What Is Gillette Children’s Specialty Healthcare?
We’re a freestanding, 60-bed subspecialty children’s hospital in St. Paul, Minnesota, with specialty clinics located throughout the state.

What Is Our Focus?
Gillette is nationally and internationally known for the diagnosis and treatment of children and teens who have disabilities. We’ve developed expertise in treating conditions involving the musculoskeletal and neurological systems.

Dedicated to Improving Outcomes
The Gillette care model is structured around conditions—diagnoses such as cerebral palsy, muscular dystrophy, and rare genetic disorders such as Rett syndrome. It’s also clinically integrated, bringing together experts from multiple disciplines. This care model helps patients achieve the best possible outcomes.

Statewide and Global Reach
Regional specialty clinic hubs and telemedicine services help us reach families throughout greater Minnesota, saving them the time and expense of frequent travel to St. Paul. We serve families from every Minnesota county, as well as families from 40 U.S. states and 12 countries.

In 2016, Gillette patients came from:

- **87 MN counties**
- **40 states**
- **12 countries**

Who Are Our Patients?
The patients we serve have some of the most complex, rare and traumatic conditions in pediatric medicine that often require lifelong care. Many have co-occurring conditions such as cerebral palsy and epilepsy, or spina bifida and hydrocephalus.

Complexity of Pediatric Patients
2015 statewide case-mix index for inpatients 0-18.
Source: Custom Report, Minnesota Hospital Association

- Gillette
- All other Minnesota hospitals

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Annually treat 25,267 patients in 2016.

Clinic visits in 2016: 124,591

Surgical cases in 2016: 3,777

Inpatient days for CP in 2016: 6,171

Average level of complexity:

- Gillette
- All other Minnesota hospitals

Margins:

- EBITDA:
  - 2016: $27,390,471
  - 2017: $33,357,064

Operating Margin:

- 2016: 44%
- 2017: 44%

EBITDA Margin:

- 2016: 13%
- 2017: 13.5%

Employee FTEs:

- 2016: 12,874
- 2017: 12,927

Gross Revenue:

- 2016: $124,591
- 2017: $137,200

Reaccredited by COLA December 2016

Includes 79 Critical Access Hospitals

Gillette performs more orthopedic procedures than any other children's hospital in the world.

Beacon Award for Excellence, the highest level of recognition for hospital performance.
An Independent Teaching Hospital
Gillette is one of only 57 hospitals in the U.S. (1 percent of all hospitals) receiving federal Children’s Hospitals Graduate Medical Education (CHGME) support to train pediatric residents and fellows. Gillette trainees include specialists in orthopedics, rehabilitation, craniofacial/plastics, neurology, rheumatology and endocrinology. Gillette also offers training in advanced practice nursing, complex care dentistry, and pharmacy.

A Designated Critical Access Dental Provider
Gillette treats the most challenging dental and orthodontia patients—children and teens who cannot be served in traditional dental practices because they have multiple underlying medical conditions, which result in severe physical and cognitive disabilities or emotional and behavioral challenges.

Impact of Changes to Fee For Service (FFS) Reimbursements
Gillette is uniquely impacted by legislative changes to Medical Assistance (Minnesota’s Medicaid program) FFS reimbursements. Why?
- Nearly 67 percent of all Gillette inpatient stays, based on 2012 data, were patients eligible for or covered under Medical Assistance.
- FFS payments account for 64 percent of Medical Assistance charges for Gillette.

Patients Come First
Safety: We collaborate with 90+ children’s hospitals nationwide as a Children’s Hospitals Solutions for Patient Safety member. Only 7 percent of our patients are readmitted during a 30-day period compared to the 17 percent national average.

More than 80% of our patients rate their overall experience as a 9 or 10.

Quality: We’re the only Twin Cities hospital with both Level 1 Pediatric Trauma Center accreditation and Commission on Accreditation of Rehabilitation Facilities accreditation for our pediatric specialty and brain injury specialty programs.

Research: We have research emphasis areas in motion analysis, neurosciences, and pain and comfort.