

**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 2006	All GMS Hospitals		Analysis Area 5B		Volume Group 7		FY 2006 vs. 2005	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2005	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	62.7%	59.2%	1.06	45.9%	1.37	69.4%	0.90	66.5%	0.94
Obstetrics	55.1%	41.5%	1.33	42.3%	1.30	51.3%	1.07	49.0%	1.13
Pediatrics	35.9%	52.2%	0.69	29.8%	1.21	40.6%	0.88	40.1%	0.90
Total Hospital	57.0%	57.2%	1.00	46.0%	1.24	65.1%	0.88	59.8%	0.95
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	60.2	31.4	1.92	13.2	4.56	105.1	0.57	63.9	0.94
Obstetrics	12.1	5.3	2.29	2.7	4.49	16.7	0.73	10.8	1.13
Pediatrics	6.8	2.2	3.10	0.8	8.53	4.0	1.71	7.6	0.90
Total Hospital	147.0	53.6	2.74	25.2	5.83	194.0	0.76	154.3	0.95
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	2.8	3.6	0.79	3.1	0.92	3.8	0.75	2.8	1.02
Obstetrics	2.4	2.4	1.01	2.4	1.01	2.4	1.01	2.5	0.96
Pediatrics	2.4	2.2	1.10	2.3	1.05	2.9	0.84	3.6	0.68
Total Hospital	3.8	4.3	0.87	3.6	1.04	4.7	0.80	3.8	0.98
<b>Surgical Operations</b>									
Inpatient	5,709	1,903	3.00	818	6.98	7,008	0.81	6,053	0.94
Outpatient	10,487	4,240	2.47	1,706	6.15	12,695	0.83	9,843	1.07
Inpatient as % of All Surgeries	35.2%	31.0%	1.14	32.4%	1.09	35.6%	0.99	38.1%	0.93
<b>Outpatient Visits</b>									
Non-Emergency Visits	160,918	89,386	1.80	38,767	4.15	291,470	0.55	145,161	1.11
Emergency Visits	30,092	15,537	1.94	8,058	3.73	38,407	0.78	30,306	0.99
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	0.0	17.1	N/A	6.2	N/A	44.5	N/A	77.5	0.00
Nurses, Licensed	647.8	180.9	3.58	111.3	5.82	623.4	1.04	704.2	0.92
Ancillary Nursing Personnel	66.0	35.0	1.89	24.4	2.70	122.5	0.54	76.8	0.86
All Other Personnel	999.2	419.6	2.38	258.4	3.87	1,378.7	0.72	770.9	1.30
Total FTEs	1,713.0	652.6	2.62	400.3	4.28	2,169.1	0.79	1,629.5	1.05
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	0.0	16.6	N/A	12.3	N/A	13.3	N/A	30.4	0.00
Nurses, Licensed	256.6	175.7	1.46	220.2	1.17	185.8	1.38	276.1	0.93
Ancillary Nursing Personnel	26.1	34.0	0.77	48.3	0.54	36.5	0.72	30.1	0.87
All Other Personnel	395.7	407.4	0.97	511.2	0.77	410.9	0.96	302.3	1.31
Total FTEs	678.4	633.7	1.07	792.0	0.86	646.4	1.05	638.9	1.06

**Total Hospital:**

Beds Set Up & Staffed 258  
 Discharges 14,298  
 Inpatient Days 53,653

**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 1,628  
 Newborn Days 3,283

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

Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 12/31/2006	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	1	96	7,725	21,976	62.7%	60.2	2.8
Orthopedic	1	32	2,586	7,912	67.7%	21.7	3.1
Rehabilitation & Physical Medicine	1	15	201	2,351	42.9%	6.4	11.7
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
<b>Pediatric, acute</b>	1	19	1,028	2,491	35.9%	6.8	2.4
<b>Obstetrics</b>	1	22	1,824	4,427	55.1%	12.1	2.4
<b>Psychiatric</b>	1	29	1,532	7,059	66.7%	19.3	4.6
<b>Alcoholism/chemical dependency</b>	2	0	0	0	0.0%	0.0	0.0
<b>ICU/CCU</b>							
Medical-Surgical Intensive Care	1	15	1,284	2,941	53.7%	8.1	2.3
Cardiac Intensive Unit	1	18	2,232	3,731	56.8%	10.2	1.7
Pediatric Intensive Care	1	4	119	224	15.3%	0.6	1.9
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	173	2,921	100.0%	8.0	16.9
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.

\* 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	0	0	0.0	Radiological Services Personnel	0	0	0.0
Physicians & Dentists	0	0	0.0	Respiratory Therapists	25	14	34.2
Medical & Dental Residents	56	1	56.2	Occupational Therapists	6	9	11.4
Registered Nurses	355	365	608.6	Occupational Therapy Assistants/Aides	1	1	1.5
Certified Nurse Midwives	0	0	0.0	Physical Therapists	20	6	24.4
Licensed Practical Nurses	12	38	39.2	Physical Therapy Assistants/Aides	4	3	6.2
Ancillary Nursing Personnel	27	65	66.0	Recreational Therapists	2	6	6.2
Physician Assistants	0	0	0.0	Dietitians & Nutritionists	15	9	21.8
Nurse Practitioners	0	0	0.0	Psychologists	15	6	18.9
Medical Records Personnel	21	8	26.5	Social Workers	21	20	34.3
Pharmacy Personnel	28	9	32.7	All Other Health Professionals	0	0	0.0
Clinical Laboratory Personnel	40	24	54.7	All Other Personnel	407	325	625.8
Surgical Personnel	35	14	44.4	<b>Total</b>	<b>1,090</b>	<b>923</b>	<b>1,713.0</b>

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

Selected Financial Statistics	FY 2006	All GMS Hospitals		Analysis Area		Volume Group		FY 2006 vs. 2005		
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2005	Ratio	
<b>Gross Revenue as % of Total Gross Patient Revenue</b>										
Medicare	\$252,051,176	48.3%	41.4%	1.17	45.2%	1.07	41.2%	1.17	49.5%	0.97
Medical Assistance	\$35,245,124	6.7%	10.3%	0.66	8.6%	0.78	10.4%	0.65	6.7%	1.01
Commercial	\$195,901,046	37.5%	41.8%	0.90	38.5%	0.97	41.2%	0.91	35.6%	1.05
All Other	\$39,135,830	7.5%	6.5%	1.15	7.7%	0.97	7.1%	1.06	8.2%	0.91
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$146,100,373	28.0%	25.6%	1.09	25.0%	1.12	25.9%	1.08	28.9%	0.97
Medical Assistance	\$23,694,819	4.5%	7.7%	0.59	6.2%	0.73	7.8%	0.58	4.8%	0.94
Commercial	\$41,395,078	7.9%	10.6%	0.75	6.1%	1.30	11.3%	0.70	6.6%	1.20
Charity Care	\$3,483,494	0.7%	1.6%	0.42	0.8%	0.83	1.8%	0.37	0.7%	0.99
All Other	\$11,160,480	2.1%	1.4%	1.53	2.4%	0.89	1.6%	1.34	2.4%	0.88
Total Deductions	\$225,834,244	43.2%	47.0%	0.92	40.5%	1.07	48.5%	0.89	43.4%	1.00
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue		4.6%	4.5%	1.03	4.1%	1.13	5.3%	0.87	4.9%	0.94
Net Gains/Losses as % of Net Income		0.5%	20.7%	0.02	3.7%	0.12	18.3%	0.03	0.4%	1.08
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$115,405,192	42.6%	47.5%	0.90	50.0%	0.85	45.7%	0.93	42.0%	1.01
Supplies & Services	\$132,568,778	48.9%	40.1%	1.22	39.7%	1.23	42.9%	1.14	49.9%	0.98
Capital Component	\$11,037,052	4.1%	9.0%	0.45	5.7%	0.71	7.9%	0.52	4.1%	1.00
Bad Debt	\$12,190,434	4.5%	3.5%	1.28	4.6%	0.98	3.5%	1.28	4.1%	1.11
<b>Fiscal Statistics</b>										
Operating Margin (%)		12.8%	5.9%	2.16	11.3%	1.13	5.7%	2.24	13.2%	0.97
Total Hospital Net Income (%)		12.8%	7.3%	1.76	11.7%	1.10	6.9%	1.86	13.2%	0.97
Return on Equity (%)		10.0%	6.1%	1.64	9.7%	1.03	6.1%	1.64	11.4%	0.88
Current Ratio		48.4	3.0	16.13	6.4	7.56	2.9	16.68	45.8	1.06
Days in Net Patient Accounts Receivable		42.4	51.6	0.82	65.8	0.64	46.7	0.91	39.1	1.08
Average Payment Period		9.6	51.3	0.19	47.2	0.20	51.3	0.19	9.2	1.05
Equity Financing (%)		77.4%	60.2%	1.29	69.3%	1.12	60.4%	1.28	79.3%	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	6.1	N/A	25.0	N/A	7.0	N/A	0.0	N/A
Total Asset Turnover		0.8	0.8	0.98	0.8	0.98	0.9	0.87	0.9	0.91
Average Age of Plant (Years)		12.5	8.6	1.45	13.0	0.96	9.9	1.26	12.7	0.98
Increase (Decrease) Total Net Patient Revenue		7.3%	6.2%	1.19	10.9%	0.67	5.7%	1.29	7.8%	0.94
Outpatient Gross Revenue (% of Total GPR)		41.8%	48.0%	0.87	50.1%	0.83	42.2%	0.99	39.5%	1.06
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge	\$12,513	\$10,323	1.21	\$10,276	1.22	\$11,980	1.04	\$11,828	1.06	
Inpatient Net Revenue per Day	\$3,335	\$2,382	1.40	\$2,719	1.23	\$2,574	1.30	\$3,078	1.08	
Outpatient Net Revenue per Visit	\$616	\$450	1.37	\$587	1.05	\$413	1.49	\$586	1.05	

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$522,333,176	Cash & Cash Equivalents	\$1,257,210	Current Liabilities	\$6,886,839
Less Deductions	\$225,834,244	Net Patient Receivables	\$34,436,211	Long-Term Debt	\$0
Net Patient Revenue	\$296,498,932	Other Receivables	\$443,239	Other Liabilities	\$83,000,796
Plus Other Revenue	\$14,377,738			Subtotal	\$89,887,635
Total Revenue	\$310,876,670	Land, Buildings & Equipment (Net)	\$62,146,103	Unrestricted Fund Balance	\$307,390,358
Less Expenses	\$271,201,456	Other Assets	\$298,995,230	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$183,072			Total Liabilities & Fund Balance	\$397,277,993
Net Income	\$39,858,286	Total Assets	\$397,277,993		