

152 Gundersen Tri-County Hospital and Clinics
 18601 Lincoln Street
 Whitehall, WI 54773
 715-538-4361

Fiscal Year: 01/01 to 12/31
 Type: GMS
 Critical Access Hospital
 Control: Other Not-For-Profit

County: Trempealeau
 Analysis Area: Southwestern (5B)
 Volume Group: 1

| Selected Utilization Statistics | FY 2019 | All GMS Hospitals | | Analysis Area 5B | | Volume Group 1 | | FY 2019 vs. 2018 | |
|---|---------|-------------------|-------|------------------|-------|----------------|-------|------------------|-------|
| | | Value | Ratio | Value | Ratio | Value | Ratio | FY 2018 | Ratio |
| Occupancy Rate (%) | | | | | | | | | |
| Adult Medical-Surgical | 13.2% | 55.2% | 0.24 | 45.6% | 0.29 | 11.3% | 1.16 | 10.9% | 1.21 |
| Obstetrics | 0.0% | 38.0% | N/A | 53.1% | N/A | 0.0% | N/A | 0.0% | N/A |
| Pediatrics | 0.0% | 51.3% | N/A | 31.9% | N/A | 44.2% | N/A | 0.0% | N/A |
| Total Hospital | 15.4% | 57.4% | 0.27 | 50.4% | 0.31 | 16.5% | 0.93 | 13.0% | 1.19 |
| Average Census (Patients) | | | | | | | | | |
| Adult Medical-Surgical | 2.0 | 26.0 | 0.08 | 16.7 | 0.12 | 1.8 | 1.12 | 1.6 | 1.21 |
| Obstetrics | 0.0 | 4.9 | N/A | 3.6 | N/A | 0.0 | N/A | 0.0 | N/A |
| Pediatrics | 0.0 | 1.3 | N/A | 0.6 | N/A | 0.2 | N/A | 0.0 | N/A |
| Total Hospital | 2.3 | 49.0 | 0.05 | 27.5 | 0.08 | 2.7 | 0.86 | 1.9 | 1.19 |
| Average Length of Stay (Days) | | | | | | | | | |
| Adult Medical-Surgical | 3.1 | 4.1 | 0.76 | 4.0 | 0.76 | 2.9 | 1.06 | 2.8 | 1.12 |
| Obstetrics | 0.0 | 2.6 | N/A | 2.5 | N/A | 0.0 | N/A | 0.0 | N/A |
| Pediatrics | 0.0 | 3.3 | N/A | 2.8 | N/A | 3.0 | N/A | 0.0 | N/A |
| Total Hospital | 3.6 | 4.5 | 0.80 | 4.7 | 0.77 | 4.2 | 0.86 | 3.3 | 1.09 |
| Surgical Operations | | | | | | | | | |
| Inpatient | 4 | 1,426 | 0.00 | 857 | 0.00 | 127 | 0.03 | 15 | 0.27 |
| Outpatient | 284 | 4,581 | 0.06 | 2,753 | 0.10 | 1,225 | 0.23 | 237 | 1.20 |
| Inpatient as % of All Surgeries | 1.4% | 23.7% | 0.06 | 23.7% | 0.06 | 9.4% | 0.15 | 6.0% | 0.23 |
| Outpatient Visits | | | | | | | | | |
| Non-Emergency Visits | 28,930 | 144,376 | 0.20 | 121,727 | 0.24 | 22,925 | 1.26 | 30,096 | 0.96 |
| Emergency Visits | 3,675 | 17,768 | 0.21 | 13,192 | 0.28 | 2,741 | 1.34 | 3,593 | 1.02 |
| Full-Time Equivalents (FTEs) | | | | | | | | | |
| Administrators | 0.0 | 23.0 | N/A | 14.1 | N/A | 3.1 | N/A | 0.0 | N/A |
| Nurses, Licensed | 26.2 | 251.3 | 0.10 | 157.2 | 0.17 | 36.6 | 0.71 | 29.2 | 0.90 |
| Ancillary Nursing Personnel | 9.2 | 39.7 | 0.23 | 21.0 | 0.44 | 7.5 | 1.23 | 9.9 | 0.93 |
| All Other Personnel | 118.2 | 509.3 | 0.23 | 425.8 | 0.28 | 77.2 | 1.53 | 119.8 | 0.99 |
| Total FTEs | 153.6 | 823.3 | 0.19 | 618.1 | 0.25 | 124.4 | 1.24 | 158.8 | 0.97 |
| FTEs per 100 Patient Census (Adjusted) | | | | | | | | | |
| Administrators | 0.0 | 17.0 | N/A | 12.2 | N/A | 23.8 | N/A | 0.0 | N/A |
| Nurses, Licensed | 229.6 | 185.7 | 1.24 | 135.8 | 1.69 | 281.2 | 0.82 | 336.5 | 0.68 |
| Ancillary Nursing Personnel | 80.9 | 29.3 | 2.76 | 18.1 | 4.46 | 57.4 | 1.41 | 114.1 | 0.71 |
| All Other Personnel | 1,037.3 | 376.3 | 2.76 | 367.9 | 2.82 | 592.9 | 1.75 | 1,381.8 | 0.75 |
| Total FTEs | 1,347.8 | 608.3 | 2.22 | 533.9 | 2.52 | 955.3 | 1.41 | 1,832.3 | 0.74 |

Total Hospital:
 Beds Set Up & Staffed 15
 Discharges 234
 Inpatient Days 842

Contract with:
 Health Maintenance Organization (HMO) Yes
 Preferred Provider Organization (PPO) Yes

Medicare-certified Swing Beds:
 Average Beds Used 4
 Discharges 78
 Inpatient Days 1,513

Newborn Nursery:
 Bassinets 0
 Total Births 0
 Newborn Days 0

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| Inpatient Service Area | Level of Service* | Beds Set Up & Staffed 12/31/2019 | Discharges & Transfers** | Patient Days of Care | Occupancy Rate (%) | Average Census (Patients) | Average Length of Stay (Days) |
|---------------------------------------|-------------------|----------------------------------|--------------------------|----------------------|--------------------|---------------------------|-------------------------------|
| General Medical-Surgical | | | | | | | |
| Adult Medical-Surgical, Acute | 1 | 15 | 234 | 721 | 13.2% | 2.0 | 3.1 |
| Orthopedic | 4 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Rehabilitation & Physical Medicine | 5 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Hospice | 4 | 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 | 5 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Obstetrics | 5 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Psychiatric | 5 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Alcoholism/chemical dependency | 5 | 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 | 5 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Burn Care | 5 | 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 | 5 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Other Intensive Care | 5 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Subacute care | 1 | 0 | 14 | 121 | 0.0% | 0.3 | 8.6 |
| 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

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

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 | 1 | 2 | 1.3 |
| Physicians & Dentists | 2 | 0 | 2.0 | Radiological Services Personnel | 3 | 3 | 4.8 |
| Medical & Dental Residents | 0 | 0 | 0.0 | Sonographers | 0 | 0 | 0.0 |
| Dental Hygienists | 0 | 0 | 0.0 | Respiratory Therapists | 1 | 0 | 1.0 |
| Registered Nurses | 17 | 11 | 22.2 | Occupational Therapists | 1 | 1 | 1.8 |
| Certified Nurse Midwives | 0 | 0 | 0.0 | Occupational Therapy Assistants/Aides | 0 | 1 | 0.8 |
| Licensed Practical Nurses | 2 | 0 | 2.0 | Physical Therapists | 2 | 2 | 3.6 |
| Ancillary Nursing Personnel | 7 | 8 | 9.2 | Physical Therapy Assistants/Aides | 1 | 1 | 1.9 |
| Medical Assistants | 5 | 1 | 5.8 | Recreational Therapists | 0 | 1 | 0.8 |
| Physician Assistants | 3 | 4 | 4.6 | Dietitians & Nutritionists | 1 | 0 | 1.0 |
| Nurse Practitioners | 2 | 0 | 2.0 | Psychologists | 0 | 0 | 0.0 |
| Certified Registered Nurse Anesthetists | 0 | 0 | 0.0 | Social Workers | 2 | 0 | 2.0 |
| Clinical Nurse Specialists | 0 | 0 | 0.0 | All Other Health Professionals | 2 | 7 | 3.2 |
| Health Info Mgmt-Administrators/Technicians | 3 | 1 | 3.9 | All Other Personnel | 54 | 40 | 71.0 |
| Pharmacy Personnel | 2 | 1 | 2.1 | | | | |
| Clinical Laboratory Personnel | 1 | 8 | 6.6 | | | | |
| | | | | Total | 112 | 92 | 153.6 |

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| Selected Financial Statistics | FY 2019 | All GMS Hospitals | | Analysis Area | | Volume Group | | FY 2019 vs. 2018 | | |
|--|--------------|-------------------|----------|---------------|----------|--------------|----------|------------------|----------|------|
| | | Value | Ratio | 5B Value | Ratio | 1 Value | Ratio | FY 2018 | Ratio | |
| Gross Revenue as % of Total Gross Patient Revenue | | | | | | | | | | |
| Medicare | \$18,297,259 | 51.4% | 46.3% | 1.11 | 45.4% | 1.13 | 45.9% | 1.12 | 52.4% | 0.98 |
| Medical Assistance | \$3,684,899 | 10.4% | 13.6% | 0.76 | 9.5% | 1.09 | 11.5% | 0.90 | 11.2% | 0.93 |
| Commercial | \$10,522,722 | 29.6% | 35.3% | 0.84 | 37.9% | 0.78 | 39.4% | 0.75 | 29.7% | 0.99 |
| All Other | \$3,072,720 | 8.6% | 4.8% | 1.81 | 7.2% | 1.20 | 3.3% | 2.65 | 6.7% | 1.29 |
| Deductions as % of Total Gross Patient Revenue | | | | | | | | | | |
| Medicare | \$7,368,994 | 20.7% | 34.9% | 0.59 | 32.9% | 0.63 | 23.7% | 0.88 | 22.4% | 0.92 |
| Medical Assistance | \$2,514,696 | 7.1% | 10.4% | 0.68 | 7.4% | 0.95 | 7.7% | 0.92 | 7.5% | 0.94 |
| Commercial | \$2,983,464 | 8.4% | 14.7% | 0.57 | 15.7% | 0.53 | 10.4% | 0.80 | 7.9% | 1.06 |
| Charity Care | \$441,175 | 1.2% | 1.0% | 1.29 | 0.8% | 1.46 | 0.8% | 1.54 | 1.5% | 0.84 |
| Bad Debt | \$608,190 | 1.7% | 1.1% | 1.61 | 1.0% | 1.75 | 1.5% | 1.17 | 1.7% | 0.99 |
| All Other | \$999,384 | 2.8% | 2.2% | 1.30 | 4.8% | 0.58 | 1.4% | 2.02 | 2.4% | 1.19 |
| Total Deductions | \$14,915,903 | 41.9% | 64.2% | 0.65 | 62.7% | 0.67 | 45.5% | 0.92 | 43.5% | 0.96 |
| Other Revenue & Net Gains or Losses | | | | | | | | | | |
| Other Revenue as % of Total Revenue | | 3.4% | 5.5% | 0.61 | 20.1% | 0.17 | 3.1% | 1.08 | 3.7% | 0.92 |
| Net Gains/Losses as % of Net Income | | 4.6% | 13.2% | 0.35 | 47.1% | 0.10 | 1.4% | 3.25 | 21.7% | 0.21 |
| Expenses as % of Total Expenses | | | | | | | | | | |
| Salary/Fringe Benefits | \$10,713,824 | 55.0% | 44.0% | 1.25 | 56.2% | 0.98 | 51.0% | 1.08 | 51.9% | 1.06 |
| Supplies & Services | \$7,993,101 | 41.0% | 49.2% | 0.83 | 38.9% | 1.05 | 41.5% | 0.99 | 44.4% | 0.92 |
| Capital Component | \$776,619 | 4.0% | 6.8% | 0.59 | 4.9% | 0.81 | 7.5% | 0.53 | 3.7% | 1.07 |
| Fiscal Statistics | | | | | | | | | | |
| Operating Margin (%) | | 8.9% | 9.1% | 0.98 | 6.1% | 1.46 | 9.5% | 0.94 | 3.1% | 2.83 |
| Total Hospital Net Income (%) | | 9.3% | 10.3% | 0.90 | 10.9% | 0.85 | 9.7% | 0.96 | 4.0% | 2.33 |
| Return on Equity (%) | | 15.8% | 6.0% | 2.64 | 8.9% | 1.77 | 13.7% | 1.16 | 7.1% | 2.24 |
| Current Ratio | | 2.9 | 4.7 | 0.62 | 25.9 | 0.11 | 3.6 | 0.80 | 2.0 | 1.44 |
| Days in Net Patient Accounts Receivable | | 59.6 | 64.0 | 0.93 | 63.0 | 0.95 | 55.7 | 1.07 | 54.4 | 1.10 |
| Average Payment Period | | 53.4 | 56.5 | 0.95 | 13.4 | 3.98 | 35.7 | 1.50 | 59.7 | 0.89 |
| Equity Financing (%) | | 65.1% | 69.2% | 0.94 | 87.1% | 0.75 | 50.2% | 1.30 | 55.1% | 1.18 |
| Long-Term Debt to Equity Ratio | | 0.2 | 0.3 | 0.63 | 0.1 | 2.70 | 0.6 | 0.27 | 0.3 | 0.57 |
| Times Interest Earned | | 27.5 | 13.4 | 2.05 | 31.0 | 0.89 | 10.9 | 2.52 | 9.5 | 2.90 |
| Total Asset Turnover | | 1.7 | 0.6 | 2.96 | 0.8 | 2.19 | 1.4 | 1.20 | 1.8 | 0.97 |
| Average Age of Plant (Years) | | 19.0 | 12.6 | 1.51 | 9.2 | 2.07 | 9.3 | 2.04 | 21.4 | 0.89 |
| Increase (Decrease) Total Net Patient Revenue | | 10.7% | 7.3% | 1.47 | 3.8% | 2.80 | 1.0% | 10.98 | 3.5% | 3.02 |
| Outpatient Gross Revenue (% of Total GPR) | | 82.7% | 63.3% | 1.31 | 79.1% | 1.04 | 79.1% | 1.05 | 81.2% | 1.02 |
| Net Revenue Statistics | | | | | | | | | | |
| Inpatient Net Revenue per Discharge | \$14,224 | | \$16,906 | 0.84 | \$15,344 | 0.93 | \$20,479 | 0.69 | \$14,919 | 0.95 |
| Inpatient Net Revenue per Day | \$2,186 | | \$3,675 | 0.59 | \$3,493 | 0.63 | \$3,042 | 0.72 | \$2,048 | 1.07 |
| Outpatient Net Revenue per Visit | \$513 | | \$703 | 0.73 | \$855 | 0.60 | \$730 | 0.70 | \$435 | 1.18 |

| Income Statement | | Assets | | Liabilities & Fund Balances | |
|-----------------------------|--------------|-----------------------------------|--------------|----------------------------------|--------------|
| Gross Patient Revenue (GPR) | \$35,577,600 | Cash & Cash Equivalents | \$3,711,036 | Current Liabilities | \$2,765,167 |
| Less Deductions | \$14,915,903 | Net Patient Receivables | \$3,375,933 | Long-Term Debt | \$1,331,814 |
| Net Patient Revenue | \$20,661,697 | Other Receivables | \$178,566 | Other Liabilities | \$308,482 |
| Plus Other Revenue | \$728,377 | | | Subtotal | \$4,405,463 |
| Total Revenue | \$21,390,074 | Land, Buildings & Equipment (Net) | \$4,608,333 | Unrestricted Fund Balance | \$8,207,576 |
| Less Expenses | \$19,483,544 | Other Assets | \$739,171 | Restricted Fund Balance | \$0 |
| Non-Operating Gains/Losses | \$91,220 | | | Total Liabilities & Fund Balance | \$12,613,039 |
| Net Income | \$1,997,750 | Total Assets | \$12,613,039 | | |