

056 Gundersen Lutheran Medical Center Inc
 1910 South Ave
 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 2005	All GMS Hospitals		Analysis Area 5B		Volume Group 7		FY 2005 vs. 2004	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2004	Ratio
Occupancy Rate (%)									
Adult Medical-Surgical	66.5%	59.1%	1.13	47.0%	1.42	69.2%	0.96	90.2%	0.74
Obstetrics	49.0%	41.6%	1.18	37.2%	1.32	51.9%	0.94	46.0%	1.07
Pediatrics	40.1%	54.2%	0.74	33.0%	1.22	46.8%	0.74	31.3%	1.28
Total Hospital	59.8%	57.7%	1.04	46.4%	1.29	66.9%	0.89	64.5%	0.93
Average Census (Patients)									
Adult Medical-Surgical	63.9	31.3	2.04	13.9	4.60	113.3	0.56	86.6	0.74
Obstetrics	10.8	5.4	2.00	2.7	3.99	17.3	0.62	10.1	1.07
Pediatrics	7.6	2.2	3.46	0.9	8.47	5.0	1.52	6.0	1.28
Total Hospital	154.3	54.6	2.83	25.8	5.98	210.3	0.73	166.3	0.93
Average Length of Stay (Days)									
Adult Medical-Surgical	2.8	3.7	0.75	3.1	0.90	3.9	0.71	3.4	0.81
Obstetrics	2.5	2.4	1.05	2.5	1.01	2.4	1.05	2.3	1.12
Pediatrics	3.6	2.5	1.43	3.3	1.08	3.1	1.15	2.7	1.32
Total Hospital	3.8	4.3	0.89	3.6	1.07	4.7	0.82	3.9	0.97
Surgical Operations									
Inpatient	6,053	1,644	3.68	832	7.28	5,445	1.11	5,709	1.06
Outpatient	9,843	3,777	2.61	1,600	6.15	9,971	0.99	9,326	1.06
Inpatient as % of All Surgeries	38.1%	30.3%	1.26	34.2%	1.11	35.3%	1.08	38.0%	1.00
Outpatient Visits									
Non-Emergency Visits	145,161	84,436	1.72	38,341	3.79	233,626	0.62	133,121	1.09
Emergency Visits	30,306	15,777	1.92	7,727	3.92	38,661	0.78	29,283	1.03
Full-Time Equivalents (FTEs)									
Administrators	77.5	17.4	4.46	12.2	6.35	59.8	1.30	0.0	N/A
Nurses, Licensed	704.2	173.6	4.06	114.5	6.15	615.9	1.14	624.6	1.13
Ancillary Nursing Personnel	76.8	34.8	2.21	23.6	3.26	127.9	0.60	36.5	2.11
All Other Personnel	770.9	410.2	1.88	227.3	3.39	1,349.4	0.57	720.2	1.07
Total FTEs	1,629.5	636.0	2.56	377.6	4.32	2,153.0	0.76	1,381.3	1.18
FTEs per 100 Patient Census (Adjusted)									
Administrators	30.5	17.1	1.78	24.8	1.23	17.3	1.76	0.0	N/A
Nurses, Licensed	276.8	170.3	1.63	232.2	1.19	178.0	1.56	241.8	1.14
Ancillary Nursing Personnel	30.2	34.1	0.89	47.8	0.63	37.0	0.82	14.1	2.14
All Other Personnel	303.1	402.4	0.75	460.8	0.66	390.0	0.78	278.8	1.09
Total FTEs	640.6	623.8	1.03	765.5	0.84	622.2	1.03	534.8	1.20

Total Hospital:

Beds Set Up & Staffed 258
 Discharges 14,652
 Inpatient Days 56,303

Contract with:

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

Medicare-certified Swing Beds:

Beds Set Up & Staffed 0
 Discharges 0
 Inpatient Days 0

Newborn Nursery:

Bassinets 26
 Total Births 1,524
 Newborn Days 3,087

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 12/31/2005	Discharges & Transfers**	Patient Days of Care	Occupancy Rate (%)	Average Census (Patients)	Average Length of Stay (Days)
General Medical-Surgical							
Adult Medical-Surgical, Acute	1	96	8,365	23,315	66.5%	63.9	2.8
Orthopedic	1	32	1,349	8,447	72.3%	23.1	6.3
Rehabilitation & Physical Medicine	1	15	170	2,403	43.9%	6.6	14.1
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	1	19	779	2,782	40.1%	7.6	3.6
Obstetrics	1	22	1,562	3,934	49.0%	10.8	2.5
Psychiatric	1	29	1,489	6,997	66.1%	19.2	4.7
Alcoholism/chemical dependency	2	0	0	0	0.0%	0.0	0.0
ICU/CCU							
Medical-Surgical Intensive Care	1	15	1,822	3,364	61.4%	9.2	1.8
Cardiac Intensive Unit	1	18	2,248	3,801	57.9%	10.4	1.7
Pediatric Intensive Care	1	4	119	312	21.4%	0.9	2.6
Burn Care	2	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)	2	0	0	0	0.0%	0.0	0.0
Neonatal Intensive/Intermediate Care	1	8	146	2,723	93.3%	7.5	18.7
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
4 = Contracted, 5 = Service Not Provided

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

Occupation	Number Full-Time	Number Part-Time	Number FTE	Occupation	Number Full-Time	Number Part-Time	Number FTE
Administrators/Assistant Administrators	77	1	77.5	Radiological Services Personnel	0	0	0.0
Physicians & Dentists	0	0	0.0	Respiratory Therapists	20	13	28.7
Medical & Dental Residents	0	0	0.0	Occupational Therapists	6	9	11.7
Registered Nurses	370	414	652.4	Occupational Therapy Assistants/Aides	1	1	1.5
Certified Nurse Midwives	0	0	0.0	Physical Therapists	18	10	24.4
Licensed Practical Nurses	18	43	47.2	Physical Therapy Assistants/Aides	5	5	8.6
Ancillary Nursing Personnel	28	82	76.8	Recreational Therapists	1	6	5.1
Physician Assistants	1	0	1.0	Dietitians & Nutritionists	0	0	0.0
Nurse Practitioners	4	1	4.6	Psychologists	0	0	0.0
Medical Records Personnel	0	0	0.0	Social Workers	21	22	35.2
Pharmacy Personnel	25	8	29.2	All Other Health Professionals	19	6	22.9
Clinical Laboratory Personnel	20	49	51.3	All Other Personnel	336	304	523.5
Surgical Personnel	20	11	27.7	Total	990	985	1,629.5

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Selected Financial Statistics	FY 2005	All GMS Hospitals		Analysis Area		Volume Group		FY 2005 vs. 2004		
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2004	Ratio	
Gross Revenue as % of Total Gross Patient Revenue										
Medicare	\$241,601,453	49.5%	41.4%	1.20	46.0%	1.08	42.3%	1.17	48.5%	1.02
Medical Assistance	\$32,687,838	6.7%	10.2%	0.66	8.4%	0.80	9.3%	0.72	6.8%	0.99
Commercial	\$173,410,701	35.6%	41.7%	0.85	37.4%	0.95	41.1%	0.87	35.9%	0.99
All Other	\$40,021,991	8.2%	6.8%	1.21	8.2%	1.00	7.3%	1.12	8.8%	0.93
Deductions as % of Total Gross Patient Revenue										
Medicare	\$140,810,190	28.9%	25.3%	1.14	25.9%	1.11	26.1%	1.11	28.7%	1.01
Medical Assistance	\$23,458,688	4.8%	7.7%	0.62	5.8%	0.83	7.2%	0.67	4.5%	1.07
Commercial	\$32,162,478	6.6%	9.7%	0.68	6.0%	1.10	10.0%	0.66	7.8%	0.84
Charity Care	\$3,285,069	0.7%	1.5%	0.45	0.9%	0.75	1.8%	0.37	0.6%	1.14
All Other	\$11,801,494	2.4%	1.5%	1.61	2.5%	0.97	1.6%	1.51	2.2%	1.09
Total Deductions	\$211,517,919	43.4%	45.7%	0.95	41.0%	1.06	46.7%	0.93	43.9%	0.99
Other Revenue & Net Gains or Losses										
Other Revenue as % of Total Revenue		4.9%	4.4%	1.12	4.0%	1.23	3.1%	1.59	5.2%	0.96
Net Gains/Losses as % of Net Income		0.4%	12.3%	0.03	4.1%	0.10	13.1%	0.03	0.5%	0.91
Expenses as % of Total Expenses										
Salary/Fringe Benefits	\$106,025,320	42.0%	47.5%	0.88	49.8%	0.84	45.8%	0.92	42.0%	1.00
Supplies & Services	\$125,790,334	49.9%	40.2%	1.24	40.2%	1.24	42.1%	1.18	51.0%	0.98
Capital Component	\$10,221,290	4.1%	8.7%	0.47	5.8%	0.70	8.3%	0.49	4.0%	1.02
Bad Debt	\$10,218,590	4.1%	3.6%	1.13	4.2%	0.96	3.8%	1.07	3.1%	1.32
Fiscal Statistics										
Operating Margin (%)		13.2%	7.6%	1.73	10.9%	1.21	7.5%	1.76	11.5%	1.15
Total Hospital Net Income (%)		13.2%	8.6%	1.54	11.3%	1.17	8.5%	1.56	11.5%	1.15
Return on Equity (%)		11.4%	7.2%	1.58	10.0%	1.14	7.3%	1.56	10.9%	1.05
Current Ratio		45.8	2.8	16.37	6.1	7.52	2.9	15.81	39.2	1.17
Days in Net Patient Accounts Receivable		39.0	51.2	0.76	64.1	0.61	46.8	0.83	42.1	0.93
Average Payment Period		9.1	53.8	0.17	45.4	0.20	51.8	0.18	9.3	0.98
Equity Financing (%)		79.3%	58.5%	1.36	69.7%	1.14	61.3%	1.29	80.6%	0.98
Long-Term Debt to Equity Ratio		0.0	0.4	N/A	0.1	N/A	0.4	N/A	0.0	N/A
Times Interest Earned		0.0	6.9	N/A	23.9	N/A	8.4	N/A	0.0	N/A
Total Asset Turnover		0.9	0.8	1.08	0.9	0.96	0.8	1.08	0.9	0.91
Average Age of Plant (Years)		12.7	9.1	1.40	12.5	1.02	9.6	1.33	12.6	1.01
Increase (Decrease) Total Net Patient Revenue		7.8%	9.1%	0.86	11.2%	0.70	9.1%	0.86	5.6%	1.40
Outpatient Gross Revenue (% of Total GPR)		39.5%	46.6%	0.85	47.7%	0.83	39.4%	1.00	35.6%	1.11
Net Revenue Statistics										
Inpatient Net Revenue per Discharge		\$11,828	\$9,724	1.22	\$9,722	1.22	\$11,591	1.02	\$11,259	1.05
Inpatient Net Revenue per Day		\$3,078	\$2,239	1.37	\$2,523	1.22	\$2,458	1.25	\$2,856	1.08
Outpatient Net Revenue per Visit		\$586	\$430	1.36	\$512	1.15	\$462	1.27	\$507	1.16

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$487,721,983	Cash & Cash Equivalents	\$1,549,584	Current Liabilities	\$6,109,123
Less Deductions	\$211,517,919	Net Patient Receivables	\$29,544,300	Long-Term Debt	\$0
Net Patient Revenue	\$276,204,064	Other Receivables	\$419,443	Other Liabilities	\$63,795,902
Plus Other Revenue	\$14,316,797			Subtotal	\$69,905,025
Total Revenue	\$290,520,861	Land, Buildings & Equipment (Net)	\$55,198,118	Unrestricted Fund Balance	\$267,432,069
Less Expenses	\$252,255,534	Other Assets	\$250,625,649	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$163,486			Total Liabilities & Fund Balance	\$337,337,094
Net Income	\$38,428,812	Total Assets	\$337,337,094		