

**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 2018 vs. 2017	
Selected Utilization Statistics	FY 2018	Value	Ratio	Value	Ratio	Value	Ratio	FY 2017	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	42.2%	55.7%	0.76	57.3%	0.74	38.3%	1.10	46.1%	0.92
Obstetrics	20.7%	41.5%	0.50	43.6%	0.03	24.8%	0.83	22.3%	0.93
Pediatrics	0.0%	52.8%	N/A	54.8%	N/A	0.3%	N/A	0.0%	N/A
Total Hospital	34.8%	57.5%	0.61	60.2%	0.58	37.2%	0.94	37.7%	0.92
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	6.3	26.4	0.24	24.4	0.26	6.5	0.97	6.9	0.92
Obstetrics	1.4	5.6	0.26	5.1	0.29	1.0	1.45	1.6	0.93
Pediatrics	0.0	1.4	0.04	2.3	0.02	0.0	0.04	0.1	0.53
Total Hospital	8.7	49.4	0.18	51.9	0.17	8.5	1.02	9.4	0.92
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	3.7	3.9	0.94	3.9	0.95	2.9	1.26	3.7	1.00
Obstetrics	2.4	2.5	0.95	2.7	0.89	2.2	1.08	2.4	1.00
Pediatrics	2.0	3.5	0.57	3.8	0.53	1.9	1.05	2.1	0.94
Total Hospital	3.4	4.4	0.78	4.3	0.79	3.1	1.11	3.5	0.99
<b>Surgical Operations</b>									
Inpatient	186	1,396	0.13	2,117	0.09	273	0.68	215	0.87
Outpatient	1,023	4,206	0.24	7,457	0.14	1,279	0.80	1,127	0.91
Inpatient as % of All Surgeries	15.4%	24.9%	0.62	22.1%	0.70	17.6%	0.87	16.0%	0.96
<b>Outpatient Visits</b>									
Non-Emergency Visits	52,220	136,074	0.38	174,723	0.30	57,910	0.90	49,938	1.05
Emergency Visits	6,616	18,688	0.35	17,254	0.38	8,090	0.82	6,384	1.04
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	3.0	19.3	0.16	26.0	0.12	9.4	0.32	3.0	1.00
Nurses, Licensed	80.4	239.2	0.34	251.5	0.32	79.9	1.01	71.3	1.13
Ancillary Nursing Personnel	14.2	40.0	0.35	43.3	0.33	13.5	1.05	14.1	1.01
All Other Personnel	232.9	480.4	0.48	653.1	0.36	187.1	1.24	196.9	1.18
Total FTEs	330.5	779.0	0.42	973.9	0.34	289.8	1.14	285.3	1.16
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	6.6	14.9	0.45	20.1	0.33	24.3	0.27	6.7	0.99
Nurses, Licensed	177.8	183.7	0.97	194.3	0.92	207.6	0.86	158.8	1.12
Ancillary Nursing Personnel	31.4	30.8	1.02	33.4	0.94	35.0	0.90	31.5	1.00
All Other Personnel	514.7	369.0	1.40	504.4	1.02	486.3	1.06	438.4	1.17
Total FTEs	730.5	598.3	1.22	752.2	0.97	753.3	0.97	635.4	1.15

<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	Yes	Average Beds Used	1	Bassinets	0
Discharges	928	Organization (HMO)		Discharges	4	Total Births	215
Inpatient Days	3,179	Preferred Provider	Yes	Inpatient Days	13	Newborn Days	466
		Organization (PPO)					

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 09/30/2018	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	623	2,310	42.2%	6.3	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	12	47	0.0%	0.1	3.9
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	9	18	0.0%	0.0	2.0
<b>Obstetrics</b>	1	7	220	528	20.7%	1.4	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	136	276	25.2%	0.8	2.0
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	0	2	1.7
Physicians & Dentists	11	4	13.9	Radiological Services Personnel	4	4	7.2
Medical & Dental Residents	0	0	0.0	Sonographers	2	0	2.0
Dental Hygienists	0	0	0.0	Respiratory Therapists	3	3	4.8
Registered Nurses	42	41	65.9	Occupational Therapists	4	1	4.9
Certified Nurse Midwives	0	0	0.0	Occupational Therapy Assistants/Aides	0	3	1.9
Licensed Practical Nurses	5	3	7.5	Physical Therapists	7	4	10.1
Ancillary Nursing Personnel	6	17	14.2	Physical Therapy Assistants/Aides	2	1	2.3
Medical Assistants	9	2	10.6	Recreational Therapists	0	0	0.0
Physician Assistants	3	0	3.0	Dietitians & Nutritionists	2	3	3.6
Nurse Practitioners	4	0	4.0	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	10	8	15.0
Health Info Mgmt-Administrators/Technicians	8	3	9.7	All Other Personnel	86	58	120.9
Pharmacy Personnel	4	4	5.7				
Clinical Laboratory Personnel	12	5	14.8				
				<b>Total</b>	<b>231</b>	<b>166</b>	<b>330.5</b>

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			All GMS Hospitals		Analysis Area		Volume Group		FY 2018 vs. 2017	
Selected Financial Statistics			Value	Ratio	Value	Ratio	Value	Ratio	FY 2017	Ratio
FY 2018										
<b>Gross Revenue as % of Total Gross Patient Revenue</b>										
Medicare	\$48,370,019	41.9%	45.7%	0.92	41.6%	1.01	46.1%	0.91	42.8%	0.98
Medical Assistance	\$13,354,740	11.6%	14.0%	0.83	11.5%	1.00	13.3%	0.87	11.5%	1.01
Commercial	\$51,370,371	44.5%	35.8%	1.24	39.3%	1.13	36.0%	1.24	43.2%	1.03
All Other	\$2,312,307	2.0%	4.5%	0.45	7.5%	0.27	4.6%	0.43	2.5%	0.79
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$31,019,494	26.9%	34.1%	0.79	30.8%	0.87	29.3%	0.92	27.3%	0.99
Medical Assistance	\$9,893,159	8.6%	10.6%	0.81	8.7%	0.99	9.2%	0.93	8.0%	1.07
Commercial	\$20,792,640	18.0%	14.7%	1.23	18.2%	0.99	11.9%	1.51	18.4%	0.98
Charity Care	\$1,586,053	1.4%	1.0%	1.41	0.9%	1.60	1.0%	1.34	1.1%	1.23
Bad Debt	\$786,956	0.7%	1.1%	0.64	1.1%	0.64	1.7%	0.39	0.7%	1.04
All Other	\$1,525,368	1.3%	2.0%	0.67	3.4%	0.39	1.9%	0.70	1.7%	0.78
Total Deductions	\$65,603,670	56.8%	63.3%	0.90	62.8%	0.90	55.1%	1.03	57.2%	0.99
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue		3.3%	5.5%	0.60	6.4%	0.51	5.9%	0.55	2.9%	1.11
Net Gains/Losses as % of Net Income		12.4%	2.6%	4.85	1.9%	6.67	14.7%	0.85	21.3%	0.58
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$26,743,413	57.4%	44.1%	1.30	47.5%	1.21	51.5%	1.11	55.1%	1.04
Supplies & Services	\$14,727,562	31.6%	49.0%	0.64	45.0%	0.70	40.5%	0.78	32.2%	0.98
Capital Component	\$5,149,784	11.0%	6.9%	1.61	7.5%	1.47	8.0%	1.39	12.7%	0.87
<b>Fiscal Statistics</b>										
Operating Margin (%)		9.5%	8.4%	1.13	5.0%	1.91	5.3%	1.79	8.7%	1.09
Total Hospital Net Income (%)		10.7%	8.6%	1.24	5.0%	2.11	6.1%	1.73	10.8%	0.99
Return on Equity (%)		5.6%	6.3%	0.89	3.8%	1.49	5.1%	1.12	11.4%	0.50
Current Ratio		2.3	5.9	0.39	2.3	1.02	5.4	0.43	2.7	0.86
Days in Net Patient Accounts Receivable		36.0	51.6	0.70	47.8	0.75	51.7	0.70	35.4	1.02
Average Payment Period		50.0	38.5	1.30	55.0	0.91	34.1	1.47	49.5	1.01
Equity Financing (%)		77.4%	75.1%	1.03	59.3%	1.31	79.8%	0.97	145.1%	0.53
Long-Term Debt to Equity Ratio		0.2	0.2	1.49	0.3	0.81	0.2	1.24	0.4	0.65
Times Interest Earned		8.0	13.4	0.60	5.0	1.60	8.4	0.95	5.4	1.48
Total Asset Turnover		0.5	0.7	0.71	0.7	0.70	0.8	0.64	1.0	0.51
Average Age of Plant (Years)		9.8	9.9	1.00	10.5	0.94	9.3	1.06	9.3	1.05
Increase (Decrease) Total Net Patient Revenue		2.8%	5.4%	0.51	6.7%	0.41	4.5%	0.62	6.8%	0.41
Outpatient Gross Revenue (% of Total GPR)		81.8%	61.9%	1.32	59.8%	1.37	78.1%	1.05	80.3%	1.02
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge		\$11,855	\$15,830	0.75	\$17,803	0.67	\$12,599	0.94	\$10,441	1.14
Inpatient Net Revenue per Day		\$2,282	\$3,538	0.65	\$4,047	0.56	\$3,643	0.63	\$2,997	0.76
Outpatient Net Revenue per Visit		\$661	\$686	0.96	\$595	1.11	\$598	1.11	\$675	0.98

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$115,407,437	Cash & Cash Equivalents	\$5,739,542	Current Liabilities	\$5,842,552
Less Deductions	\$65,603,670	Net Patient Receivables	\$4,911,157	Long-Term Debt	\$18,120,735
Net Patient Revenue	\$49,803,767	Other Receivables	\$814,040	Other Liabilities	\$0
Plus Other Revenue	\$1,689,291			Subtotal	\$23,963,287
Total Revenue	\$51,493,058	Land, Buildings & Equipment (Net)	\$38,865,767	Unrestricted Fund Balance	\$76,202,671
Less Expenses	\$46,620,759	Other Assets	\$48,107,468	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$689,204			Total Liabilities & Fund Balance	\$100,165,958
Net Income	\$5,561,503	Total Assets	\$98,437,974		