

**152 Gundersen Tri-County Hospital and Clinics**  
18601 Lincoln Street  
Whitehall, WI 54773  
715-538-4361

Fiscal Year: 01/01 to 12/31  
Type: GMS  
Critical Access Hospital  
Control: Other Not-For-Profit

County: Trempealeau  
Analysis Area: Southwestern (5B)  
Volume Group: 1

		All GMS Hospitals		Analysis Area 5B		Volume Group 1		FY 2017 vs. 2016	
Selected Utilization Statistics		Value	Ratio	Value	Ratio	Value	Ratio	FY 2016	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	8.8%	55.4%	0.16	49.4%	0.18	11.3%	0.78	9.8%	0.90
Obstetrics	0.0%	38.4%	N/A	56.6%	N/A	24.3%	N/A	0.0%	N/A
Pediatrics	0.0%	55.4%	N/A	29.0%	N/A	54.9%	N/A	0.0%	N/A
Total Hospital	10.1%	56.3%	0.18	56.0%	0.18	17.4%	0.58	12.3%	0.82
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	1.3	26.5	0.05	15.5	0.09	1.8	0.73	1.5	0.90
Obstetrics	0.0	5.0	N/A	3.5	N/A	2.1	N/A	0.0	N/A
Pediatrics	0.0	1.4	N/A	0.5	N/A	0.2	N/A	0.0	N/A
Total Hospital	1.5	48.3	0.03	28.8	0.05	2.9	0.53	1.8	0.82
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	2.6	3.9	0.67	4.0	0.65	2.9	0.88	3.0	0.86
Obstetrics	0.0	2.6	N/A	2.6	N/A	2.7	N/A	0.0	N/A
Pediatrics	0.0	3.5	N/A	2.6	N/A	2.9	N/A	0.0	N/A
Total Hospital	2.9	4.3	0.68	4.5	0.66	4.0	0.74	3.8	0.78
<b>Surgical Operations</b>									
Inpatient	3	1,408	0.00	938	0.00	116	0.03	0	N/A
Outpatient	181	4,098	0.04	2,728	0.07	1,063	0.17	153	1.18
Inpatient as % of All Surgeries	1.6%	25.6%	0.06	25.6%	0.06	9.8%	0.17	0.0%	N/A
<b>Outpatient Visits</b>									
Non-Emergency Visits	26,740	132,001	0.20	92,956	0.29	20,790	1.29	28,080	0.95
Emergency Visits	3,724	17,964	0.21	13,295	0.28	2,393	1.56	4,760	0.78
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	0.0	18.9	N/A	8.3	N/A	3.2	N/A	0.0	N/A
Nurses, Licensed	24.9	244.4	0.10	167.9	0.15	79.1	0.31	26.4	0.94
Ancillary Nursing Personnel	5.2	40.0	0.13	24.9	0.21	11.1	0.47	7.1	0.74
All Other Personnel	113.0	484.8	0.23	382.3	0.30	112.6	1.00	117.0	0.97
Total FTEs	143.1	788.1	0.18	583.5	0.25	205.9	0.70	150.4	0.95
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	0.0	15.1	N/A	7.9	N/A	24.4	N/A	0.0	N/A
Nurses, Licensed	252.6	195.2	1.29	159.8	1.58	608.9	0.41	283.5	0.89
Ancillary Nursing Personnel	52.7	32.0	1.65	23.7	2.23	85.1	0.62	75.8	0.69
All Other Personnel	1,145.9	387.3	2.96	363.8	3.15	866.4	1.32	1,258.0	0.91
Total FTEs	1,451.2	629.5	2.31	555.1	2.61	1,584.8	0.92	1,617.3	0.90

**Total Hospital:**

Beds Set Up & Staffed 15  
Discharges 187  
Inpatient Days 551

**Contract with:**

Health Maintenance  
Organization (HMO) Yes  
Preferred Provider  
Organization (PPO) Yes

**Medicare-certified Swing Beds:**

Average Beds Used 3  
Discharges 54  
Inpatient Days 890

**Newborn Nursery:**

Bassinet 0  
Total Births 0  
Newborn Days 0

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 12/31/2017	Discharges & Transfers**	Patient Days of Care	Occupancy Rate (%)	Average Census (Patients)	Average Length of Stay (Days)
<b>General Medical-Surgical</b>							
Adult Medical-Surgical, Acute	1	15	187	484	8.8%	1.3	2.6
Orthopedic	5	0	0	0	0.0%	0.0	0.0
Rehabilitation & Physical Medicine	5	0	0	0	0.0%	0.0	0.0
Hospice	4	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
<b>Pediatric, acute</b>	5	0	0	0	0.0%	0.0	0.0
<b>Obstetrics</b>	5	0	0	0	0.0%	0.0	0.0
<b>Psychiatric</b>	5	0	0	0	0.0%	0.0	0.0
<b>Alcoholism/chemical dependency</b>	5	0	0	0	0.0%	0.0	0.0
<b>ICU/CCU</b>							
Medical-Surgical Intensive Care	5	0	0	0	0.0%	0.0	0.0
Cardiac Intensive Unit	5	0	0	0	0.0%	0.0	0.0
Pediatric Intensive Care	5	0	0	0	0.0%	0.0	0.0
Burn Care	5	0	0	0	0.0%	0.0	0.0
Mixed Intensive Care	5	0	0	0	0.0%	0.0	0.0
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
<b>Subacute care</b>	2	0	14	67	0.0%	0.2	4.8
<b>Other inpatient</b>	5	0	0	0	0.0%	0.0	0.0

Note: data should be used only in rows; do not summarize columns.

\*\* Transfers, which may be estimated, refer only to those between units.

\* 1 = Provided-Distinct Unit, 2 = Provided-Not Distinct Unit, 3 = Available in Network

4 = Contracted, 5 = Service Not Provided

Occupation	Number Full-Time	Number Part-Time	Number FTE	Occupation	Number Full-Time	Number Part-Time	Number FTE
Administrators/Assistant Administrators	0	0	0.0	Surgical Personnel	1	1	1.1
Physicians & Dentists	0	0	0.0	Radiological Services Personnel	4	3	5.7
Medical & Dental Residents	0	0	0.0	Sonographers	0	0	0.0
Dental Hygienists	0	0	0.0	Respiratory Therapists	1	0	1.0
Registered Nurses	15	14	21.4	Occupational Therapists	1	1	1.9
Certified Nurse Midwives	0	0	0.0	Occupational Therapy Assistants/Aides	0	2	0.9
Licensed Practical Nurses	2	1	2.9	Physical Therapists	2	1	2.7
Ancillary Nursing Personnel	2	6	5.2	Physical Therapy Assistants/Aides	1	1	1.9
Medical Assistants	4	0	4.0	Recreational Therapists	0	0	0.0
Physician Assistants	3	1	3.3	Dietitians & Nutritionists	1	1	1.9
Nurse Practitioners	0	1	0.6	Psychologists	0	0	0.0
Certified Registered Nurse Anesthetists	0	0	0.0	Social Workers	1	1	1.8
Clinical Nurse Specialists	0	0	0.0	All Other Health Professionals	6	2	7.7
Health Info Mgmt-Administrators/Technicians	2	2	3.9	All Other Personnel	47	30	64.9
Pharmacy Personnel	2	1	2.2				
Clinical Laboratory Personnel	2	8	8.2				
				<b>Total</b>	<b>97</b>	<b>77</b>	<b>143.1</b>

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			All GMS Hospitals		Analysis Area		Volume Group		FY 2017 vs. 2016	
Selected Financial Statistics			Value	Ratio	5B Value	Ratio	1 Value	Ratio	FY 2016	Ratio
<b>Gross Revenue as % of Total Gross Patient Revenue</b>										
Medicare	\$14,500,898	50.7%	44.8%	1.13	45.7%	1.11	42.6%	1.19	51.0%	0.99
Medical Assistance	\$3,505,763	12.2%	14.4%	0.85	10.6%	1.15	12.7%	0.96	12.2%	1.00
Commercial	\$8,292,389	29.0%	36.6%	0.79	37.7%	0.77	40.5%	0.71	30.3%	0.96
All Other	\$2,328,450	8.1%	4.2%	1.93	5.9%	1.39	4.2%	1.95	6.5%	1.25
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$4,797,056	16.8%	32.9%	0.51	33.8%	0.50	20.7%	0.81	19.9%	0.84
Medical Assistance	\$1,944,188	6.8%	10.7%	0.63	8.9%	0.77	7.9%	0.86	6.7%	1.01
Commercial	\$1,746,104	6.1%	14.8%	0.41	13.6%	0.45	11.6%	0.52	5.0%	1.22
Charity Care	\$71,081	0.2%	1.0%	0.25	0.7%	0.37	0.9%	0.29	0.7%	0.36
Bad Debt	\$1,321,632	4.6%	1.1%	4.37	1.3%	3.53	2.0%	2.30	3.6%	1.28
All Other	\$723,852	2.5%	1.9%	1.32	4.0%	0.63	1.5%	1.70	2.8%	0.91
Total Deductions	\$10,603,913	37.0%	62.4%	0.59	62.3%	0.59	44.6%	0.83	38.7%	0.96
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue		5.3%	6.3%	0.83	20.5%	0.26	3.9%	1.34	7.5%	0.70
Net Gains/Losses as % of Net Income		12.8%	12.7%	1.01	6.0%	2.15	1.9%	6.87	0.6%	21.20
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$9,699,029	51.5%	44.7%	1.15	56.6%	0.91	51.0%	1.01	52.3%	0.98
Supplies & Services	\$8,324,758	44.2%	47.9%	0.92	38.6%	1.15	42.2%	1.05	42.7%	1.04
Capital Component	\$812,842	4.3%	7.4%	0.59	4.9%	0.89	6.8%	0.63	5.0%	0.86
<b>Fiscal Statistics</b>										
Operating Margin (%)		1.0%	8.9%	0.11	8.3%	0.12	6.0%	0.17	8.4%	0.12
Total Hospital Net Income (%)		1.2%	10.1%	0.12	8.7%	0.13	6.1%	0.19	8.4%	0.14
Return on Equity (%)		2.1%	7.6%	0.28	7.3%	0.29	8.8%	0.24	16.1%	0.13
Current Ratio		1.8	5.6	0.32	12.8	0.14	2.8	0.65	2.6	0.67
Days in Net Patient Accounts Receivable		57.6	51.4	1.12	67.7	0.85	58.0	0.99	53.8	1.07
Average Payment Period		62.8	41.5	1.51	24.3	2.59	45.2	1.39	46.5	1.35
Equity Financing (%)		44.3%	73.6%	0.60	90.3%	0.49	56.7%	0.78	22.0%	2.01
Long-Term Debt to Equity Ratio		0.5	0.2	2.80	0.0	10.62	0.4	1.15	1.1	0.43
Times Interest Earned		2.9	14.1	0.21	51.2	0.06	9.6	0.30	14.6	0.20
Total Asset Turnover		1.8	0.7	2.41	0.8	2.16	1.5	1.23	1.9	0.93
Average Age of Plant (Years)		19.2	9.3	2.07	9.3	2.06	9.2	2.09	16.3	1.18
Increase (Decrease) Total Net Patient Revenue		-1.2%	3.6%	N/A	-3.9%	0.31	3.4%	N/A	8.9%	N/A
Outpatient Gross Revenue (% of Total GPR)		86.6%	60.9%	1.42	74.2%	1.17	76.0%	1.14	84.3%	1.03
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge	\$14,246		\$15,675	0.91	\$16,231	0.88	\$19,283	0.74	\$17,065	0.83
Inpatient Net Revenue per Day	\$2,114		\$3,540	0.60	\$3,609	0.59	\$2,854	0.74	\$2,256	0.94
Outpatient Net Revenue per Visit	\$518		\$654	0.79	\$891	0.58	\$720	0.72	\$460	1.13

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$28,627,500	Cash & Cash Equivalents	\$2,272,745	Current Liabilities	\$3,136,733
Less Deductions	\$10,603,913	Net Patient Receivables	\$2,844,732	Long-Term Debt	\$2,185,085
Net Patient Revenue	\$18,023,587	Other Receivables	\$193,058	Other Liabilities	\$611,896
Plus Other Revenue	\$1,007,090			Subtotal	\$5,933,714
Total Revenue	\$19,030,677	Land, Buildings & Equipment (Net)	\$4,696,543	Unrestricted Fund Balance	\$4,717,585
Less Expenses	\$18,836,629	Other Assets	\$644,221	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$28,611			Total Liabilities & Fund Balance	\$10,651,299
Net Income	\$222,659	Total Assets	\$10,651,299		