

Exhibit 38

University of Wisconsin Medical Foundation

Finance Committee Meeting

April 20, 2004

Present: Drs., S. Bartosh, F. Edelman, B. Edmonson, S. Goelzer, J. Grossman, J. Heiner, S. Kamnetz, S. Koslov, M. Lucey, D. Olive, L. Ridders, R. Vega, G. Wendt, E. Williams, Messrs. J. Burgess, G. Ridley, J. Sorenson, Ms. M. Marshall

Mgmt: Messes. S. Breon, K. Doty, L. Hoppe, C. Kinsella, S. Meyer, J. Nowicki, S. Pelatzke, C. Sanders, Messrs. P. Christman, R. Flannery, K. McMahan, K. Mount, M. Rosencrance, S. Sibley, Dr. R. Welnick

Absent: Drs. B. Badie, A. Bridges, J. Davis, J. Glassroth, P. Kraemer, E. Siegal

Minutes. Dr. John Heiner called the meeting to order at 7:01 am. The minutes of the March 2, 2004 Finance Committee Meeting were approved as presented. *Minutes*

March 31, 2004 Financial Statements. Mr. Robert Flannery began the presentation of the March 31, 2004 Financial Statements by going over the Charges and Collections graphs. Charges were \$76.5M for the month, 12.96% above prior year with UCC, without UCC charges were 10.51% above prior year. Collections were 14.6% above YTD prior year, 11.35% without UCC. Collections showed the best month in a 3-year period. Days Revenue Outstanding without cap dollars decreased slightly to 72.57 days. Percent of A/R Greater Than 90 Days decreased to 21.7%. Mr. Flannery continued by reviewing Excess Margin vs Operating Margin. Excess Margin was at 3.9% compared to a Moody's of 4.2% and Operating Margin was at 2.55% of net revenue compared to a Moody's of 0.6%. Mr. Flannery continued with Salaries and Benefits to Net Patient Revenue indicating that estimates were tracking with previous activity. He then discussed PPIC and Unity Dane Membership indicating that they had remained fairly flat between July 2001 and January 2004. Net revenue for the month was 10.4% over budget with a March actual of \$33.9M compared to a budget of \$30.7M and a 2003 actual of \$28.9M. Total operating expenses for the month were \$33.1M compared to a budget of \$29.8M (an 11.1% overage). Mr. Flannery noted that monthly total operating expenses were over due to Physician Compensation accrual. Net Income for the month was \$1.02M compared to a budgeted gain of 0.9M. YTD Net Revenues were at \$279M compared to a budget of \$269M and a YTD 2003 net revenue of \$265M. Total Operating Expenses YTD were 2.1% over budget at \$272.5M versus a budgeted YTD of \$277M. YTD Net Income was \$11M compared to a budget of \$2.8M. *Financial Statements*

Closed Session. A motion was made to move the committee into a closed session to confer regarding competitive and personnel matters and matters involving actual or potential litigation as authorized by Wisconsin Statute 19.85 (1)(b), 19.85 (1)(e) and 19.85(g). A roll call vote was taken and all members present approved the motion to go into closed session.

***Closed
Session***

Open Session. Dr. John Heiner announced that competitive matters were discussed and the meeting returned to open session. A vote on the motion to act on the Unity proposal as approved in Closed Session was performed and unanimously approved.

Open Session

Next Meeting. The next regular meeting of the UWMF Finance Committee is scheduled for:

***Next
Meeting***

Tuesday, May 18, 2004, 7:00 – 8:30 a.m., Room H6/215 UWHC

**Additional Meeting to Discuss Budget
Tuesday, June 1, 2004, 7:00 - 8:30 a.m., Room H6/215 UWHC**

Reminder