

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: Oct 1 to Sep 30

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

Selected Utilization Statistics	FY 2004	All GMS Hospitals		Analysis Area 1		Volume Group 3		FY 2004 vs. 2003	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2003	Ratio
Occupancy Rate (%)									
Adult Medical-Surgical	24.8%	59.8%	0.41	56.0%	0.44	42.6%	0.58	23.4%	1.06
Obstetrics	31.3%	40.6%	0.77	42.5%	0.74	28.5%	1.10	28.9%	1.08
Pediatrics	0.0%	50.6%	N/A	49.0%	N/A	16.2%	N/A	0.0%	N/A
Total Hospital	25.2%	56.6%	0.44	56.4%	0.45	39.1%	0.64	23.9%	1.05
Average Census (Patients)									
Adult Medical-Surgical	7.7	32.3	0.24	30.9	0.25	7.4	1.04	7.3	1.06
Obstetrics	1.9	5.4	0.35	5.0	0.38	1.1	1.71	1.7	1.08
Pediatrics	0.0	2.1	N/A	1.8	N/A	0.1	N/A	0.0	N/A
Total Hospital	10.1	55.0	0.18	55.0	0.18	9.8	1.03	9.6	1.05
Average Length of Stay (Days)									
Adult Medical-Surgical	3.1	3.9	0.79	3.6	0.86	3.1	1.00	3.1	1.00
Obstetrics	2.3	2.4	0.97	2.0	1.16	2.3	1.01	2.3	1.00
Pediatrics	0.0	2.4	N/A	3.3	N/A	1.7	N/A	0.0	N/A
Total Hospital	3.0	4.4	0.68	4.4	0.68	3.0	0.99	3.0	1.00
Surgical Operations									
Inpatient	299	1,553	0.19	1,617	0.18	276	1.08	299	1.00
Outpatient	788	3,651	0.22	5,045	0.16	926	0.85	784	1.01
Inpatient as % of All Surgeries	27.5%	29.9%	0.92	24.3%	1.13	22.9%	1.20	27.6%	1.00
Outpatient Visits									
Non-Emergency Visits	37,281	80,062	0.47	119,084	0.31	27,483	1.36	35,237	1.06
Emergency Visits	8,159	14,837	0.55	14,741	0.55	6,024	1.35	8,593	0.95
Full-Time Equivalents (FTEs)									
Administrators	4.0	17.5	0.23	14.3	0.28	4.6	0.87	3.0	1.33
Nurses, Licensed	52.0	168.8	0.31	183.2	0.28	45.1	1.15	44.0	1.18
Ancillary Nursing Personnel	8.2	34.3	0.24	30.8	0.26	10.0	0.82	18.4	0.44
All Other Personnel	140.1	405.3	0.35	504.1	0.28	109.0	1.28	127.0	1.10
Total FTEs	204.2	626.0	0.33	732.4	0.28	168.7	1.21	192.4	1.06
FTEs per 100 Patient Census (Adjusted)									
Administrators	12.8	17.4	0.73	12.3	1.04	16.7	0.76	10.1	1.26
Nurses, Licensed	166.1	167.9	0.99	157.3	1.06	164.6	1.01	148.2	1.12
Ancillary Nursing Personnel	26.0	34.2	0.76	26.4	0.99	36.5	0.71	61.9	0.42
All Other Personnel	447.3	403.1	1.11	432.8	1.03	397.9	1.12	428.3	1.04
Total FTEs	652.1	622.6	1.05	628.8	1.04	615.7	1.06	648.5	1.01

Total Hospital:

Beds Set Up & Staffed 40
 Discharges 1,237
 Inpatient Days 3,686

Contract with:

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

Medicare-certified Swing Beds:

Beds Set Up & Staffed 31
 Discharges 11
 Inpatient Days 65

Newborn Nursery:

Bassinets 6
 Total Births 280
 Newborn Days 628

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed Sep 30, 2004	Discharges & Transfers**	Patient Days of Care	Occupancy Rate (%)	Average Census (Patients)	Average Length of Stay (Days)
General Medical-Surgical							
Adult Medical-Surgical, Acute	1	31	909	2,811	24.8%	7.7	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	1	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	2	0	0	0	0.0%	0.0	0.0
Obstetrics	1	6	296	687	31.3%	1.9	2.3
Psychiatric	5	0	0	0	0.0%	0.0	0.0
Alcoholism/chemical dependency	5	0	0	0	0.0%	0.0	0.0
ICU/CCU							
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	32	188	17.1%	0.5	5.9
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
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.

* 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	4	0	4.0	Radiological Services Personnel	4	1	4.6
Physicians & Dentists	0	0	0.0	Respiratory Therapists	3	4	4.9
Medical & Dental Residents	0	0	0.0	Occupational Therapists	1	1	1.9
Registered Nurses	26	39	47.9	Occupational Therapy Assistants/Aides	0	2	1.2
Certified Nurse Midwives	0	0	0.0	Physical Therapists	8	0	8.0
Licensed Practical Nurses	2	3	4.1	Physical Therapy Assistants/Aides	1	0	1.0
Ancillary Nursing Personnel	5	8	8.2	Recreational Therapists	0	0	0.0
Physician Assistants	0	0	0.0	Dietitians & Nutritionists	2	0	2.0
Nurse Practitioners	0	0	0.0	Psychologists	0	0	0.0
Medical Records Personnel	2	0	2.0	Social Workers	1	1	1.6
Pharmacy Personnel	4	5	6.2	All Other Health Professionals	3	9	8.2
Clinical Laboratory Personnel	9	4	11.2	All Other Personnel	60	47	85.4
Surgical Personnel	2	0	2.0	Total	137	125	204.2

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Selected Financial Statistics	FY 2004	All GMS Hospitals		Analysis Area		Volume Group		FY 2004 vs. 2003		
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2003	Ratio	
Gross Revenue as % of Total Gross Patient Revenue										
Medicare	\$13,621,229	37.0%	41.6%	0.89	39.2%	0.94	42.2%	0.88	36.5%	1.01
Medical Assistance	\$2,838,740	7.7%	10.2%	0.76	8.0%	0.96	8.2%	0.94	6.8%	1.14
Commercial	\$19,149,327	52.0%	41.9%	1.24	46.2%	1.13	43.6%	1.19	54.0%	0.96
All Other	\$1,200,294	3.3%	6.2%	0.53	6.7%	0.49	6.0%	0.54	2.7%	1.21
Deductions as % of Total Gross Patient Revenue										
Medicare	\$8,863,411	24.1%	25.3%	0.95	22.3%	1.08	20.8%	1.16	23.1%	1.04
Medical Assistance	\$2,245,258	6.1%	7.5%	0.81	5.7%	1.07	5.6%	1.09	5.1%	1.21
Commercial	\$4,213,777	11.4%	9.6%	1.19	11.2%	1.02	8.5%	1.35	11.3%	1.02
Charity Care	\$458,565	1.2%	1.1%	1.13	1.4%	0.89	0.7%	1.78	0.8%	1.58
All Other	\$239,783	0.7%	1.3%	0.50	1.6%	0.41	0.6%	1.09	0.7%	0.99
Total Deductions	\$16,020,794	43.5%	44.8%	0.97	42.2%	1.03	36.3%	1.20	40.9%	1.06
Other Revenue & Net Gains or Losses										
Other Revenue as % of Total Revenue		3.4%	4.5%	0.75	8.7%	0.39	4.3%	0.79	3.4%	0.98
Net Gains/Losses as % of Net Income		22.1%	15.4%	1.44	24.8%	0.89	25.5%	0.87	28.3%	0.78
Expenses as % of Total Expenses										
Salary/Fringe Benefits	\$10,078,301	51.5%	48.4%	1.06	50.4%	1.02	50.4%	1.02	51.2%	1.01
Supplies & Services	\$6,493,833	33.2%	39.5%	0.84	38.4%	0.86	35.7%	0.93	32.4%	1.03
Capital Component	\$2,433,940	12.4%	8.8%	1.41	8.2%	1.52	10.1%	1.23	14.0%	0.89
Bad Debt	\$548,700	2.8%	3.4%	0.83	2.9%	0.97	3.8%	0.74	2.4%	1.19
Fiscal Statistics										
Operating Margin (%)		9.1%	6.5%	1.40	5.8%	1.57	6.1%	1.50	7.6%	1.19
Total Hospital Net Income (%)		11.4%	7.6%	1.50	7.6%	1.50	8.1%	1.41	10.3%	1.10
Return on Equity (%)		12.4%	11.5%	1.08	14.3%	0.87	10.0%	1.24	11.5%	1.08
Current Ratio		2.0	2.6	0.77	2.3	0.87	3.3	0.61	2.1	0.95
Days in Net Patient Accounts Receivable		53.9	52.8	1.02	55.4	0.97	62.2	0.87	49.1	1.10
Average Payment Period		58.2	53.7	1.08	50.0	1.16	57.8	1.01	53.0	1.10
Equity Financing (%)		55.8%	57.5%	0.97	48.1%	1.16	56.2%	0.99	53.4%	1.05
Long-Term Debt to Equity Ratio		0.7	0.5	1.35	0.7	0.96	0.5	1.35	0.8	0.87
Times Interest Earned		4.4	6.2	0.70	6.0	0.73	5.1	0.85	3.7	1.18
Total Asset Turnover		0.6	0.9	0.66	0.9	0.66	0.7	0.84	0.6	1.02
Average Age of Plant (Years)		8.9	9.1	0.98	9.5	0.94	8.0	1.12	7.8	1.14
Increase (Decrease) Total Net Patient Revenue		9.6%	9.1%	1.06	9.7%	0.99	11.2%	0.86	7.8%	1.23
Outpatient Gross Revenue (% of Total GPR)		67.8%	45.3%	1.50	45.1%	1.50	64.1%	1.06	67.8%	1.00
Net Revenue Statistics										
Inpatient Net Revenue per Discharge		\$5,311	\$9,256	0.57	\$9,628	0.55	\$5,378	0.99	\$5,174	1.03
Inpatient Net Revenue per Day		\$1,767	\$2,088	0.85	\$2,198	0.80	\$1,577	1.12	\$1,725	1.02
Outpatient Net Revenue per Visit		\$312	\$404	0.77	\$284	1.10	\$353	0.88	\$293	1.06

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$36,809,590	Cash & Cash Equivalents	\$1,323,846	Current Liabilities	\$2,869,694
Less Deductions	\$16,020,794	Net Patient Receivables	\$3,063,984	Long-Term Debt	\$13,739,661
Net Patient Revenue	\$20,788,796	Other Receivables	\$515,353	Other Liabilities	\$0
Plus Other Revenue	\$730,288			Subtotal	\$16,609,355
Total Revenue	\$21,519,084	Land, Buildings & Equipment (Net)	\$15,126,447	Unrestricted Fund Balance	\$20,362,899
Less Expenses	\$19,554,774	Other Assets	\$16,433,520	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$557,807			Total Liabilities & Fund Balance	\$36,972,254
Net Income	\$2,522,117	Total Assets	\$36,463,150		