

Gifford Medical Center

Fiscal Year 2024 YTD Summary

Year to Date Submission (October 2023 through December 2023)

| Gifford Medical Center | | | | | | | | | | | | | | | | |
|-----------------------------------------------------------------|---------------------|---------------------|---------------------|---------------------|-------------------------------------------------|--------------------|--------------------|---------------------|-------------------------------------------------|--------------------|---------------------|---------------------|---------------------|-------------------|----------------|--|
| Fiscal Year 2024 YTD Summary | | | | | | | | | | | | | | | | |
| INCOME STATEMENT | 2022 A | 2023 B | 2023 A | 2024 B | Submission (October 2023 through December 2023) | | | | Submission (October 2023 through December 2023) | | | | | | | |
| | | | | | Oct-2023 | Nov-2023 | Dec-2023 | 2024 B YTD | Oct-2023 | Nov-2023 | Dec-2023 | 2024 YTD | 2024 PROJ | 2024 B-2024 A YTD | 2023 A-2024 P | |
| Revenues | | | | | | | | | | | | | | | | |
| Gross Patient Care Revenue | \$119,901,393 | \$117,134,621 | \$121,151,099 | \$98,402,003 | \$10,933,556 | \$10,933,556 | \$10,933,556 | \$32,800,668 | \$10,571,026 | \$9,754,058 | \$8,084,848 | \$28,409,932 | \$130,748,015 | -13.4% | 7.9% | |
| Disproportionate Share Payments | \$303,401 | \$357,444 | \$451,394 | \$303,314 | \$33,702 | \$33,702 | \$33,702 | \$101,105 | \$33,029 | \$33,029 | \$33,030 | \$99,088 | \$414,535 | -2.0% | -8.2% | |
| Graduate Medical Education (UVMC only) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | #DIV/0! | #DIV/0! | |
| Bad Debt | -\$1,614,396 | -\$1,938,000 | -\$2,149,282 | -\$1,261,478 | -\$140,164 | -\$140,164 | -\$140,164 | -\$420,493 | \$170,411 | -\$536,005 | -\$136,266 | -\$501,861 | -\$1,813,798 | 19.4% | -15.6% | |
| Free Care | -\$434,582 | -\$525,647 | -\$461,951 | -\$365,486 | -\$40,610 | -\$40,610 | -\$40,610 | -\$121,829 | -\$32,436 | -\$12,732 | -\$12,320 | -\$57,489 | -\$437,595 | -52.8% | -5.3% | |
| Deductions from Revenue | -\$63,606,813 | -\$60,317,742 | -\$68,142,854 | -\$51,615,120 | -\$5,735,013 | -\$5,735,013 | -\$5,735,013 | -\$17,205,040 | -\$6,007,795 | -\$5,113,360 | -\$4,465,994 | -\$15,587,148 | -\$69,266,873 | -9.4% | 1.6% | |
| Net Patient Care Revenue | \$54,549,003 | \$54,710,676 | \$50,848,406 | \$45,463,233 | \$5,051,470 | \$5,051,470 | \$5,051,470 | \$15,154,411 | \$4,734,236 | \$4,124,990 | \$3,503,297 | \$12,362,522 | \$59,644,284 | -18.4% | 17.3% | |
| Fixed Prospective Payments | \$4,131,933 | \$3,300,000 | \$3,963,519 | \$2,891,655 | \$321,295 | \$321,295 | \$321,295 | \$963,885 | \$289,968 | \$270,437 | \$845,653 | \$3,737,308 | \$3,737,308 | -12.3% | -5.7% | |
| Reserves | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | -\$33,500 | -\$33,500 | -\$33,500 | -\$100,500 | -\$100,500 | #DIV/0! | #DIV/0! | |
| Other Reform Payments | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | -\$5,117 | -\$5,117 | \$0 | \$0 | \$0 | #DIV/0! | #DIV/0! | |
| Fixed Prospective Payments and Reserves | \$4,131,933 | \$3,300,000 | \$3,963,519 | \$2,891,655 | \$321,295 | \$321,295 | \$321,295 | \$963,885 | \$256,468 | \$246,632 | \$242,054 | \$745,153 | \$3,636,806 | | | |
| Net Patient Care Rev & Fixed Payments & Reserves | \$58,680,936 | \$58,010,676 | \$54,811,925 | \$48,354,888 | \$5,372,765 | \$5,372,765 | \$5,372,765 | \$16,118,296 | \$4,990,703 | \$4,371,622 | \$3,745,351 | \$13,107,675 | \$63,281,092 | -18.7% | 15.5% | |
| 340B Retail Pharmacy Programs | \$46,888 | \$26,450 | \$57,408 | \$75,000 | \$8,333 | \$8,333 | \$8,333 | \$25,000 | -\$6,437 | \$4,319 | -\$1,825 | -\$3,943 | \$71,057 | -115.8% | 23.8% | |
| COVID-19 Stimulus and Other Grant Funding | \$1,439,462 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | #DIV/0! | #DIV/0! | |
| Specialty Pharmacy | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | #DIV/0! | #DIV/0! | |
| Outpatient Pharmacy Revenue | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | #DIV/0! | #DIV/0! | |
| Cafeteria & Parking | \$232,993 | \$229,280 | \$249,498 | \$172,500 | \$19,167 | \$19,167 | \$19,167 | \$57,500 | \$24,140 | \$21,906 | \$21,543 | \$67,589 | \$240,089 | 17.5% | -3.8% | |
| Grant Income | \$534,540 | \$200,000 | \$174,845 | \$97,500 | \$10,833 | \$10,833 | \$10,833 | \$32,500 | \$7,662 | \$7,058 | \$7,263 | \$21,983 | \$119,483 | -32.4% | -31.7% | |
| Reference Lab Revenue | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | #DIV/0! | #DIV/0! | |
| Meaningful Use | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | #DIV/0! | #DIV/0! | |
| Other | \$1,920,762 | \$1,057,322 | \$1,598,458 | \$1,133,405 | \$125,934 | \$125,934 | \$125,934 | \$377,802 | \$89,253 | \$73,898 | \$86,685 | \$249,836 | \$1,383,241 | -33.9% | -13.5% | |
| Other Operating Revenue | \$4,174,644 | \$1,513,052 | \$2,080,209 | \$1,478,405 | \$164,267 | \$164,267 | \$164,267 | \$492,802 | \$114,618 | \$107,181 | \$113,666 | \$335,465 | \$1,813,870 | -31.9% | -12.8% | |
| Total Operating Revenue | \$62,855,580 | \$59,523,728 | \$56,892,134 | \$49,833,293 | \$5,537,033 | \$5,537,033 | \$5,537,033 | \$16,611,098 | \$5,105,321 | \$4,478,803 | \$3,859,017 | \$13,443,140 | \$65,094,962 | -19.1% | 14.4% | |
| Operating Expenses | | | | | | | | \$0 | | | | | | | | |
| Salaries Non MD, Fringe Benefits Non MD, | | | | | | | | | | | | | | | | |
| Physician Fees & Salaries, Fringe Benefits MD | \$26,218,137 | \$26,265,898 | \$27,169,959 | \$22,418,312 | \$2,490,924 | \$2,490,924 | \$2,490,924 | \$7,472,771 | \$2,705,606 | \$2,648,726 | \$2,430,465 | \$7,784,797 | \$30,203,110 | 4.2% | 11.2% | |
| Health Care Provider Tax | \$3,468,785 | \$3,237,794 | \$3,468,784 | \$2,619,495 | \$291,055 | \$291,055 | \$291,055 | \$873,165 | \$300,434 | \$300,434 | \$300,434 | \$901,302 | \$3,520,797 | 3.2% | 1.5% | |
| Depreciation Amortization | \$3,401,615 | \$3,811,815 | \$3,621,566 | \$2,638,193 | \$293,133 | \$293,133 | \$293,133 | \$879,398 | \$304,723 | \$304,723 | \$299,389 | \$908,910 | \$3,547,102 | 3.4% | -2.1% | |
| Interest - Short Term, Interest - Long Term | \$411,641 | \$441,487 | \$423,000 | \$310,927 | \$34,547 | \$34,547 | \$34,547 | \$103,642 | \$37,337 | \$35,964 | \$35,795 | \$109,097 | \$420,024 | 5.3% | -0.7% | |
| ACO Dues | \$105,443 | \$115,080 | \$2,776 | \$185,511 | \$20,612 | \$20,612 | \$20,612 | \$61,837 | \$20,208 | \$20,208 | \$20,208 | \$60,624 | \$246,135 | -2.0% | 8766.5% | |
| Medical/Surgical Drugs and Supplies | \$3,520,785 | \$2,793,570 | \$3,246,291 | \$2,102,128 | \$233,570 | \$233,570 | \$233,570 | \$700,709 | \$217,939 | \$196,387 | \$184,882 | \$599,208 | \$2,701,336 | -14.5% | -16.8% | |
| Pharmaceuticals | \$2,151,989 | \$1,479,323 | \$1,816,650 | \$1,406,283 | \$161,276 | \$159,988 | \$115,013 | \$260,301 | \$207,498 | -\$12,811 | \$109,186 | \$303,873 | \$1,710,156 | 16.7% | -5.9% | |
| Other Purchased Services - Consulting | \$0 | \$0 | \$39,052 | \$57,000 | \$6,333 | \$6,333 | \$6,333 | \$19,000 | \$67,025 | -\$56,333 | \$100,001 | \$110,693 | \$167,693 | 482.6% | 329.4% | |
| Other Purchased Services -Travelers | \$2,816,302 | \$395,700 | \$2,862,252 | \$842,639 | \$93,627 | \$93,627 | \$93,627 | \$280,880 | \$66,973 | \$170,065 | \$87,765 | \$324,803 | \$1,167,441 | 15.6% | -59.2% | |
| Other Operating Expenses | \$16,380,218 | \$14,224,927 | \$18,975,736 | \$13,229,296 | \$1,469,922 | \$1,469,922 | \$1,469,922 | \$4,409,765 | \$1,200,464 | \$1,570,249 | \$1,445,385 | \$4,216,100 | \$17,445,397 | -4.4% | -8.1% | |
| Total Operating Expenses | \$58,474,915 | \$52,765,924 | \$61,626,066 | \$45,809,784 | \$5,094,998 | \$4,917,734 | \$5,048,735 | \$15,061,468 | \$5,128,284 | \$5,177,612 | \$5,013,511 | \$15,319,407 | \$61,129,191 | 1.7% | -0.8% | |
| Net Operating Income | \$4,380,666 | \$6,758,134 | -\$4,733,932 | \$4,023,509 | \$442,034 | \$619,298 | \$488,297 | \$1,549,630 | -\$22,963 | -\$698,810 | -\$1,154,494 | -\$1,876,267 | \$3,965,771 | -221.1% | -183.8% | |
| Non Operating Revenue | -\$4,583,676 | \$1,215,000 | \$3,053,699 | \$0 | \$0 | \$0 | \$0 | \$0 | -\$206,282 | \$1,397,301 | \$849,421 | \$2,040,440 | \$2,040,440 | #DIV/0! | -33.2% | |
| Excess (Deficit) of Rev over Exp | -\$203,011 | \$7,973,134 | -\$1,680,233 | \$4,023,509 | \$442,034 | \$619,298 | \$488,297 | \$1,549,630 | -\$229,245 | \$698,491 | -\$305,073 | \$164,173 | \$6,006,210 | -89.4% | -457.5% | |
| Income Statement Metrics | | | | | | | | | | | | | | | | |
| Operating Margin % | 7.0% | 11.4% | -8.3% | 8.1% | 8.0% | 11.2% | 8.8% | 45.9% | -0.4% | -15.6% | -29.9% | -14.0% | 6.1% | | | |
| Total Margin % | -0.3% | 13.1% | -2.8% | 8.1% | 8.0% | 11.2% | 8.8% | 45.9% | -4.7% | 11.9% | -6.5% | 1.1% | 8.9% | | | |

| Gifford Medical Center | | | | | | | | | | |
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| Fiscal Year 2024 YTD Summary | | | | | | | | | | |
| Submission (October 2023 through December 2023) | | | | | | | | | | |
| BALANCE SHEET | FY2022A | FY2023 B | FY2023 A | FY2024 B | Oct-2023 | Nov-2023 | Dec-2023 | 2024 Projection | 2024 B-2024 P | 2023 A-2024 P |
| Cash & Investments | \$5,155,370 | \$14,059,015 | \$0 | \$8,399,210 | \$1,938,263 | -\$2,785,841 | \$1,646,898 | \$8,832,282 | 5.2% | #DIV/0! |
| Net Patient Accounts Receivable | \$9,189,065 | \$7,122,308 | \$0 | \$5,902,358 | \$4,984,758 | \$6,752,042 | \$8,333,460 | \$5,902,358 | 0.0% | #DIV/0! |
| Due From Third Parties | \$2,000,000 | \$118,355 | \$0 | \$704,258 | \$0 | \$0 | \$0 | \$704,258 | 0.0% | #DIV/0! |
| Risk Reserve Receivable | \$200,000 | \$300,000 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | #DIV/0! | #DIV/0! |
| Other Current Assets | \$2,575,924 | \$3,130,436 | \$0 | \$2,717,928 | \$2,565,622 | \$2,701,291 | \$2,492,696 | \$2,717,928 | 0.0% | #DIV/0! |
| Current Assets | \$19,120,360 | \$24,730,114 | \$0 | \$17,723,754 | \$9,488,643 | \$6,667,492 | \$12,473,054 | \$18,156,826 | 2.4% | |
| Board Designated Assets | \$25,551,052 | \$26,740,241 | \$0 | \$23,833,459 | \$21,906,608 | \$23,117,289 | \$16,961,352 | \$23,833,459 | 0.0% | #DIV/0! |
| Net, Property, Plant And Equipment | \$35,697,836 | \$36,161,883 | \$0 | \$37,127,799 | \$36,350,830 | \$36,074,439 | \$36,347,141 | \$37,127,799 | 0.0% | #DIV/0! |
| Other Long-Term Assets | \$7,299,563 | \$7,078,952 | \$0 | \$8,069,614 | \$9,101,725 | \$9,204,158 | \$8,206,105 | \$8,069,614 | 0.0% | #DIV/0! |
| Assets | \$87,668,811 | \$94,711,190 | \$0 | \$86,754,626 | \$76,847,806 | \$75,063,378 | \$73,987,652 | \$87,187,698 | 0.5% | #DIV/0! |
| Accounts Payable | \$5,085,580 | \$5,346,789 | \$0 | \$5,395,291 | \$4,383,843 | \$4,908,334 | \$5,608,275 | \$5,395,291 | 0.0% | #DIV/0! |
| Current Liabilities COVID-19 | \$1,509,041 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | #DIV/0! | #DIV/0! |
| Salaries, Wages And Payroll Taxes Payable | \$1,978,464 | \$2,831,420 | \$0 | \$2,098,952 | \$4,276,059 | \$2,880,855 | \$3,591,902 | \$2,098,952 | 0.0% | #DIV/0! |
| Other Third Party Settlements | \$1,390,272 | \$2,802,617 | \$0 | \$1,461,780 | \$1,206,830 | \$1,335,471 | \$335,471 | \$1,461,780 | 0.0% | #DIV/0! |
| ACO Risk Reserve | \$152,641 | \$414,060 | \$0 | \$0 | \$335,000 | \$368,500 | \$402,000 | \$0 | #DIV/0! | #DIV/0! |
| Other Current Liabilities | \$889,082 | \$1,641,848 | \$0 | \$977,276 | \$91,132 | \$183,162 | \$289,006 | \$977,276 | 0.0% | #DIV/0! |
| Current Liabilities | \$11,005,080 | \$13,036,734 | \$0 | \$9,933,299 | \$10,292,864 | \$9,676,322 | \$10,226,654 | \$9,933,299 | 0.0% | #DIV/0! |
| Long Term Liabilities COVID-19 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | #DIV/0! | #DIV/0! |
| Long Term Liabilities | \$15,275,744 | \$14,554,466 | \$0 | \$13,590,172 | \$13,868,151 | \$13,795,615 | \$13,722,267 | \$13,590,172 | 0.0% | #DIV/0! |
| Other Noncurrent Liabilities | -\$13,083,469 | -\$17,975,399 | \$0 | -\$19,761,913 | -\$19,980,538 | -\$21,765,224 | -\$23,008,166 | -\$19,761,913 | 0.0% | #DIV/0! |
| Long Term Liabilities | \$2,192,274 | -\$3,420,933 | \$0 | -\$6,171,741 | -\$6,112,387 | -\$7,969,609 | -\$9,285,899 | -\$6,171,741 | 0.0% | #DIV/0! |
| Total Liabilities | \$13,197,354 | \$9,615,801 | \$0 | \$3,761,558 | \$4,180,477 | \$1,706,713 | \$940,755 | \$3,761,558 | 0.0% | |
| Net Assets | \$74,674,468 | \$77,122,255 | \$0 | \$77,419,930 | \$72,896,577 | \$72,887,421 | \$72,882,724 | \$77,419,930 | 0.0% | #DIV/0! |
| YTD Change In Net Assets | -\$203,011 | \$7,973,134 | -\$1,282,894 | \$5,573,138 | -\$229,248 | \$469,244 | \$164,173 | \$6,006,210 | 7.8% | -568.2% |
| Fund Balance | \$74,471,457 | \$85,095,389 | -\$1,282,894 | \$82,993,068 | \$72,667,329 | \$73,356,665 | \$73,046,897 | \$83,426,140 | 0.5% | -6603.0% |
| Liabilities and Equities | \$87,668,812 | \$94,711,190 | -\$1,282,894 | \$86,754,626 | \$76,847,806 | \$75,063,378 | \$73,987,652 | \$87,187,698 | 0.5% | -6896.2% |
| Balance Sheet Metrics | | | | | | | | | | Change in Points |
| Days Cash on Hand | 203.5 | 304.2 | 0.0 | 205.1 | 141.4 | 119.8 | 105.8 | 205.1 | 0.0 | 205.1 |
| Debt Service Coverage Ratio | 6.7 | 8.5 | (0.7) | 7.2 | 2.9 | 0.0 | 0.0 | 7.2 | 0.0 | 7.8 |
| Long Term Debt to Capitalization | 0.2 | 0.1 | 0.0 | 0.1 | 0.2 | 0.2 | 0.2 | 0.1 | 0.0 | 0.1 |
| Days Payable | 72.9 | 97.2 | 0.0 | 63.2 | 25.0 | 27.4 | 31.8 | 63.2 | 0.0 | 63.2 |
| Days Receivable | 61.5 | 47.5 | 0.0 | 35.5 | 32.6 | 46.5 | 62.0 | 35.5 | 0.0 | 35.5 |

| Gifford Medical Center | | | | | | | |
|--------------------------------------------|--------|--------|------------------------------|----------|----------|----------|-----------|
| Fiscal Year 2024 YTD Summary | | | | | | | |
| Draft | | | | | | | |
| Utilization & Staffing | 2022 A | 2023 A | Oct-2023 | Nov-2023 | Dec-2023 | 2024 YTD | 2024 PROJ |
| Utilization Monthly | | | Utilization Monthly | | | | |
| Total Average Daily Census | | | 7 | 7 | 8 | 7 | 7 |
| Total Admissions | 1,254 | - | 54 | 77 | 74 | 205 | 820.00 |
| Total Patient Days | 4,007 | - | 216 | 231 | 222 | 669 | 2,676.00 |
| Magnetic Resonance Image Procedures, Exams | 1,292 | - | 119 | 99 | 90 | 308 | 1,232.00 |
| Cat Scan Procedures | 5,218 | - | 326 | 260 | 306 | 892 | 3,568.00 |
| Radiology - Diagnostic Procedures | 19,676 | - | 1,451 | 1,398 | 1,359 | 4,208 | 16,832.00 |
| Emergency Room Visits | 7,255 | - | 591 | 605 | 656 | 1,852 | 7,408.00 |
| Operating Room Procedure | 1,634 | - | 147 | 190 | 167 | 504 | 2,016.00 |
| Operating Room Cases | - | - | 166 | 176 | 144 | 486 | 1,944.00 |
| Physician Office Visits | 14,005 | - | 2,993 | 2,902 | 2,236 | 8,131 | 32,524.00 |
| Primary Care Visits | | | - | - | - | - | - |
| Specialty Visits | 14,005 | | 2,993 | 2,902 | 2,236 | 8,131 | 32,524.00 |
| Staffing Year to Date | | | Staffing Year to Date | | | | |
| Non MD FTEs | 176.1 | - | 148.0 | 153.0 | 151.0 | 151 | 151 |
| MLPs | - | - | - | - | - | - | - |
| Residents & Fellows | - | - | - | - | - | - | - |
| Physician FTEs | 14.9 | - | 19 | 20 | 19 | 5 | 5 |
| Travelers, Travelers MD | - | - | - | - | - | - | - |

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| Fiscal Year 2024 YTD Summary | | | | | | | | |
| Draft | | | | | | | | |
| Payer Mix | 2022 A | 2023 B | 2023 A | Oct-2023 | Nov-2023 | Dec-2023 | 2024 YTD | 2024 PROJ |
| Total Revenue | \$119,901,393 | \$117,134,621 | \$121,151,099 | \$10,571,026 | \$9,754,058 | \$8,084,848 | \$28,409,932 | \$130,748,015 |
| Disproportionate Share Payments | 303,401 | 357,444 | 451,394 | 33,029 | 33,029 | 33,030 | 99,088 | 414,535 |
| Graduate Medical Education | - | - | - | - | - | - | - | - |
| Bad Debt | (1,614,396) | (1,938,000) | (2,149,282) | 170,411 | (536,005) | (136,266) | (501,861) | (1,813,798) |
| Free Care | (434,582) | (525,647) | (461,951) | (32,436) | (12,732) | (12,320) | (57,489) | (437,595) |
| Deductions from Revenue | (63,606,813) | (60,317,742) | (68,142,854) | (6,007,795) | (5,113,360) | (4,465,994) | (15,587,148) | (69,266,873) |
| Net Payer Revenue | 54,549,003 | 54,710,676 | 50,848,406 | 4,734,236 | 4,124,990 | 3,503,297 | 12,362,522 | 59,644,284 |
| Fixed Prospective Payments | 4,131,933 | 3,300,000 | 3,963,519 | 289,968 | 285,249 | 270,437 | 845,653 | 3,737,308 |
| Reserves | - | - | - | (33,500) | (33,500) | (33,500) | (100,500) | (100,500) |
| Other Reform Payments | - | - | - | (0) | (5,117) | 5,117 | (0) | (0) |
| Fixed Prospective Payments and Reserves | 4,131,933 | 3,300,000 | 3,963,519 | 256,468 | 246,632 | 242,054 | 745,153 | 3,636,808 |
| Total Net Payer Revenue & Fixed Prospective Payment | 58,680,936 | 58,010,676 | 54,811,925 | 4,990,703 | 4,371,622 | 3,745,351 | 13,107,675 | 63,281,092 |
| Above From the Income Statement | | | | Above From the Income Statement | | | | |
| Medicare | | | | | | | | |
| Gross Revenue | \$60,928,078 | \$59,808,427 | \$47,072,273 | \$5,887,280 | \$3,413,166 | \$2,873,168 | \$12,173,615 | \$66,439,805.86 |
| Disproportionate Share Payments | | | | \$0 | \$0 | \$0 | \$0 | \$0 |
| Graduate Medical Education | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Bad Debt | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Free Care | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Deductions from Revenue | -\$32,810,605 | -\$31,739,648 | -\$28,708,565 | -\$3,733,152 | -\$1,848,228 | -\$1,419,709 | -\$7,001,089 | -\$35,730,260 |
| Net Payer Revenue | \$28,117,473 | \$28,068,779 | \$18,363,708 | \$2,154,128 | \$1,564,939 | \$1,453,459 | \$5,172,526 | \$30,709,546 |
| Fixed Prospective Payments | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Reserves - Risk Portion | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Other Reform Payments | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Total Net Payer Revenue & Fixed Prospective Payment | \$28,117,473 | \$28,068,779 | \$18,363,708 | \$2,154,128 | \$1,564,939 | \$1,453,459 | \$5,172,526 | \$30,709,546 |
| Medicaid | | | | | | | | |
| Gross Revenue | \$21,716,223 | \$20,482,853 | \$15,592,855 | \$1,438,083 | \$1,701,979 | \$1,409,292 | \$4,549,353 | \$23,680,735 |
| Disproportionate Share Payments | | | | \$0 | \$0 | \$0 | \$0 | \$0 |
| Graduate Medical Education | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Bad Debt | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Free Care | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Deductions from Revenue | -\$19,407,957 | -\$19,473,847 | -\$14,322,792 | -\$1,512,457 | -\$1,510,997 | -\$1,396,189 | -\$4,419,644 | \$11,211,951 |
| Net Payer Revenue | \$2,308,266 | \$1,009,006 | \$1,270,063 | -\$74,374 | \$190,981 | \$13,103 | \$129,710 | \$34,892,685 |
| Fixed Prospective Payments | \$4,131,933 | \$3,300,000 | \$3,110,077 | \$289,968 | \$285,249 | \$270,437 | \$845,653 | \$3,737,308 |
| Reserves - Risk Portion | \$0 | \$0 | \$0 | -\$33,500 | -\$33,500 | -\$33,500 | -\$100,500 | -\$100,500 |
| Other Reform Payments | \$0 | \$0 | \$0 | \$0 | -\$5,117 | \$5,117 | \$0 | \$0 |
| Total Net Payer Revenue & Fixed Prospective Payment | \$6,440,199 | \$4,309,006 | \$4,380,140 | \$182,093 | \$437,613 | \$255,157 | \$874,863 | \$38,529,493 |
| Commercial | | | | | | | | |
| Gross Revenue | \$37,257,092 | \$36,843,341 | \$30,475,871 | \$3,245,663 | \$4,638,913 | \$3,802,387 | \$11,686,964 | \$40,627,475 |
| Disproportionate Share Payments | | | | \$0 | \$0 | \$0 | \$0 | \$0 |
| Graduate Medical Education | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Bad Debt | -\$1,614,396 | -\$1,938,000 | -\$1,499,897 | \$170,411 | -\$536,005 | -\$136,266 | -\$501,861 | -\$1,813,798 |
| Free Care | -\$434,582 | -\$525,647 | -\$302,785 | -\$32,436 | -\$12,732 | -\$12,320 | -\$57,489 | -\$437,595 |
| Deductions from Revenue | -\$11,388,249 | -\$9,104,247 | -\$9,884,388 | -\$762,185 | -\$1,754,135 | -\$1,650,096 | -\$4,166,416 | -\$44,748,563 |
| Net Payer Revenue | \$23,819,865 | \$25,275,447 | \$18,788,800 | \$2,621,453 | \$2,336,041 | \$2,003,705 | \$6,961,198 | -\$6,372,481 |
| Fixed Prospective Payments | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Reserves - Risk Portion | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Other Reform Payments | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Total Net Payer Revenue & Fixed Prospective Payment | \$23,819,865 | \$25,275,447 | \$18,788,800 | \$2,621,453 | \$2,336,041 | \$2,003,705 | \$6,961,198 | -\$6,372,481 |
| Disproportionate Share Payments | \$303,401 | \$357,444 | \$451,394 | \$33,029 | \$33,029 | \$33,030 | \$99,088 | \$414,535 |

Question:

Please address the financial performance seen in your quarterly reporting:

Patient Revenue – Patient Revenue is below budgeted expectations by \$4.4M. This is due to our new EMR go-live. We expect our census and charges to increase during the next quarter.

FPP – The Fixed Prospective Payment came in under budgeted expectations by \$118K. This is due to participants dropping off from the original list from the beginning of the Calendar Year. This drop is not always predictable

Expenses - Staff & Provider Salaries and Contracted Salaries are over budgeted expectations by \$312K. This is due to overtime caused by the EMR Go-Live as well as the reliance on contracted FTEs for Locum coverage and our contracted Interim CFO.

Supplies and other Expenses are under budget due mostly to a reduction in Plowing/Landscaping due to a mild winter, as well as a reduction in Fuel oil and Propane expenses.

Realized and Unrealized Gain/Loss – YTD Realized Gain/Loss is currently at \$425K, with additional available unrealized gains of \$1.5M.

Days cash on hand is at 105.8 days. The reduction in cash is due to the EMR implementation. Cash levels should return to normal in the next quarter, as we ramp up collection in the new EMR system.

Physician Acquisitions or Transfers: <https://gmcboard.vermont.gov/sites/gmcb/files/files/hospital-budget/Physician%20Transfer%20Schedules%20A%20%26%20B.xls>

FY2020 Budget Guidance: <https://gmcboard.vermont.gov/sites/gmcb/files/FY2020%20Hospital%20Budget%20Guidance%20Final%20as%20of%202019-03-27%20updated%204%208%2019.pdf>