

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 2020	All GMS Hospitals		Analysis Area 5B		Volume Group 7		FY 2020 vs. 2019	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2019	Ratio
Occupancy Rate (%)									
Adult Medical-Surgical	45.6%	52.4%	0.87	37.7%	1.21	64.6%	0.71	63.4%	0.72
Obstetrics	121.9%	36.2%	3.36	46.9%	0.39	49.9%	2.44	84.7%	1.44
Pediatrics	29.6%	53.2%	0.56	29.6%	1.00	38.2%	0.77	31.9%	0.93
Total Hospital	54.3%	53.9%	1.01	42.5%	1.28	63.5%	0.86	64.3%	0.85
Average Census (Patients)									
Adult Medical-Surgical	96.7	25.5	3.79	16.4	5.90	106.5	0.91	96.9	1.00
Obstetrics	18.3	4.7	3.88	4.3	4.25	14.6	1.25	12.7	1.44
Pediatrics	3.5	1.1	3.21	0.7	5.00	3.2	3.21	3.8	0.93
Total Hospital	192.8	47.4	4.07	27.5	7.02	204.5	0.94	188.3	1.02
Average Length of Stay (Days)									
Adult Medical-Surgical	4.4	4.3	1.02	4.0	1.10	4.8	0.92	4.6	0.95
Obstetrics	3.9	2.4	1.65	3.2	1.23	2.6	1.49	2.7	1.47
Pediatrics	2.9	3.5	0.84	2.9	1.00	3.4	0.86	2.8	1.04
Total Hospital	5.9	4.7	1.26	4.9	1.19	5.2	1.13	5.5	1.07
Surgical Operations									
Inpatient	4,119	1,280	3.22	733	5.62	5,196	0.79	4,671	0.88
Outpatient	13,159	4,115	3.20	2,362	5.57	15,397	0.85	15,578	0.84
Inpatient as % of All Surgeries	23.8%	23.7%	1.00	23.7%	1.01	25.2%	0.94	23.1%	1.03
Outpatient Visits									
Non-Emergency Visits	588,824	127,898	4.60	116,152	5.07	396,336	1.49	602,979	0.98
Emergency Visits	50,390	15,799	3.19	11,771	4.28	41,684	1.21	60,293	0.84
Full-Time Equivalents (FTEs)									
Administrators	0.0	20.3	N/A	15.2	N/A	64.4	N/A	0.0	N/A
Nurses, Licensed	436.0	255.1	1.71	154.7	2.82	945.5	0.46	473.0	0.92
Ancillary Nursing Personnel	45.0	42.6	1.06	21.1	2.13	159.2	0.28	54.0	0.83
All Other Personnel	1,265.0	501.2	2.52	402.4	3.14	1,851.4	0.68	1,460.0	0.87
Total FTEs	1,746.0	819.2	2.13	593.5	2.94	3,020.5	0.58	1,987.0	0.88
FTEs per 100 Patient Census (Adjusted)									
Administrators	0.0	15.7	N/A	13.5	N/A	13.4	N/A	0.0	N/A
Nurses, Licensed	59.7	197.1	0.30	138.1	0.43	197.1	0.30	60.8	0.98
Ancillary Nursing Personnel	6.2	33.0	0.19	18.9	0.33	33.2	0.19	6.9	0.89
All Other Personnel	173.2	387.2	0.45	359.4	0.48	386.0	0.45	187.5	0.92
Total FTEs	239.1	633.0	0.38	529.9	0.45	629.7	0.38	255.2	0.94

Total Hospital:		Contract with:		Medicare-certified Swing Beds:		Newborn Nursery:	
Beds Set Up & Staffed	355	Health Maintenance Organization (HMO)	Yes	Average Beds Used	0	Bassinets	15
Discharges	12,035	Preferred Provider Organization (PPO)	Yes	Discharges	0	Total Births	1,673
Inpatient Days	70,566			Inpatient Days	0	Newborn Days	5,678

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 12/31/2020	Discharges & Transfers**	Patient Days of Care	Occupancy Rate (%)	Average Census (Patients)	Average Length of Stay (Days)
General Medical-Surgical							
Adult Medical-Surgical, Acute	2	212	8,063	35,395	45.6%	96.7	4.4
Orthopedic	2	24	1,428	5,634	64.1%	15.4	3.9
Rehabilitation & Physical Medicine	1	20	582	5,619	76.8%	15.4	9.7
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
Pediatric, acute	2	12	446	1,299	29.6%	3.5	2.9
Obstetrics	2	15	1,698	6,691	121.9%	18.3	3.9
Psychiatric	2	30	1,318	8,523	77.6%	23.3	6.5
Alcoholism/chemical dependency	2	0	0	0	0.0%	0.0	0.0
ICU/CCU							
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	23	122	8.3%	0.3	5.3
Burn Care	5	0	0	0	0.0%	0.0	0.0
Mixed Intensive Care	1	20	1,765	3,460	47.3%	9.5	2.0
Step-Down (Special Care)	5	0	0	0	0.0%	0.0	0.0
Neonatal Intensive/Intermediate Care	2	18	330	3,823	58.0%	10.4	11.6
Other Intensive Care	5	0	0	0	0.0%	0.0	0.0
Subacute care	5	0	0	0	0.0%	0.0	0.0
Other inpatient	5	0	0	0	0.0%	0.0	0.0

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

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

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

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	57	41	57.0
Physicians & Dentists	0	0	0.0	Radiological Services Personnel	26	30	26.0
Medical & Dental Residents	0	0	0.0	Sonographers	21	13	21.0
Dental Hygienists	0	0	0.0	Respiratory Therapists	25	28	25.0
Registered Nurses	422	879	422.0	Occupational Therapists	17	12	17.0
Certified Nurse Midwives	0	0	0.0	Occupational Therapy Assistants/Aides	1	5	1.0
Licensed Practical Nurses	14	20	14.0	Physical Therapists	45	9	45.0
Ancillary Nursing Personnel	45	183	45.0	Physical Therapy Assistants/Aides	15	8	15.0
Medical Assistants	141	94	141.0	Recreational Therapists	1	7	1.0
Physician Assistants	0	0	0.0	Dietitians & Nutritionists	13	9	13.0
Nurse Practitioners	0	0	0.0	Psychologists	5	1	5.0
Certified Registered Nurse Anesthetists	0	0	0.0	Social Workers	38	24	38.0
Clinical Nurse Specialists	0	0	0.0	All Other Health Professionals	366	280	366.0
Health Info Mgmt-Administrators/Technicians	0	0	0.0	All Other Personnel	398	176	398.0
Pharmacy Personnel	59	23	59.0				
Clinical Laboratory Personnel	37	38	37.0				
				Total	1,746	1,880	1,746.0

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Selected Financial Statistics	FY 2020	All GMS Hospitals		Analysis Area		Volume Group		FY 2020 vs. 2019		
		Value	Ratio	5B Value	Ratio	7 Value	Ratio	FY 2019	Ratio	
Gross Revenue as % of Total Gross Patient Revenue										
Medicare	\$1,011,726,991	43.7%	46.6%	0.94	46.1%	0.95	46.9%	0.93	43.6%	1.00
Medical Assistance	\$204,106,314	8.8%	13.8%	0.64	9.6%	0.92	12.7%	0.69	8.7%	1.01
Commercial	\$876,658,636	37.9%	34.5%	1.10	36.6%	1.03	34.7%	1.09	39.2%	0.97
All Other	\$222,081,543	9.6%	5.1%	1.87	7.7%	1.25	5.7%	1.70	8.4%	1.14
Deductions as % of Total Gross Patient Revenue										
Medicare	\$765,772,172	33.1%	35.0%	0.94	32.6%	1.01	36.0%	0.92	34.0%	0.97
Medical Assistance	\$170,164,688	7.4%	10.4%	0.71	7.4%	0.99	9.8%	0.75	7.3%	1.00
Commercial	\$467,509,652	20.2%	14.5%	1.39	16.1%	1.25	15.7%	1.29	19.2%	1.05
Charity Care	\$7,515,951	0.3%	1.0%	0.34	0.8%	0.43	1.0%	0.33	0.4%	0.90
Bad Debt	\$39,341,619	1.7%	1.2%	1.45	1.5%	1.12	1.0%	1.68	0.8%	2.09
All Other	\$160,258,724	6.9%	2.6%	2.71	5.2%	1.33	2.7%	2.59	6.0%	1.15
Total Deductions	\$1,610,562,806	69.6%	64.6%	1.08	63.7%	1.09	66.2%	1.05	67.8%	1.03
Other Revenue & Net Gains or Losses										
Other Revenue as % of Total Revenue		32.6%	8.4%	3.88	23.6%	1.38	8.0%	4.05	30.7%	1.06
Net Gains/Losses as % of Net Income		87.5%	13.8%	6.33	79.9%	1.10	13.7%	6.41	43.1%	2.03
Expenses as % of Total Expenses										
Salary/Fringe Benefits	\$551,958,586	53.4%	43.5%	1.23	55.4%	0.96	42.2%	1.27	54.3%	0.98
Supplies & Services	\$444,352,005	43.0%	49.9%	0.86	39.7%	1.08	52.0%	0.83	41.6%	1.03
Capital Component	\$37,707,574	3.6%	6.6%	0.55	4.9%	0.75	5.8%	0.62	4.0%	0.90
Fiscal Statistics										
Operating Margin (%)		1.0%	7.5%	0.14	1.2%	0.85	8.5%	0.12	9.7%	0.10
Total Hospital Net Income (%)		7.6%	8.6%	0.88	5.7%	1.34	9.7%	0.78	15.9%	0.48
Return on Equity (%)		4.6%	4.1%	1.11	4.1%	1.12	6.1%	0.74	11.5%	0.40
Current Ratio		44.2	3.9	11.38	18.3	2.42	4.7	9.41	224.8	0.20
Days in Net Patient Accounts Receivable		65.6	71.5	0.92	57.6	1.14	56.5	1.16	70.5	0.93
Average Payment Period		12.8	90.1	0.14	22.0	0.58	66.2	0.19	2.2	5.71
Equity Financing (%)		96.9%	63.6%	1.52	85.1%	1.14	67.7%	1.43	99.4%	0.97
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	12.2	N/A	14.9	N/A	16.4	N/A	0.0	N/A
Total Asset Turnover		0.6	0.5	1.19	0.7	0.82	0.6	0.90	0.7	0.83
Average Age of Plant (Years)		8.1	14.1	0.58	9.0	0.91	12.4	0.65	7.3	1.12
Increase (Decrease) Total Net Patient Revenue		-8.4%	-2.2%	3.79	-4.8%	1.74	-0.7%	12.67	3.5%	N/A
Outpatient Gross Revenue (% of Total GPR)		78.3%	63.0%	1.24	78.6%	1.00	57.1%	1.37	79.8%	0.98
Net Revenue Statistics										
Inpatient Net Revenue per Discharge	\$17,148		\$17,652	0.97	\$17,756	0.97	\$20,210	0.85	\$14,962	1.15
Inpatient Net Revenue per Day	\$3,553		\$3,704	0.96	\$3,811	0.93	\$3,871	0.92	\$3,266	1.09
Outpatient Net Revenue per Visit	\$840		\$780	1.08	\$835	1.01	\$898	0.94	\$906	0.93

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$2,314,573,483	Cash & Cash Equivalents	\$380,510	Current Liabilities	\$35,154,122
Less Deductions	\$1,610,562,806	Net Patient Receivables	\$126,212,214	Long-Term Debt	\$0
Net Patient Revenue	\$704,010,677	Other Receivables	\$59,838,665	Other Liabilities	\$22,405,175
Plus Other Revenue	\$340,645,150			Subtotal	\$57,559,297
Total Revenue	\$1,044,655,825	Land, Buildings & Equipment (Net)	\$312,626,161		
Less Expenses	\$1,034,018,165	Other Assets	\$1,368,655,838	Unrestricted Fund Balance	\$1,810,154,091
Non-Operating Gains/Losses	\$74,610,868			Restricted Fund Balance	\$0
Net Income	\$85,248,528	Total Assets	\$1,867,713,388	Total Liabilities & Fund Balance	\$1,867,713,388