

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

		All GMS Hospitals		Analysis Area 5B		Volume Group 7		FY 2018 vs. 2017	
Selected Utilization Statistics	FY 2018	Value	Ratio	Value	Ratio	Value	Ratio	FY 2017	Ratio
Occupancy Rate (%)									
Adult Medical-Surgical	68.0%	55.7%	1.22	48.0%	1.42	69.4%	0.98	68.9%	0.99
Obstetrics	82.0%	41.5%	1.97	44.3%	0.28	52.7%	1.56	73.1%	1.12
Pediatrics	33.6%	52.8%	0.64	31.0%	1.08	32.8%	1.03	31.4%	1.07
Total Hospital	67.4%	57.5%	1.17	50.9%	1.32	67.8%	1.00	68.9%	0.98
Average Census (Patients)									
Adult Medical-Surgical	94.5	26.4	3.58	17.1	5.53	101.2	0.93	75.0	1.26
Obstetrics	12.3	5.6	2.19	3.7	3.33	15.7	0.78	11.0	1.12
Pediatrics	4.0	1.4	2.98	0.6	7.00	3.8	2.98	3.8	1.07
Total Hospital	190.1	49.4	3.85	28.6	6.65	195.9	0.97	187.5	1.01
Average Length of Stay (Days)									
Adult Medical-Surgical	3.6	3.9	0.92	3.5	1.03	4.4	0.83	3.4	1.05
Obstetrics	2.6	2.5	1.01	2.5	1.02	2.6	0.98	2.5	1.04
Pediatrics	2.8	3.5	0.79	2.8	1.00	3.6	0.78	2.6	1.06
Total Hospital	4.7	4.4	1.06	4.3	1.09	4.8	0.97	5.3	0.87
Surgical Operations									
Inpatient	4,668	1,396	3.34	790	5.91	5,208	0.90	5,010	0.93
Outpatient	14,836	4,206	3.53	2,742	5.41	14,763	1.00	13,775	1.08
Inpatient as % of All Surgeries	23.9%	24.9%	0.96	22.4%	1.07	26.1%	0.92	26.7%	0.90
Outpatient Visits									
Non-Emergency Visits	590,761	136,074	4.34	119,520	4.94	473,499	1.25	582,262	1.01
Emergency Visits	59,884	18,688	3.20	13,485	4.44	53,629	1.12	57,430	1.04
Full-Time Equivalents (FTEs)									
Administrators	0.0	19.3	N/A	13.1	N/A	64.0	N/A	0.0	N/A
Nurses, Licensed	504.0	239.2	2.11	167.7	3.01	866.8	0.58	526.0	0.96
Ancillary Nursing Personnel	54.0	40.0	1.35	20.8	2.60	141.9	0.38	56.0	0.96
All Other Personnel	1,315.0	480.4	2.74	423.0	3.11	1,693.5	0.78	1,248.0	1.05
Total FTEs	1,873.0	779.0	2.40	624.6	3.00	2,766.3	0.68	1,830.0	1.02
FTEs per 100 Patient Census (Adjusted)									
Administrators	0.0	14.9	N/A	11.8	N/A	13.7	N/A	0.0	N/A
Nurses, Licensed	70.3	183.7	0.38	151.1	0.47	186.0	0.38	82.9	0.85
Ancillary Nursing Personnel	7.5	30.8	0.24	18.7	0.40	30.4	0.25	8.8	0.85
All Other Personnel	183.4	369.0	0.50	381.2	0.48	363.3	0.50	196.6	0.93
Total FTEs	261.3	598.3	0.44	562.9	0.46	593.5	0.44	288.3	0.91

Total Hospital:

Beds Set Up & Staffed 282
 Discharges 14,896
 Inpatient Days 69,400

Contract with:

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

Medicare-certified Swing Beds:

Average Beds Used 0
 Discharges 0
 Inpatient Days 0

Newborn Nursery:

Bassinet 15
 Total Births 1,678
 Newborn Days 2,949

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 12/31/2018	Discharges & Transfers**	Patient Days of Care	Occupancy Rate (%)	Average Census (Patients)	Average Length of Stay (Days)
General Medical-Surgical							
Adult Medical-Surgical, Acute	2	139	9,505	34,477	68.0%	94.5	3.6
Orthopedic	1	24	1,837	6,470	73.9%	17.7	3.5
Rehabilitation & Physical Medicine	2	20	417	5,224	71.6%	14.3	12.5
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	12	532	1,472	33.6%	4.0	2.8
Obstetrics	2	15	1,748	4,490	82.0%	12.3	2.6
Psychiatric	2	30	1,493	8,983	82.0%	24.6	6.0
Alcoholism/chemical dependency	2	0	0	0	0.0%	0.0	0.0
ICU/CCU							
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	115	158	10.8%	0.4	1.4
Burn Care	5	0	0	0	0.0%	0.0	0.0
Mixed Intensive Care	1	24	2,604	5,205	59.4%	14.3	2.0
Step-Down (Special Care)	5	0	0	0	0.0%	0.0	0.0
Neonatal Intensive/Intermediate Care	2	14	235	2,921	57.2%	8.0	12.4
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.

** 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	60	43	60.0
Physicians & Dentists	0	0	0.0	Radiological Services Personnel	19	36	19.0
Medical & Dental Residents	0	0	0.0	Sonographers	21	11	21.0
Dental Hygienists	0	0	0.0	Respiratory Therapists	25	36	25.0
Registered Nurses	486	798	486.0	Occupational Therapists	22	8	22.0
Certified Nurse Midwives	0	0	0.0	Occupational Therapy Assistants/Aides	3	4	3.0
Licensed Practical Nurses	14	28	14.0	Physical Therapists	36	15	36.0
Ancillary Nursing Personnel	54	148	54.0	Physical Therapy Assistants/Aides	13	10	13.0
Medical Assistants	145	78	145.0	Recreational Therapists	0	10	0.0
Physician Assistants	0	0	0.0	Dietitians & Nutritionists	18	5	18.0
Nurse Practitioners	4	3	4.0	Psychologists	17	2	17.0
Certified Registered Nurse Anesthetists	0	0	0.0	Social Workers	38	22	38.0
Clinical Nurse Specialists	0	0	0.0	All Other Health Professionals	397	288	397.0
Health Info Mgmt-Administrators/Technicians	0	0	0.0	All Other Personnel	412	177	412.0
Pharmacy Personnel	50	22	50.0				
Clinical Laboratory Personnel	39	38	39.0				
				Total	1,873	1,782	1,873.0

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			All GMS Hospitals		Analysis Area		Volume Group		FY 2018 vs. 2017	
Selected Financial Statistics			Value	Ratio	5B Value	Ratio	7 Value	Ratio	FY 2017	Ratio
Gross Revenue as % of Total Gross Patient Revenue										
Medicare	\$963,291,320	43.0%	45.7%	0.94	45.0%	0.95	46.0%	0.93	45.9%	0.94
Medical Assistance	\$212,215,562	9.5%	14.0%	0.68	10.2%	0.93	12.8%	0.74	10.0%	0.95
Commercial	\$890,002,616	39.7%	35.8%	1.11	38.0%	1.04	36.0%	1.10	38.2%	1.04
All Other	\$175,707,498	7.8%	4.5%	1.74	6.8%	1.16	5.3%	1.49	6.0%	1.31
Deductions as % of Total Gross Patient Revenue										
Medicare	\$739,830,166	33.0%	34.1%	0.97	32.3%	1.02	35.3%	0.93	36.7%	0.90
Medical Assistance	\$181,424,237	8.1%	10.6%	0.77	8.1%	1.00	10.0%	0.81	9.2%	0.88
Commercial	\$423,732,357	18.9%	14.7%	1.29	15.4%	1.22	16.0%	1.18	13.3%	1.42
Charity Care	\$7,862,251	0.4%	1.0%	0.36	0.7%	0.51	1.0%	0.36	0.5%	0.70
Bad Debt	\$20,106,459	0.9%	1.1%	0.84	1.1%	0.84	0.9%	0.96	1.0%	0.89
All Other	\$125,225,509	5.6%	2.0%	2.85	4.2%	1.32	2.2%	2.49	5.3%	1.04
Total Deductions	\$1,498,180,979	66.8%	63.3%	1.06	61.9%	1.08	65.5%	1.02	66.1%	1.01
Other Revenue & Net Gains or Losses										
Other Revenue as % of Total Revenue		29.8%	5.5%	5.42	20.3%	1.47	6.8%	4.42	25.2%	1.19
Net Gains/Losses as % of Net Income		0.8%	2.6%	0.31	5.3%	0.15	1.9%	0.42	1.0%	0.80
Expenses as % of Total Expenses										
Salary/Fringe Benefits	\$537,721,263	55.5%	44.1%	1.26	57.4%	0.97	43.1%	1.29	55.6%	1.00
Supplies & Services	\$389,831,054	40.3%	49.0%	0.82	37.7%	1.07	50.4%	0.80	40.1%	1.00
Capital Component	\$40,770,580	4.2%	6.9%	0.61	4.9%	0.86	6.4%	0.65	4.4%	0.96
Fiscal Statistics										
Operating Margin (%)		8.6%	8.4%	1.02	6.6%	1.30	8.5%	1.01	9.9%	0.86
Total Hospital Net Income (%)		8.6%	8.6%	1.01	7.0%	1.24	8.7%	1.00	10.0%	0.86
Return on Equity (%)		6.4%	6.3%	1.01	5.7%	1.12	6.7%	0.96	7.2%	0.88
Current Ratio		231.3	5.9	39.04	23.9	9.70	6.2	37.29	231.9	1.00
Days in Net Patient Accounts Receivable		69.2	51.6	1.34	65.5	1.06	50.7	1.37	74.0	0.94
Average Payment Period		1.9	38.5	0.05	13.1	0.15	38.6	0.05	1.9	1.00
Equity Financing (%)		99.6%	75.1%	1.33	87.4%	1.14	76.2%	1.31	99.6%	1.00
Long-Term Debt to Equity Ratio		0.0	0.2	N/A	0.1	N/A	0.1	N/A	0.0	N/A
Times Interest Earned		0.0	13.4	N/A	42.5	N/A	13.7	N/A	0.0	N/A
Total Asset Turnover		0.7	0.7	1.01	0.8	0.90	0.8	0.96	0.7	1.03
Average Age of Plant (Years)		6.6	9.9	0.67	8.8	0.75	10.8	0.61	6.6	1.01
Increase (Decrease) Total Net Patient Revenue		4.8%	5.4%	0.88	8.7%	0.55	6.1%	0.78	0.4%	13.43
Outpatient Gross Revenue (% of Total GPR)		78.2%	61.9%	1.26	77.2%	1.01	58.0%	1.35	73.3%	1.07
Net Revenue Statistics										
Inpatient Net Revenue per Discharge		\$12,387	\$15,830	0.78	\$14,264	0.87	\$17,621	0.70	\$18,452	0.67
Inpatient Net Revenue per Day		\$3,233	\$3,538	0.91	\$3,497	0.92	\$3,654	0.88	\$3,816	0.85
Outpatient Net Revenue per Visit		\$889	\$686	1.30	\$817	1.09	\$698	1.27	\$772	1.15

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$2,241,216,996	Cash & Cash Equivalents	\$172,459	Current Liabilities	\$4,917,262
Less Deductions	\$1,498,180,979	Net Patient Receivables	\$140,897,860	Long-Term Debt	\$0
Net Patient Revenue	\$743,036,017	Other Receivables	\$49,315,334	Other Liabilities	\$1,307,566
Plus Other Revenue	\$316,072,582			Subtotal	\$6,224,828
Total Revenue	\$1,059,108,599	Land, Buildings & Equipment (Net)	\$291,789,167	Unrestricted Fund Balance	\$1,423,248,599
Less Expenses	\$968,322,897	Other Assets	\$947,298,607	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$730,018			Total Liabilities & Fund Balance	\$1,429,473,427
Net Income	\$91,515,720	Total Assets	\$1,429,473,427		