

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 2008	All GSM Hospitals		Analysis Area 5B		Volume Group 7		FY 2008 vs. 2007	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2007	Ratio
Occupancy Rate (%)									
Adult Medical-Surgical	68.2%	60.5%	1.13	50.1%	1.36	73.2%	0.93	66.9%	1.02
Obstetrics	51.0%	42.5%	1.20	43.1%	1.18	53.3%	0.96	52.5%	0.97
Pediatrics	50.9%	57.0%	0.89	42.1%	1.21	47.6%	1.07	37.3%	1.36
Total Hospital	57.5%	58.4%	0.99	47.4%	1.21	68.4%	0.84	59.0%	0.97
Average Census (Patients)									
Adult Medical-Surgical	61.4	31.3	1.96	13.6	4.51	113.8	0.54	60.2	1.02
Obstetrics	11.2	5.7	1.97	3.1	3.62	17.6	0.64	11.5	0.97
Pediatrics	7.1	2.4	3.02	0.9	8.10	4.5	1.59	7.1	1.01
Total Hospital	150.2	54.6	2.75	25.6	5.86	211.5	0.71	147.0	1.02
Average Length of Stay (Days)									
Adult Medical-Surgical	2.8	3.7	0.76	3.1	0.90	3.9	0.72	2.8	1.00
Obstetrics	2.4	2.4	1.00	2.5	0.97	2.3	1.01	2.4	0.98
Pediatrics	2.3	2.2	1.05	2.2	1.04	3.0	0.78	2.5	0.94
Total Hospital	3.8	4.3	0.90	3.6	1.06	4.7	0.82	3.8	1.02
Surgical Operations									
Inpatient	5,181	1,970	2.63	816	6.35	7,562	0.69	5,668	0.91
Outpatient	11,090	4,151	2.67	1,836	6.04	13,160	0.84	11,097	1.00
Inpatient as % of All Surgeries	31.8%	32.2%	0.99	30.8%	1.03	36.5%	0.87	33.8%	0.94
Outpatient Visits									
Non-Emergency Visits	175,385	94,816	1.85	48,221	3.64	267,104	0.66	166,155	1.06
Emergency Visits	30,842	16,124	1.91	8,013	3.85	41,334	0.75	32,198	0.96
Full-Time Equivalents (FTEs)									
Administrators	0.0	18.7	N/A	9.1	N/A	53.7	N/A	0.0	N/A
Nurses, Licensed	730.2	197.1	3.70	133.8	5.46	688.9	1.06	681.8	1.07
Ancillary Nursing Personnel	116.5	37.6	3.10	34.6	3.36	128.1	0.91	87.8	1.33
All Other Personnel	1,008.9	452.4	2.23	275.4	3.66	1,471.0	0.69	899.3	1.12
Total FTEs	1,855.6	705.8	2.63	452.9	4.10	2,341.8	0.79	1,668.9	1.11
FTEs per 100 Patient Census (Adjusted)									
Administrators	0.0	17.2	N/A	16.7	N/A	14.4	N/A	0.0	N/A
Nurses, Licensed	274.2	181.8	1.51	246.1	1.11	185.1	1.48	265.4	1.03
Ancillary Nursing Personnel	43.7	34.6	1.26	63.7	0.69	34.4	1.27	34.2	1.28
All Other Personnel	379.0	417.2	0.91	506.7	0.75	395.2	0.96	350.1	1.08
Total FTEs	696.9	650.8	1.07	833.2	0.84	629.1	1.11	649.6	1.07

Total Hospital:
 Beds Set Up & Staffed 261
 Discharges 14,345
 Inpatient Days 54,972

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 22
 Total Births 1,533
 Newborn Days 3,222

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 12/31/2008	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	7,935	22,475	68.2%	61.4	2.8
Orthopedic	1	32	2,474	7,812	66.7%	21.3	3.2
Rehabilitation & Physical Medicine	1	14	196	3,446	67.3%	9.4	17.6
Hospice	5	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	1	14	196	216	0.0%	0.6	1.1
Pediatric, acute	1	14	1,125	2,608	50.9%	7.1	2.3
Obstetrics	1	22	1,733	4,108	51.0%	11.2	2.4
Psychiatric	1	26	1,405	6,532	68.6%	17.8	4.6
Alcoholism/chemical dependency	2	0	0	0	0.0%	0.0	0.0
ICU/CCU							
Medical-Surgical Intensive Care	1	15	1,215	3,084	56.2%	8.4	2.5
Cardiac Intensive Unit	1	18	2,149	3,619	54.9%	9.9	1.7
Pediatric Intensive Care	1	4	140	673	46.0%	1.8	4.8
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	12	174	2,389	54.4%	6.5	13.7
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	0	0	0.0	Surgical Personnel	29	10	36.7
Physicians & Dentists	0	0	0.0	Radiological Services Personnel	0	0	0.0
Medical & Dental Residents	0	0	0.0	Respiratory Therapists	22	16	32.6
Registered Nurses	417	370	686.7	Occupational Therapists	6	6	10.1
Certified Nurse Midwives	0	0	0.0	Occupational Therapy Assistants/Aides	0	0	0.0
Licensed Practical Nurses	12	37	39.6	Physical Therapists	8	10	15.0
Ancillary Nursing Personnel	61	83	116.5	Physical Therapy Assistants/Aides	4	1	4.6
Physician Assistants	1	0	1.0	Recreational Therapists	0	5	3.6
Nurse Practitioners	3	1	3.9	Dietitians & Nutritionists	0	0	0.0
Certified Registered Nurse Anesthetists	0	0	0.0	Psychologists	0	0	0.0
Medical Records Personnel	0	0	0.0	Social Workers	38	21	56.3
Pharmacy Personnel	39	15	48.2	All Other Health Professionals	167	131	252.6
Clinical Laboratory Personnel	42	22	56.6	All Other Personnel	298	296	491.5
				Total	1,147	1,024	1,855.6

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Selected Financial Statistics	FY 2008	All GMS Hospitals		Analysis Area		Volume Group		FY 2008 vs. 2007		
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2007	Ratio	
Gross Revenue as % of Total Gross Patient Revenue										
Medicare	\$285,040,232	47.8%	41.5%	1.15	44.4%	1.08	41.9%	1.14	47.2%	1.01
Medical Assistance	\$44,580,231	7.5%	10.8%	0.69	8.9%	0.84	10.2%	0.74	7.2%	1.04
Commercial	\$218,927,411	36.7%	40.7%	0.90	38.6%	0.95	40.4%	0.91	38.2%	0.96
All Other	\$47,192,272	7.9%	7.0%	1.14	8.1%	0.98	7.5%	1.05	7.5%	1.06
Deductions as % of Total Gross Patient Revenue										
Medicare	\$168,227,520	28.2%	26.5%	1.07	25.6%	1.10	27.5%	1.03	28.6%	0.99
Medical Assistance	\$34,019,719	5.7%	8.4%	0.68	6.9%	0.83	7.8%	0.73	5.5%	1.05
Commercial	\$39,450,647	6.6%	11.4%	0.58	5.6%	1.18	12.2%	0.54	7.2%	0.92
Charity Care	\$4,621,643	0.8%	1.6%	0.49	1.2%	0.63	1.8%	0.44	0.6%	1.22
All Other	\$13,857,390	2.3%	1.9%	1.24	2.6%	0.88	2.2%	1.04	2.3%	0.99
Total Deductions	\$260,176,919	43.7%	49.8%	0.88	42.0%	1.04	51.6%	0.85	44.2%	0.99
Other Revenue & Net Gains or Losses										
Other Revenue as % of Total Revenue	1.9%	4.5%	0.42		2.2%	0.86	2.9%	0.66	4.4%	0.43
Net Gains/Losses as % of Net Income	0.4%	N/A	N/A		4.1%	0.09	N/A	N/A	0.3%	1.09
Expenses as % of Total Expenses										
Salary/Fringe Benefits	\$125,560,512	41.7%	47.4%	0.88	49.7%	0.84	46.1%	0.90	43.8%	0.95
Supplies & Services	\$150,217,211	49.8%	39.6%	1.26	39.8%	1.25	41.2%	1.21	47.6%	1.05
Capital Component	\$11,580,391	3.8%	8.8%	0.44	5.7%	0.67	8.3%	0.46	4.1%	0.95
Bad Debt	\$14,001,389	4.6%	4.2%	1.10	4.8%	0.98	4.4%	1.07	4.5%	1.04
Fiscal Statistics										
Operating Margin (%)	11.9%	5.6%	2.12		8.7%	1.37	5.1%	2.32	14.2%	0.84
Total Hospital Net Income (%)	11.9%	3.5%	3.39		9.1%	1.32	2.2%	5.53	14.2%	0.84
Return on Equity (%)	8.0%	2.8%	2.85		7.3%	1.10	1.8%	4.42	10.1%	0.79
Current Ratio	47.2	2.9	16.27		5.1	9.23	3.2	14.61	50.5	0.93
Days in Net Patient Accounts Receivable	52.9	50.2	1.05		67.9	0.78	46.7	1.13	45.6	1.16
Average Payment Period	11.7	54.8	0.21		65.0	0.18	48.0	0.24	10.5	1.12
Equity Financing (%)	77.1%	58.1%	1.33		66.6%	1.16	60.5%	1.27	76.1%	1.01
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	3.3	N/A		17.1	N/A	2.8	N/A	0.0	N/A
Total Asset Turnover	0.7	0.8	0.82		0.8	0.83	0.9	0.77	0.7	0.94
Average Age of Plant (Years)	12.6	9.5	1.33		12.2	1.03	10.3	1.23	12.0	1.06
Increase (Decrease) Total Net Patient Revenue	5.9%	6.3%	0.93		8.9%	0.66	5.9%	1.00	6.9%	0.86
Outpatient Gross Revenue (% of Total GPR)	43.6%	49.7%	0.88		52.8%	0.83	43.2%	1.01	42.8%	1.02
Net Revenue Statistics										
Inpatient Net Revenue per Discharge	\$13,805	\$11,228	1.23		\$11,274	1.22	\$12,990	1.06	\$13,193	1.05
Inpatient Net Revenue per Day	\$3,602	\$2,612	1.38		\$2,938	1.23	\$2,788	1.29	\$3,516	1.02
Outpatient Net Revenue per Visit	\$667	\$497	1.34		\$604	1.10	\$542	1.23	\$647	1.03

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$595,740,147	Cash & Cash Equivalents	\$541,920	Current Liabilities	\$9,332,011
Less Deductions	\$260,176,919	Net Patient Receivables	\$48,519,248	Long-Term Debt	\$0
Net Patient Revenue	\$335,563,228	Other Receivables	\$292,071	Other Liabilities	\$107,721,784
Plus Other Revenue	\$6,497,810			Subtotal	\$117,053,795
Total Revenue	\$342,061,038	Land, Buildings & Equipment (Net)	\$69,582,127	Unrestricted Fund Balance	\$394,192,791
Less Expenses	\$301,359,503	Other Assets	\$392,311,220	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$154,977			Total Liabilities & Fund Balance	\$511,246,586
Net Income	\$40,856,512	Total Assets	\$511,246,586		