

**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 2006	All GMS Hospitals		Analysis Area 1		Volume Group 4		FY 2006 vs. 2005	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2005	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	43.2%	59.2%	0.73	58.1%	0.74	51.2%	0.84	45.1%	0.96
Obstetrics	29.4%	41.5%	0.71	43.1%	0.68	31.9%	0.92	25.1%	1.17
Pediatrics	0.0%	52.2%	N/A	48.9%	N/A	10.7%	N/A	0.0%	N/A
Total Hospital	38.6%	57.2%	0.68	57.8%	0.67	47.8%	0.81	36.9%	1.05
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	6.5	31.4	0.21	31.9	0.20	11.9	0.54	6.8	0.96
Obstetrics	2.1	5.3	0.39	5.0	0.41	1.6	1.29	1.8	1.17
Pediatrics	0.0	2.2	N/A	1.8	N/A	0.0	N/A	0.0	N/A
Total Hospital	9.7	53.6	0.18	55.2	0.17	15.9	0.61	9.2	1.05
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	2.8	3.6	0.78	3.5	0.80	3.2	0.88	2.9	0.97
Obstetrics	2.5	2.4	1.03	1.9	1.30	2.1	1.18	2.4	1.04
Pediatrics	0.0	2.2	N/A	3.1	N/A	1.6	N/A	0.0	N/A
Total Hospital	2.9	4.3	0.68	4.3	0.68	3.2	0.91	2.9	1.00
<b>Surgical Operations</b>									
Inpatient	283	1,903	0.15	1,703	0.17	462	0.61	262	1.08
Outpatient	872	4,240	0.21	5,219	0.17	1,992	0.44	872	1.00
Inpatient as % of All Surgeries	24.5%	31.0%	0.79	24.6%	1.00	18.8%	1.30	23.1%	1.06
<b>Outpatient Visits</b>									
Non-Emergency Visits	38,571	89,386	0.43	124,955	0.31	45,630	0.85	37,831	1.02
Emergency Visits	9,232	15,537	0.59	15,019	0.61	9,489	0.97	8,949	1.03
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	4.0	17.1	0.23	15.6	0.26	10.9	0.37	3.0	1.33
Nurses, Licensed	54.0	180.9	0.30	193.9	0.28	68.2	0.79	57.1	0.95
Ancillary Nursing Personnel	14.5	35.0	0.42	33.7	0.43	13.6	1.07	14.1	1.03
All Other Personnel	138.9	419.6	0.33	519.4	0.27	197.3	0.70	135.3	1.03
Total FTEs	211.5	652.6	0.32	762.7	0.28	290.0	0.73	209.5	1.01
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	10.6	16.6	0.64	12.7	0.83	23.8	0.45	8.7	1.22
Nurses, Licensed	143.2	175.7	0.82	157.8	0.91	149.0	0.96	165.7	0.86
Ancillary Nursing Personnel	38.5	34.0	1.13	27.4	1.41	29.8	1.29	41.0	0.94
All Other Personnel	368.3	407.4	0.90	422.8	0.87	431.3	0.85	393.0	0.94
Total FTEs	560.6	633.7	0.88	620.7	0.90	633.9	0.88	608.4	0.92

**Total Hospital:**

Beds Set Up & Staffed 25  
 Discharges 1,208  
 Inpatient Days 3,524

**Contract with:**

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

**Medicare-certified Swing Beds:**

Beds Set Up & Staffed 15  
 Discharges 43  
 Inpatient Days 178

**Newborn Nursery:**

Bassinets 7  
 Total Births 298  
 Newborn Days 682

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 09/30/2006	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	841	2,367	43.2%	6.5	2.8
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	7	303	751	29.4%	2.1	2.5
<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	64	406	37.1%	1.1	6.3
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	4	0	4.0	Radiological Services Personnel	5	3	7.2
Physicians & Dentists	0	0	0.0	Respiratory Therapists	1	4	3.2
Medical & Dental Residents	0	0	0.0	Occupational Therapists	2	1	2.3
Registered Nurses	28	36	50.4	Occupational Therapy Assistants/Aides	0	2	0.7
Certified Nurse Midwives	0	0	0.0	Physical Therapists	9	2	10.2
Licensed Practical Nurses	2	8	3.7	Physical Therapy Assistants/Aides	1	1	1.5
Ancillary Nursing Personnel	9	13	14.5	Recreational Therapists	0	0	0.0
Physician Assistants	0	0	0.0	Dietitians & Nutritionists	3	0	3.0
Nurse Practitioners	0	0	0.0	Psychologists	0	0	0.0
Medical Records Personnel	8	6	11.7	Social Workers	0	2	1.5
Pharmacy Personnel	4	6	6.5	All Other Health Professionals	2	8	7.4
Clinical Laboratory Personnel	9	3	10.7	All Other Personnel	46	41	71.2
Surgical Personnel	2	0	2.0	<b>Total</b>	<b>135</b>	<b>136</b>	<b>211.5</b>

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Selected Financial Statistics	FY 2006	All GMS Hospitals		Analysis Area		Volume Group		FY 2006 vs. 2005		
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2005	Ratio	
<b>Gross Revenue as % of Total Gross Patient Revenue</b>										
Medicare	\$16,942,547	36.5%	41.4%	0.88	38.5%	0.95	43.8%	0.83	38.8%	0.94
Medical Assistance	\$3,542,492	7.6%	10.3%	0.74	8.2%	0.93	8.6%	0.89	7.2%	1.06
Commercial	\$23,737,133	51.1%	41.8%	1.22	46.1%	1.11	40.6%	1.26	51.2%	1.00
All Other	\$2,211,105	4.8%	6.5%	0.73	7.2%	0.66	7.0%	0.68	2.8%	1.70
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$9,950,871	21.4%	25.6%	0.84	22.5%	0.95	25.1%	0.85	23.3%	0.92
Medical Assistance	\$2,706,293	5.8%	7.7%	0.76	6.2%	0.94	6.2%	0.94	5.3%	1.10
Commercial	\$5,629,523	12.1%	10.6%	1.14	12.5%	0.97	8.7%	1.39	12.2%	0.99
Charity Care	\$795,200	1.7%	1.6%	1.07	1.8%	0.95	1.4%	1.22	1.5%	1.14
All Other	\$335,235	0.7%	1.4%	0.52	1.9%	0.38	1.2%	0.60	0.7%	1.03
Total Deductions	\$19,417,122	41.8%	47.0%	0.89	45.0%	0.93	42.7%	0.98	43.0%	0.97
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue		2.0%	4.5%	0.45	8.5%	0.24	2.8%	0.72	2.9%	0.69
Net Gains/Losses as % of Net Income		19.9%	20.7%	0.96	26.0%	0.77	25.9%	0.77	17.7%	1.13
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$12,210,109	53.6%	47.5%	1.13	49.7%	1.08	52.0%	1.03	53.0%	1.01
Supplies & Services	\$7,170,778	31.5%	40.1%	0.79	39.5%	0.80	34.9%	0.90	32.2%	0.98
Capital Component	\$2,685,613	11.8%	9.0%	1.31	8.0%	1.47	9.1%	1.30	11.6%	1.01
Bad Debt	\$702,000	3.1%	3.5%	0.88	2.8%	1.10	4.1%	0.75	3.1%	0.98
<b>Fiscal Statistics</b>										
Operating Margin (%)		17.4%	5.9%	2.95	7.0%	2.49	6.3%	2.77	14.3%	1.22
Total Hospital Net Income (%)		20.9%	7.3%	2.86	9.2%	2.27	8.3%	2.51	16.9%	1.24
Return on Equity (%)		13.3%	6.1%	2.18	7.8%	1.70	6.0%	2.21	10.4%	1.28
Current Ratio		2.0	3.0	0.67	2.5	0.80	2.8	0.71	2.0	0.99
Days in Net Patient Accounts Receivable		46.4	51.6	0.90	46.9	0.99	56.8	0.82	56.7	0.82
Average Payment Period		50.5	51.3	0.99	50.3	1.00	60.3	0.84	56.0	0.90
Equity Financing (%)		66.1%	60.2%	1.10	51.0%	1.30	56.6%	1.17	59.8%	1.11
Long-Term Debt to Equity Ratio		0.4	0.4	1.08	0.7	0.62	0.6	0.72	0.6	0.79
Times Interest Earned		9.2	6.1	1.50	7.5	1.22	5.2	1.76	6.6	1.38
Total Asset Turnover		0.6	0.8	0.76	0.8	0.76	0.7	0.87	0.6	1.02
Average Age of Plant (Years)		9.3	8.6	1.08	9.4	0.99	9.1	1.02	10.0	0.93
Increase (Decrease) Total Net Patient Revenue		14.7%	6.2%	2.37	9.2%	1.60	7.7%	1.91	13.3%	1.10
Outpatient Gross Revenue (% of Total GPR)		74.4%	48.0%	1.55	47.1%	1.58	65.3%	1.14	73.2%	1.02
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge	\$5,782	\$10,323	0.56	\$11,083	0.52	\$6,558	0.88	\$5,459	1.06	
Inpatient Net Revenue per Day	\$1,944	\$2,382	0.82	\$2,562	0.76	\$1,982	0.98	\$1,839	1.06	
Outpatient Net Revenue per Visit	\$412	\$450	0.92	\$335	1.23	\$438	0.94	\$366	1.13	

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$46,433,280	Cash & Cash Equivalents	\$1,368,524	Current Liabilities	\$2,907,113
Less Deductions	\$19,417,122	Net Patient Receivables	\$3,431,629	Long-Term Debt	\$12,951,522
Net Patient Revenue	\$27,016,158	Other Receivables	\$69,260	Other Liabilities	\$0
Plus Other Revenue	\$559,261			Subtotal	\$15,858,635
Total Revenue	\$27,575,416	Land, Buildings & Equipment (Net)	\$15,218,823	Unrestricted Fund Balance	\$29,874,724
Less Expenses	\$22,768,500	Other Assets	\$25,119,462	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$1,194,761			Total Liabilities & Fund Balance	\$45,733,359
Net Income	\$6,001,677	Total Assets	\$45,207,698		