

056 Gundersen Lutheran Health System
 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 2007	All GSM Hospitals		Analysis Area 5B		Volume Group 7		FY 2007 vs. 2006	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2006	Ratio
Occupancy Rate (%)									
Adult Medical-Surgical	66.9%	60.0%	1.12	48.7%	1.37	71.6%	0.94	62.7%	1.07
Obstetrics	52.5%	42.5%	1.23	43.3%	1.21	52.8%	0.99	55.1%	0.95
Pediatrics	37.3%	55.1%	0.68	31.6%	1.18	45.6%	0.82	35.9%	1.04
Total Hospital	59.0%	57.1%	1.03	48.2%	1.22	65.5%	0.90	57.0%	1.04
Average Census (Patients)									
Adult Medical-Surgical	60.2	32.2	1.87	14.3	4.20	118.3	0.51	60.2	1.00
Obstetrics	11.5	5.5	2.08	3.4	3.43	18.4	0.63	12.1	0.95
Pediatrics	7.1	2.3	3.09	0.9	8.22	4.6	1.53	6.8	1.04
Total Hospital	147.0	53.3	2.76	25.5	5.76	209.6	0.70	147.0	1.00
Average Length of Stay (Days)									
Adult Medical-Surgical	2.8	3.7	0.77	3.2	0.90	3.9	0.73	2.8	1.00
Obstetrics	2.4	2.3	1.03	2.5	0.96	2.3	1.04	2.4	0.99
Pediatrics	2.5	2.2	1.11	2.3	1.06	3.0	0.84	2.4	1.02
Total Hospital	3.8	4.2	0.89	3.7	1.03	4.6	0.82	3.8	1.00
Surgical Operations									
Inpatient	5,668	1,939	2.92	835	6.79	7,935	0.71	5,709	0.99
Outpatient	11,097	4,175	2.66	1,807	6.14	13,459	0.82	10,487	1.06
Inpatient as % of All Surgeries	33.8%	31.7%	1.07	31.6%	1.07	37.1%	0.91	35.2%	0.96
Outpatient Visits									
Non-Emergency Visits	166,155	90,979	1.83	39,198	4.24	269,500	0.62	160,918	1.03
Emergency Visits	32,198	15,916	2.02	8,240	3.91	41,234	0.78	30,092	1.07
Full-Time Equivalents (FTEs)									
Administrators	0.0	16.4	N/A	6.4	N/A	46.9	N/A	0.0	N/A
Nurses, Licensed	681.8	187.1	3.64	120.3	5.67	662.2	1.03	647.8	1.05
Ancillary Nursing Personnel	87.8	37.2	2.36	29.8	2.95	134.1	0.65	66.0	1.33
All Other Personnel	899.3	437.1	2.06	261.8	3.43	1,442.8	0.62	999.2	0.90
Total FTEs	1,668.9	677.8	2.46	418.3	3.99	2,286.1	0.73	1,713.0	0.97
FTEs per 100 Patient Census (Adjusted)									
Administrators	0.0	15.7	N/A	12.2	N/A	12.9	N/A	0.0	N/A
Nurses, Licensed	265.4	179.0	1.48	229.2	1.16	182.1	1.46	256.6	1.03
Ancillary Nursing Personnel	34.2	35.6	0.96	56.7	0.60	36.9	0.93	26.1	1.31
All Other Personnel	350.1	418.1	0.84	498.7	0.70	396.7	0.88	395.7	0.88
Total FTEs	649.6	648.4	1.00	796.7	0.82	628.6	1.03	678.4	0.96

Total Hospital:
 Beds Set Up & Staffed 249
 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 1,597
 Newborn Days 3,254

056 Gundersen Lutheran Health System

La Crosse, WI 54601

Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 12/31/2007	Discharges & Transfers**	Patient Days of Care	Occupancy Rate (%)	Average Census (Patients)	Average Length of Stay (Days)
General Medical-Surgical							
Adult Medical-Surgical, Acute	1	90	7,764	21,991	66.9%	60.2	2.8
Orthopedic	1	32	2,579	7,900	67.6%	21.6	3.1
Rehabilitation & Physical Medicine	1	15	194	2,704	49.4%	7.4	13.9
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	1,047	2,586	37.3%	7.1	2.5
Obstetrics	1	22	1,747	4,214	52.5%	11.5	2.4
Psychiatric	1	26	1,432	7,069	74.5%	19.4	4.9
Alcoholism/chemical dependency	2	0	0	0	0.0%	0.0	0.0
ICU/CCU							
Medical-Surgical Intensive Care	1	6	1,310	3,049	139.2%	8.4	2.3
Cardiac Intensive Unit	1	23	2,226	3,676	43.8%	10.1	1.7
Pediatric Intensive Care	1	4	117	336	23.0%	0.9	2.9
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)	5	0	0	0	0.0%	0.0	0.0
Neonatal Intensive/Intermediate Care	1	12	207	3,264	74.5%	8.9	15.8
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	0	0	0.0	Radiological Services Personnel	0	0	0.0
Physicians & Dentists	0	0	0.0	Respiratory Therapists	19	14	28.4
Medical & Dental Residents	0	0	0.0	Occupational Therapists	5	8	10.0
Registered Nurses	380	363	636.0	Occupational Therapy Assistants/Aides	1	1	1.5
Certified Nurse Midwives	0	0	0.0	Physical Therapists	22	7	27.1
Licensed Practical Nurses	18	40	45.8	Physical Therapy Assistants/Aides	5	3	7.2
Ancillary Nursing Personnel	39	76	87.8	Recreational Therapists	0	5	3.3
Physician Assistants	0	0	0.0	Dietitians & Nutritionists	0	0	0.0
Nurse Practitioners	0	0	0.0	Psychologists	0	0	0.0
Medical Records Personnel	0	0	0.0	Social Workers	27	17	38.1
Pharmacy Personnel	34	10	39.3	All Other Health Professionals	0	0	0.0
Clinical Laboratory Personnel	44	21	57.3	All Other Personnel	458	302	644.7
Surgical Personnel	34	12	42.5	Total	1,086	879	1,668.9

056 Gundersen Lutheran Health System

La Crosse, WI 54601

Selected Financial Statistics	FY 2007	All GMS Hospitals		Analysis Area		Volume Group		FY 2007 vs. 2006		
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2006	Ratio	
Gross Revenue as % of Total Gross Patient Revenue										
Medicare	\$267,713,781	47.2%	41.3%	1.14	44.5%	1.06	41.8%	1.13	48.3%	0.98
Medical Assistance	\$40,664,653	7.2%	10.5%	0.68	8.8%	0.82	10.0%	0.72	6.7%	1.06
Commercial	\$216,879,987	38.2%	41.4%	0.92	38.7%	0.99	40.8%	0.94	37.5%	1.02
All Other	\$42,482,321	7.5%	6.6%	1.13	7.5%	0.99	7.4%	1.01	7.5%	1.00
Deductions as % of Total Gross Patient Revenue										
Medicare	\$162,161,243	28.6%	25.8%	1.11	25.4%	1.12	26.8%	1.07	28.0%	1.02
Medical Assistance	\$31,000,903	5.5%	7.9%	0.69	6.5%	0.84	7.6%	0.72	4.5%	1.20
Commercial	\$40,771,039	7.2%	11.0%	0.65	5.9%	1.22	11.7%	0.62	7.9%	0.91
Charity Care	\$3,616,842	0.6%	1.6%	0.40	0.9%	0.67	1.8%	0.35	0.7%	0.96
All Other	\$13,305,094	2.3%	1.6%	1.45	2.6%	0.91	2.2%	1.08	2.1%	1.10
Total Deductions	\$250,855,121	44.2%	48.1%	0.92	41.3%	1.07	50.0%	0.88	43.2%	1.02
Other Revenue & Net Gains or Losses										
Other Revenue as % of Total Revenue		4.4%	4.7%	0.93	4.1%	1.07	3.1%	1.42	4.6%	0.94
Net Gains/Losses as % of Net Income		0.3%	25.2%	0.01	4.8%	0.07	26.5%	0.01	0.5%	0.76
Expenses as % of Total Expenses										
Salary/Fringe Benefits	\$124,657,370	43.8%	47.6%	0.92	51.0%	0.86	46.3%	0.95	42.6%	1.03
Supplies & Services	\$135,513,847	47.6%	40.1%	1.19	38.4%	1.24	42.1%	1.13	48.9%	0.97
Capital Component	\$11,544,414	4.1%	8.8%	0.46	6.0%	0.68	8.2%	0.49	4.1%	1.00
Bad Debt	\$12,689,841	4.5%	3.6%	1.24	4.6%	0.96	3.4%	1.33	4.5%	0.99
Fiscal Statistics										
Operating Margin (%)		14.2%	7.0%	2.02	11.5%	1.24	7.2%	1.97	12.8%	1.11
Total Hospital Net Income (%)		14.2%	9.2%	1.55	12.0%	1.19	9.5%	1.49	12.8%	1.11
Return on Equity (%)		10.1%	7.4%	1.37	9.6%	1.06	8.1%	1.25	10.0%	1.01
Current Ratio		50.5	3.1	16.07	7.9	6.36	3.2	15.85	48.4	1.04
Days in Net Patient Accounts Receivable		45.6	52.5	0.87	66.1	0.69	49.4	0.92	42.4	1.08
Average Payment Period		10.5	50.4	0.21	41.7	0.25	49.6	0.21	9.6	1.09
Equity Financing (%)		76.1%	60.8%	1.25	70.4%	1.08	63.2%	1.20	77.4%	0.98
Long-Term Debt to Equity Ratio		0.0	0.4	N/A	0.1	N/A	0.3	N/A	0.0	N/A
Times Interest Earned		0.0	7.3	N/A	22.7	N/A	10.5	N/A	0.0	N/A
Total Asset Turnover		0.7	0.8	0.90	0.8	0.90	0.8	0.86	0.8	0.91
Average Age of Plant (Years)		12.0	9.2	1.31	12.2	0.98	9.7	1.24	12.5	0.96
Increase (Decrease) Total Net Patient Revenue		6.9%	7.5%	0.92	8.0%	0.86	6.6%	1.04	7.3%	0.94
Outpatient Gross Revenue (% of Total GPR)		42.8%	49.0%	0.87	51.4%	0.83	42.4%	1.01	41.8%	1.02
Net Revenue Statistics										
Inpatient Net Revenue per Discharge	\$13,193		\$11,671	1.13	\$11,014	1.20	\$13,291	0.99	\$12,513	1.05
Inpatient Net Revenue per Day	\$3,516		\$2,752	1.28	\$2,844	1.24	\$2,909	1.21	\$3,335	1.05
Outpatient Net Revenue per Visit	\$647		\$516	1.25	\$654	0.99	\$522	1.24	\$616	1.05

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$567,740,742	Cash & Cash Equivalents		Current Liabilities	\$7,877,800
Less Deductions	\$250,855,121	Net Patient Receivables	\$39,601,369	Long-Term Debt	\$0
Net Patient Revenue	\$316,885,621	Other Receivables	\$468,988	Other Liabilities	\$103,184,100
Plus Other Revenue	\$14,476,331			Subtotal	\$111,061,900
Total Revenue	\$331,361,952	Land, Buildings & Equipment (Net)	\$65,973,325	Unrestricted Fund Balance	\$354,511,281
Less Expenses	\$284,405,472	Other Assets	\$359,533,637	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$164,443			Total Liabilities & Fund Balance	\$465,573,181
Net Income	\$47,120,923	Total Assets	\$465,573,181		