

**026 Upland Hills Health Inc**  
 800 Compassion Way  
 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: 4

Selected Utilization Statistics	FY 2005	All GMS Hospitals		Analysis Area 1		Volume Group 4		FY 2005 vs. 2004	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2004	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	45.1%	59.1%	0.76	56.2%	0.80	56.3%	0.80	24.8%	1.82
Obstetrics	25.1%	41.6%	0.60	43.2%	0.58	34.4%	0.73	31.3%	0.80
Pediatrics	0.0%	54.2%	N/A	50.0%	N/A	0.0%	N/A	0.0%	N/A
Total Hospital	36.9%	57.7%	0.64	56.1%	0.66	51.2%	0.72	25.2%	1.46
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	6.8	31.3	0.22	30.5	0.22	13.1	0.52	7.7	0.88
Obstetrics	1.8	5.4	0.33	5.3	0.33	1.6	1.10	1.9	0.94
Pediatrics	0.0	2.2	N/A	1.8	N/A	0.0	N/A	0.0	N/A
Total Hospital	9.2	54.6	0.17	54.7	0.17	18.1	0.51	10.1	0.92
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	2.9	3.7	0.79	3.5	0.83	3.2	0.91	3.1	0.94
Obstetrics	2.4	2.4	0.99	1.9	1.25	2.2	1.08	2.3	1.02
Pediatrics	0.0	2.5	N/A	3.2	N/A	2.4	N/A	0.0	N/A
Total Hospital	2.9	4.3	0.68	4.2	0.69	3.4	0.86	3.0	0.98
<b>Surgical Operations</b>									
Inpatient	262	1,644	0.16	1,676	0.16	526	0.50	299	0.88
Outpatient	872	3,777	0.23	5,339	0.16	1,989	0.44	788	1.11
Inpatient as % of All Surgeries	23.1%	30.3%	0.76	23.9%	0.97	20.9%	1.11	27.5%	0.84
<b>Outpatient Visits</b>									
Non-Emergency Visits	37,831	84,436	0.45	127,197	0.30	48,393	0.78	37,281	1.01
Emergency Visits	8,949	15,777	0.57	15,798	0.57	10,360	0.86	8,159	1.10
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	3.0	17.4	0.17	14.0	0.21	7.6	0.39	4.0	0.75
Nurses, Licensed	57.1	173.6	0.33	191.2	0.30	69.2	0.82	52.0	1.10
Ancillary Nursing Personnel	14.1	34.8	0.41	30.6	0.46	15.5	0.91	8.2	1.73
All Other Personnel	135.3	410.2	0.33	521.0	0.26	193.4	0.70	140.1	0.97
Total FTEs	209.5	636.0	0.33	757.3	0.28	285.7	0.73	204.2	1.03
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	8.7	17.1	0.51	11.8	0.74	15.6	0.56	12.8	0.68
Nurses, Licensed	166.2	170.3	0.98	161.3	1.03	141.7	1.17	166.1	1.00
Ancillary Nursing Personnel	41.1	34.1	1.21	25.8	1.59	31.8	1.29	26.0	1.58
All Other Personnel	394.0	402.4	0.98	440.0	0.90	396.4	0.99	447.3	0.88
Total FTEs	610.1	623.8	0.98	638.9	0.95	585.4	1.04	652.1	0.94

**Total Hospital:**  
 Beds Set Up & Staffed 25  
 Discharges 1,154  
 Inpatient Days 3,365

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

**Medicare-certified Swing Beds:**  
 Beds Set Up & Staffed 15  
 Discharges 16  
 Inpatient Days 90

**Newborn Nursery:**  
 Bassinets 7  
 Total Births 260  
 Newborn Days 562

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 09/30/2005	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	848	2,469	45.1%	6.8	2.9
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
<b>Pediatric, acute</b>	2	0	0	0	0.0%	0.0	0.0
<b>Obstetrics</b>	1	7	270	642	25.1%	1.8	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	36	254	23.2%	0.7	7.1
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	7.7
Physicians & Dentists	0	0	0.0	Respiratory Therapists	3	5	5.5
Medical & Dental Residents	0	0	0.0	Occupational Therapists	2	2	2.6
Registered Nurses	33	35	53.4	Occupational Therapy Assistants/Aides	1	2	1.9
Certified Nurse Midwives	0	0	0.0	Physical Therapists	9	2	10.2
Licensed Practical Nurses	3	1	3.7	Physical Therapy Assistants/Aides	1	0	1.0
Ancillary Nursing Personnel	5	18	14.1	Recreational Therapists	0	0	0.0
Physician Assistants	0	0	0.0	Dietitians & Nutritionists	4	0	4.0
Nurse Practitioners	0	0	0.0	Psychologists	0	0	0.0
Medical Records Personnel	8	5	11.2	Social Workers	1	1	1.9
Pharmacy Personnel	3	7	7.0	All Other Health Professionals	7	2	7.6
Clinical Laboratory Personnel	7	9	12.4	All Other Personnel	44	35	60.6
Surgical Personnel	2	0	2.0	<b>Total</b>	<b>141</b>	<b>128</b>	<b>209.5</b>

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Selected Financial Statistics	FY 2005	All GMS Hospitals		Analysis Area		Volume Group		FY 2005 vs. 2004		
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2004	Ratio	
<b>Gross Revenue as % of Total Gross Patient Revenue</b>										
Medicare	\$16,030,852	38.8%	41.4%	0.94	38.4%	1.01	44.1%	0.88	37.0%	1.05
Medical Assistance	\$2,976,214	7.2%	10.2%	0.71	7.9%	0.91	8.7%	0.83	7.7%	0.93
Commercial	\$21,164,536	51.2%	41.7%	1.23	46.3%	1.11	40.7%	1.26	52.0%	0.98
All Other	\$1,160,296	2.8%	6.8%	0.41	7.5%	0.37	6.5%	0.43	3.3%	0.86
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$9,617,114	23.3%	25.3%	0.92	22.1%	1.05	25.9%	0.90	24.1%	0.97
Medical Assistance	\$2,196,862	5.3%	7.7%	0.69	5.9%	0.90	6.2%	0.86	6.1%	0.87
Commercial	\$5,049,565	12.2%	9.7%	1.26	12.2%	1.00	7.2%	1.70	11.4%	1.07
Charity Care	\$620,750	1.5%	1.5%	1.00	1.5%	1.00	1.1%	1.37	1.2%	1.21
All Other	\$289,247	0.7%	1.5%	0.47	2.0%	0.35	1.2%	0.58	0.7%	1.07
Total Deductions	\$17,773,538	43.0%	45.7%	0.94	43.7%	0.98	41.6%	1.03	43.5%	0.99
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue		2.9%	4.4%	0.66	8.8%	0.33	2.8%	1.04	3.4%	0.86
Net Gains/Losses as % of Net Income		17.7%	12.3%	1.44	25.6%	0.69	8.6%	2.06	22.1%	0.80
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$11,019,521	53.0%	47.5%	1.12	49.5%	1.07	52.1%	1.02	51.5%	1.03
Supplies & Services	\$6,705,665	32.2%	40.2%	0.80	39.3%	0.82	34.7%	0.93	33.2%	0.97
Capital Component	\$2,417,314	11.6%	8.7%	1.34	8.0%	1.45	8.9%	1.31	12.4%	0.93
Bad Debt	\$652,500	3.1%	3.6%	0.87	3.1%	1.01	4.4%	0.71	2.8%	1.12
<b>Fiscal Statistics</b>										
Operating Margin (%)		14.3%	7.6%	1.88	6.6%	2.17	7.6%	1.88	9.1%	1.57
Total Hospital Net Income (%)		16.9%	8.6%	1.96	8.6%	1.96	8.3%	2.03	11.4%	1.48
Return on Equity (%)		10.4%	7.2%	1.44	7.6%	1.37	6.4%	1.63	6.9%	1.50
Current Ratio		2.0	2.8	0.72	2.2	0.92	3.0	0.67	2.0	1.00
Days in Net Patient Accounts Receivable		56.5	51.2	1.10	51.8	1.09	53.7	1.05	53.9	1.05
Average Payment Period		55.8	53.8	1.04	52.3	1.07	59.8	0.93	58.2	0.96
Equity Financing (%)		59.8%	58.5%	1.02	48.5%	1.23	59.0%	1.01	55.8%	1.07
Long-Term Debt to Equity Ratio		0.6	0.4	1.38	0.7	0.79	0.5	1.10	0.7	0.82
Times Interest Earned		6.6	6.9	0.96	7.0	0.95	5.5	1.21	4.4	1.52
Total Asset Turnover		0.6	0.8	0.75	0.9	0.66	0.8	0.75	0.6	1.01
Average Age of Plant (Years)		10.0	9.1	1.10	9.3	1.08	9.0	1.11	8.9	1.12
Increase (Decrease) Total Net Patient Revenue		13.3%	9.1%	1.46	11.1%	1.20	10.0%	1.33	9.6%	1.38
Outpatient Gross Revenue (% of Total GPR)		73.2%	46.6%	1.57	46.2%	1.59	63.1%	1.16	67.8%	1.08
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge		\$5,459	\$9,724	0.56	\$10,202	0.54	\$6,384	0.86	\$5,311	1.03
Inpatient Net Revenue per Day		\$1,839	\$2,239	0.82	\$2,400	0.77	\$1,825	1.01	\$1,767	1.04
Outpatient Net Revenue per Visit		\$366	\$430	0.85	\$298	1.23	\$393	0.93	\$312	1.18

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$41,331,898	Cash & Cash Equivalents	\$1,322,871	Current Liabilities	\$2,952,346
Less Deductions	\$17,773,538	Net Patient Receivables	\$3,646,488	Long-Term Debt	\$13,353,104
Net Patient Revenue	\$23,558,360	Other Receivables	\$114,355	Other Liabilities	\$0
Plus Other Revenue	\$708,821			Subtotal	\$16,305,450
Total Revenue	\$24,267,181	Land, Buildings & Equipment (Net)	\$14,805,118	Unrestricted Fund Balance	\$24,248,017
Less Expenses	\$20,795,000	Other Assets	\$20,664,635	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$745,586			Total Liabilities & Fund Balance	\$40,553,467
Net Income	\$4,217,767	Total Assets	\$40,553,467		