

2017 Year in Review

UnityPoint Health - Fort Dodge is Webster County's **largest employer**. According to a 2018 study by the Iowa Hospital Association, Trinity generated nearly **1,159 additional jobs** that add over **\$24,422,524** on retail sales and contribute **\$1,464,691** in state sales tax revenue.

Total Operating Revenue: \$397,058,985

The sources of revenue for UnityPoint Health - Fort Dodge include patient charges, grants and miscellaneous items. In 2017, this is the total from all sources.

Total Deductions: \$235,743,820

In 2017, UnityPoint Health - Fort Dodge was not able to collect all of the patient revenue due to charity care, bad debt and Medicare, Medicaid and commercial insurance deductions.

- **Charity Care: \$2,772,805**

The uncollected revenue for care provided for those with little or no insurance who are unable to pay.

- **Bad Debt: \$3,348,108**

The uncollected amount of charges, deductibles, and co-payment obligations due from individuals who chose not to pay but did not qualify for charity.

- **Medicare, Medicaid and Commercial Insurance: \$229,622,907**

This is the deduction is the difference between charges and the predetermined rates paid by payers. This amount is not billed to patients.

Total Net Revenue | \$161,315,165

Net revenue is the amount remaining to operate the medical center after deductions are taken from revenue.

Total Expenses | \$165,693,899

In order to care for patients, UnityPoint Health - Fort Dodge incurs expenses consisting of:

- **Staffing expenses: \$105,731,183**

Includes salaries, wages and benefits.

- **Other expenses \$59,962,716**

Includes costs of supplies, interest, depreciation and insurance.

Total Operating Loss | (\$4,378,734)

Total Operating Loss is the loss after expenses from health care operating activities. In 2017, UnityPoint Health experienced a loss from operations of \$4,378,734. This loss is a result of increases in supply, pharmaceutical, and labor costs as well as an increased need to use third party firms to provide physician coverage. While this operating loss does create challenges for the organization, UnityPoint Health - Fort Dodge remains a financially strong organization.

UnityPoint Health - Fort Dodge At a Glance

110 Providers

120 Volunteers

970 Employees

200 Licensed Beds

513 Births

3,612 Admissions

4,444 Surgeries

377 Hospice Patients

27 Clinics

26,852 Home Care Visits

235,135 Clinic Visits

19,680 Emergency Visits



Awards & Highlights

January

- The two new K9 units started their training on the Fort Dodge campus. The dogs are Shadow, assigned to Mark Gargano and Maple, assigned to Austin Scott.

March

- Trinity Regional Medical Center was named one of the **Top 100 Rural & Community Hospitals in the United States** by iVantage Health Analytics and The Chartis Center for Rural Health. This is the second year in a row for this recognition.
- Teresa Morlan, Trinity paramedic, received the 2016/2017 Serving Our Servants Award for demonstrating compassion and caring for her patients both in the field and in the ER.

April

- Anne Doolittle-Cheyne, Palliative Care, was chosen as one of 100 Great Iowa Nurses.

May

- UnityPoint Health – Fort Dodge teamed up with our **UnityPoint Health Urologists** in Waterloo to start a satellite clinic in Fort Dodge.
- UnityPoint at Home Fort Dodge and Storm Lake received **5 STAR** ratings from the Centers for Medicare and Medicaid Services (CMS). They were the only 5 star agencies in the state.
- Trinity Wound Healing Center team was recognized as a **Center of Excellence**. The Center has achieved patient satisfaction rates higher than 92 percent, a healing rate of at least 91 percent in less than 31 median days along with several other quality standards for four years in a row.

- UnityPoint Clinic Pediatrics – Fort Dodge was given a Pediatric Recognition Award by Blank Children’s Hospital for their dedication and support to Blank’s Pediatric Residency Program at the Annual Pediatric Spring Conference Award Banquet.
- ECOSURE (3rd Party Inspection Organization), gave Trinity Nutrition Services a 96.9% passing rate. This is an unannounced survey similar to the state or DNV. Evaluations involve both retail and kitchen areas.
- UnityPoint Health - Berryhill Center announced a partnership with Genoa, to provide a **full-service, on-site pharmacy**. While Berryhill Center made Genoa’s 366th on-site pharmacy, it was the first pharmacy in Iowa to be co-located in a mental health center. Genoa is an experienced on-site pharmacy provider specializing in the behavioral health community.

June

- UnityPoint Health made Becker’s Hospital Review 52 Great Health Systems to Know 2017.

July

- Stewart Memorial Community Hospital (SMCH) entered into an enhanced partnership with UnityPoint at Home to provide home care and hospice services.
- UnityPoint Clinic Center for Urology started coming every Monday to the Fort Dodge satellite clinic.

October

- **Trinity Pharmacy**, an on-site retail pharmacy, opened on November 6. Trinity Pharmacy is conveniently located within Trinity Regional Medical Center next to Java City, to allow patients to fill their prescriptions before being discharged or leaving their doctor’s appointment.

November

- Fort Dodge and Storm Lake continued its success with exceptional patient outcomes, providing quality home care services. The Home Care Elite Report, an annual recognition of the top performing Medicare-certified home health agencies in the United States, released and UnityPoint at Home – Fort Dodge was recognized as a **“Top 100”** agency and UnityPoint at Home – Storm Lake as a **“Top 500”** agency.

December

- UnityPoint at Home moved to a new facility located at 214 S. 25th St., formerly the Drugtown space. The Home Equipment Store on Trinity campus will remain at the same location.
- UnityPoint Clinic Humboldt – Walk-In opened. Located at the main entrance of Humboldt County Memorial Hospital, the clinic offers convenient care for non-emergent injuries and illnesses on the weekend. The clinic is open Friday 4 to 8 p.m. and Saturday and Sunday from 9 a.m. to 3 p.m.

2017 Impact to Community

The following items are cost incurred by UnityPoint Health – Fort Dodge for which there was no or limited financial reimbursement to the organization. However, these programs are vital to meeting the organization’s mission to improve the health of the people and communities we serve.

