

**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 2018 vs. 2017	
Selected Utilization Statistics		Value	Ratio	Value	Ratio	Value	Ratio	FY 2017	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	10.9%	55.7%	0.20	48.0%	0.23	11.4%	0.96	8.8%	1.23
Obstetrics	0.0%	41.5%	N/A	44.3%	N/A	26.9%	N/A	0.0%	N/A
Pediatrics	0.0%	52.8%	N/A	31.0%	N/A	50.0%	N/A	0.0%	N/A
Total Hospital	13.0%	57.5%	0.23	50.9%	0.25	17.7%	0.73	10.1%	1.29
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	1.6	26.4	0.06	17.1	0.10	1.9	0.86	1.3	1.23
Obstetrics	0.0	5.6	N/A	3.7	N/A	4.0	N/A	0.0	N/A
Pediatrics	0.0	1.4	N/A	0.6	N/A	0.2	N/A	0.0	N/A
Total Hospital	1.9	49.4	0.04	28.6	0.07	3.1	0.63	1.5	1.29
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	2.8	3.9	0.70	3.5	0.78	3.0	0.90	2.6	1.06
Obstetrics	0.0	2.5	N/A	2.5	N/A	2.8	N/A	0.0	N/A
Pediatrics	0.0	3.5	N/A	2.8	N/A	2.8	N/A	0.0	N/A
Total Hospital	3.3	4.4	0.75	4.3	0.77	4.2	0.78	2.9	1.12
<b>Surgical Operations</b>									
Inpatient	15	1,396	0.01	790	0.02	55	0.27	3	5.00
Outpatient	237	4,206	0.06	2,742	0.09	307	0.77	181	1.31
Inpatient as % of All Surgeries	6.0%	24.9%	0.24	22.4%	0.27	15.1%	0.39	1.6%	3.65
<b>Outpatient Visits</b>									
Non-Emergency Visits	30,096	136,074	0.22	119,520	0.25	22,296	1.35	26,740	1.13
Emergency Visits	3,593	18,688	0.19	13,485	0.27	3,144	1.14	3,724	0.96
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	0.0	19.3	N/A	13.1	N/A	2.6	N/A	0.0	N/A
Nurses, Licensed	29.2	239.2	0.12	167.7	0.17	32.1	0.91	24.9	1.17
Ancillary Nursing Personnel	9.9	40.0	0.25	20.8	0.48	7.8	1.27	5.2	1.90
All Other Personnel	119.8	480.4	0.25	423.0	0.28	75.6	1.59	113.0	1.06
Total FTEs	158.8	779.0	0.20	624.6	0.25	118.0	1.35	143.1	1.11
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	0.0	14.9	N/A	11.8	N/A	19.1	N/A	0.0	N/A
Nurses, Licensed	336.5	183.7	1.83	151.1	2.23	236.9	1.42	252.6	1.33
Ancillary Nursing Personnel	114.1	30.8	3.71	18.7	6.10	57.6	1.98	52.7	2.17
All Other Personnel	1,381.8	369.0	3.74	381.2	3.62	557.9	2.48	1,145.9	1.21
Total FTEs	1,832.3	598.3	3.06	562.9	3.26	871.5	2.10	1,451.2	1.26

**Total Hospital:**

Beds Set Up & Staffed 15  
Discharges 216  
Inpatient Days 710

**Contract with:**

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

**Medicare-certified Swing Beds:**

Average Beds Used 4  
Discharges 77  
Inpatient Days 1,358

**Newborn Nursery:**

Bassinetts 0  
Total Births 0  
Newborn Days 0

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 12/31/2018	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	216	595	10.9%	1.6	2.8
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	115	0.0%	0.3	8.2
<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	0	1.0
Physicians & Dentists	1	0	1.0	Radiological Services Personnel	1	6	6.7
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	22	7	26.2	Occupational Therapists	1	1	1.9
Certified Nurse Midwives	0	0	0.0	Occupational Therapy Assistants/Aides	1	1	1.8
Licensed Practical Nurses	2	0	2.0	Physical Therapists	2	2	3.5
Ancillary Nursing Personnel	8	6	9.9	Physical Therapy Assistants/Aides	1	1	1.9
Medical Assistants	5	0	5.0	Recreational Therapists	0	0	0.0
Physician Assistants	2	2	2.9	Dietitians & Nutritionists	0	1	1.0
Nurse Practitioners	1	0	1.0	Psychologists	0	0	0.0
Certified Registered Nurse Anesthetists	0	0	0.0	Social Workers	2	0	2.0
Clinical Nurse Specialists	0	0	0.0	All Other Health Professionals	4	4	6.1
Health Info Mgmt-Administrators/Technicians	3	1	3.9	All Other Personnel	47	41	72.0
Pharmacy Personnel	2	1	2.3				
Clinical Laboratory Personnel	1	7	5.8				
				<b>Total</b>	<b>108</b>	<b>81</b>	<b>158.8</b>

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Whitehall, WI 54773			All GMS Hospitals		Analysis Area		Volume Group		FY 2018 vs. 2017		
Selected Financial Statistics			FY 2018	Value	Ratio	5B Value	Ratio	1 Value	Ratio	FY 2017	Ratio
Gross Revenue as % of Total Gross Patient Revenue											
Medicare	\$17,284,133	52.4%	45.7%	1.15	45.0%	1.16	46.6%	1.12	50.7%	1.03	
Medical Assistance	\$3,693,730	11.2%	14.0%	0.80	10.2%	1.10	13.4%	0.83	12.2%	0.91	
Commercial	\$9,816,704	29.7%	35.8%	0.83	38.0%	0.78	35.9%	0.83	29.0%	1.03	
All Other	\$2,214,832	6.7%	4.5%	1.49	6.8%	0.99	4.0%	1.66	8.1%	0.82	
Deductions as % of Total Gross Patient Revenue											
Medicare	\$7,401,544	22.4%	34.1%	0.66	32.3%	0.69	21.1%	1.06	16.8%	1.34	
Medical Assistance	\$2,484,633	7.5%	10.6%	0.71	8.1%	0.93	8.5%	0.89	6.8%	1.11	
Commercial	\$2,622,918	7.9%	14.7%	0.54	15.4%	0.51	9.7%	0.82	6.1%	1.30	
Charity Care	\$488,712	1.5%	1.0%	1.52	0.7%	2.15	1.0%	1.45	0.2%	5.96	
Bad Debt	\$568,599	1.7%	1.1%	1.61	1.1%	1.61	2.2%	0.79	4.6%	0.37	
All Other	\$780,823	2.4%	2.0%	1.21	4.2%	0.56	1.6%	1.50	2.5%	0.94	
Total Deductions	\$14,347,229	43.5%	63.3%	0.69	61.9%	0.70	44.0%	0.99	37.0%	1.17	
Other Revenue & Net Gains or Losses											
Other Revenue as % of Total Revenue		3.7%	5.5%	0.67	20.3%	0.18	3.2%	1.16	5.3%	0.70	
Net Gains/Losses as % of Net Income		21.7%	2.6%	8.49	5.3%	4.07	N/A	N/A	12.8%	1.69	
Expenses as % of Total Expenses											
Salary/Fringe Benefits	\$9,742,323	51.9%	44.1%	1.18	57.4%	0.90	54.9%	0.95	51.5%	1.01	
Supplies & Services	\$8,328,308	44.4%	49.0%	0.90	37.7%	1.18	38.5%	1.15	44.2%	1.00	
Capital Component	\$700,876	3.7%	6.9%	0.54	4.9%	0.76	6.7%	0.56	4.3%	0.87	
Fiscal Statistics											
Operating Margin (%)		3.1%	8.4%	0.38	6.6%	0.48	1.3%	2.45	1.0%	3.09	
Total Hospital Net Income (%)		4.0%	8.6%	0.47	7.0%	0.57	1.0%	4.00	1.2%	3.41	
Return on Equity (%)		7.1%	6.3%	1.12	5.7%	1.23	1.2%	5.66	2.1%	3.38	
Current Ratio		2.0	5.9	0.34	23.9	0.08	3.5	0.57	1.8	1.13	
Days in Net Patient Accounts Receivable		54.4	51.6	1.05	65.5	0.83	53.6	1.01	57.6	0.94	
Average Payment Period		59.7	38.5	1.55	13.1	4.57	37.7	1.59	62.8	0.95	
Equity Financing (%)		55.1%	75.1%	0.73	87.4%	0.63	52.0%	1.06	44.3%	1.24	
Long-Term Debt to Equity Ratio		0.3	0.2	1.78	0.1	4.92	0.6	0.51	0.5	0.61	
Times Interest Earned		9.5	13.4	0.71	42.5	0.22	2.0	4.73	2.9	3.25	
Total Asset Turnover		1.8	0.7	2.38	0.8	2.14	1.3	1.40	1.8	0.98	
Average Age of Plant (Years)		21.4	9.9	2.17	8.8	2.44	10.1	2.12	19.2	1.11	
Increase (Decrease) Total Net Patient Revenue		3.5%	5.4%	0.65	8.7%	0.41	6.3%	0.57	-1.2%	N/A	
Outpatient Gross Revenue (% of Total GPR)		81.2%	61.9%	1.31	77.2%	1.05	77.2%	1.05	86.6%	0.94	
Net Revenue Statistics											
Inpatient Net Revenue per Discharge	\$14,919		\$15,830	0.94	\$14,264	1.05	\$17,237	0.87	\$14,246	1.05	
Inpatient Net Revenue per Day	\$2,048		\$3,538	0.58	\$3,497	0.59	\$2,652	0.77	\$2,114	0.97	
Outpatient Net Revenue per Visit	\$435		\$686	0.63	\$817	0.53	\$595	0.73	\$518	0.84	

Income Statement			Assets			Liabilities & Fund Balances		
Gross Patient Revenue (GPR)	\$33,009,399		Cash & Cash Equivalents		\$2,618,226	Current Liabilities		\$2,981,285
Less Deductions	\$14,347,229		Net Patient Receivables		\$2,779,060	Long-Term Debt		\$1,730,263
Net Patient Revenue	\$18,662,170		Other Receivables		\$200,940	Other Liabilities		\$241,596
Plus Other Revenue	\$719,239					Subtotal		\$4,953,144
Total Revenue	\$19,381,409		Land, Buildings & Equipment (Net)		\$4,646,383	Unrestricted Fund Balance		\$6,084,835
Less Expenses	\$18,771,507		Other Assets		\$793,370	Restricted Fund Balance		\$0
Non-Operating Gains/Losses	\$169,154					Total Liabilities & Fund Balance		\$11,037,979
Net Income	\$779,056		Total Assets		\$11,037,979			