1%	6.9	3.7
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	10	32	0.0%	0.1	3.2
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	16	34	0.0%	0.1	2.1
<b>Obstetrics</b>	1	7	238	569	22.3%	1.6	2.4
<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	3	43	279	25.5%	0.8	6.5
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>	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.

\*\* 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	3	0	3.0	Surgical Personnel	1	1	1.5
Physicians & Dentists	8	1	8.8	Radiological Services Personnel	4	4	7.1
Medical & Dental Residents	0	0	0.0	Sonographers	1	1	1.9
Dental Hygienists	0	0	0.0	Respiratory Therapists	1	6	4.3
Registered Nurses	38	45	63.3	Occupational Therapists	5	0	5.0
Certified Nurse Midwives	0	0	0.0	Occupational Therapy Assistants/Aides	0	3	2.2
Licensed Practical Nurses	5	0	5.0	Physical Therapists	7	5	10.5
Ancillary Nursing Personnel	4	20	14.1	Physical Therapy Assistants/Aides	2	1	2.3
Medical Assistants	4	1	4.6	Recreational Therapists	0	0	0.0
Physician Assistants	3	0	3.0	Dietitians & Nutritionists	2	1	2.5
Nurse Practitioners	0	0	0.0	Psychologists	0	0	0.0
Certified Registered Nurse Anesthetists	3	0	3.0	Social Workers	1	0	1.0
Clinical Nurse Specialists	0	0	0.0	All Other Health Professionals	8	8	12.8
Health Info Mgmt-Administrators/Technicians	5	0	5.0	All Other Personnel	74	49	105.1
Pharmacy Personnel	5	4	7.0				
Clinical Laboratory Personnel	8	7	12.4				
				<b>Total</b>	<b>192</b>	<b>157</b>	<b>285.3</b>

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			All GMS Hospitals		Analysis Area		Volume Group		FY 2017 vs. 2016	
Selected Financial Statistics			Value	Ratio	Value	Ratio	Value	Ratio	FY 2016	Ratio
FY 2017										
<b>Gross Revenue as % of Total Gross Patient Revenue</b>										
Medicare	\$48,414,578	42.8%	44.8%	0.96	41.1%	1.04	46.2%	0.93	40.2%	1.06
Medical Assistance	\$12,960,871	11.5%	14.4%	0.80	11.8%	0.97	12.7%	0.90	12.0%	0.96
Commercial	\$48,890,430	43.2%	36.6%	1.18	39.9%	1.08	37.2%	1.16	45.0%	0.96
All Other	\$2,882,161	2.5%	4.2%	0.60	7.2%	0.36	3.9%	0.66	2.9%	0.89
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$30,863,702	27.3%	32.9%	0.83	30.1%	0.91	28.8%	0.95	25.3%	1.08
Medical Assistance	\$9,082,662	8.0%	10.7%	0.75	8.7%	0.92	8.6%	0.93	9.5%	0.84
Commercial	\$20,797,132	18.4%	14.8%	1.24	18.1%	1.01	13.1%	1.41	17.9%	1.03
Charity Care	\$1,268,744	1.1%	1.0%	1.13	0.9%	1.27	1.0%	1.12	0.8%	1.46
Bad Debt	\$741,421	0.7%	1.1%	0.62	1.1%	0.59	1.5%	0.44	0.5%	1.40
All Other	\$1,927,449	1.7%	1.9%	0.89	3.4%	0.51	1.9%	0.88	2.2%	0.77
Total Deductions	\$64,681,110	57.2%	62.4%	0.92	62.3%	0.92	54.9%	1.04	56.1%	1.02
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue		2.9%	6.3%	0.46	7.1%	0.42	6.2%	0.47	3.7%	0.80
Net Gains/Losses as % of Net Income		21.3%	12.7%	1.68	48.2%	0.44	20.5%	1.04	23.8%	0.89
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$25,134,461	55.1%	44.7%	1.23	48.0%	1.15	50.7%	1.09	55.7%	0.99
Supplies & Services	\$14,679,917	32.2%	47.9%	0.67	44.6%	0.72	40.1%	0.80	31.9%	1.01
Capital Component	\$5,772,182	12.7%	7.4%	1.72	7.5%	1.70	9.2%	1.37	12.4%	1.02
<b>Fiscal Statistics</b>										
Operating Margin (%)		8.7%	8.9%	0.97	3.0%	2.88	4.7%	1.87	8.3%	1.05
Total Hospital Net Income (%)		10.8%	10.1%	1.07	5.7%	1.91	5.8%	1.86	10.6%	1.02
Return on Equity (%)		11.4%	7.6%	1.49	4.4%	2.58	5.1%	2.23	11.4%	1.00
Current Ratio		2.7	5.6	0.48	2.1	1.29	4.9	0.55	1.7	1.56
Days in Net Patient Accounts Receivable		35.4	51.4	0.69	49.0	0.72	51.9	0.68	29.7	1.19
Average Payment Period		49.5	41.5	1.19	54.8	0.90	33.7	1.47	47.6	1.04
Equity Financing (%)		145.1%	73.6%	1.97	60.8%	2.39	70.2%	2.07	145.4%	1.00
Long-Term Debt to Equity Ratio		0.4	0.2	2.19	0.3	1.18	0.4	0.94	0.4	0.90
Times Interest Earned		5.4	14.1	0.39	5.3	1.02	4.7	1.15	6.4	0.85
Total Asset Turnover		1.0	0.7	1.38	0.8	1.36	0.9	1.18	1.1	0.98
Average Age of Plant (Years)		9.3	9.3	1.01	10.6	0.88	7.5	1.25	8.7	1.07
Increase (Decrease) Total Net Patient Revenue		6.8%	3.6%	1.86	3.3%	2.06	2.8%	2.38	-1.0%	N/A
Outpatient Gross Revenue (% of Total GPR)		80.3%	60.9%	1.32	59.0%	1.36	75.7%	1.06	80.6%	1.00
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge		\$10,441	\$15,675	0.67	\$17,327	0.60	\$12,189	0.86	\$9,462	1.10
Inpatient Net Revenue per Day		\$2,997	\$3,540	0.85	\$4,029	0.74	\$3,423	0.88	\$2,846	1.05
Outpatient Net Revenue per Visit		\$675	\$654	1.03	\$588	1.15	\$558	1.21	\$593	1.14

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$113,148,040	Cash & Cash Equivalents	\$7,867,710	Current Liabilities	\$5,621,796
Less Deductions	\$64,681,110	Net Patient Receivables	\$4,703,856	Long-Term Debt	\$25,634,216
Net Patient Revenue	\$48,466,930	Other Receivables	\$483,839	Other Liabilities	\$0
Plus Other Revenue	\$1,469,578			Subtotal	\$31,256,012
Total Revenue	\$49,936,508	Land, Buildings & Equipment (Net)	\$32,450,993		
Less Expenses	\$45,586,560	Other Assets	\$3,132,346	Unrestricted Fund Balance	\$70,571,797
Non-Operating Gains/Losses	\$1,176,212			Restricted Fund Balance	\$0
Net Income	\$5,526,160	Total Assets	\$48,638,744	Total Liabilities & Fund Balance	\$101,827,809