

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 2021 | All GMS Hospitals | | Analysis Area 5B | | Volume Group 7 | | FY 2021 vs. 2020 | |
|---|---------|-------------------|-------|------------------|-------|----------------|-------|------------------|-------|
| | | Value | Ratio | Value | Ratio | Value | Ratio | FY 2020 | Ratio |
| Occupancy Rate (%) | | | | | | | | | |
| Adult Medical-Surgical | 53.6% | 57.9% | 0.93 | 44.6% | 1.20 | 72.0% | 0.74 | 45.6% | 1.18 |
| Obstetrics | 121.3% | 36.8% | 3.30 | 52.1% | 0.37 | 46.8% | 2.59 | 121.9% | 1.00 |
| Pediatrics | 30.0% | 59.6% | 0.50 | 30.0% | 1.00 | 51.3% | 0.58 | 29.6% | 1.01 |
| Total Hospital | 61.0% | 58.7% | 1.04 | 48.8% | 1.25 | 68.8% | 0.89 | 54.3% | 1.12 |
| Average Census (Patients) | | | | | | | | | |
| Adult Medical-Surgical | 99.2 | 26.8 | 3.70 | 17.0 | 5.84 | 108.1 | 0.92 | 96.7 | 1.03 |
| Obstetrics | 19.4 | 4.8 | 4.01 | 4.5 | 4.30 | 14.4 | 1.35 | 18.3 | 1.06 |
| Pediatrics | 3.0 | 1.5 | 1.94 | 0.6 | 5.00 | 5.0 | 1.94 | 3.5 | 0.84 |
| Total Hospital | 199.6 | 49.8 | 4.01 | 28.6 | 6.99 | 209.1 | 0.95 | 192.8 | 1.04 |
| Average Length of Stay (Days) | | | | | | | | | |
| Adult Medical-Surgical | 4.5 | 4.6 | 0.98 | 4.1 | 1.09 | 5.0 | 0.89 | 4.4 | 1.02 |
| Obstetrics | 3.9 | 2.4 | 1.60 | 3.2 | 1.22 | 2.6 | 1.51 | 3.9 | 0.99 |
| Pediatrics | 2.5 | 3.8 | 0.66 | 2.5 | 1.00 | 4.1 | 0.61 | 2.9 | 0.86 |
| Total Hospital | 5.9 | 4.9 | 1.21 | 4.9 | 1.19 | 5.3 | 1.11 | 5.9 | 1.00 |
| Surgical Operations | | | | | | | | | |
| Inpatient | 4,077 | 1,037 | 3.93 | 828 | 4.92 | 3,842 | 1.06 | 4,119 | 0.99 |
| Outpatient | 15,281 | 3,865 | 3.95 | 2,810 | 5.44 | 11,153 | 1.37 | 13,159 | 1.16 |
| Inpatient as % of All Surgeries | 21.1% | 21.2% | 1.00 | 22.8% | 0.93 | 25.6% | 0.82 | 23.8% | 0.88 |
| Outpatient Visits | | | | | | | | | |
| Non-Emergency Visits | 760,421 | 145,246 | 5.24 | 141,645 | 5.37 | 450,554 | 1.69 | 588,824 | 1.29 |
| Emergency Visits | 59,841 | 16,058 | 3.73 | 14,182 | 4.22 | 40,709 | 1.47 | 50,390 | 1.19 |
| Full-Time Equivalents (FTEs) | | | | | | | | | |
| Administrators | 0.0 | 19.0 | N/A | 11.3 | N/A | 63.3 | N/A | 0.0 | N/A |
| Nurses, Licensed | 428.0 | 247.5 | 1.73 | 150.4 | 2.85 | 921.1 | 0.46 | 436.0 | 0.98 |
| Ancillary Nursing Personnel | 33.0 | 40.3 | 0.82 | 22.0 | 1.50 | 153.6 | 0.21 | 45.0 | 0.73 |
| All Other Personnel | 1,250.0 | 496.2 | 2.52 | 396.9 | 3.15 | 1,865.1 | 0.67 | 1,265.0 | 0.99 |
| Total FTEs | 1,711.0 | 803.0 | 2.13 | 580.7 | 2.95 | 3,003.0 | 0.57 | 1,746.0 | 0.98 |
| FTEs per 100 Patient Census (Adjusted) | | | | | | | | | |
| Administrators | 0.0 | 13.0 | N/A | 8.5 | N/A | 11.7 | N/A | 0.0 | N/A |
| Nurses, Licensed | 49.7 | 168.4 | 0.30 | 113.4 | 0.44 | 170.7 | 0.29 | 59.7 | 0.83 |
| Ancillary Nursing Personnel | 3.8 | 27.4 | 0.14 | 16.6 | 0.23 | 28.5 | 0.13 | 6.2 | 0.62 |
| All Other Personnel | 145.2 | 337.6 | 0.43 | 299.2 | 0.49 | 345.6 | 0.42 | 173.2 | 0.84 |
| Total FTEs | 198.8 | 546.4 | 0.36 | 437.7 | 0.45 | 556.5 | 0.36 | 239.1 | 0.83 |

| Total Hospital: | | Contract with: | | Medicare-certified Swing Beds: | | Newborn Nursery: | |
|------------------------|--------|---------------------------------------|-----|---------------------------------------|---|-------------------------|-------|
| Beds Set Up & Staffed | 327 | Health Maintenance Organization (HMO) | Yes | Average Beds Used | 0 | Bassinets | 15 |
| Discharges | 12,378 | Preferred Provider Organization (PPO) | Yes | Discharges | 0 | Total Births | 1,760 |
| Inpatient Days | 72,845 | | | Inpatient Days | 0 | Newborn Days | 5,947 |

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| Inpatient Service Area | Level of Service* | Beds Set Up & Staffed 12/31/2021 | Discharges & Transfers** | Patient Days of Care | Occupancy Rate (%) | Average Census (Patients) | Average Length of Stay (Days) |
|---------------------------------------|-------------------|-------------------------------------|--------------------------|----------------------|--------------------|---------------------------|-------------------------------|
| General Medical-Surgical | | | | | | | |
| Adult Medical-Surgical, Acute | 2 | 185 | 8,083 | 36,203 | 53.6% | 99.2 | 4.5 |
| Orthopedic | 2 | 24 | 1,352 | 5,394 | 61.6% | 14.8 | 4.0 |
| Rehabilitation & Physical Medicine | 1 | 20 | 767 | 6,401 | 87.7% | 17.5 | 8.3 |
| 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 |
| Pediatric, acute | 2 | 10 | 435 | 1,094 | 30.0% | 3.0 | 2.5 |
| Obstetrics | 2 | 16 | 1,813 | 7,086 | 121.3% | 19.4 | 3.9 |
| Psychiatric | 2 | 30 | 1,334 | 8,655 | 79.0% | 23.7 | 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 | 21 | 143 | 9.8% | 0.4 | 6.8 |
| Burn Care | 5 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Mixed Intensive Care | 1 | 20 | 1,821 | 4,002 | 54.8% | 11.0 | 2.2 |
| Step-Down (Special Care) | 5 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Neonatal Intensive/Intermediate Care | 2 | 18 | 252 | 3,867 | 58.9% | 10.6 | 15.3 |
| 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.

** 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 | 47 | 46 | 47.0 |
| Physicians & Dentists | 0 | 0 | 0.0 | Radiological Services Personnel | 25 | 23 | 25.0 |
| Medical & Dental Residents | 0 | 0 | 0.0 | Sonographers | 25 | 15 | 25.0 |
| Dental Hygienists | 0 | 0 | 0.0 | Respiratory Therapists | 21 | 27 | 21.0 |
| Registered Nurses | 418 | 862 | 418.0 | Occupational Therapists | 18 | 13 | 18.0 |
| Certified Nurse Midwives | 0 | 0 | 0.0 | Occupational Therapy Assistants/Aides | 1 | 6 | 1.0 |
| Licensed Practical Nurses | 10 | 15 | 10.0 | Physical Therapists | 45 | 11 | 45.0 |
| Ancillary Nursing Personnel | 33 | 166 | 33.0 | Physical Therapy Assistants/Aides | 14 | 9 | 14.0 |
| Medical Assistants | 136 | 91 | 136.0 | Recreational Therapists | 4 | 5 | 4.0 |
| Physician Assistants | 0 | 0 | 0.0 | Dietitians & Nutritionists | 16 | 8 | 16.0 |
| Nurse Practitioners | 0 | 0 | 0.0 | Psychologists | 4 | 2 | 4.0 |
| Certified Registered Nurse Anesthetists | 0 | 0 | 0.0 | Social Workers | 35 | 22 | 35.0 |
| Clinical Nurse Specialists | 0 | 0 | 0.0 | All Other Health Professionals | 347 | 266 | 347.0 |
| Health Info Mgmt-Administrators/Technicians | 0 | 0 | 0.0 | All Other Personnel | 422 | 170 | 422.0 |
| Pharmacy Personnel | 57 | 15 | 57.0 | | | | |
| Clinical Laboratory Personnel | 33 | 29 | 33.0 | Total | 1,711 | 1,801 | 1,711.0 |

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| Selected Financial Statistics | FY 2021 | All GMS Hospitals | | Analysis Area | | Volume Group | | FY 2021 vs. 2020 | | |
|--|-----------------|-------------------|-------|---------------|----------|--------------|----------|------------------|----------|------|
| | | Value | Ratio | 5B Value | Ratio | 7 Value | Ratio | FY 2020 | Ratio | |
| Gross Revenue as % of Total Gross Patient Revenue | | | | | | | | | | |
| Medicare | \$1,209,033,443 | 43.6% | 46.6% | 0.93 | 45.7% | 0.95 | 46.9% | 0.93 | 43.7% | 1.00 |
| Medical Assistance | \$264,874,581 | 9.5% | 14.4% | 0.66 | 10.5% | 0.91 | 13.3% | 0.72 | 8.8% | 1.08 |
| Commercial | \$1,028,608,416 | 37.1% | 33.9% | 1.10 | 35.7% | 1.04 | 34.1% | 1.09 | 37.9% | 0.98 |
| All Other | \$271,121,890 | 9.8% | 5.1% | 1.93 | 8.1% | 1.21 | 5.7% | 1.70 | 9.6% | 1.02 |
| Deductions as % of Total Gross Patient Revenue | | | | | | | | | | |
| Medicare | \$927,224,186 | 33.4% | 35.2% | 0.95 | 32.9% | 1.02 | 36.2% | 0.92 | 33.1% | 1.01 |
| Medical Assistance | \$222,095,871 | 8.0% | 11.1% | 0.72 | 8.2% | 0.98 | 10.3% | 0.78 | 7.4% | 1.09 |
| Commercial | \$549,661,029 | 19.8% | 14.9% | 1.33 | 16.1% | 1.23 | 16.2% | 1.22 | 20.2% | 0.98 |
| Charity Care | \$6,518,658 | 0.2% | 0.7% | 0.33 | 0.4% | 0.53 | 0.7% | 0.34 | 0.3% | 0.72 |
| Bad Debt | \$21,773,486 | 0.8% | 1.0% | 0.77 | 0.9% | 0.87 | 0.8% | 0.95 | 1.7% | 0.46 |
| All Other | \$215,571,835 | 7.8% | 2.8% | 2.78 | 5.9% | 1.31 | 3.0% | 2.55 | 6.9% | 1.12 |
| Total Deductions | \$1,942,845,065 | 70.0% | 65.8% | 1.07 | 64.5% | 1.09 | 67.3% | 1.04 | 69.6% | 1.01 |
| Other Revenue & Net Gains or Losses | | | | | | | | | | |
| Other Revenue as % of Total Revenue | 28.2% | 6.5% | 4.35 | | 19.4% | 1.45 | 6.7% | 4.21 | 32.6% | 0.86 |
| Net Gains/Losses as % of Net Income | 157.5% | 29.4% | 5.37 | | 94.5% | 1.67 | 30.5% | 5.17 | 87.5% | 1.80 |
| Expenses as % of Total Expenses | | | | | | | | | | |
| Salary/Fringe Benefits | \$639,907,391 | 54.4% | 42.4% | 1.28 | 55.8% | 0.97 | 41.3% | 1.32 | 53.4% | 1.02 |
| Supplies & Services | \$492,976,650 | 41.9% | 51.3% | 0.82 | 39.5% | 1.06 | 53.3% | 0.79 | 43.0% | 0.97 |
| Capital Component | \$44,490,257 | 3.8% | 6.2% | 0.61 | 4.7% | 0.80 | 5.4% | 0.69 | 3.6% | 1.04 |
| Fiscal Statistics | | | | | | | | | | |
| Operating Margin (%) | -1.8% | 10.4% | N/A | | 0.2% | N/A | 9.3% | N/A | 1.0% | N/A |
| Total Hospital Net Income (%) | 3.0% | 14.1% | 0.21 | | 4.3% | 0.71 | 12.9% | 0.23 | 7.6% | 0.40 |
| Return on Equity (%) | 1.9% | 6.3% | 0.30 | | 3.3% | 0.59 | 8.9% | 0.22 | 4.6% | 0.42 |
| Current Ratio | 64.2 | 4.1 | 15.59 | | 21.9 | 2.93 | 4.8 | 13.48 | 44.2 | 1.45 |
| Days in Net Patient Accounts Receivable | 63.4 | 87.5 | 0.72 | | 56.7 | 1.12 | 61.8 | 1.03 | 65.6 | 0.97 |
| Average Payment Period | 7.9 | 89.9 | 0.09 | | 17.0 | 0.47 | 62.8 | 0.13 | 12.8 | 0.62 |
| Equity Financing (%) | 98.5% | 64.7% | 1.52 | | 87.4% | 1.13 | 69.5% | 1.42 | 96.9% | 1.02 |
| 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 | 21.0 | N/A | | 10.7 | N/A | 24.3 | N/A | 0.0 | N/A |
| Total Asset Turnover | 0.6 | 0.4 | 1.42 | | 0.7 | 0.83 | 0.7 | 0.92 | 0.6 | 1.09 |
| Average Age of Plant (Years) | 7.3 | 17.1 | 0.43 | | 9.0 | 0.82 | 13.3 | 0.55 | 8.1 | 0.90 |
| Increase (Decrease) Total Net Patient Revenue | 18.0% | 12.7% | 1.41 | | 15.9% | 1.13 | 11.2% | 1.60 | -8.4% | N/A |
| Outpatient Gross Revenue (% of Total GPR) | 79.8% | 64.9% | 1.23 | | 80.2% | 0.99 | 59.3% | 1.35 | 78.3% | 1.02 |
| Net Revenue Statistics | | | | | | | | | | |
| Inpatient Net Revenue per Discharge | \$17,492 | \$18,658 | 0.94 | | \$17,806 | 0.98 | \$21,058 | 0.83 | \$17,148 | 1.02 |
| Inpatient Net Revenue per Day | \$3,410 | \$3,656 | 0.93 | | \$3,646 | 0.94 | \$3,785 | 0.90 | \$3,553 | 0.96 |
| Outpatient Net Revenue per Visit | \$775 | \$781 | 0.99 | | \$806 | 0.96 | \$881 | 0.88 | \$840 | 0.92 |

| Income Statement | | Assets | | Liabilities & Fund Balances | |
|-----------------------------|-----------------|-----------------------------------|-----------------|----------------------------------|-----------------|
| Gross Patient Revenue (GPR) | \$2,773,638,329 | Cash & Cash Equivalents | \$400,774 | Current Liabilities | \$24,788,650 |
| Less Deductions | \$1,942,845,065 | Net Patient Receivables | \$144,352,491 | Long-Term Debt | \$0 |
| Net Patient Revenue | \$830,793,264 | Other Receivables | \$9,533,499 | Other Liabilities | \$3,136,915 |
| Plus Other Revenue | \$325,532,133 | | | Subtotal | \$27,925,565 |
| Total Revenue | \$1,156,325,398 | Land, Buildings & Equipment (Net) | \$306,783,049 | Unrestricted Fund Balance | \$1,872,790,190 |
| Less Expenses | \$1,177,374,298 | Other Assets | \$1,439,645,942 | Restricted Fund Balance | \$0 |
| Non-Operating Gains/Losses | \$57,628,678 | | | Total Liabilities & Fund Balance | \$1,900,715,755 |
| Net Income | \$36,579,778 | Total Assets | \$1,900,715,755 | | |