

**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

Selected Utilization Statistics	FY 2019	All GMS Hospitals		Analysis Area 5B		Volume Group 7		FY 2019 vs. 2018	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2018	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	63.4%	55.2%	1.15	45.6%	1.39	71.0%	0.89	68.0%	0.93
Obstetrics	84.7%	38.0%	2.23	53.1%	0.24	50.6%	1.67	82.0%	1.03
Pediatrics	31.9%	51.3%	0.62	31.9%	1.00	38.2%	0.83	33.6%	0.95
Total Hospital	64.3%	57.4%	1.12	50.4%	1.28	69.3%	0.93	67.4%	0.95
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	96.9	26.0	3.73	16.7	5.82	106.3	0.91	94.5	1.03
Obstetrics	12.7	4.9	2.57	3.6	3.50	14.5	0.88	12.3	1.03
Pediatrics	3.8	1.3	2.98	0.6	5.95	3.2	2.98	4.0	0.95
Total Hospital	188.3	49.0	3.85	27.5	6.86	202.8	0.93	190.1	0.99
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	4.6	4.1	1.14	4.0	1.14	4.6	1.00	3.6	1.27
Obstetrics	2.7	2.6	1.05	2.5	1.06	2.7	0.99	2.6	1.05
Pediatrics	2.8	3.3	0.84	2.8	1.01	3.3	0.84	2.8	1.01
Total Hospital	5.5	4.5	1.22	4.7	1.18	5.0	1.10	4.7	1.18
<b>Surgical Operations</b>									
Inpatient	4,671	1,426	3.28	857	5.45	5,403	0.86	4,668	1.00
Outpatient	15,578	4,581	3.40	2,753	5.66	16,162	0.96	14,836	1.05
Inpatient as % of All Surgeries	23.1%	23.7%	0.97	23.7%	0.97	25.1%	0.92	23.9%	0.96
<b>Outpatient Visits</b>									
Non-Emergency Visits	602,979	144,376	4.18	121,727	4.95	476,432	1.27	590,761	1.02
Emergency Visits	60,293	17,768	3.39	13,192	4.57	47,460	1.27	59,884	1.01
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	0.0	23.0	N/A	14.1	N/A	71.8	N/A	0.0	N/A
Nurses, Licensed	473.0	251.3	1.88	157.2	3.01	913.4	0.52	504.0	0.94
Ancillary Nursing Personnel	54.0	39.7	1.36	21.0	2.57	148.8	0.36	54.0	1.00
All Other Personnel	1,460.0	509.3	2.87	425.8	3.43	1,805.9	0.81	1,315.0	1.11
Total FTEs	1,987.0	823.3	2.41	618.1	3.21	2,940.0	0.68	1,873.0	1.06
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	0.0	17.0	N/A	12.2	N/A	14.7	N/A	0.0	N/A
Nurses, Licensed	60.8	185.7	0.33	135.8	0.45	186.4	0.33	70.3	0.86
Ancillary Nursing Personnel	6.9	29.3	0.24	18.1	0.38	30.4	0.23	7.5	0.92
All Other Personnel	187.5	376.3	0.50	367.9	0.51	368.6	0.51	183.4	1.02
Total FTEs	255.2	608.3	0.42	533.9	0.48	600.1	0.43	261.3	0.98

<b>Total Hospital:</b>		<b>Contract with:</b>		<b>Medicare-certified Swing Beds:</b>		<b>Newborn Nursery:</b>	
Beds Set Up & Staffed	293	Health Maintenance Organization (HMO)	Yes	Average Beds Used	0	Bassinets	15
Discharges	12,528	Preferred Provider Organization (PPO)	Yes	Discharges	0	Total Births	1,667
Inpatient Days	68,730			Inpatient Days	0	Newborn Days	2,866

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 12/31/2019	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	2	153	7,657	35,383	63.4%	96.9	4.6
Orthopedic	1	24	1,650	5,941	67.8%	16.3	3.6
Rehabilitation & Physical Medicine	2	20	491	5,021	68.8%	13.8	10.2
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	499	1,398	31.9%	3.8	2.8
<b>Obstetrics</b>	2	15	1,727	4,640	84.7%	12.7	2.7
<b>Psychiatric</b>	2	30	1,495	8,430	77.0%	23.1	5.6
<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	106	179	12.3%	0.5	1.7
Burn Care	5	0	0	0	0.0%	0.0	0.0
Mixed Intensive Care	1	20	2,136	3,908	53.5%	10.7	1.8
Step-Down (Special Care)	5	0	0	0	0.0%	0.0	0.0
Neonatal Intensive/Intermediate Care	2	15	251	3,830	70.0%	10.5	15.3
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	60	46	60.0
Physicians & Dentists	0	0	0.0	Radiological Services Personnel	27	34	27.0
Medical & Dental Residents	0	0	0.0	Sonographers	20	15	20.0
Dental Hygienists	0	0	0.0	Respiratory Therapists	25	36	25.0
Registered Nurses	460	854	460.0	Occupational Therapists	20	12	20.0
Certified Nurse Midwives	0	0	0.0	Occupational Therapy Assistants/Aides	3	4	3.0
Licensed Practical Nurses	13	22	13.0	Physical Therapists	40	13	40.0
Ancillary Nursing Personnel	54	151	54.0	Physical Therapy Assistants/Aides	14	10	14.0
Medical Assistants	147	98	147.0	Recreational Therapists	1	9	1.0
Physician Assistants	0	0	0.0	Dietitians & Nutritionists	17	6	17.0
Nurse Practitioners	0	0	0.0	Psychologists	14	4	14.0
Certified Registered Nurse Anesthetists	0	0	0.0	Social Workers	42	20	42.0
Clinical Nurse Specialists	0	0	0.0	All Other Health Professionals	530	340	530.0
Health Info Mgmt-Administrators/Technicians	0	0	0.0	All Other Personnel	399	181	399.0
Pharmacy Personnel	64	19	64.0				
Clinical Laboratory Personnel	37	42	37.0				
				<b>Total</b>	<b>1,987</b>	<b>1,916</b>	<b>1,987.0</b>

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Selected Financial Statistics	FY 2019	All GMS Hospitals		Analysis Area		Volume Group		FY 2019 vs. 2018		
		Value	Ratio	5B Value	Ratio	7 Value	Ratio	FY 2018	Ratio	
<b>Gross Revenue as % of Total Gross Patient Revenue</b>										
Medicare	\$1,041,304,172	43.6%	46.3%	0.94	45.4%	0.96	46.7%	0.93	43.0%	1.02
Medical Assistance	\$207,916,160	8.7%	13.6%	0.64	9.5%	0.92	12.6%	0.69	9.5%	0.92
Commercial	\$935,974,594	39.2%	35.3%	1.11	37.9%	1.03	35.1%	1.12	39.7%	0.99
All Other	\$201,037,342	8.4%	4.8%	1.76	7.2%	1.17	5.6%	1.50	7.8%	1.07
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$812,269,503	34.0%	34.9%	0.97	32.9%	1.03	36.2%	0.94	33.0%	1.03
Medical Assistance	\$174,961,999	7.3%	10.4%	0.71	7.4%	0.99	9.8%	0.74	8.1%	0.91
Commercial	\$458,384,027	19.2%	14.7%	1.31	15.7%	1.22	15.6%	1.23	18.9%	1.02
Charity Care	\$8,642,494	0.4%	1.0%	0.38	0.8%	0.43	0.9%	0.39	0.4%	1.03
Bad Debt	\$19,421,978	0.8%	1.1%	0.77	1.0%	0.83	0.9%	0.90	0.9%	0.91
All Other	\$143,786,176	6.0%	2.2%	2.79	4.8%	1.25	2.5%	2.44	5.6%	1.08
Total Deductions	\$1,617,466,177	67.8%	64.2%	1.06	62.7%	1.08	66.0%	1.03	66.8%	1.01
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue		30.7%	5.5%	5.54	20.1%	1.52	6.8%	4.51	29.8%	1.03
Net Gains/Losses as % of Net Income		43.1%	13.2%	3.27	47.1%	0.91	13.1%	3.28	0.8%	54.06
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$543,705,401	54.3%	44.0%	1.23	56.2%	0.97	42.7%	1.27	55.5%	0.98
Supplies & Services	\$416,852,181	41.6%	49.2%	0.85	38.9%	1.07	51.1%	0.81	40.3%	1.03
Capital Component	\$40,434,438	4.0%	6.8%	0.59	4.9%	0.82	6.2%	0.65	4.2%	0.96
<b>Fiscal Statistics</b>										
Operating Margin (%)		9.7%	9.1%	1.07	6.1%	1.60	9.5%	1.02	8.6%	1.13
Total Hospital Net Income (%)		15.9%	10.3%	1.54	10.9%	1.46	10.8%	1.48	8.6%	1.84
Return on Equity (%)		11.5%	6.0%	1.91	8.9%	1.28	7.7%	1.49	6.4%	1.79
Current Ratio		224.8	4.7	47.77	25.9	8.69	5.5	40.74	231.3	0.97
Days in Net Patient Accounts Receivable		70.5	64.0	1.10	63.0	1.12	55.7	1.27	69.2	1.02
Average Payment Period		2.2	56.5	0.04	13.4	0.17	45.6	0.05	1.9	1.17
Equity Financing (%)		99.4%	69.2%	1.44	87.1%	1.14	72.1%	1.38	99.6%	1.00
Long-Term Debt to Equity Ratio		0.0	0.3	N/A	0.1	N/A	0.2	N/A	0.0	N/A
Times Interest Earned		0.0	13.4	N/A	31.0	N/A	15.5	N/A	0.0	N/A
Total Asset Turnover		0.7	0.6	1.17	0.8	0.87	0.7	0.95	0.7	0.91
Average Age of Plant (Years)		7.3	12.6	0.58	9.2	0.79	12.1	0.60	6.6	1.10
Increase (Decrease) Total Net Patient Revenue		3.5%	7.3%	0.48	3.8%	0.90	8.9%	0.39	4.8%	0.73
Outpatient Gross Revenue (% of Total GPR)		79.8%	63.3%	1.26	79.1%	1.01	58.2%	1.37	78.2%	1.02
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge	\$14,962		\$16,906	0.88	\$15,344	0.98	\$19,324	0.77	\$12,387	1.21
Inpatient Net Revenue per Day	\$3,266		\$3,675	0.89	\$3,493	0.94	\$3,829	0.85	\$3,233	1.01
Outpatient Net Revenue per Visit	\$906		\$703	1.29	\$855	1.06	\$741	1.22	\$889	1.02

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$2,386,232,267	Cash & Cash Equivalents	\$224,083	Current Liabilities	\$5,958,015
Less Deductions	\$1,617,466,177	Net Patient Receivables	\$148,494,736	Long-Term Debt	\$0
Net Patient Revenue	\$768,766,090	Other Receivables	\$46,784,012	Other Liabilities	\$3,172,133
Plus Other Revenue	\$339,996,758			Subtotal	\$9,130,148
Total Revenue	\$1,108,762,848	Land, Buildings & Equipment (Net)	\$308,205,818	Unrestricted Fund Balance	\$1,641,254,322
Less Expenses	\$1,000,992,020	Other Assets	\$1,146,675,821	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$81,702,396			Total Liabilities & Fund Balance	\$1,650,384,470
Net Income	\$189,473,224	Total Assets	\$1,650,384,470		