

**026 Upland Hills Health Inc**  
 800 Compassion Way  
 Dodgeville, WI 53533  
 608-935-2711

Type:           GMS - General Medical & Surgical  
 Control:       Other Not-For-Profit  
 Fiscal Year:   10/01/2002 to 09/30/2003

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

Selected Utilization Statistics	FY 2003	All GMS Hospitals		Analysis Area 1		Volume Group 3		FY 2003 vs. 2002	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2002	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	23.4%	58.2%	0.40	55.5%	0.42	38.6%	0.61	28.4%	0.83
Obstetrics	28.9%	39.8%	0.73	41.0%	0.70	22.5%	1.28	32.6%	0.89
Pediatrics	0.0%	48.9%	N/A	49.7%	N/A	10.7%	N/A	0.0%	N/A
Total Hospital	23.9%	56.2%	0.43	56.7%	0.42	33.3%	0.72	28.3%	0.84
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	7.3	31.7	0.23	31.2	0.23	7.6	0.96	8.8	0.83
Obstetrics	1.7	5.1	0.34	4.7	0.37	0.9	1.93	2.0	0.87
Pediatrics	0.0	2.0	N/A	1.7	N/A	0.1	N/A	0.0	N/A
Total Hospital	9.6	54.7	0.17	56.0	0.17	9.4	1.02	11.3	0.85
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	3.1	3.9	0.80	3.7	0.84	3.1	1.00	3.3	0.94
Obstetrics	2.3	2.4	0.97	2.0	1.16	2.3	1.01	2.5	0.93
Pediatrics	0.0	2.4	N/A	3.3	N/A	1.9	N/A	0.0	N/A
Total Hospital	3.0	4.5	0.66	4.5	0.66	3.1	0.96	3.2	0.93
<b>Surgical Operations</b>									
Inpatient	299	1,579	0.19	1,943	0.15	266	1.12	317	0.94
Outpatient	784	3,500	0.22	4,790	0.16	1,159	0.68	804	0.98
Inpatient as % of All Surgeries	27.6%	31.1%	0.89	28.9%	0.96	18.7%	1.48	28.3%	0.98
<b>Outpatient Visits</b>									
Non-Emergency Visits	35,237	78,926	0.45	110,702	0.32	25,394	1.39	34,085	1.03
Emergency Visits	8,593	14,405	0.60	14,259	0.60	5,723	1.50	8,655	0.99
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	3.0	16.5	0.18	18.5	0.16	4.6	0.65	3.0	1.00
Nurses, Licensed	44.0	164.2	0.27	168.8	0.26	41.0	1.07	50.5	0.87
Ancillary Nursing Personnel	18.4	57.5	0.32	45.8	0.40	15.2	1.21	14.7	1.25
All Other Personnel	127.0	379.9	0.33	466.9	0.27	97.9	1.30	129.8	0.98
Total FTEs	192.4	618.1	0.31	700.1	0.27	158.7	1.21	198.0	0.97
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	10.1	16.7	0.61	15.4	0.66	17.5	0.58	9.8	1.03
Nurses, Licensed	148.2	166.1	0.89	140.5	1.05	154.9	0.96	164.5	0.90
Ancillary Nursing Personnel	61.9	58.2	1.06	38.1	1.63	57.6	1.08	48.0	1.29
All Other Personnel	428.3	384.3	1.11	388.4	1.10	370.2	1.16	423.3	1.01
Total FTEs	648.5	625.4	1.04	582.4	1.11	600.2	1.08	645.5	1.00

**Total Hospital:**  
 Beds Set Up & Staffed   40  
 Discharges                1,171  
 Inpatient Days            3,490

**Contract with:**  
 Health Maintenance        Yes  
 Organization (HMO)  
 Preferred Provider         Yes  
 Organization (PPO)

**Medicare-certified Swing Beds:**  
 Beds Set Up & Staffed   31  
 Discharges                10  
 Inpatient Days            42

**Newborn Nursery:**  
 Bassinets                 7  
 Total Births               261  
 Newborn Days             576

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 09/30/2003	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	31	855	2,652	23.4%	7.3	3.1
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	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
<b>Pediatric, acute</b>	2	0	0	0	0.0%	0.0	0.0
<b>Obstetrics</b>	1	6	272	633	28.9%	1.7	2.3
<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	44	215	19.6%	0.6	4.9
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.

\* 1 = Provided-Distinct Unit, 2 = Provided-Not Distinct Unit, 3 = Available in Network  
4 = Contracted, 5 = Service Not Provided

\*\* Transfers, which may be estimated, refer only to those between units.

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	Radiological Services Personnel	5	4	7.4
Physicians & Dentists	0	0	0.0	Occupational Therapists	1	3	2.5
Medical & Dental Residents	0	0	0.0	Occupational Therapy Assistants/Aides	0	2	0.9
Registered Nurses	23	31	41.0	Physical Therapists	7	1	7.1
Certified Nurse Midwives	0	0	0.0	Physical Therapy Assistants/Aides	1	0	1.0
Licensed Practical Nurses	3	0	3.0	Recreational Therapists	0	0	0.0
Ancillary Nursing Personnel	10	16	18.4	Psychologists	0	0	0.0
Physician Assistants	0	0	0.0	Social Workers	0	2	1.2
Nurse Practitioners	0	0	0.0	All Other Health Professionals	7	10	11.7
Medical Records Personnel	7	4	9.7	All Other Personnel	50	36	71.2
Pharmacy Personnel	3	5	5.8				
Clinical Laboratory Personnel	7	3	8.7				
				<b>Total</b>	<b>127</b>	<b>117</b>	<b>192.4</b>

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Selected Financial Statistics	FY 2003	All GMS Hospitals		Analysis Area		Volume Group		FY 2003 vs. 2002		
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2002	Ratio	
<b>Gross Revenue as % of Total Gross Patient Revenue</b>										
Medicare	\$11,717,625	36.5%	41.6%	0.88	38.8%	0.94	41.8%	0.87	36.9%	0.99
Medical Assistance	\$2,172,906	6.8%	9.7%	0.70	7.4%	0.92	8.5%	0.80	6.5%	1.04
Commercial	\$17,331,879	54.0%	42.4%	1.27	47.1%	1.15	44.1%	1.22	54.3%	0.99
All Other	\$862,853	2.7%	6.2%	0.43	6.8%	0.40	5.7%	0.47	2.3%	1.17
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$7,423,715	23.1%	24.8%	0.93	21.4%	1.08	21.6%	1.07	24.0%	0.96
Medical Assistance	\$1,621,276	5.1%	6.7%	0.75	4.8%	1.05	4.8%	1.05	4.2%	1.20
Commercial	\$3,616,568	11.3%	9.4%	1.20	10.5%	1.07	7.5%	1.50	10.8%	1.04
Charity Care	\$252,325	0.8%	1.1%	0.71	1.3%	0.60	0.6%	1.31	0.7%	1.12
All Other	\$210,141	0.7%	1.3%	0.50	1.3%	0.50	0.7%	0.94	0.7%	0.94
Total Deductions	\$13,124,025	40.9%	43.3%	0.94	39.4%	1.04	35.1%	1.17	40.3%	1.01
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue		3.4%	4.8%	0.72	8.8%	0.39	4.0%	0.86	3.0%	1.15
Net Gains/Losses as % of Net Income		28.3%	12.0%	2.36	22.3%	1.27	16.2%	1.75	15.5%	1.83
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$9,291,821	51.2%	48.0%	1.07	50.1%	1.02	50.5%	1.01	53.2%	0.96
Supplies & Services	\$5,869,473	32.4%	40.2%	0.81	38.9%	0.83	36.6%	0.88	34.4%	0.94
Capital Component	\$2,547,047	14.0%	8.7%	1.61	8.1%	1.73	9.5%	1.48	10.2%	1.38
Bad Debt	\$429,050	2.4%	3.1%	0.76	3.0%	0.79	3.4%	0.70	2.2%	1.08
<b>Fiscal Statistics</b>										
Operating Margin (%)		7.6%	6.4%	1.19	4.7%	1.63	8.9%	0.86	6.4%	1.19
Total Hospital Net Income (%)		10.3%	7.1%	1.46	6.0%	1.72	9.2%	1.12	7.5%	1.38
Return on Equity (%)		11.5%	11.2%	1.03	11.0%	1.05	13.1%	0.88	8.1%	1.42
Current Ratio		2.1	2.5	0.85	2.3	0.92	3.3	0.64	1.8	1.17
Days in Net Patient Accounts Receivable		49.1	56.1	0.88	57.9	0.85	74.2	0.66	50.1	0.98
Average Payment Period		53.0	52.7	1.01	49.1	1.08	53.3	0.99	64.3	0.82
Equity Financing (%)		53.4%	57.8%	0.92	50.4%	1.06	57.1%	0.93	50.5%	1.06
Long-Term Debt to Equity Ratio		0.8	0.5	1.55	0.7	1.11	0.5	1.55	0.9	0.86
Times Interest Earned		3.7	5.4	0.68	4.6	0.80	5.8	0.64	4.6	0.80
Total Asset Turnover		0.6	0.9	0.64	0.9	0.64	0.8	0.72	0.5	1.15
Average Age of Plant (Years)		7.8	9.6	0.81	9.9	0.79	8.8	0.89	9.9	0.79
Increase (Decrease) Total Net Patient Revenue		7.8%	10.1%	0.77	10.3%	0.76	12.2%	0.64	N/A	N/A
Outpatient Gross Revenue (% of Total GPR)		67.8%	44.7%	1.52	44.7%	1.52	64.5%	1.05	63.3%	1.07
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge		\$5,174	\$8,772	0.59	\$9,152	0.57	\$4,913	1.05	\$4,939	1.05
Inpatient Net Revenue per Day		\$1,725	\$1,944	0.89	\$2,007	0.86	\$1,393	1.24	\$1,542	1.12
Outpatient Net Revenue per Visit		\$293	\$373	0.79	\$272	1.08	\$349	0.84	\$263	1.11

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$32,085,263	Cash & Cash Equivalents	\$1,186,883	Current Liabilities	\$2,401,453
Less Deductions	\$13,124,025	Net Patient Receivables	\$2,552,891	Long-Term Debt	\$14,100,929
Net Patient Revenue	\$18,961,238	Other Receivables	\$534,324	Other Liabilities	\$0
Plus Other Revenue	\$676,949			Subtotal	\$16,502,382
Total Revenue	\$19,638,187	Land, Buildings & Equipment (Net)	\$16,210,967	Unrestricted Fund Balance	\$18,195,326
Less Expenses	\$18,137,391	Other Assets	\$13,601,267	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$592,132			Total Liabilities & Fund Balance	\$34,697,708
Net Income	\$2,092,928	Total Assets	\$34,086,332		