



# University of Iowa Health Care

*Presentation to*

**The Board of Regents, State of Iowa**

**June 2017**

# Agenda

---

Today's Presentation

Opening Remarks

Operating and Financial Performance

Search Update: VP for Medical Affairs & Dean, CCOM



## OPENING REMARKS

*Jean Robillard, MD*  
*Vice President for Medical Affairs*  
*& Dean, Carver College of Medicine*





# OPERATING AND FINANCIAL PERFORMANCE

*Kenneth P. Kates*

*Associate Vice President*

*& Chief Executive Officer, UI Hospitals and Clinics*

*Kenneth Fisher*

*Associate Vice President for Finance*

*& Chief Financial Officer, UI Hospitals and Clinics*

# Volume Indicators

Fiscal Year to Date April 2017

Operating Review (YTD)	Actual	Budget	Prior Year *	Variance to Budget	Variance to Budget %	Variance to Prior Year	Variance to Prior Year %
Discharges	28,529	28,393	27,720	136	0.5% ○	809	2.9% ●
Patient Days	188,435	185,973	182,382	2,462	1.3% ○	6,053	3.3% ●
Average Daily Census	619.85	611.75	597.97	8.10	1.3% ○	21.88	3.7% ●
Total Surgeries	26,273	26,457	25,456	(184)	-0.7% ○	817	3.2% ●
- Inpatient	12,444	12,348	12,323	96	0.8% ○	121	1.0% ○
- Outpatient	13,829	14,109	13,133	(280)	-2.0% ○	696	5.3% ●
ED Visits	50,025	50,223	48,832	(198)	-0.4% ○	1,193	2.4% ○
Total Clinic Visits	764,974	786,487	722,058	(21,513)	-2.7% ●	42,916	5.9% ●

 Greater than 2.5% Favorable
  Neutral
  Greater than 2.5% Unfavorable

\* from ongoing operations

# Discharges by Type

Fiscal Year to Date April 2017

Operating Review (YTD)	Actual	Budget	Prior Year	Variance to Budget	Variance to Budget	%	Variance to Prior Year	Variance to Prior Year	%
Adult Medical	7,899	7,901	7,656	(2)	0.0%	○	243	3.2%	●
Adult Surgical	15,256	15,143	14,943	113	0.7%	○	313	2.1%	○
Adult Psych	932	1,082	1,006	(150)	-13.9%	●	(74)	-7.4%	●
<i>Subtotal – Adult</i>	<i>24,087</i>	<i>24,126</i>	<i>23,605</i>	<i>(39)</i>	<i>-0.2%</i>	○	<i>482</i>	<i>2.0%</i>	○
Pediatric Medical & Surgical	3,204	3,170	3,065	34	1.1%	○	139	4.5%	●
Pediatric Critical Care	733	701	675	32	4.6%	●	58	8.6%	●
Pediatric Psych	505	396	375	109	27.5%	●	130	34.7%	●
<i>Subtotal – Pediatrics</i>	<i>4,442</i>	<i>4,267</i>	<i>4,115</i>	<i>175</i>	<i>4.1%</i>	●	<i>327</i>	<i>7.9%</i>	●
<b>TOTAL</b>	<b>28,529</b>	<b>28,393</b>	<b>27,720</b>	<b>136</b>	<b>0.5%</b>	○	<b>809</b>	<b>2.9%</b>	●

 Greater than 2.5% Favorable
  Neutral
  Greater than 2.5% Unfavorable

# Discharge Days by Type

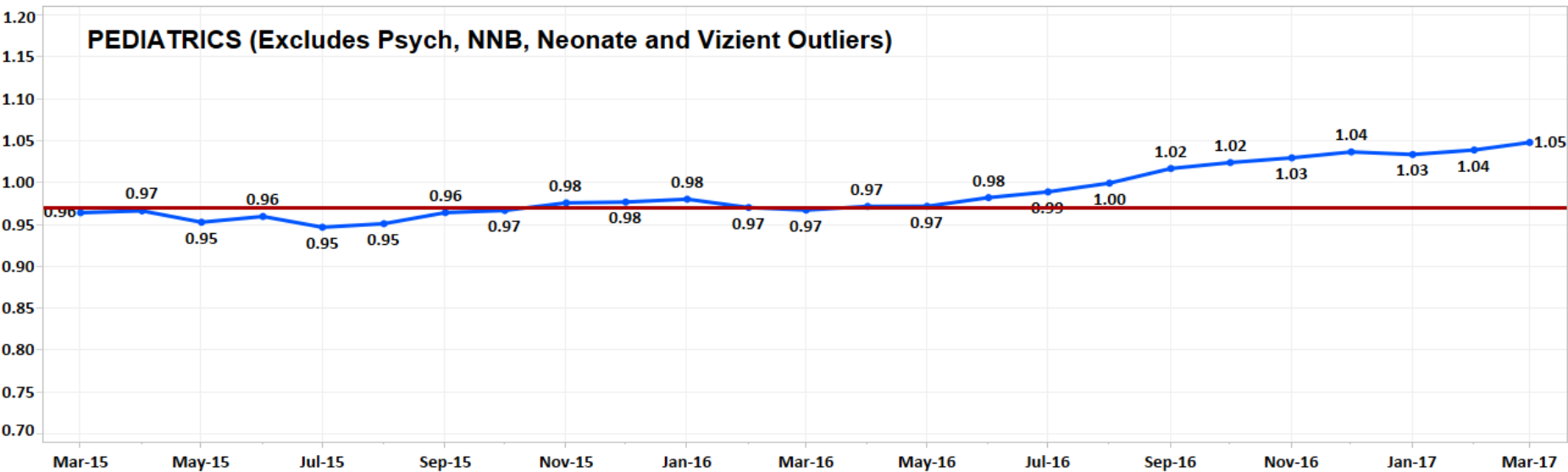
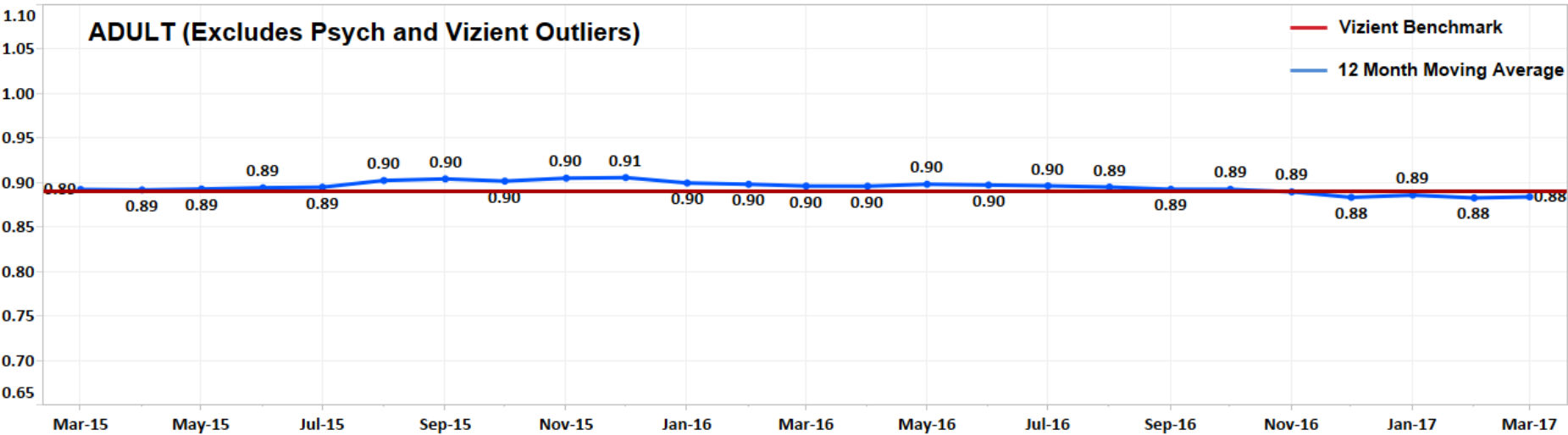
Fiscal Year to Date April 2017

Operating Review (YTD)	Actual	Budget	Prior Year	Variance to Budget	Variance to Budget	% Variance to Budget	Variance to Prior Year	Variance to Prior Year	% Variance to Prior Year
Adult Medical	45,481	45,764	45,467	(283)	-0.6%	○	14	0.0%	○
Adult Surgical	83,247	82,056	80,343	1,191	1.5%	○	2,904	3.6%	●
Adult Psych	16,004	18,664	17,932	(2,660)	-14.3%	●	(1,928)	-10.8%	●
<i>Subtotal – Adult</i>	<i>144,732</i>	<i>146,484</i>	<i>143,742</i>	<i>(1,752)</i>	<i>-1.2%</i>	○	<i>990</i>	<i>0.7%</i>	○
Pediatric Medical and Surgical	19,403	16,946	16,613	2,457	14.5%	●	2,790	16.8%	●
Pediatric Critical Care	21,667	19,244	18,812	2,423	12.6%	●	2,855	15.2%	●
Pediatric Psych	4,030	4,294	4,193	(264)	-6.1%	●	(163)	-3.9%	●
<i>Subtotal – Pediatrics</i>	<i>45,100</i>	<i>40,484</i>	<i>39,618</i>	<i>4,616</i>	<i>11.4%</i>	●	<i>5,482</i>	<i>13.8%</i>	●
<b>TOTAL</b>	<b>189,832</b>	<b>186,968</b>	<b>183,360</b>	<b>2,864</b>	<b>1.5%</b>	○	<b>6,472</b>	<b>3.5%</b>	●

 Greater than 2.5% Favorable
  Neutral
  Greater than 2.5% Unfavorable

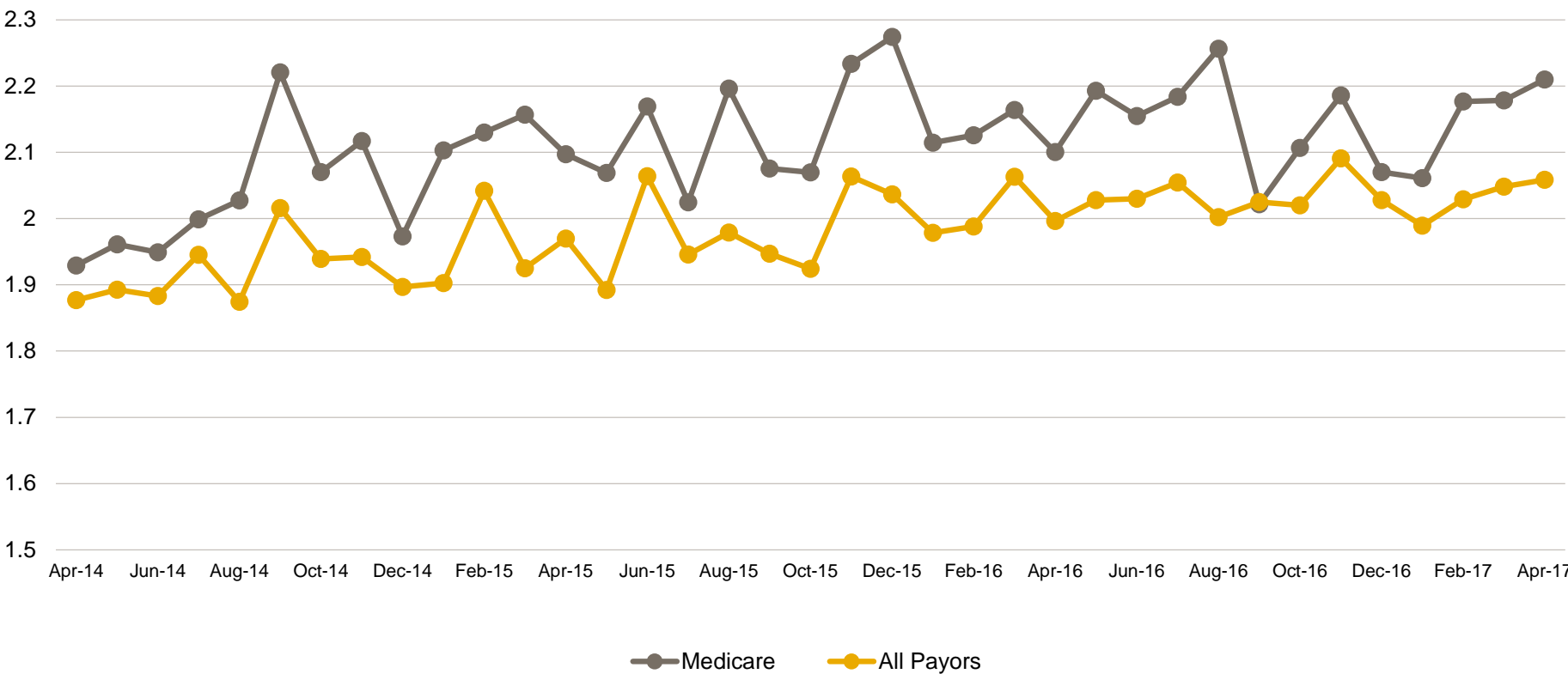
# Length of Stay

March 2017, 12 Month Moving Average





# Case Mix Index



# Inpatient Surgeries – by Clinical Department

Fiscal Year to Date April 2017

Operating Review (YTD)	Actual	Budget	Prior Year	Variance to Budget	Variance to Budget	%	Variance to Prior Year	Variance to Prior Year	%
Cardiothoracic	987	910	920	77	8.5%	●	67	7.3%	●
Dentistry	305	402	376	(97)	-24.1%	●	(71)	-18.9%	●
General Surgery	3,704	3,519	3,542	185	5.3%	●	162	4.6%	●
Gynecology	667	754	762	(87)	-11.5%	●	(95)	-12.5%	●
Neurosurgery	2,264	2,121	2,122	143	6.7%	●	142	6.7%	●
Ophthalmology	219	234	230	(15)	-6.4%	●	(11)	-4.8%	●
Orthopedics	2,745	2,906	2,838	(161)	-5.5%	●	(93)	-3.3%	●
Otolaryngology	691	667	677	24	3.6%	●	14	2.1%	○
Radiology – Interventional	94	79	77	15	19.0%	●	17	22.1%	●
Urology w/ Procedure Ste.	768	756	779	12	1.6%	○	(11)	-1.4%	○
<b>Total</b>	<b>12,444</b>	<b>12,348</b>	<b>12,323</b>	<b>96</b>	<b>0.8%</b>	○	<b>121</b>	<b>1.0%</b>	○
Solid Organ Transplants	248	269	255	(21)	-7.8%	●	(7)	-2.7%	●

 Greater than 2.5% Favorable
  Neutral
  Greater than 2.5% Unfavorable

# Outpatient Surgeries – by Clinical Department









Fiscal Year to Date April 2017

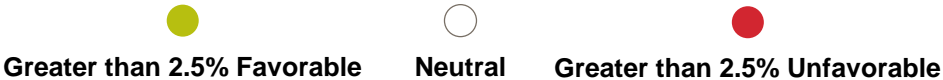
Operating Review (YTD)	Actual	Budget	Prior Year	Variance to Budget	Variance to Budget	%	Variance to Prior Year	Variance to Prior Year	%
Cardiothoracic	46	32	35	14	43.8%	●	11	31.4%	●
Dentistry	491	477	433	14	2.9%	●	58	13.4%	●
Dermatology	37	30	26	7	23.3%	●	11	42.3%	●
General Surgery	2,039	2,181	2,082	(142)	-6.5%	●	(43)	-2.1%	○
Gynecology	835	756	680	79	10.4%	●	155	22.8%	●
Internal Medicine	3	11	10	(8)	-72.7%	●	(7)	-70.0%	●
Neurosurgery	499	502	513	(3)	-0.6%	○	(14)	-2.7%	●
Ophthalmology	2,917	3,224	2,893	(307)	-9.5%	●	24	0.8%	○
Orthopedics	3,111	3,030	2,796	81	2.7%	●	315	11.3%	●
Otolaryngology	2,124	2,069	1,942	55	2.7%	●	182	9.4%	●
Pediatrics	6	2	1	4	200.0%	●	5	500.0%	●
Radiology – Interventional	6	26	31	(20)	-76.9%	●	(25)	-80.6%	●
Urology w/ Procedure Ste.	1,715	1,769	1,691	(54)	-3.1%	●	24	1.4%	○
<b>Total</b>	<b>13,829</b>	<b>14,109</b>	<b>13,133</b>	<b>(280)</b>	<b>-2.0%</b>	○	<b>696</b>	<b>5.3%</b>	●

 Greater than 2.5% Favorable
  Neutral
  Greater than 2.5% Unfavorable

# Emergency Department

Fiscal Year to Date April 2017

Operating Review (YTD)	Actual	Budget	Prior Year	Variance to Budget	Variance to Budget %	Variance to Prior Year	Variance to Prior Year %
ED Visits	50,025	50,223	48,832	(198)	-0.4% 	1,193	2.4% 
ED Admits	16,641	16,340	15,832	301	1.8% 	809	5.1% 
ED Conversion Factor	33.3%	32.5%	32.4%		2.5% 		2.8% 
ED Admits / Total Admits	58.7%	57.9%	57.5%		1.4% 		2.1% 



# Total Clinic Visits by Location

Fiscal Year to Date April 2017

Operating Review (YTD)	FY17 ACTUAL				FY16 ACTUAL*				Variance to Prior Year	%	
	On-Site	IRL	UICMS & QuickCare	Total	On-Site	IRL	UICMS & QuickCare	Total			
FAMILY MEDICINE	34,206	11,034	117,670	162,910	40,138		107,558	147,696	15,214	10.3%	●
GENERAL INTERNAL MEDICINE		23,077		23,077		23,719		23,719	(642)	-2.7%	●
PEDIATRICS		18,795		18,795		18,808		18,808	(13)	-0.1%	○
<i>SUBTOTAL: PRIMARY CARE</i>	<i>34,206</i>	<i>52,906</i>	<i>117,670</i>	<i>204,782</i>	<i>40,138</i>	<i>42,527</i>	<i>107,558</i>	<i>190,223</i>	<i>14,559</i>	<i>7.7%</i>	●
ANESTHESIA	5,726	260		5,986					5,986	100.0%	●
CTR DISABILITIES & DEVELOPMENT	8,694			8,694	8,406			8,406	288	3.4%	●
CTR FOR DIGESTIVE DISEASES	18,285	4,364		22,649	18,584	3,662		22,246	403	1.8%	○
CLINICAL CANCER CENTER	45,810	1,975		47,785	46,618	1,677		48,295	(510)	-1.1%	○
DERMATOLOGY	18,938	9,165		28,103	20,351	8,350		28,701	(598)	-2.1%	○
GENERAL SURGERY	19,487			19,487	17,870			17,870	1,617	9.0%	●
HOSPITAL DENTISTRY	14,882			14,882	14,690			14,690	192	1.3%	○
INTERNAL MEDICINE	26,424	7,843		34,267	25,551	6,605		32,156	2,111	6.6%	●
NEUROLOGY	13,933			13,933	12,989			12,989	944	7.3%	●
NEUROSURGERY	11,651			11,651	10,879			10,879	772	7.1%	●
OBSTETRICS/GYNECOLOGY	51,681	19,578		71,259	49,658	21,166		70,824	435	0.6%	○
OPHTHALMOLOGY	53,087	8,630		61,717	52,338	8,097		60,435	1,282	2.1%	○
ORTHOPEDICS	59,829	2,572		62,401	57,795	611		58,406	3,995	6.8%	●
OTOLARYNGOLOGY	16,325	6,273		22,598	16,634	5,180		21,814	784	3.6%	●
PEDIATRICS	52,056	2,891		54,947	49,638	1,262		50,900	4,047	8.0%	●
PSYCHIATRY	35,734	25		35,759	32,003			32,003	3,756	11.7%	●
UROLOGY	6,963	10,847		17,810	5,906	9,526		15,432	2,378	15.4%	●
UI HEART CTR	15,719	10,545		26,264	15,632	10,157		25,789	475	1.8%	○
<i>SUBTOTAL: SPECIALTY CARE</i>	<i>475,224</i>	<i>84,968</i>		<i>560,192</i>	<i>455,542</i>	<i>76,293</i>		<i>531,835</i>	<i>28,357</i>	<i>5.3%</i>	●
<b>TOTAL</b>	<b>509,430</b>	<b>137,874</b>	<b>117,670</b>	<b>764,974</b>	<b>495,680</b>	<b>118,820</b>	<b>107,558</b>	<b>722,058</b>	<b>42,916</b>	<b>5.9%</b>	●

Greater than 2.5% Favorable

Neutral

Greater than 2.5% Unfavorable

\* from ongoing operations



# Pediatric Clinic Visits by Location

Fiscal Year to Date April 2017

Operating Review (YTD)	FY17 ACTUAL				FY16 ACTUAL*				Variance to Prior Year	%	
	On-Site	IRL	UICMS & QuickCare	Total	On-Site	IRL	UICMS & QuickCare	Total			
FAMILY MEDICINE	3,567	391	31,569	35,527	3,600		30,000	33,600	1,927	5.7%	●
GENERAL INTERNAL MEDICINE		27		27		13		13	14	107.7%	●
PEDIATRICS		18,391		18,391		18,317		18,317	74	0.4%	○
<i>SUBTOTAL: PRIMARY CARE</i>	<i>3,567</i>	<i>18,809</i>	<i>31,569</i>	<i>53,945</i>	<i>3,600</i>	<i>18,330</i>	<i>30,000</i>	<i>51,930</i>	<i>2,015</i>	<i>3.9%</i>	●
ANESTHESIA	685			685					685	100.0%	●
CTR DISABILITIES & DEVELOPMENT	8,694			8,694	8,406			8,406	288	3.4%	●
CTR FOR DIGESTIVE DISEASES	11	1		12	13	1		14	(2)	-14.3%	●
CLINICAL CANCER CENTER	113			113	81			81	32	39.5%	●
DERMATOLOGY	1,307	1,946		3,253	1,792	1,750		3,542	(289)	-8.2%	●
GENERAL SURGERY	1,226			1,226	1,129			1,129	97	8.6%	●
HOSPITAL DENTISTRY	1,892			1,892	1,782			1,782	110	6.2%	●
INTERNAL MEDICINE	93	233		326	113	119		232	94	40.5%	●
NEUROLOGY	448			448	385			385	63	16.4%	●
NEUROSURGERY	1,822			1,822	1,724			1,724	98	5.7%	●
OBSTETRICS/GYNECOLOGY	729	133		862	812	94		906	(44)	-4.9%	●
OPHTHALMOLOGY	8,957	631		9,588	8,702	429		9,131	457	5.0%	●
ORTHOPEDICS	10,618	91		10,709	9,873	7		9,880	829	8.4%	●
OTOLARYNGOLOGY	3,070	3,921		6,991	2,756	3,233		5,989	1,002	16.7%	●
PEDIATRICS	43,661	2,518		46,179	43,351	1,168		44,519	1,660	3.7%	●
PSYCHIATRY	9,766			9,766	8,156			8,156	1,610	19.7%	●
UROLOGY	170	2,165		2,335	179	2,391		2,570	(235)	-9.1%	●
UI HEART CTR	17	256		273	93	145		238	35	14.7%	●
<i>SUBTOTAL: SPECIALTY CARE</i>	<i>93,279</i>	<i>11,895</i>	<i>0</i>	<i>105,174</i>	<i>89,347</i>	<i>9,337</i>	<i>0</i>	<i>98,684</i>	<i>6,490</i>	<i>6.6%</i>	●
<b>TOTAL</b>	<b>96,846</b>	<b>30,704</b>	<b>31,569</b>	<b>159,119</b>	<b>92,947</b>	<b>27,667</b>	<b>30,000</b>	<b>150,614</b>	<b>8,505</b>	<b>5.6%</b>	●

Greater than 2.5% Favorable

Neutral

Greater than 2.5% Unfavorable

\* from ongoing operations

# Adult Clinic Visits by Location

Fiscal Year to Date April 2017

Operating Review (YTD)	FY17 ACTUAL				FY16 ACTUAL*				Variance to Prior Year	%	
	On-Site	UICMS & IRL	QuickCare	Total	On-Site	UICMS & IRL	QuickCare	Total			
FAMILY MEDICINE	30,639	10,643	86,101	127,383	36,538		77,558	114,096	13,287	11.6%	●
GENERAL INTERNAL MEDICINE		23,050		23,050		23,706		23,706	(656)	-2.8%	●
PEDIATRICS		404		404		491		491	(87)	-17.7%	●
<i>SUBTOTAL: PRIMARY CARE</i>	<i>30,639</i>	<i>34,097</i>	<i>86,101</i>	<i>150,837</i>	<i>36,538</i>	<i>24,197</i>	<i>77,558</i>	<i>138,293</i>	<i>12,544</i>	<i>9.1%</i>	●
ANESTHESIA	5,041	260		5,301					5,301	100.0%	●
CTR FOR DIGESTIVE DISEASES	18,274	4,363		22,637	18,571	3,661		22,232	405	1.8%	○
CLINICAL CANCER CENTER	45,697	1,975		47,672	46,537	1,677		48,214	(542)	-1.1%	○
DERMATOLOGY	17,631	7,219		24,850	18,559	6,600		25,159	(309)	-1.2%	○
GENERAL SURGERY	18,261			18,261	16,741			16,741	1,520	9.1%	●
HOSPITAL DENTISTRY	12,990			12,990	12,908			12,908	82	0.6%	○
INTERNAL MEDICINE	26,331	7,610		33,941	25,438	6,486		31,924	2,017	6.3%	●
NEUROLOGY	13,485			13,485	12,604			12,604	881	7.0%	●
NEUROSURGERY	9,829			9,829	9,155			9,155	674	7.4%	●
OBSTETRICS/GYNECOLOGY	50,952	19,445		70,397	48,846	21,072		69,918	479	0.7%	○
OPHTHALMOLOGY	44,130	7,999		52,129	43,636	7,668		51,304	825	1.6%	○
ORTHOPEDICS	49,211	2,481		51,692	47,922	604		48,526	3,166	6.5%	●
OTOLARYNGOLOGY	13,255	2,352		15,607	13,878	1,947		15,825	(218)	-1.4%	○
PEDIATRICS	8,395	373		8,768	6,287	94		6,381	2,387	37.4%	●
PSYCHIATRY	25,968	25		25,993	23,847			23,847	2,146	9.0%	●
UROLOGY	6,793	8,682		15,475	5,727	7,135		12,862	2,613	20.3%	●
UI HEART CTR	15,702	10,289		25,991	15,539	10,012		25,551	440	1.7%	○
<i>SUBTOTAL: SPECIALTY CARE</i>	<i>381,945</i>	<i>73,073</i>		<i>455,018</i>	<i>366,195</i>	<i>66,956</i>		<i>433,151</i>	<i>21,867</i>	<i>5.0%</i>	●
<b>TOTAL</b>	<b>412,584</b>	<b>107,170</b>	<b>86,101</b>	<b>605,855</b>	<b>402,733</b>	<b>91,153</b>	<b>77,558</b>	<b>571,444</b>	<b>34,411</b>	<b>6.0%</b>	●

Greater than 2.5% Favorable

Neutral

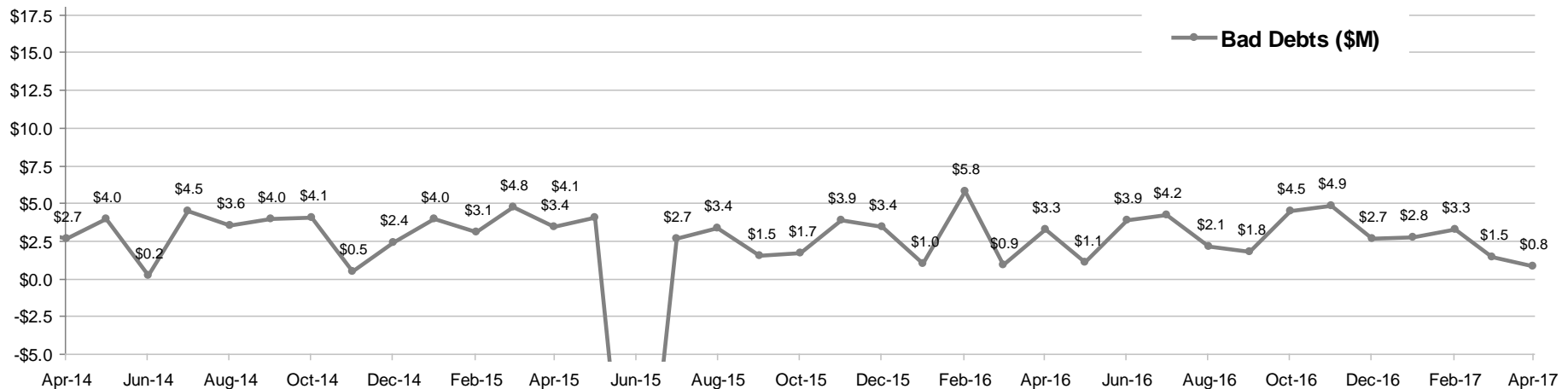
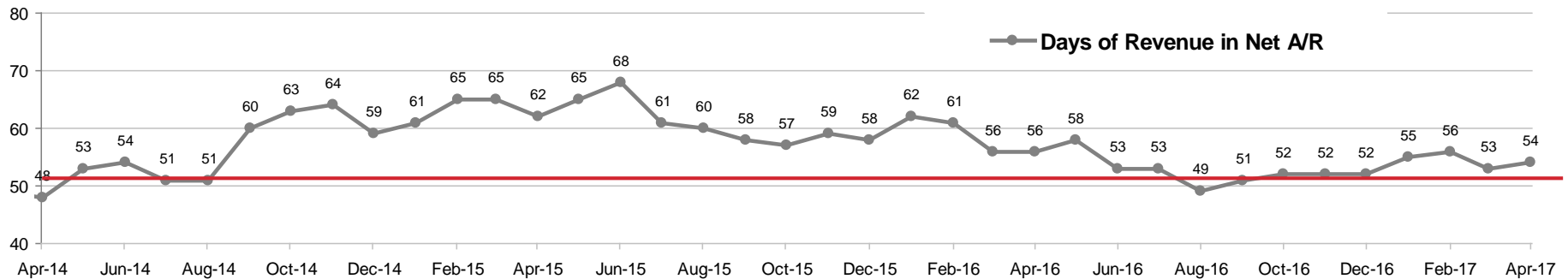
Greater than 2.5% Unfavorable

\* from ongoing operations

# Comparative Accounts Receivable

At April 30, 2017

	June 30, 2015	June 30, 2016	April 30, 2017
Net Accounts Receivable	\$236,775,239	\$210,723,995	\$215,888,843
Net Days in AR	68	53	54



# Comparative Financial Results

Fiscal Year to Date April 2017, Dollars in Thousands

NET REVENUES	Actual	Budget	Prior Year	Variance to Budget	% Variance to Budget	Variance to Prior Year	% Variance to Prior Year
Patient Revenue	\$1,192,007	\$1,256,365	\$1,146,816	(\$64,358)	-5.1%	\$45,191	3.9%
Other Operating Revenue	41,410	38,481	42,556	2,929	7.6%	(1,146)	-2.7%
<b>Total Revenue</b>	<b>\$1,233,417</b>	<b>\$1,294,846</b>	<b>\$1,189,372</b>	<b>(\$61,429)</b>	<b>-4.7%</b>	<b>\$44,045</b>	<b>3.7%</b>
<b>EXPENSES</b>							
Salaries and Wages	\$608,950	\$628,015	\$546,673	(\$19,065)	-3.0%	\$62,277	11.4%
General Expenses	533,212	548,598	500,122	(15,386)	-2.8%	33,090	6.6%
Operating Expense before Capital	\$1,142,162	\$1,176,613	\$1,046,795	(\$34,451)	-2.9%	\$95,367	9.1%
<b>Cash Flow Operating Margin</b>	<b>\$91,255</b>	<b>\$118,233</b>	<b>\$142,577</b>	<b>(\$26,978)</b>	<b>-22.8%</b>	<b>(\$51,322)</b>	<b>-36.0%</b>
Capital- Depreciation and Amortization	70,998	73,708	64,993	(2,710)	-3.7%	6,005	9.2%
<b>Total Operating Expense</b>	<b>\$1,213,160</b>	<b>\$1,250,321</b>	<b>\$1,111,788</b>	<b>(\$37,161)</b>	<b>-3.0%</b>	<b>\$101,372</b>	<b>9.1%</b>
<b>Operating Income</b>	<b>\$20,257</b>	<b>\$44,525</b>	<b>\$77,584</b>	<b>(\$24,268)</b>	<b>-54.5%</b>	<b>(\$57,327)</b>	<b>-73.9%</b>
<b>Operating Margin %</b>	<b>1.6%</b>	<b>3.4%</b>	<b>6.5%</b>		<b>-1.8%</b>		<b>-4.9%</b>
Gain (Loss) on Investments	13,076	6,730	324	6,346	94.3%	12,752	3,935.8%
Other Non-Operating	(5,293)	(11,033)	(8,926)	5,740	52.0%	3,633	40.7%
<b>Net Income</b>	<b>\$28,040</b>	<b>\$40,222</b>	<b>\$68,982</b>	<b>(\$12,182)</b>	<b>-30.3%</b>	<b>(\$40,942)</b>	<b>-59.4%</b>
<b>Net Margin %</b>	<b>2.3%</b>	<b>3.1%</b>	<b>5.8%</b>		<b>-0.8%</b>		<b>-3.5%</b>

\* Gain/(Loss) on Investments based on information available at close. Final investment return for this period is reflected in Fiscal Year to Date returns in the subsequent reporting cycle.



## Search Update: VP for Medical Affairs & Dean, CCOM



# Thank You

University of Iowa Health Care

