

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 2018 vs. 2017	
Selected Utilization Statistics	FY 2018	Value	Ratio	Value	Ratio	Value	Ratio	FY 2017	Ratio
Occupancy Rate (%)									
Adult Medical-Surgical	73.3%	55.7%	1.32	57.3%	1.28	69.4%	1.06	65.7%	1.12
Obstetrics	94.9%	41.5%	2.29	43.6%	0.96	52.7%	1.80	80.5%	1.18
Pediatrics	0.0%	52.8%	N/A	54.8%	N/A	32.8%	N/A	0.0%	N/A
Total Hospital	86.4%	57.5%	1.50	60.2%	1.43	67.8%	1.28	79.3%	1.09
Average Census (Patients)									
Adult Medical-Surgical	43.2	26.4	1.64	24.4	1.77	101.2	0.43	38.7	1.12
Obstetrics	41.8	5.6	7.42	5.1	8.24	15.7	2.66	35.4	1.18
Pediatrics	0.0	1.4	N/A	2.3	N/A	3.8	N/A	0.0	N/A
Total Hospital	187.5	49.4	3.80	51.9	3.61	195.9	0.96	172.1	1.09
Average Length of Stay (Days)									
Adult Medical-Surgical	3.1	3.9	0.79	3.9	0.79	4.4	0.71	3.0	1.04
Obstetrics	3.0	2.5	1.19	2.7	1.12	2.6	1.15	3.0	1.01
Pediatrics	0.0	3.5	N/A	3.8	N/A	3.6	N/A	0.0	N/A
Total Hospital	4.3	4.4	0.98	4.3	0.99	4.8	0.89	4.3	1.01
Surgical Operations									
Inpatient	1,682	1,396	1.20	2,117	0.79	5,208	0.32	2,069	0.81
Outpatient	6,260	4,206	1.49	7,457	0.84	14,763	0.42	5,608	1.12
Inpatient as % of All Surgeries	21.2%	24.9%	0.85	22.1%	0.96	26.1%	0.81	27.0%	0.79
Outpatient Visits									
Non-Emergency Visits	355,554	136,074	2.61	174,723	2.03	473,499	0.75	166,797	2.13
Emergency Visits	41,673	18,688	2.23	17,254	2.42	53,629	0.78	39,308	1.06
Full-Time Equivalents (FTEs)									
Administrators	36.0	19.3	1.86	26.0	1.38	64.0	0.56	11.0	3.27
Nurses, Licensed	683.0	239.2	2.86	251.5	2.72	866.8	0.79	672.4	1.02
Ancillary Nursing Personnel	121.4	40.0	3.03	43.3	2.81	141.9	0.86	96.4	1.26
All Other Personnel	1,492.6	480.4	3.11	653.1	2.29	1,693.5	0.88	1,416.4	1.05
Total FTEs	2,333.0	779.0	2.99	973.9	2.40	2,766.3	0.84	2,196.2	1.06
FTEs per 100 Patient Census (Adjusted)									
Administrators	9.2	14.9	0.62	20.1	0.46	13.7	0.67	3.2	2.83
Nurses, Licensed	174.7	183.7	0.95	194.3	0.90	186.0	0.94	198.5	0.88
Ancillary Nursing Personnel	31.1	30.8	1.01	33.4	0.93	30.4	1.02	28.5	1.09
All Other Personnel	381.7	369.0	1.03	504.4	0.76	363.3	1.05	418.3	0.91
Total FTEs	596.7	598.3	1.00	752.2	0.79	593.5	1.01	648.5	0.92

Total Hospital:

Beds Set Up & Staffed 217
 Discharges 15,917
 Inpatient Days 68,446

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:

Bassinet 30
 Total Births 4,844
 Newborn Days 9,585

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 12/31/2018	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	5,110	15,780	73.3%	43.2	3.1
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	5,030	15,247	94.9%	41.8	3.0
Psychiatric	1	25	1,492	8,911	97.7%	24.4	6.0
Alcoholism/chemical dependency	2	0	0	0	0.0%	0.0	0.0
ICU/CCU							
Medical-Surgical Intensive Care	1	7	193	2,449	95.9%	6.7	12.7
Cardiac Intensive Unit	1	38	2,876	12,189	87.9%	33.4	4.2
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	531	9,619	82.4%	26.4	18.1
Other Intensive Care	1	12	685	4,251	97.1%	11.6	6.2
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	36	0	36.0	Surgical Personnel	13	28	34.4
Physicians & Dentists	0	0	0.0	Radiological Services Personnel	31	30	50.2
Medical & Dental Residents	0	0	0.0	Sonographers	13	11	21.3
Dental Hygienists	0	0	0.0	Respiratory Therapists	8	35	31.7
Registered Nurses	218	655	667.3	Occupational Therapists	10	20	19.0
Certified Nurse Midwives	0	0	0.0	Occupational Therapy Assistants/Aides	3	2	4.4
Licensed Practical Nurses	2	4	4.9	Physical Therapists	14	46	40.6
Ancillary Nursing Personnel	34	168	121.4	Physical Therapy Assistants/Aides	18	21	31.0
Medical Assistants	34	28	54.0	Recreational Therapists	1	0	1.0
Physician Assistants	0	0	0.0	Dietitians & Nutritionists	4	6	8.4
Nurse Practitioners	1	1	1.9	Psychologists	0	0	0.0
Certified Registered Nurse Anesthetists	0	0	0.0	Social Workers	18	18	26.1
Clinical Nurse Specialists	8	2	8.9	All Other Health Professionals	199	188	306.8
Health Info Mgmt-Administrators/Technicians	19	1	19.8	All Other Personnel	509	396	736.8
Pharmacy Personnel	47	38	68.8				
Clinical Laboratory Personnel	27	16	38.2				
				Total	1,267	1,714	2,333.0

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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										
Gross Revenue as % of Total Gross Patient Revenue										
Medicare	\$436,243,474	35.9%	45.7%	0.79	41.6%	0.86	46.0%	0.78	40.0%	0.90
Medical Assistance	\$173,535,914	14.3%	14.0%	1.02	11.5%	1.24	12.8%	1.12	14.6%	0.98
Commercial	\$547,170,950	45.0%	35.8%	1.26	39.3%	1.14	36.0%	1.25	43.0%	1.05
All Other	\$58,204,785	4.8%	4.5%	1.06	7.5%	0.64	5.3%	0.91	2.4%	1.99
Deductions as % of Total Gross Patient Revenue										
Medicare	\$327,760,370	27.0%	34.1%	0.79	30.8%	0.88	35.3%	0.76	30.2%	0.89
Medical Assistance	\$126,752,318	10.4%	10.6%	0.99	8.7%	1.20	10.0%	1.04	10.8%	0.97
Commercial	\$269,592,256	22.2%	14.7%	1.51	18.2%	1.22	16.0%	1.38	19.6%	1.13
Charity Care	\$9,800,858	0.8%	1.0%	0.83	0.9%	0.94	1.0%	0.84	0.8%	1.07
Bad Debt	\$8,175,012	0.7%	1.1%	0.63	1.1%	0.63	0.9%	0.72	0.8%	0.89
All Other	\$39,425,231	3.2%	2.0%	1.66	3.4%	0.97	2.2%	1.45	1.2%	2.71
Total Deductions	\$781,506,045	64.3%	63.3%	1.02	62.8%	1.02	65.5%	0.98	63.2%	1.02
Other Revenue & Net Gains or Losses										
Other Revenue as % of Total Revenue		4.9%	5.5%	0.89	6.4%	0.77	6.8%	0.73	9.7%	0.51
Net Gains/Losses as % of Net Income		320.3%	2.6%	125.28	1.9%	172.53	1.9%	169.44	66.1%	4.85
Expenses as % of Total Expenses										
Salary/Fringe Benefits	\$227,551,690	51.2%	44.1%	1.16	47.5%	1.08	43.1%	1.19	44.9%	1.14
Supplies & Services	\$181,273,471	40.8%	49.0%	0.83	45.0%	0.91	50.4%	0.81	46.8%	0.87
Capital Component	\$35,869,445	8.1%	6.9%	1.17	7.5%	1.07	6.4%	1.25	8.3%	0.97
Fiscal Statistics										
Operating Margin (%)		2.5%	8.4%	0.30	5.0%	0.50	8.5%	0.29	4.5%	0.55
Total Hospital Net Income (%)		-1.2%	8.6%	N/A	5.0%	N/A	8.7%	N/A	12.3%	N/A
Return on Equity (%)		-0.7%	6.3%	N/A	3.8%	N/A	6.7%	N/A	7.7%	N/A
Current Ratio		1.6	5.9	0.26	2.3	0.69	6.2	0.25	2.3	0.69
Days in Net Patient Accounts Receivable		34.3	51.6	0.67	47.8	0.72	50.7	0.68	49.0	0.70
Average Payment Period		46.0	38.5	1.20	55.0	0.84	38.6	1.19	40.7	1.13
Equity Financing (%)		63.0%	75.1%	0.84	59.3%	1.06	76.2%	0.83	61.9%	1.02
Long-Term Debt to Equity Ratio		0.4	0.2	2.40	0.3	1.30	0.1	3.33	0.4	0.98
Times Interest Earned		0.3	13.4	0.02	5.0	0.06	13.7	0.02	8.5	0.04
Total Asset Turnover		0.6	0.7	0.84	0.7	0.83	0.8	0.80	0.6	1.08
Average Age of Plant (Years)		4.7	9.9	0.48	10.5	0.45	10.8	0.44	4.0	1.16
Increase (Decrease) Total Net Patient Revenue		8.7%	5.4%	1.59	6.7%	1.30	6.1%	1.42	-4.1%	N/A
Outpatient Gross Revenue (% of Total GPR)		52.0%	61.9%	0.84	59.8%	0.87	58.0%	0.90	49.2%	1.06
Net Revenue Statistics										
Inpatient Net Revenue per Discharge		\$13,572	\$15,830	0.86	\$17,803	0.76	\$17,621	0.77	\$14,779	0.92
Inpatient Net Revenue per Day		\$3,156	\$3,538	0.89	\$4,047	0.78	\$3,654	0.86	\$3,469	0.91
Outpatient Net Revenue per Visit		\$568	\$686	0.83	\$595	0.96	\$698	0.81	\$918	0.62

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$1,215,155,123	Cash & Cash Equivalents	\$34,276,706	Current Liabilities	\$53,457,651
Less Deductions	\$781,506,045	Net Patient Receivables	\$40,803,530	Long-Term Debt	\$177,897,594
Net Patient Revenue	\$433,649,078	Other Receivables	\$4,224,896	Other Liabilities	\$35,923,178
Plus Other Revenue	\$22,418,310			Subtotal	\$267,278,423
Total Revenue	\$456,067,388	Land, Buildings & Equipment (Net)	\$259,252,842		
Less Expenses	\$444,694,606	Other Assets	\$397,708,179	Unrestricted Fund Balance	\$464,123,666
Non-Operating Gains/Losses	-\$16,534,225			Restricted Fund Balance	\$4,864,064
Net Income	-\$5,161,443	Total Assets	\$736,266,153	Total Liabilities & Fund Balance	\$731,402,089