

061 UnityPoint Health - Meriter
 202 South Park Street
 Madison, WI 53715
 608-417-6000

Fiscal Year: 01/01 to 12/31
 Type: GMS
 General Medical & Surgical
 Control: Other Not-For-Profit

County: Dane
 Analysis Area: Southern (1)
 Volume Group: 7

		All GMS Hospitals		Analysis Area 1		Volume Group 7		FY 2017 vs. 2016	
Selected Utilization Statistics	FY 2017	Value	Ratio	Value	Ratio	Value	Ratio	FY 2016	Ratio
Occupancy Rate (%)									
Adult Medical-Surgical	65.7%	55.4%	1.18	57.1%	1.15	68.9%	0.95	47.6%	1.38
Obstetrics	80.5%	38.4%	2.10	41.6%	0.85	47.9%	1.68	59.1%	1.36
Pediatrics	0.0%	55.4%	N/A	55.3%	N/A	38.5%	N/A	0.0%	N/A
Total Hospital	79.3%	56.3%	1.41	58.9%	1.35	66.1%	1.20	57.4%	1.38
Average Census (Patients)									
Adult Medical-Surgical	38.7	26.5	1.46	24.0	1.61	101.6	0.38	50.4	0.77
Obstetrics	35.4	5.0	7.05	4.7	7.60	14.7	2.40	34.3	1.03
Pediatrics	0.0	1.4	N/A	2.4	N/A	3.6	N/A	0.0	N/A
Total Hospital	172.1	48.3	3.56	50.8	3.39	193.9	0.89	176.7	0.97
Average Length of Stay (Days)									
Adult Medical-Surgical	3.0	3.9	0.76	3.9	0.76	4.3	0.69	3.4	0.87
Obstetrics	3.0	2.6	1.16	2.7	1.12	2.7	1.09	2.9	1.03
Pediatrics	0.0	3.5	N/A	3.5	N/A	3.4	N/A	0.0	N/A
Total Hospital	4.3	4.3	0.98	4.3	0.99	4.8	0.90	4.3	0.98
Surgical Operations									
Inpatient	2,069	1,408	1.47	2,094	0.99	5,364	0.39	2,201	0.94
Outpatient	5,608	4,098	1.37	7,088	0.79	13,857	0.40	6,119	0.92
Inpatient as % of All Surgeries	27.0%	25.6%	1.05	22.8%	1.18	27.9%	0.97	26.5%	1.02
Outpatient Visits									
Non-Emergency Visits	166,797	132,001	1.26	161,897	1.03	422,002	0.40	163,851	1.02
Emergency Visits	39,308	17,964	2.19	17,257	2.28	48,744	0.81	43,194	0.91
Full-Time Equivalents (FTEs)									
Administrators	11.0	18.9	0.58	25.5	0.43	55.0	0.20	35.0	0.31
Nurses, Licensed	672.4	244.4	2.75	290.0	2.32	909.8	0.74	614.6	1.09
Ancillary Nursing Personnel	96.4	40.0	2.41	47.6	2.02	148.5	0.65	86.8	1.11
All Other Personnel	1,416.4	484.8	2.92	681.8	2.08	1,773.6	0.80	1,400.4	1.01
Total FTEs	2,196.2	788.1	2.79	1,045.0	2.10	2,886.8	0.76	2,136.8	1.03
FTEs per 100 Patient Census (Adjusted)									
Administrators	3.2	15.1	0.22	20.7	0.16	12.1	0.27	9.8	0.33
Nurses, Licensed	198.5	195.2	1.02	235.4	0.84	199.8	0.99	172.8	1.15
Ancillary Nursing Personnel	28.5	32.0	0.89	38.7	0.74	32.6	0.87	24.4	1.17
All Other Personnel	418.3	387.3	1.08	553.4	0.76	389.6	1.07	393.7	1.06
Total FTEs	648.5	629.5	1.03	848.1	0.76	634.1	1.02	600.8	1.08

Total Hospital:

Beds Set Up & Staffed 217
 Discharges 14,748
 Inpatient Days 62,834

Contract with:

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

Medicare-certified Swing Beds:

Average Beds Used 0
 Discharges 0
 Inpatient Days 0

Newborn Nursery:

Bassinets 29
 Total Births 4,138
 Newborn Days 8,095

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 12/31/2017	Discharges & Transfers**	Patient Days of Care	Occupancy Rate (%)	Average Census (Patients)	Average Length of Stay (Days)
General Medical-Surgical							
Adult Medical-Surgical, Acute	2	59	4,780	14,140	65.7%	38.7	3.0
Orthopedic	2	0	0	0	0.0%	0.0	0.0
Rehabilitation & Physical Medicine	1	0	0	0	0.0%	0.0	0.0
Hospice	5	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
Pediatric, acute	4	0	0	0	0.0%	0.0	0.0
Obstetrics	1	44	4,326	12,921	80.5%	35.4	3.0
Psychiatric	1	25	1,551	9,098	99.7%	24.9	5.9
Alcoholism/chemical dependency	2	0	0	0	0.0%	0.0	0.0
ICU/CCU							
Medical-Surgical Intensive Care	1	7	146	2,264	88.6%	6.2	15.5
Cardiac Intensive Unit	1	38	2,704	11,735	84.6%	32.2	4.3
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)	5	0	0	0	0.0%	0.0	0.0
Neonatal Intensive/Intermediate Care	1	32	552	8,728	74.7%	23.9	15.8
Other Intensive Care	1	12	689	3,948	90.1%	10.8	5.7
Subacute care	5	0	0	0	0.0%	0.0	0.0
Other inpatient	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	11	0	11.0	Surgical Personnel	6	18	19.0
Physicians & Dentists	0	0	0.0	Radiological Services Personnel	30	31	46.4
Medical & Dental Residents	0	0	0.0	Sonographers	14	14	23.2
Dental Hygienists	0	0	0.0	Respiratory Therapists	11	30	28.1
Registered Nurses	237	671	658.5	Occupational Therapists	9	22	18.1
Certified Nurse Midwives	0	0	0.0	Occupational Therapy Assistants/Aides	2	4	4.5
Licensed Practical Nurses	3	5	6.2	Physical Therapists	21	42	43.4
Ancillary Nursing Personnel	29	136	96.4	Physical Therapy Assistants/Aides	3	13	10.2
Medical Assistants	30	41	55.4	Recreational Therapists	1	0	1.0
Physician Assistants	0	0	0.0	Dietitians & Nutritionists	4	7	8.7
Nurse Practitioners	1	1	1.8	Psychologists	0	0	0.0
Certified Registered Nurse Anesthetists	0	0	0.0	Social Workers	16	19	23.6
Clinical Nurse Specialists	5	2	5.8	All Other Health Professionals	158	156	235.8
Health Info Mgmt-Administrators/Technicians	25	4	27.2	All Other Personnel	542	443	776.6
Pharmacy Personnel	44	29	58.3				
Clinical Laboratory Personnel	27	16	36.9				
				Total	1,229	1,704	2,196.2

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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
Gross Revenue as % of Total Gross Patient Revenue										
Medicare	\$434,609,677	40.0%	44.8%	0.89	41.1%	0.97	45.3%	0.88	37.9%	1.06
Medical Assistance	\$158,273,470	14.6%	14.4%	1.01	11.8%	1.24	13.1%	1.11	15.3%	0.95
Commercial	\$466,363,512	43.0%	36.6%	1.17	39.9%	1.08	37.0%	1.16	44.2%	0.97
All Other	\$26,069,184	2.4%	4.2%	0.57	7.2%	0.34	4.5%	0.53	2.5%	0.97
Deductions as % of Total Gross Patient Revenue										
Medicare	\$327,300,414	30.2%	32.9%	0.92	30.1%	1.00	34.5%	0.88	28.6%	1.06
Medical Assistance	\$117,161,128	10.8%	10.7%	1.00	8.7%	1.24	10.2%	1.06	11.2%	0.97
Commercial	\$212,416,828	19.6%	14.8%	1.32	18.1%	1.08	16.0%	1.22	20.6%	0.95
Charity Care	\$8,218,770	0.8%	1.0%	0.77	0.9%	0.86	1.0%	0.78	0.5%	1.64
Bad Debt	\$8,173,585	0.8%	1.1%	0.71	1.1%	0.68	1.0%	0.77	0.7%	1.05
All Other	\$13,006,767	1.2%	1.9%	0.63	3.4%	0.36	1.9%	0.63	0.7%	1.65
Total Deductions	\$686,277,492	63.2%	62.4%	1.01	62.3%	1.02	64.5%	0.98	62.3%	1.02
Other Revenue & Net Gains or Losses										
Other Revenue as % of Total Revenue		9.7%	6.3%	1.53	7.1%	1.37	5.9%	1.66	7.5%	1.30
Net Gains/Losses as % of Net Income		66.1%	12.7%	5.22	48.2%	1.37	17.3%	3.82	63.8%	1.04
Expenses as % of Total Expenses										
Salary/Fringe Benefits	\$189,439,634	44.9%	44.7%	1.00	48.0%	0.94	44.0%	1.02	42.8%	1.05
Supplies & Services	\$197,462,679	46.8%	47.9%	0.98	44.6%	1.05	49.6%	0.94	49.0%	0.96
Capital Component	\$34,918,288	8.3%	7.4%	1.12	7.5%	1.11	6.4%	1.29	8.2%	1.01
Fiscal Statistics										
Operating Margin (%)		4.5%	8.9%	0.51	3.0%	1.50	7.7%	0.59	3.6%	1.26
Total Hospital Net Income (%)		12.3%	10.1%	1.22	5.7%	2.17	9.1%	1.35	9.3%	1.32
Return on Equity (%)		7.7%	7.6%	1.02	4.4%	1.75	6.9%	1.11	6.3%	1.23
Current Ratio		2.3	5.6	0.40	2.1	1.08	5.6	0.40	2.1	1.09
Days in Net Patient Accounts Receivable		49.0	51.4	0.95	49.0	1.00	52.1	0.94	46.4	1.06
Average Payment Period		40.7	41.5	0.98	54.8	0.74	43.2	0.94	39.3	1.03
Equity Financing (%)		61.9%	73.6%	0.84	60.8%	1.02	76.9%	0.80	58.1%	1.07
Long-Term Debt to Equity Ratio		0.4	0.2	2.37	0.3	1.28	0.1	3.16	0.5	0.83
Times Interest Earned		8.5	14.1	0.60	5.3	1.59	17.0	0.50	6.5	1.31
Total Asset Turnover		0.6	0.7	0.78	0.8	0.76	0.8	0.77	0.6	0.91
Average Age of Plant (Years)		4.0	9.3	0.44	10.6	0.38	10.4	0.39	3.0	1.36
Increase (Decrease) Total Net Patient Revenue		-4.1%	3.6%	N/A	3.3%	N/A	4.9%	N/A	-2.8%	1.45
Outpatient Gross Revenue (% of Total GPR)		49.2%	60.9%	0.81	59.0%	0.83	56.8%	0.86	50.3%	0.98
Net Revenue Statistics										
Inpatient Net Revenue per Discharge		\$14,779	\$15,675	0.94	\$17,327	0.85	\$17,864	0.83	\$14,983	0.99
Inpatient Net Revenue per Day		\$3,469	\$3,540	0.98	\$4,029	0.86	\$3,709	0.94	\$3,457	1.00
Outpatient Net Revenue per Visit		\$918	\$654	1.40	\$588	1.56	\$733	1.25	\$969	0.95

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$1,085,315,843	Cash & Cash Equivalents	\$39,679,883	Current Liabilities	\$44,841,558
Less Deductions	\$686,277,492	Net Patient Receivables	\$53,524,984	Long-Term Debt	\$185,980,257
Net Patient Revenue	\$399,038,351	Other Receivables	\$3,968,321	Other Liabilities	\$56,862,873
Plus Other Revenue	\$42,863,799			Subtotal	\$287,684,688
Total Revenue	\$441,902,150	Land, Buildings & Equipment (Net)	\$256,336,263	Unrestricted Fund Balance	\$474,856,432
Less Expenses	\$421,820,601	Other Assets	\$414,035,862	Restricted Fund Balance	\$5,004,194
Non-Operating Gains/Losses	\$39,154,400			Total Liabilities & Fund Balance	\$762,541,120
Net Income	\$59,235,949	Total Assets	\$767,545,313		