

**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 2022	All GMS Hospitals		Analysis Area 5B		Volume Group 7		FY 2022 vs. 2021	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2021	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	62.4%	60.7%	1.03	48.3%	1.29	74.8%	0.83	53.6%	1.16
Obstetrics	122.3%	37.3%	3.28	52.2%	0.37	51.0%	2.40	121.3%	1.01
Pediatrics	30.6%	67.4%	0.45	27.8%	1.10	58.9%	0.52	30.0%	1.02
Total Hospital	65.6%	61.9%	1.06	52.3%	1.26	73.0%	0.90	61.0%	1.08
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	103.0	27.3	3.78	17.3	5.96	108.7	0.95	99.2	1.04
Obstetrics	19.6	4.7	4.13	4.4	4.41	14.4	1.36	19.4	1.01
Pediatrics	3.1	1.7	1.77	0.6	5.00	5.5	1.77	3.0	1.02
Total Hospital	201.5	50.5	3.99	28.6	7.03	214.4	0.94	199.6	1.01
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	3.8	4.9	0.77	3.9	0.97	5.4	0.71	4.5	0.85
Obstetrics	3.9	2.4	1.63	3.2	1.21	2.5	1.55	3.9	1.00
Pediatrics	2.3	4.0	0.57	2.3	1.00	4.6	0.50	2.5	0.90
Total Hospital	6.3	5.3	1.19	5.3	1.19	5.8	1.08	5.9	1.07
<b>Surgical Operations</b>									
Inpatient	4,032	990	4.07	777	5.19	3,804	1.06	4,077	0.99
Outpatient	15,953	4,017	3.97	2,953	5.40	11,772	1.36	15,281	1.04
Inpatient as % of All Surgeries	20.2%	19.8%	1.02	20.8%	0.97	24.4%	0.83	21.1%	0.96
<b>Outpatient Visits</b>									
Non-Emergency Visits	728,404	141,022	5.17	139,670	5.22	460,116	1.58	760,421	0.96
Emergency Visits	64,866	17,305	3.75	15,081	4.30	43,288	1.50	59,841	1.08
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	0.0	18.9	N/A	12.1	N/A	61.8	N/A	0.0	N/A
Nurses, Licensed	435.0	234.4	1.86	149.1	2.92	855.9	0.51	428.0	1.02
Ancillary Nursing Personnel	31.0	38.1	0.81	20.6	1.50	143.5	0.22	33.0	0.94
All Other Personnel	1,335.0	466.6	2.86	402.4	3.32	1,747.7	0.76	1,250.0	1.07
Total FTEs	1,801.0	758.0	2.38	584.2	3.08	2,808.9	0.64	1,711.0	1.05
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	0.0	12.6	N/A	8.3	N/A	11.2	N/A	0.0	N/A
Nurses, Licensed	46.5	156.2	0.30	102.9	0.45	155.4	0.30	49.7	0.94
Ancillary Nursing Personnel	3.3	25.4	0.13	14.2	0.23	26.1	0.13	3.8	0.87
All Other Personnel	142.8	310.9	0.46	277.6	0.51	317.4	0.45	145.2	0.98
Total FTEs	192.7	505.0	0.38	403.1	0.48	510.1	0.38	198.8	0.97

<b>Total Hospital:</b>		<b>Contract with:</b>		<b>Medicare-certified Swing Beds:</b>		<b>Newborn Nursery:</b>	
Beds Set Up & Staffed	307	Health Maintenance Organization (HMO)	Yes	Average Beds Used	0	Bassinets	14
Discharges	11,721	Preferred Provider Organization (PPO)	Yes	Discharges	0	Total Births	1,720
Inpatient Days	73,534			Inpatient Days	0	Newborn Days	6,170

**056 Gundersen Lutheran Medical Center**  
La Crosse, WI 54601

Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 12/31/2022	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	165	9,898	37,593	62.4%	103.0	3.8
Orthopedic	2	24	1,304	5,733	65.4%	15.7	4.4
Rehabilitation & Physical Medicine	1	20	527	6,107	83.7%	16.7	11.6
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>	2	10	492	1,118	30.6%	3.1	2.3
<b>Obstetrics</b>	2	16	1,821	7,142	122.3%	19.6	3.9
<b>Psychiatric</b>	2	30	1,261	7,505	68.5%	20.6	6.0
<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	28	205	14.0%	0.6	7.3
Burn Care	5	0	0	0	0.0%	0.0	0.0
Mixed Intensive Care	1	20	1,709	3,873	53.1%	10.6	2.3
Step-Down (Special Care)	5	0	0	0	0.0%	0.0	0.0
Neonatal Intensive/Intermediate Care	2	18	293	4,258	64.8%	11.7	14.5
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	46	64	46.0
Physicians & Dentists	0	0	0.0	Radiological Services Personnel	27	22	27.0
Medical & Dental Residents	0	0	0.0	Sonographers	27	16	27.0
Dental Hygienists	0	0	0.0	Respiratory Therapists	25	28	25.0
Registered Nurses	427	944	427.0	Occupational Therapists	20	15	20.0
Certified Nurse Midwives	0	0	0.0	Occupational Therapy Assistants/Aides	2	6	2.0
Licensed Practical Nurses	8	19	8.0	Physical Therapists	49	20	49.0
Ancillary Nursing Personnel	31	248	31.0	Physical Therapy Assistants/Aides	12	12	12.0
Medical Assistants	124	90	124.0	Recreational Therapists	4	4	4.0
Physician Assistants	0	0	0.0	Dietitians & Nutritionists	19	10	19.0
Nurse Practitioners	0	0	0.0	Psychologists	2	3	2.0
Certified Registered Nurse Anesthetists	0	0	0.0	Social Workers	37	25	37.0
Clinical Nurse Specialists	0	0	0.0	All Other Health Professionals	446	401	446.0
Health Info Mgmt-Administrators/Technicians	0	0	0.0	All Other Personnel	402	141	402.0
Pharmacy Personnel	58	13	58.0				
Clinical Laboratory Personnel	35	30	35.0	<b>Total</b>	<b>1,801</b>	<b>2,111</b>	<b>1,801.0</b>

**056 Gundersen Lutheran Medical Center**

La Crosse, WI 54601

Selected Financial Statistics	FY 2022	All GMS Hospitals		Analysis Area		Volume Group		FY 2022 vs. 2021		
		Value	Ratio	5B Value	Ratio	7 Value	Ratio	FY 2021	Ratio	
<b>Gross Revenue as % of Total Gross Patient Revenue</b>										
Medicare	\$1,302,569,493	43.8%	47.3%	0.93	46.5%	0.94	47.4%	0.92	43.6%	1.00
Medical Assistance	\$287,022,501	9.7%	14.4%	0.67	10.5%	0.92	13.1%	0.74	9.5%	1.01
Commercial	\$1,076,577,244	36.2%	32.9%	1.10	34.6%	1.05	33.3%	1.09	37.1%	0.98
All Other	\$307,426,865	10.3%	5.4%	1.91	8.4%	1.23	6.2%	1.66	9.8%	1.06
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$1,004,510,757	33.8%	36.1%	0.94	33.5%	1.01	37.0%	0.91	33.4%	1.01
Medical Assistance	\$253,031,820	8.5%	11.3%	0.75	8.4%	1.01	10.4%	0.81	8.0%	1.06
Commercial	\$588,603,228	19.8%	14.8%	1.34	16.0%	1.24	15.9%	1.24	19.8%	1.00
Charity Care	\$13,771,596	0.5%	0.7%	0.64	0.5%	0.89	0.7%	0.62	0.2%	1.97
Bad Debt	\$21,869,453	0.7%	0.9%	0.84	0.8%	0.88	0.8%	0.97	0.8%	0.94
All Other	\$234,970,802	7.9%	3.0%	2.60	6.3%	1.25	3.3%	2.41	7.8%	1.02
Total Deductions	\$2,116,757,656	71.2%	66.8%	1.07	65.6%	1.09	68.2%	1.04	70.0%	1.02
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue	34.9%	5.7%	6.07		23.7%	1.47	6.3%	5.54	28.2%	1.24
Net Gains/Losses as % of Net Income	105.7%	N/A	N/A		125.8%	0.84	N/A	N/A	157.5%	0.67
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$666,609,716	50.8%	41.8%	1.22	53.3%	0.95	40.1%	1.27	54.4%	0.94
Supplies & Services	\$601,006,131	45.8%	52.2%	0.88	42.3%	1.08	54.5%	0.84	41.9%	1.09
Capital Component	\$44,121,564	3.4%	6.0%	0.56	4.4%	0.77	5.4%	0.62	3.8%	0.89
<b>Fiscal Statistics</b>										
Operating Margin (%)	0.3%	5.7%	0.05		0.8%	0.40	4.7%	0.06	-1.8%	N/A
Total Hospital Net Income (%)	-5.6%	3.5%	N/A		-3.1%	1.82	2.5%	N/A	3.0%	N/A
Return on Equity (%)	-3.5%	1.4%	N/A		-2.3%	1.55	1.7%	N/A	1.9%	N/A
Current Ratio	337.3	3.9	86.72		29.1	11.57	5.3	63.80	64.2	5.25
Days in Net Patient Accounts Receivable	66.6	91.7	0.73		57.9	1.15	59.1	1.13	63.4	1.05
Average Payment Period	1.4	91.7	0.02		11.8	0.12	47.4	0.03	7.9	0.18
Equity Financing (%)	99.4%	59.1%	1.68		87.6%	1.13	68.4%	1.45	98.5%	1.01
Long-Term Debt to Equity Ratio	0.0	0.4	N/A		0.1	N/A	0.2	N/A	0.0	N/A
Times Interest Earned	0.0	5.7	N/A		-6.2	N/A	5.2	N/A	0.0	N/A
Total Asset Turnover	0.7	0.4	1.61		0.8	0.87	0.7	0.95	0.6	1.10
Average Age of Plant (Years)	8.0	18.1	0.44		9.7	0.82	13.2	0.60	7.3	1.09
Increase (Decrease) Total Net Patient Revenue	3.1%	3.5%	0.89		3.0%	1.03	4.6%	0.68	18.0%	0.17
Outpatient Gross Revenue (% of Total GPR)	81.3%	66.2%	1.23		82.1%	0.99	61.1%	1.33	79.8%	1.02
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge	\$20,419	\$19,849	1.03		\$19,610	1.04	\$23,038	0.89	\$17,492	1.17
Inpatient Net Revenue per Day	\$3,760	\$3,697	1.02		\$3,774	1.00	\$3,969	0.95	\$3,410	1.10
Outpatient Net Revenue per Visit	\$806	\$819	0.98		\$837	0.96	\$910	0.89	\$775	1.04

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$2,973,596,102	Cash & Cash Equivalents	\$463,627	Current Liabilities	\$4,918,092
Less Deductions	\$2,116,757,656	Net Patient Receivables	\$156,454,238	Long-Term Debt	\$0
Net Patient Revenue	\$856,838,446	Other Receivables	\$33,299,775	Other Liabilities	\$7,454,824
Plus Other Revenue	\$458,899,629			Subtotal	\$12,372,916
Total Revenue	\$1,315,738,075	Land, Buildings & Equipment (Net)	\$302,939,876		
Less Expenses	\$1,311,737,411	Other Assets	\$1,469,575,907	Unrestricted Fund Balance	\$1,950,360,507
Non-Operating Gains/Losses	-\$73,649,506			Restricted Fund Balance	\$0
Net Income	-\$69,648,842	Total Assets	\$1,962,733,423	Total Liabilities & Fund Balance	\$1,962,733,423