

**056 Gundersen Lutheran Medical Center**  
 1900 South Avenue  
 La Crosse, WI 54601  
 608-782-7300

Fiscal Year: 01/01 to 12/31  
 Type: GMS  
 General Medical & Surgical  
 Control: Other Not-For-Profit

County: La Crosse  
 Analysis Area: Southwestern (5B)  
 Volume Group: 7

		All GMS Hospitals		Analysis Area 5B		Volume Group 7		FY 2017 vs. 2016	
Selected Utilization Statistics	FY 2017	Value	Ratio	Value	Ratio	Value	Ratio	FY 2016	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	68.9%	55.4%	1.24	49.4%	1.39	68.9%	1.00	68.3%	1.01
Obstetrics	73.1%	38.4%	1.91	56.6%	0.19	47.9%	1.53	71.7%	1.02
Pediatrics	31.4%	55.4%	0.57	29.0%	1.08	38.5%	0.82	31.4%	1.00
Total Hospital	68.9%	56.3%	1.22	56.0%	1.23	66.1%	1.04	68.0%	1.01
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	75.0	26.5	2.83	15.5	4.85	101.6	0.74	72.4	1.04
Obstetrics	11.0	5.0	2.18	3.5	3.10	14.7	0.75	10.8	1.02
Pediatrics	3.8	1.4	2.62	0.5	6.99	3.6	2.62	3.8	1.00
Total Hospital	187.5	48.3	3.88	28.8	6.52	193.9	0.97	183.0	1.02
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	3.4	3.9	0.88	4.0	0.87	4.3	0.80	3.3	1.03
Obstetrics	2.5	2.6	0.96	2.6	0.95	2.7	0.90	2.5	0.99
Pediatrics	2.6	3.5	0.75	2.6	1.00	3.4	0.77	2.4	1.09
Total Hospital	5.3	4.3	1.24	4.5	1.19	4.8	1.12	5.2	1.02
<b>Surgical Operations</b>									
Inpatient	5,010	1,408	3.56	938	5.34	5,364	0.93	4,790	1.05
Outpatient	13,775	4,098	3.36	2,728	5.05	13,857	0.99	13,479	1.02
Inpatient as % of All Surgeries	26.7%	25.6%	1.04	25.6%	1.04	27.9%	0.96	26.2%	1.02
<b>Outpatient Visits</b>									
Non-Emergency Visits	582,262	132,001	4.41	92,956	6.26	422,002	1.38	590,433	0.99
Emergency Visits	57,430	17,964	3.20	13,295	4.32	48,744	1.18	56,226	1.02
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	0.0	18.9	N/A	8.3	N/A	55.0	N/A	0.0	N/A
Nurses, Licensed	526.0	244.4	2.15	167.9	3.13	909.8	0.58	487.0	1.08
Ancillary Nursing Personnel	56.0	40.0	1.40	24.9	2.25	148.5	0.38	65.0	0.86
All Other Personnel	1,248.0	484.8	2.57	382.3	3.26	1,773.6	0.70	1,289.0	0.97
Total FTEs	1,830.0	788.1	2.32	583.5	3.14	2,886.8	0.63	1,841.0	0.99
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	0.0	15.1	N/A	7.9	N/A	12.1	N/A	0.0	N/A
Nurses, Licensed	82.9	195.2	0.42	159.8	0.52	199.8	0.41	77.1	1.07
Ancillary Nursing Personnel	8.8	32.0	0.28	23.7	0.37	32.6	0.27	10.3	0.86
All Other Personnel	196.6	387.3	0.51	363.8	0.54	389.6	0.50	204.1	0.96
Total FTEs	288.3	629.5	0.46	555.1	0.52	634.1	0.45	291.5	0.99

**Total Hospital:**

Beds Set Up & Staffed 272  
 Discharges 12,800  
 Inpatient Days 68,439

**Contract with:**

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

**Medicare-certified Swing Beds:**

Average Beds Used 0  
 Discharges 0  
 Inpatient Days 0

**Newborn Nursery:**

Bassinets 15  
 Total Births 1,561  
 Newborn Days 2,702

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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	109	7,959	27,393	68.9%	75.0	3.4
Orthopedic	1	48	3,659	12,589	71.9%	34.5	3.4
Rehabilitation & Physical Medicine	1	16	378	4,634	79.3%	12.7	12.3
Hospice	2	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>	1	12	527	1,375	31.4%	3.8	2.6
<b>Obstetrics</b>	1	15	1,621	4,004	73.1%	11.0	2.5
<b>Psychiatric</b>	1	30	1,506	9,290	84.8%	25.5	6.2
<b>Alcoholism/chemical dependency</b>	2	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	1	4	84	159	10.9%	0.4	1.9
Burn Care	5	0	0	0	0.0%	0.0	0.0
Mixed Intensive Care	1	24	2,701	5,560	63.5%	15.2	2.1
Step-Down (Special Care)	5	0	0	0	0.0%	0.0	0.0
Neonatal Intensive/Intermediate Care	1	14	255	3,435	67.2%	9.4	13.5
Other Intensive Care	5	0	0	0	0.0%	0.0	0.0
<b>Subacute care</b>	5	0	0	0	0.0%	0.0	0.0
<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	51	26	51.0
Physicians & Dentists	0	0	0.0	Radiological Services Personnel	29	38	29.0
Medical & Dental Residents	0	0	0.0	Sonographers	17	12	17.0
Dental Hygienists	0	0	0.0	Respiratory Therapists	24	30	24.0
Registered Nurses	510	779	510.0	Occupational Therapists	23	7	23.0
Certified Nurse Midwives	0	0	0.0	Occupational Therapy Assistants/Aides	2	3	2.0
Licensed Practical Nurses	13	30	13.0	Physical Therapists	35	13	35.0
Ancillary Nursing Personnel	56	149	56.0	Physical Therapy Assistants/Aides	12	9	12.0
Medical Assistants	139	74	139.0	Recreational Therapists	3	7	3.0
Physician Assistants	0	0	0.0	Dietitians & Nutritionists	18	5	18.0
Nurse Practitioners	3	2	3.0	Psychologists	12	0	12.0
Certified Registered Nurse Anesthetists	0	0	0.0	Social Workers	37	21	37.0
Clinical Nurse Specialists	0	0	0.0	All Other Health Professionals	308	348	308.0
Health Info Mgmt-Administrators/Technicians	0	0	0.0	All Other Personnel	446	158	446.0
Pharmacy Personnel	56	17	56.0				
Clinical Laboratory Personnel	36	29	36.0				
				<b>Total</b>	<b>1,830</b>	<b>1,757</b>	<b>1,830.0</b>

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			All GMS Hospitals		Analysis Area		Volume Group		FY 2017 vs. 2016	
Selected Financial Statistics			Value	Ratio	5B Value	Ratio	7 Value	Ratio	FY 2016	Ratio
<b>Gross Revenue as % of Total Gross Patient Revenue</b>										
Medicare	\$958,926,444	45.9%	44.8%	1.02	45.7%	1.00	45.3%	1.01	45.9%	1.00
Medical Assistance	\$208,188,117	10.0%	14.4%	0.69	10.6%	0.94	13.1%	0.76	10.0%	1.00
Commercial	\$799,003,096	38.2%	36.6%	1.04	37.7%	1.01	37.0%	1.03	34.6%	1.10
All Other	\$125,039,116	6.0%	4.2%	1.42	5.9%	1.02	4.5%	1.33	9.6%	0.62
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$767,754,020	36.7%	32.9%	1.11	33.8%	1.09	34.5%	1.07	32.3%	1.14
Medical Assistance	\$192,094,880	9.2%	10.7%	0.86	8.9%	1.04	10.2%	0.90	8.1%	1.13
Commercial	\$278,638,961	13.3%	14.8%	0.90	13.6%	0.98	16.0%	0.83	8.3%	1.61
Charity Care	\$10,489,058	0.5%	1.0%	0.51	0.7%	0.75	1.0%	0.52	0.8%	0.60
Bad Debt	\$21,127,664	1.0%	1.1%	0.96	1.3%	0.77	1.0%	1.03	0.6%	1.80
All Other	\$111,867,791	5.3%	1.9%	2.79	4.0%	1.34	1.9%	2.83	13.5%	0.40
Total Deductions	\$1,381,972,374	66.1%	62.4%	1.06	62.3%	1.06	64.5%	1.02	63.6%	1.04
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue		25.2%	6.3%	3.96	20.5%	1.23	5.9%	4.29	21.8%	1.15
Net Gains/Losses as % of Net Income		1.0%	12.7%	0.08	6.0%	0.17	17.3%	0.06	N/A	N/A
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$474,155,947	55.6%	44.7%	1.24	56.6%	0.98	44.0%	1.26	57.4%	0.97
Supplies & Services	\$341,856,692	40.1%	47.9%	0.84	38.6%	1.04	49.6%	0.81	38.0%	1.05
Capital Component	\$37,360,598	4.4%	7.4%	0.59	4.9%	0.90	6.4%	0.68	4.7%	0.94
<b>Fiscal Statistics</b>										
Operating Margin (%)		9.9%	8.9%	1.11	8.3%	1.20	7.7%	1.30	26.0%	0.38
Total Hospital Net Income (%)		10.0%	10.1%	0.99	8.7%	1.15	9.1%	1.10	11.6%	0.87
Return on Equity (%)		7.2%	7.6%	0.95	7.3%	1.00	6.9%	1.04	7.2%	1.01
Current Ratio		231.9	5.6	41.06	12.8	18.17	5.6	41.13	319.4	0.73
Days in Net Patient Accounts Receivable		74.0	51.4	1.44	67.7	1.09	52.1	1.42	57.1	1.30
Average Payment Period		1.9	41.5	0.05	24.3	0.08	43.2	0.04	1.6	1.21
Equity Financing (%)		99.6%	73.6%	1.35	90.3%	1.10	76.9%	1.29	99.7%	1.00
Long-Term Debt to Equity Ratio		0.0	0.2	N/A	0.0	N/A	0.1	N/A	0.0	N/A
Times Interest Earned		0.0	14.1	N/A	51.2	N/A	17.0	N/A	0.0	N/A
Total Asset Turnover		0.7	0.7	0.97	0.8	0.87	0.8	0.96	0.7	0.97
Average Age of Plant (Years)		6.6	9.3	0.71	9.3	0.71	10.4	0.63	7.2	0.91
Increase (Decrease) Total Net Patient Revenue		0.4%	3.6%	0.10	-3.9%	N/A	4.9%	0.07	-0.7%	N/A
Outpatient Gross Revenue (% of Total GPR)		73.3%	60.9%	1.20	74.2%	0.99	56.8%	1.29	73.3%	1.00
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge		\$18,452	\$15,675	1.18	\$16,231	1.14	\$17,864	1.03	\$17,502	1.05
Inpatient Net Revenue per Day		\$3,816	\$3,540	1.08	\$3,609	1.06	\$3,709	1.03	\$3,623	1.05
Outpatient Net Revenue per Visit		\$772	\$654	1.18	\$891	0.87	\$733	1.05	\$763	1.01

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$2,091,156,773	Cash & Cash Equivalents	\$331,139	Current Liabilities	\$4,334,189
Less Deductions	\$1,381,972,374	Net Patient Receivables	\$143,768,651	Long-Term Debt	\$0
Net Patient Revenue	\$709,184,399	Other Receivables	\$9,839,704	Other Liabilities	\$1,290,162
Plus Other Revenue	\$238,336,532			Subtotal	\$5,624,351
Total Revenue	\$947,520,931	Land, Buildings & Equipment (Net)	\$306,497,956	Unrestricted Fund Balance	\$1,306,214,272
Less Expenses	\$853,373,237	Other Assets	\$851,401,173	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$942,393			Total Liabilities & Fund Balance	\$1,311,838,623
Net Income	\$95,090,087	Total Assets	\$1,311,838,623		