

University of Iowa Health Care

*Presentation to
The Board of Regents, State of Iowa
March 21, 2012*

Agenda

- Opening Remarks (Robillard)
- Operational and Financial Performance (Kates, Fisher)
- Dance Marathon (Elyse Meardon, Jamison Arends, Emily Hanson)



Opening Remarks

Jean Robillard, MD
Vice President for Medical Affairs



Operating and Financial Performance Update

Ken Kates, Chief Executive Officer
UI Hospitals & Clinics

Ken Fisher, Associate Vice President for Finance
and Chief Financial Officer

Volume Indicators

Fiscal Year to Date February 2012



Operating Review (YTD)	Actual	Budget	Prior Year	Variance to Budget	% Variance to Budget	Variance to Prior Year	% Variance to Prior Year
Discharges	20,311	19,777	19,793	534	2.7% ●	518	2.6% ●
Patient Days	130,060	127,987	131,306	2,073	1.6% ○	(1,246)	-0.9% ○
Length of Stay	6.37	6.53	6.59	(0.16)	-2.4% ○	(0.22)	-3.3% ●
Average Daily Census	533.03	524.54	540.35	8.50	1.6% ○	(7.32)	-1.4% ○
Surgeries – Inpatient	7,594	7,491	7,424	103	1.4% ○	170	2.3% ○
Surgeries – Outpatient	10,827	9,986	10,115	841	8.4% ●	712	7.0% ●
ED Visits	39,569	37,762	36,783	1,807	4.8% ●	2,786	7.6% ●
Outpatient Clinic Visits	569,791	564,628	542,276	5,163	0.9% ○	24,729	4.6% ●

● Greater than 2.5% Favorable	○ Neutral	● Greater than 2.5% Unfavorable
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Discharges by Type

Fiscal Year to Date February 2012



Operating Review (YTD)	Actual	Budget	Prior Year	Variance to Budget	% Variance to Budget	Variance to Prior Year	% Variance to Prior Year
Adult Medical	6,913	6,729	6,753	184	2.7% ●	160	2.4% ○
Adult Surgical	9,271	8,911	8,880	360	4.0% ●	391	4.4% ●
Adult Psych	973	1,053	1,060	(80)	-7.6% ●	(87)	-8.2% ●
<i>Subtotal – Adult</i>	<i>17,157</i>	<i>16,694</i>	<i>16,693</i>	<i>463</i>	<i>2.8% ●</i>	<i>464</i>	<i>2.8% ●</i>
Pediatric Medical & Surgical	2,220	2,210	2,220	10	0.5% ○	0	0.0% ○
Pediatric Critical Care	518	523	527	(5)	-0.9% ○	(9)	-1.7% ○
Pediatric Psych	416	351	353	65	18.6% ●	63	17.8% ●
<i>Subtotal – Pediatrics w/o newborn</i>	<i>3,154</i>	<i>3,083</i>	<i>3,100</i>	<i>71</i>	<i>2.3% ○</i>	<i>54</i>	<i>1.7% ○</i>
Newborn	957	995	935	(38)	-3.8% ●	22	2.4% ○
TOTAL w/o Newborn	20,311	19,777	19,793	534	2.7% ●	518	2.6% ●

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Greater than 2.5% Favorable	Neutral	Greater than 2.5% Unfavorable

Discharge Days by Type

Fiscal Year to Date February 2012

Operating Review (YTD)	Actual	Budget	Prior Year	Variance to Budget	% Variance to Budget	Variance to Prior Year	% Variance to Prior Year
Adult Medical	40,043	39,878	40,283	165	0.4% ○	(240)	-0.6% ○
Adult Surgical	48,829	46,940	47,295	1,889	4.0% ●	1,534	3.2% ●
Adult Psych	13,290	12,609	12,725	681	5.4% ●	565	4.4% ●
<i>Subtotal – Adult</i>	<i>102,162</i>	<i>99,427</i>	<i>100,303</i>	<i>2,735</i>	<i>2.8% ●</i>	<i>1,859</i>	<i>1.9% ○</i>
Pediatric Medical & Surgical	11,850	12,694	12,829	(844)	-6.6% ●	(979)	-7.6% ●
Pediatric Critical Care	12,339	14,425	14,600	(2,086)	-14.5% ●	(2,261)	-15.5% ●
Pediatric Psych	3,033	2,593	2,615	440	17.0% ●	418	16.0% ●
<i>Subtotal – Pediatrics w/o newborn</i>	<i>27,222</i>	<i>29,712</i>	<i>30,044</i>	<i>(2,490)</i>	<i>-8.4% ●</i>	<i>(2,822)</i>	<i>-9.4% ●</i>
Newborn	2,130	2,373	2,098	(243)	-10.2% ●	32	1.5% ○
TOTAL w/o Newborn	129,384	129,139	130,347	245	0.2% ○	(963)	-0.7% ○

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Average Length of Stay by Type

Fiscal Year to Date February 2012

Operating Review (YTD)	Actual	Budget	Prior Year	Variance to Budget	% Variance to Budget	Variance to Prior Year	% Variance to Prior Year
Adult Medical	5.79	5.93	5.97	(0.13)	-2.3% ○	(0.17)	-2.9% ●
Adult Surgical	5.27	5.27	5.33	0.00	0.0% ○	(0.06)	-1.1% ○
Adult Psych	13.66	11.97	12.00	1.69	14.1% ●	1.65	13.8% ●
Subtotal – Adult	5.95	5.96	6.01	0.00	0.0% ○	(0.05)	-0.9% ○
Pediatric Medical & Surgical	5.34	5.74	5.78	(0.41)	-7.1% ●	(0.44)	-7.6% ●
Pediatric Critical Care	23.82	27.60	27.70	(3.78)	-13.7% ●	(3.88)	-14.0% ●
Pediatric Psych	7.29	7.39	7.41	(0.10)	-1.4% ○	(0.12)	-1.6% ○
Subtotal – Pediatrics w/o newborn	8.63	9.64	9.69	(1.01)	-10.4% ●	(1.06)	-10.9% ●
Newborn	2.23	2.39	2.24	(0.16)	-6.7% ●	(0.02)	-0.8% ○
TOTAL w/o Newborn	6.37	6.53	6.59	(0.16)	-2.4% ○	(0.22)	-3.3% ●

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Outpatient Surgeries – by Clinical Department

February 2012



Operating Review (YTD)	Actual	Budget	Prior Year	Variance to Budget	% Variance to Budget	Variance to Prior Year	% Variance to Prior Year
Cardiothoracic	46	45	52	1	2.9% ●	(6)	-11.5% ●
Dentistry	436	381	365	55	14.5% ●	71	19.5% ●
Dermatology	29	27	28	2	5.8% ●	1	3.6% ●
General Surgery	1,737	1,659	1,684	78	4.7% ●	53	3.1% ●
Gynecology	582	506	495	76	15.1% ●	87	17.6% ●
Internal Medicine	11	2	3	9	463.3% ●	8	266.7% ●
Neurosurgery	283	305	322	(22)	-7.2% ●	(39)	-12.1% ●
Ophthalmology	2,410	2,120	2,136	290	13.7% ●	274	12.8% ●
Orthopedics	2,627	2,460	2,491	167	6.8% ●	136	5.5% ●
Otolaryngology	1,572	1,578	1,556	(6)	-0.4% ○	16	1.0% ○
Radiology – Interventional	24	21	18	3	15.8% ●	6	33.3% ●
Urology w/ Procedure Ste.	1,070	883	965	187	21.1% ●	105	10.9% ●
Total	10,827	9,986	10,115	841	8.4% ●	712	7.0% ●

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Inpatient Surgeries – by Clinical Department

February 2012



Operating Review (YTD)	Actual	Budget	Prior Year	Variance to Budget	% Variance to Budget	Variance to Prior Year	% Variance to Prior Year
Cardiothoracic	749	740	709	9	1.2% ○	40	5.6% ○
Dentistry	103	82	78	21	25.2% ●	25	32.1% ●
Dermatology	1	0	0	1	●	1	●
General Surgery	2,200	2,129	2,095	71	3.3% ●	105	5.0% ●
Gynecology	495	512	507	(17)	-3.4% ●	(12)	-2.4% ○
Neurosurgery	1,120	1,098	1,084	22	2.0% ○	36	3.3% ●
Ophthalmology	101	98	104	3	3.3% ●	(3)	-2.9% ●
Orthopedics	1,708	1,793	1,786	(85)	-4.8% ●	(78)	-4.4% ●
Otolaryngology	527	498	516	29	5.9% ●	11	2.1% ○
Radiology – Interventional	87	74	75	13	18.3% ●	12	16.0% ●
Urology w/ Procedure Ste.	503	466	470	37	7.8% ●	33	7.0% ●
Total	7,594	7,491	7,424	103	1.4% ○	170	2.3% ○
Solid Organ Transplants	188	212	204	(24)	-11.3% ●	(16)	-7.8% ●

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 ○ Neutral
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Emergency Department

February 2012



Operating Review (YTD)	Actual	Budget	Prior Year	Variance to Budget	% Variance to Budget	Variance to Prior Year	% Variance to Prior Year
ED Visits	39,569	37,762	36,783	1,807	4.8% ●	2,786	7.6% ●
ED Admits	10,726	9,967	9,618	759	7.6% ●	1,108	11.5% ●
ED Conversion Factor	27.1%	26.4%	26.1%		2.7% ●		3.7% ●
ED Admits / Total Admits	53.1%	50.8%	48.8%		4.6% ●		8.9% ●

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Greater than 2.5% Favorable	Neutral	Greater than 2.5% Unfavorable

Clinic Visits by Clinical Department

Fiscal Year to Date February 2012



Operating Review (YTD)	Actual	Budget	Prior Year	Variance to Budget	% Variance to Budget		Variance to Prior Year	% Variance to Prior Year	
Anesthesia	9,293	10,125	10,083	(832)	-8.2%	●	(790)	-7.8%	●
CDD	5,695	5,433	5,434	262	4.8%	●	261	4.8%	●
Clinical Research	6,459	7,059	6,945	(600)	-8.5%	●	(486)	-7.0%	●
Dermatology	17,157	20,759	16,667	(3,602)	-17.4%	●	490	2.9%	●
Emergency Department	39,569	37,761	36,783	1,808	4.8%	●	2,786	7.6%	●
General Surgery	16,857	15,956	15,434	901	5.6%	●	1,423	9.2%	●
Heart and Vascular	25,371	25,037	24,082	334	1.3%	○	1,289	5.4%	●
Hospital Dentistry	10,183	8,570	8,419	1,613	18.8%	●	1,764	21.0%	●
Internal Medicine	73,182	71,361	67,915	1,821	2.6%	●	5,267	7.8%	●
Neurology	11,339	11,341	10,826	(2)	0.0%	○	513	4.7%	●
Neurosurgery	6,216	6,045	5,969	171	2.8%	●	247	4.1%	●
Obstetrics/Gynecology	52,044	50,815	48,611	1,229	2.4%	○	3,433	7.1%	●
Ophthalmology	46,034	46,977	42,729	(943)	-2.0%	○	3,305	7.7%	●
Orthopedics	41,503	40,202	38,516	1,301	3.2%	●	2,987	7.8%	●
Otolaryngology	19,351	18,895	17,698	456	2.4%	○	1,653	9.3%	●
Pediatrics	30,407	29,463	28,589	944	3.2%	●	1,818	6.4%	●
Primary Care	160,096	157,457	156,431	2,639	1.7%	○	3,665	2.3%	○
Psychiatry	26,831	28,322	27,353	(1,491)	-5.3%	●	(552)	-1.9%	○
Urology	11,387	10,433	10,139	954	9.1%	●	1,248	12.3%	●
Other	386	377	436	9	2.3%	○	(50)	-11.5%	●
Total	609,360	602,390	579,059	6,970	1.2%	○	30,301	5.2%	●

● Greater than 2.5% Favorable

○ Neutral

● Greater than 2.5% Unfavorable

Outpatient Activity Detail

Fiscal Year to Date February 2012

Primary Care Clinics

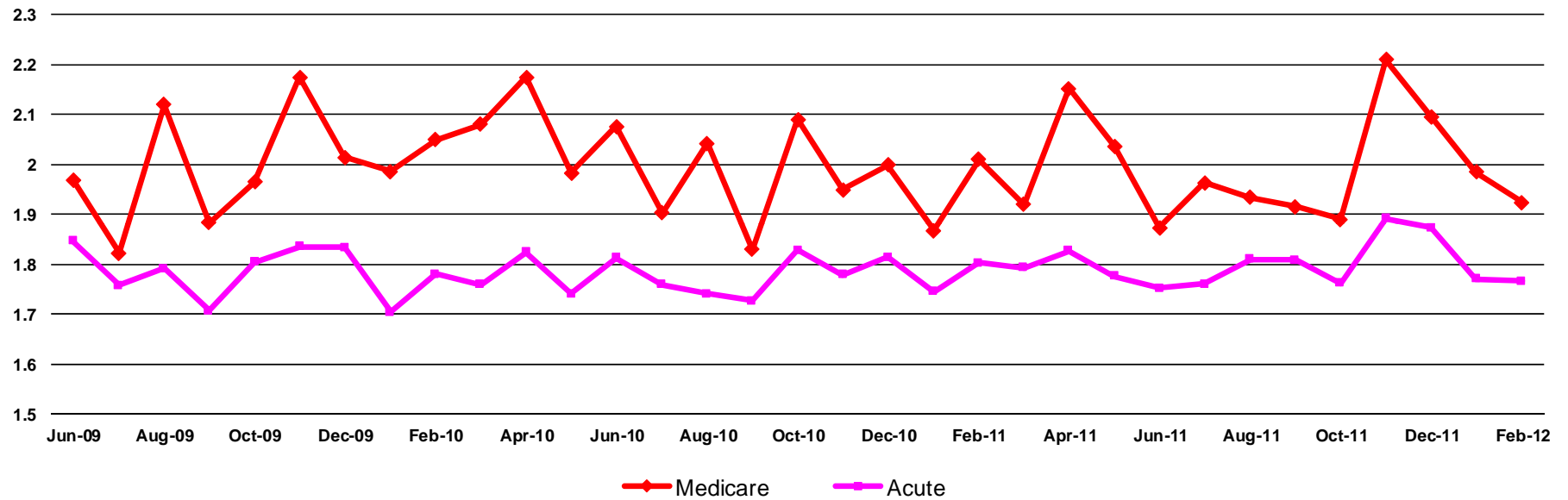
Operating Review (YTD)	Actual	Budget	Prior Year	Variance to Budget	% Variance to Budget	Variance to Prior Year	% Variance to Prior Year
Employee Health Clinic	12,767	11,275	11,014	1,492	13.2% ●	1,753	15.9% ●
Family Care Center	58,194	69,615	59,121	(11,421)	-16.4% ●	(927)	-1.6% ○
Offsite Clinics	54,225	43,676	55,677	10,549	24.2% ●	(1,452)	-2.6% ●
Quick Care Clinics	19,639	18,319	16,548	1,320	7.2% ●	3,091	18.7% ●
Primary Care Clinic North	15,271	14,572	14,071	699	4.8% ●	1,200	8.5% ●
TOTAL	160,096	157,457	156,431	2,639	1.7% ○	3,665	2.3% ○

Clinical Cancer Center

Infusions	27,278	27,998	22,862	(720)	-2.6% ●	4,416	19.3% ●
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Greater than 2.5% Favorable	Neutral	Greater than 2.5% Unfavorable

Case Mix Index



UIHC Comparative Financial Results

Fiscal Year to Date February 2012



Dollars in Thousands

NET REVENUES:	Actual	Budget	Prior Year	Variance			
				Variance to Budget	% Variance to Budget	to Prior Year	% Variance to Prior Year
Net Patient Revenue	681,903	687,631	649,416	(5,728)	-0.8%	32,487	5.0%
Other Operating Revenue	36,861	32,024	30,263	4,837	15.1%	6,598	21.8%
TOTAL	718,764	719,655	679,679	(891)	-0.1%	39,085	5.8%
EXPENSES:							
Salaries and Wages	366,020	372,689	326,785	(6,669)	-1.8%	39,235	12.0%
General Expenses	289,660	277,094	268,267	12,566	4.5%	21,393	8.0%
Operating Expense before Capital	655,680	649,783	595,052	5,897	0.9%	60,628	10.2%
Cash Flow Operating Margin	63,084	69,872	84,627	(6,788)	-9.7%	(21,543)	-25.5%
Capital-Depn & Amort	45,350	44,992	46,284	357	0.8%	(935)	-2.0%
Total Operating Expense	701,030	694,775	641,336	6,255	0.9%	59,694	9.3%
Operating Income	17,734	24,880	38,343	(7,146)	-28.7%	(20,609)	-53.8%
Operating Margin %	2.5%	3.5%	5.6%		-1.0%		-3.1%
Gain (Loss) on Investments	16,984	14,646	26,763	2,339	16.0%	(9,778)	-36.5%
Other Non-Operating	(117)	(3,500)	(2,264)	3,382	96.7%	2,147	94.8%
Net Income	34,602	36,026	62,841	(1,425)	-4.0%	(28,240)	-44.9%
Net Margin %	4.7%	4.9%	8.9%		-0.2%		-4.2%

UIHC Comparative Financial Results

February 2012



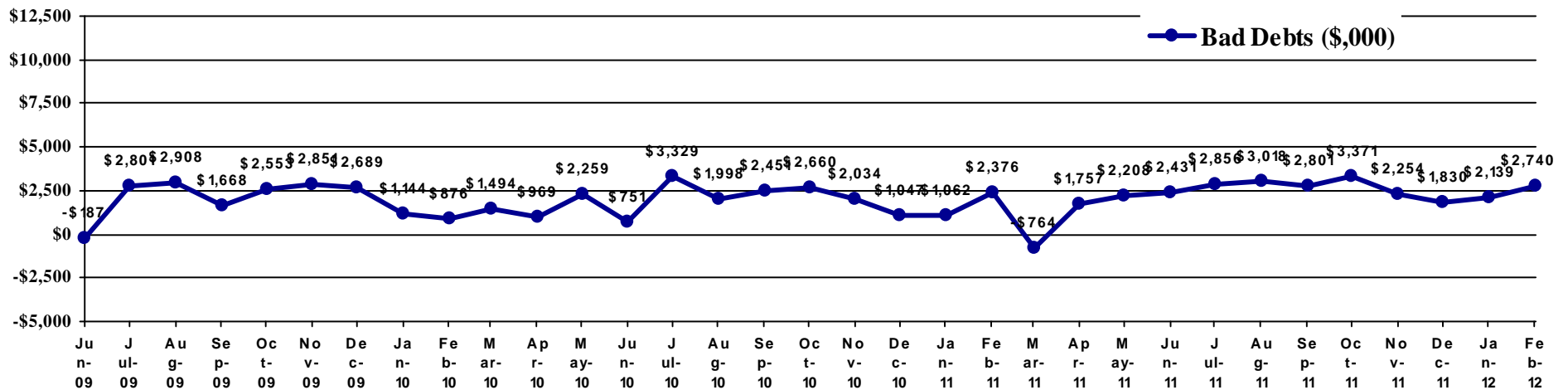
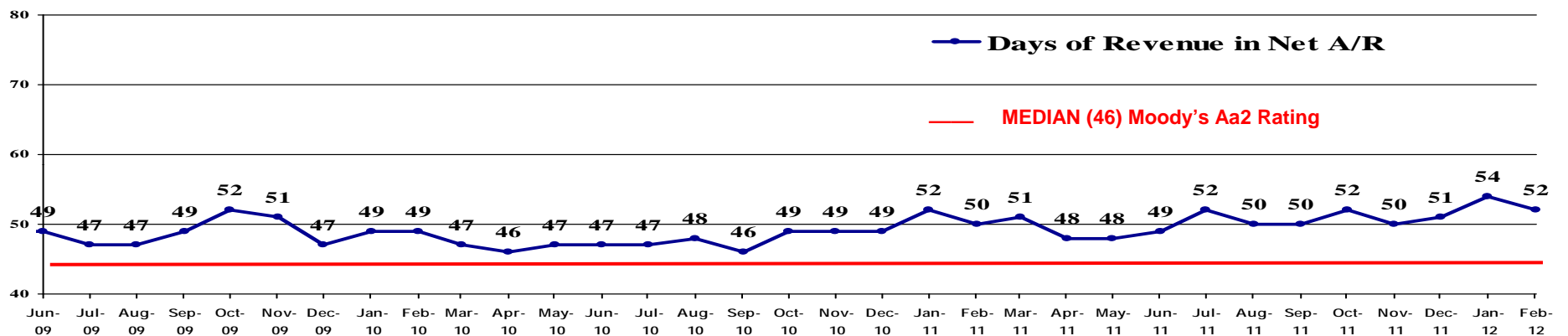
Dollars in Thousands

	Actual	Budget	Prior Year	Variance to Budget	% Variance to Budget	Variance to Prior Year	% Variance to Prior Year
NET REVENUES:							
Patient Revenue	\$ 81,592	\$ 80,870	\$ 71,486	\$ 722	0.9%	\$ 10,106	14.1%
Other Operating Revenue	9,017	4,003	3,334	5,014	125.2%	5,683	170.4%
Total Revenue	\$ 90,609	\$ 84,873	\$ 74,820	\$ 5,736	6.8%	\$ 15,789	21.1%
EXPENSES:							
Salaries and Wages	46,152	45,408	41,384	744	1.6%	4,768	11.5%
General Expenses	37,736	32,677	29,640	5,059	15.5%	8,096	27.3%
Operating Expense before Capital	83,888	78,085	71,024	5,803	7.4%	12,864	18.1%
Cash Flow Operating Margin	6,721	6,788	3,796	(67)	-1.0%	2,925	77.1%
Capital-Depreciation & Amortization	5,677	5,624	5,868	53	0.9%	(191)	-3.3%
Total Operating Expense	89,565	83,709	76,892	5,856	7.0%	12,673	16.5%
Operating Income	\$ 1,044	\$ 1,164	\$ (2,072)	\$ (120)	-10.3%	\$ 3,116	-150.4%
Operating Margin %	1.2%	1.4%	-2.8%		-0.2%		3.9%
Gain (Loss) on Investments	1,583	1,831	2,772	(248)	-13.5%	(1,189)	-42.9%
Other Non-Operating	(773)	(437)	24	(335)	-76.6%	(798)	-3323.4%
Net Income	\$ 1,855	\$ 2,557	\$ 724	\$ (702)	-27.4%	\$ 1,131	156.2%
Net Margin %	2.0%	3.0%	0.9%		-0.9%		1.1%

Comparative Accounts Receivable at February 29, 2012



	June 30, 2010	June 30, 2011	February 29, 2012
Net Accounts Receivable	\$117,737,680	\$136,477,870	\$149,687,205
Net Days in AR	47	49	52





Dance Marathon

Elyse Meardon, University of Iowa

Jamison Arends, Iowa State University

Emily Hanson, University of Northern Iowa