

026 Upland Hills Health Inc
 800 Compassion Way, PO Box 800
 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: 3

Selected Utilization Statistics	FY 2007	All GSM Hospitals		Analysis Area 1		Volume Group 3		FY 2007 vs. 2006	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2006	Ratio
Occupancy Rate (%)									
Adult Medical-Surgical	47.0%	60.0%	0.78	62.0%	0.76	51.1%	0.92	43.2%	1.09
Obstetrics	25.7%	42.5%	0.60	43.9%	0.59	25.6%	1.00	29.4%	0.87
Pediatrics	0.0%	55.1%	N/A	50.2%	N/A	15.1%	N/A	0.0%	N/A
Total Hospital	40.4%	57.1%	0.71	60.0%	0.67	46.4%	0.87	38.6%	1.05
Average Census (Patients)									
Adult Medical-Surgical	7.0	32.2	0.22	31.3	0.23	7.7	0.91	6.5	1.09
Obstetrics	1.8	5.5	0.32	5.3	0.34	1.1	1.66	2.1	0.87
Pediatrics	0.0	2.3	N/A	1.9	N/A	0.1	N/A	0.0	N/A
Total Hospital	10.1	53.3	0.19	55.8	0.18	10.0	1.01	9.7	1.05
Average Length of Stay (Days)									
Adult Medical-Surgical	3.0	3.7	0.82	3.6	0.84	3.2	0.95	2.8	1.08
Obstetrics	2.3	2.3	0.99	1.9	1.23	2.3	1.00	2.5	0.94
Pediatrics	0.0	2.2	N/A	3.2	N/A	1.7	N/A	0.0	N/A
Total Hospital	3.1	4.2	0.73	4.4	0.71	3.2	0.95	2.9	1.06
Surgical Operations									
Inpatient	235	1,939	0.12	2,050	0.11	278	0.84	283	0.83
Outpatient	869	4,175	0.21	5,144	0.17	1,143	0.76	872	1.00
Inpatient as % of All Surgeries	21.3%	31.7%	0.67	28.5%	0.75	19.6%	1.09	24.5%	0.87
Outpatient Visits									
Non-Emergency Visits	40,075	90,979	0.44	127,971	0.31	36,962	1.08	38,571	1.04
Emergency Visits	10,057	15,916	0.63	15,741	0.64	7,769	1.29	9,232	1.09
Full-Time Equivalents (FTEs)									
Administrators	4.0	16.4	0.24	18.8	0.21	5.0	0.80	4.0	1.00
Nurses, Licensed	52.0	187.1	0.28	204.8	0.25	54.1	0.96	54.0	0.96
Ancillary Nursing Personnel	11.3	37.2	0.30	39.4	0.29	12.7	0.89	14.5	0.78
All Other Personnel	148.6	437.1	0.34	551.7	0.27	149.0	1.00	138.9	1.07
Total FTEs	215.9	677.8	0.32	814.6	0.27	220.8	0.98	211.5	1.02
FTEs per 100 Patient Census (Adjusted)									
Administrators	10.3	15.7	0.65	14.7	0.70	15.0	0.68	10.6	0.97
Nurses, Licensed	133.6	179.0	0.75	160.3	0.83	162.1	0.82	143.2	0.93
Ancillary Nursing Personnel	29.1	35.6	0.82	30.8	0.94	38.2	0.76	38.5	0.76
All Other Personnel	382.2	418.1	0.91	431.9	0.88	446.3	0.86	368.3	1.04
Total FTEs	555.2	648.4	0.86	637.6	0.87	661.7	0.84	560.6	0.99

Total Hospital:
 Beds Set Up & Staffed 25
 Discharges 1,197
 Inpatient Days 3,684

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

Medicare-certified Swing Beds:
 Beds Set Up & Staffed 15
 Discharges 52
 Inpatient Days 211

Newborn Nursery:
 Bassinets 7
 Total Births 269
 Newborn Days 574

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 09/30/2007	Discharges & Transfers**	Patient Days of Care	Occupancy Rate (%)	Average Census (Patients)	Average Length of Stay (Days)
General Medical-Surgical							
Adult Medical-Surgical, Acute	1	15	849	2,571	47.0%	7.0	3.0
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
Pediatric, acute	2	0	0	0	0.0%	0.0	0.0
Obstetrics	1	7	281	656	25.7%	1.8	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	67	457	41.7%	1.3	6.8
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	5	6	9.2
Physicians & Dentists	1	0	1.0	Respiratory Therapists	1	5	3.3
Medical & Dental Residents	0	0	0.0	Occupational Therapists	2	1	2.4
Registered Nurses	19	47	48.8	Occupational Therapy Assistants/Aides	0	2	0.9
Certified Nurse Midwives	0	0	0.0	Physical Therapists	9	3	10.3
Licensed Practical Nurses	1	2	2.4	Physical Therapy Assistants/Aides	2	0	2.0
Ancillary Nursing Personnel	4	12	11.3	Recreational Therapists	0	0	0.0
Physician Assistants	0	0	0.0	Dietitians & Nutritionists	1	2	2.1
Nurse Practitioners	0	1	0.8	Psychologists	0	0	0.0
Medical Records Personnel	8	6	11.8	Social Workers	1	0	1.0
Pharmacy Personnel	4	4	5.7	All Other Health Professionals	6	8	10.5
Clinical Laboratory Personnel	6	7	9.0	All Other Personnel	55	44	78.5
Surgical Personnel	1	0	1.0	Total	130	150	215.9

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Selected Financial Statistics	FY 2007	All GMS Hospitals		Analysis Area		Volume Group		FY 2007 vs. 2006		
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2006	Ratio	
Gross Revenue as % of Total Gross Patient Revenue										
Medicare	\$19,869,525	39.5%	41.3%	0.96	38.7%	1.02	42.6%	0.93	36.5%	1.08
Medical Assistance	\$4,124,618	8.2%	10.5%	0.78	8.4%	0.98	10.3%	0.80	7.6%	1.07
Commercial	\$23,877,178	47.5%	41.4%	1.15	45.6%	1.04	41.4%	1.15	51.1%	0.93
All Other	\$2,421,273	4.8%	6.6%	0.73	7.3%	0.66	5.7%	0.84	4.8%	1.01
Deductions as % of Total Gross Patient Revenue										
Medicare	\$11,019,811	21.9%	25.8%	0.85	23.5%	0.93	18.6%	1.18	21.4%	1.02
Medical Assistance	\$3,175,350	6.3%	7.9%	0.80	6.4%	0.99	6.3%	1.00	5.8%	1.08
Commercial	\$5,490,482	10.9%	11.0%	0.99	12.9%	0.84	7.9%	1.39	12.1%	0.90
Charity Care	\$1,183,400	2.4%	1.6%	1.48	2.1%	1.14	1.3%	1.88	1.7%	1.37
All Other	\$537,521	1.1%	1.6%	0.66	1.8%	0.58	0.6%	1.84	0.7%	1.48
Total Deductions	\$21,406,564	42.6%	48.1%	0.89	46.9%	0.91	35.0%	1.22	41.8%	1.02
Other Revenue & Net Gains or Losses										
Other Revenue as % of Total Revenue		2.0%	4.7%	0.43	8.5%	0.24	4.3%	0.48	2.0%	1.00
Net Gains/Losses as % of Net Income		15.1%	25.2%	0.60	35.9%	0.42	26.4%	0.57	19.9%	0.76
Expenses as % of Total Expenses										
Salary/Fringe Benefits	\$13,752,262	52.8%	47.6%	1.11	50.1%	1.05	51.9%	1.02	53.6%	0.98
Supplies & Services	\$8,729,093	33.5%	40.1%	0.84	38.9%	0.86	34.6%	0.97	31.5%	1.06
Capital Component	\$2,810,145	10.8%	8.8%	1.23	8.2%	1.32	9.0%	1.20	11.8%	0.91
Bad Debt	\$776,450	3.0%	3.6%	0.82	2.8%	1.05	4.5%	0.66	3.1%	0.97
Fiscal Statistics										
Operating Margin (%)		11.6%	7.0%	1.65	6.4%	1.81	6.5%	1.77	17.4%	0.66
Total Hospital Net Income (%)		13.4%	9.2%	1.46	9.6%	1.39	8.7%	1.54	20.9%	0.64
Return on Equity (%)		5.6%	7.4%	0.76	8.0%	0.70	6.8%	0.83	13.3%	0.43
Current Ratio		1.5	3.1	0.49	2.2	0.70	2.8	0.55	2.0	0.77
Days in Net Patient Accounts Receivable		42.6	52.5	0.81	50.4	0.84	60.6	0.70	46.4	0.92
Average Payment Period		64.6	50.4	1.28	50.3	1.29	54.5	1.18	50.5	1.28
Equity Financing (%)		46.5%	60.8%	0.76	53.3%	0.87	55.1%	0.84	66.1%	0.70
Long-Term Debt to Equity Ratio		1.1	0.4	2.66	0.6	1.85	0.6	1.77	0.4	2.44
Times Interest Earned		7.4	7.3	1.02	7.8	0.95	6.1	1.22	9.2	0.81
Total Asset Turnover		0.4	0.8	0.53	0.8	0.51	0.8	0.54	0.6	0.68
Average Age of Plant (Years)		8.8	9.2	0.96	9.3	0.95	8.3	1.06	9.3	0.95
Increase (Decrease) Total Net Patient Revenue		6.9%	7.5%	0.93	7.3%	0.95	11.5%	0.60	14.7%	0.47
Outpatient Gross Revenue (% of Total GPR)		74.0%	49.0%	1.51	47.9%	1.54	70.0%	1.06	74.4%	1.00
Net Revenue Statistics										
Inpatient Net Revenue per Discharge	\$6,036		\$11,671	0.52	\$12,759	0.47	\$8,250	0.73	\$5,782	1.04
Inpatient Net Revenue per Day	\$1,937		\$2,752	0.70	\$2,919	0.66	\$2,258	0.86	\$1,944	1.00
Outpatient Net Revenue per Visit	\$425		\$516	0.82	\$402	1.06	\$491	0.87	\$412	1.03

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$50,292,594	Cash & Cash Equivalents	\$1,517,856	Current Liabilities	\$4,262,838
Less Deductions	\$21,406,564	Net Patient Receivables	\$3,369,185	Long-Term Debt	\$35,072,595
Net Patient Revenue	\$28,886,030	Other Receivables	\$186,325	Other Liabilities	\$0
Plus Other Revenue	\$596,763			Subtotal	\$39,335,433
Total Revenue	\$29,482,793	Land, Buildings & Equipment (Net)	\$31,771,976	Unrestricted Fund Balance	\$33,117,485
Less Expenses	\$26,067,950	Other Assets	\$34,377,870	Restricted Fund Balance	\$25,000
Non-Operating Gains/Losses	\$606,209			Total Liabilities & Fund Balance	\$72,452,918
Net Income	\$4,021,052	Total Assets	\$71,223,212		