North Country Hospital

Fiscal Year 2019 Budget Analysis

Report Date: 8/3/2018

North Country Hospital
Fiscal Year 2019 Budget Analysis
QUESTIONS

- 1. Have the hospital's projections for FY2018 changed?
- 2. Please explain factors in the changes in Bad Debt and Free Care in the FY2019 Budget (including policy changes if any).
- 3. Please provide more specificity about what is included in Other Operating Expense for FY2017 Actuals, FY2018 Budget and Projections, and FY2019 Budget, and explain the variation from year to year.
- 4. Please explain the increase in 21 FTEs from FY2018 Projections to FY2019 Budget.
- 5. Please complete the table that has been provided to clarify accounting of ACO-related revenue and expenses.
- 6. Prevalence of COPD and Controlling High Blood Pressure are two All-Payer Model quality measures where performance for the Newport health service area is below the state average. Please describe any initiatives that the hospital is engaged in that address those two measures.

Fiscal Year 2019 Budget Analysis	ľ	North Country	Hospital						
INCOME STATEMENT	FY2015A	FY2016A	FY2017A	FY2018B	FY2018P	FY2019B	2018B - 2018P % Chg	2018B - 2019B % Chg	2018P - 2019I % Chg
Revenues									
Gross Patient Care Revenue	166,223,234	178,370,005	176,924,304	186,181,775	186,233,162	193,012,814	0.0%	3.7%	3.6%
Disproportionate Share Payments	2,276,974	1,735,504	1,201,206	403,818	403,818	879,211	0.0%	117.7%	117.7%
Bad Debt	(3,626,966)	(3,465,231)	(2,087,878)	(1,105,660)	(2,311,810)	(2,071,021)	109.1%	87.3%	-10.4%
Free Care	(1,283,142)	(1,114,262)	(1,545,788)	(1,261,784)	(1,886,795)	(1,753,024)	49.5%	38.9%	-7.1%
Deductions from Revenue	(90,293,004)	(97,734,434)	(97,804,957)	(105,143,570)	(109,659,502)	(114,166,944)	4.3%	8.6%	4.1%
Graduate Medical Education	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!
Net Patient Care Revenue	73,297,094	77,791,582	76,686,887	79,074,579	72,778,873	75,901,036	-8.0%	-4.0%	4.3%
Fixed Prospective Payments &									
Reserves	0	0	0	0	4,523,027	5,622,314	#DIV/0!	#DIV/0!	24.3%
Net Patient Care Revenue & Fixed					.,0_0,0	0,022,02			,
Payments & Reserves	73,297,094	77,791,582	76,686,887	79,074,579	77,301,900	81,523,350	-2.2%	3.1%	5.5%
Other Operating Revenue	7,181,556	6,174,954	5,620,168	5,885,122	5,655,416	6,083,556		3.4%	7.6%
Total Operating Revenue	80,478,650	83,966,536	82,307,055	84,959,701	82,957,316	87,606,906		3.1%	5.6%
Expenses									
Salaries Non MD	24,491,810	26,443,428	26,747,116	27,485,621	26,467,298	27,664,659	-3.7%	0.7%	4.5%
Fringe Benefits Non MD	8,077,211	9,377,399	10,083,036	10,481,826	10,338,550	10,732,923	-1.4%	2.4%	3.8%
Fringe Benefits MD	1,130,331	1,129,208	1,075,390	1,154,352	1,003,816	1,164,079	-13.0%	0.8%	16.0%
Physician Fees, Salaries, Contracts	13.465.876	14.439.987	15.256.583	14,196,022	14,296,865	14,792,632	0.7%	4.2%	3.5%
Health Care Provider Tax	4,283,890	4,464,892	4,633,146	4,533,348	4,533,348	4,533,348		0.0%	0.0%
Depreciation & Amortization	4,681,156	5,060,771	4,650,398	4,458,804	4,066,750	4,358,483		-2.2%	7.2%
Interest - Long Term & Short Term	647,943	596,513	692,008	689,347	674,663	605,858		-12.1%	-10.2%
Other Operating Expense	20,856,291	22,312,587	21,041,340	21,266,142	20,625,069	22,796,328		7.2%	10.5%
Total Operating Expense	77,634,509	83,824,785	84,179,016	84,265,462	82,006,360	86,648,310	-2.7%	2.8%	5.7%
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Net Operating Income (Loss)	2,844,141	141,751	(1,871,960)	694,239	950,956	958,597	37.0%	38.1%	0.8%
Non-Operating Revenue	(1,384,871)	2,028,401	3,886,125	1,253,190	1,653,237	1,504,524	31.9%	20.1%	-9.0%
Excess (Deficit) of Rev Over Exp	1,459,270	2,170,151	2,014,165	1,947,429	2,604,193	2,463,121	33.7%	26.5%	-5.4%
Benchmarks-Hospital									
Operating Margin%	3.5%	0.2%	-2.3%	0.8%	1.1%	1.1%			
Total Margin %	1.8%	2.5%	2.3%	2.3%	3.1%	2.8%			
Cost per Adjusted Admission	8,655	8,963	5,951	9,688	10,169	10,813			

DBSERVATIONS:

In FY2019, the hospital is projecting 2.4% less in NPR & FPP than for FY2018 and 2.7% less in Expenses. Bad Debt and Free Care in the FY2019 Budget are higher than FY2018 Budget but lower than FY2018 Projections. The hospital is requesting a 3.6% rate/price increase. The hospital is expecting to replace two surgeons who have left within the last year.

Fiscal Year 2	2019 Budget Analysis	North Country Hospi	tal						
NET PAYER RE	EVENUE CHANGE - PAYERS	FY2018B	FY2018P	FY2019B	2018B - 2018P % Chg	2018B - 2019B % Chg	2018P - 2019B % Chg	Change due to Rate	Change due to Non-Rat
All Payers	Gross Patient Care Revenue	\$186,181,775	\$186,233,154	\$193,012,814	0.0%	3.7%	3.6%		
	Contractual Allowances	(\$105,143,570)	(\$109,659,502)	(\$114,166,944)	4.3%	8.6%	4.1%		
	Bad Debt	(\$1,105,660)	(\$2,311,810)	(\$2,071,021)	109.1%	87.3%	-10.4%		
	Free Care	(\$1,261,784)	(\$1,886,795)	(\$1,753,024)	49.5%	38.9%	-7.1%		
	Graduate Medical Education Payments	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!		
	Disproportionate Share Payments	\$403,818	\$403,818	\$879,211	0.0%	117.7%	117.7%		
	Net Payer Revenue	\$79,074,579	\$72,778,865	\$75,901,036	-8.0%	-4.0%	4.3%		
	Fixed Prospective Payments & Reserves	\$0	\$4,523,027	\$5,622,314	#DIV/0!	#DIV/0!	24.3%		
	Net Patient Care Rev & Fixed Payments & Reserves	\$79,074,579	\$77,301,892	\$81,523,350	-2.2%	3.1%	5.5%	\$2,317,981	\$130,790
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Commercial	Gross Patient Care Revenue	\$61,525,233	\$61,844,097	\$64,384,857	0.5%	4.6%	4.1%		
	Contractual Allowances	(\$16,385,202)	(\$20,186,897)	(\$21,209,465)	23.2%	29.4%	5.1%		
	Bad Debt	(\$1,105,660)	(\$2,311,810)	(\$2,071,021)	109.1%	87.3%	-10.4%		
	Free Care	(\$1,261,784)	(\$1,886,795)	(\$1,753,024)	49.5%	38.9%	-7.1%		
	NPR	\$42,772,587	\$37,458,596	\$39,351,347	-12.4%	-8.0%	5.1%		
	Fixed Prospective Payment & Reserves	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!		
	Total Net Payer Revenue & Fixed Prospective Payment	\$42,772,587	\$37,458,596	\$39,351,347	-12.4%	-8.0%	5.1%	\$1,482,297	(\$745,503
							1		
Medicaid	Gross Patient Care Revenue	\$47,789,151	\$47,295,339	\$48,788,854	-1.0%	2.1%	3.2%		
	Contractual Allowances	(\$36,534,389)	(\$40,276,063)	(\$41,339,854)	10.2%	13.2%	2.6%		
	Bad Debt	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!		
	Free Care	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!		
	Graduate Medical Education Payments	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!		
	NPR	\$11,254,762	\$7,019,277	\$7,449,000	-37.6%	-33.8%	6.1%		
	Fixed Prospective Payment & Reserves	\$0	\$4,523,027	\$5,622,314	#DIV/0!	#DIV/0!	24.3%		
	Total Net Payer Revenue & Fixed Prospective Payment	\$11,254,762	\$11,542,304	\$13,071,314	2.6%	16.1%	13.2%	(\$42,761	(\$20,514
									-
Medicare	Gross Patient Care Revenue	\$76,867,391	\$77,093,717	\$79,839,103	0.3%	3.9%	3.6%		
	Contractual Allowances	(\$52,223,979)	(\$49,196,543)	(\$51,617,625)	-5.8%	-1.2%	4.9%		
	Bad Debt	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!		
	Free Care	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!		
	NPR	\$24,643,412	\$27,897,174	\$28,221,478	13.2%	14.5%	1.2%		
	Fixed Prospective Payment & Reserves	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!		
	Total Net Payer Revenue & Fixed Prospective Payment	\$24,643,412	\$27,897,174	\$28,221,478	13.2%	14.5%	1.2%	\$878,445	\$421,414
								-	
	Disproportionate Share Payments	\$403,818	\$403,818	\$879,211	0.0%	117.7%	117.7%		\$475,393
	NPR to Gross Commercial (no dsh)	69.5%	60.6%	61.1%					
	NPR to Gross Medicaid (no dsh)	23.6%	24.4%	26.8%					
	NPR to Gross Medicare (no dsh)	32.1%	36.2%	35.3%					
	NPR to Gross All (no dsh)	42.3%	41.3%	41.8%					

Observations: The hospital is requesting a 3.57% rate/price increase overall for FY2019.

NPR to Gross ratio for each payer is showing fluctuations, perhaps due to accounting changes related to Gross Revenue associated with Fixed Prospective Payments or utilization. Bad Debt and Free Care are also increasing, unfavorably. Disproportionate Share Payments show an increase of \$475,393.

North Country Hospital

RATE AND NET PATIENT REVENUE INCREASE

Rate is the average change in price for services provided.

	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019
Weighted Average Approved Rate (all hospitals)	6.82%	4.37%	1.67%	2.04%	
Weighted Average Submitted Rate (all hospitals)	6.82%	4.40%	2.21%	2.34%	3.12%
North Country Hospital Approved Rate	8.30%	4.82%	3.48%	5.00%	
North Country Hospital Submitted Rate	8.30%	4.82%	3.48%	5.00%	3.57%

Hospital Inpatient Gross Revenue	5.9%
Hospital Outpatient Gross Revenue	3.1%
Physician Outpatient Gross Revenue	0.0%
Chronic/SNF Gross Revenue	0.0%
Swing Gross Revenue	0.0%

Net Patient Revenue Change Due to Rate Request	
Commercial	\$ 1,482,297
Medicaid	\$ (42,761)
Medicare	\$ 878,445
Disproportionate Share	\$ -
Total Change Due to Rate Request	\$ 2,317,981

Value of 1% Rate - Calculated by GMCB	\$ 649,294
Value of 1% Rate - Calculated by North Country	\$ -
Variance	\$ 649,294

North Country has a rate/price request of 3.57%.

The 3.57% will result in increased NPR of \$2.3 million.

For NCH, every 1% increase in rate/price is worth approximately \$649,294 in net patient revenue.

Fiscal Year 2019 Budget Analysis	North Country Hospital							
DASHBOARD	FY2015A	FY2016A	FY2017A	FY2018B	FY2018P	FY2019B		
Net Patient Care Revenue	73,297,094	77,791,582	76,686,887	79,074,579	72,778,873	75,901,036		
Net Patient Care Rev & Fixed Payments & Reserves	73,297,094	77,791,582	76,686,887	79,074,579	77,301,900	81,523,350		
NPR & FPP % Variance		6.1%	-1.4%	3.1%	-2.2%	5.5%		
Three Year NPR & FPP CAGR* (FY16A - FY19B)						1.6%		
Operating Expense	77,634,509	83,824,785	84,179,016	84,265,462	82,006,360	86,648,310		
Oper Exp % Variance		8.0%	0.4%	0.1%	-2.7%	5.7%		
Three Year Oper. Exp. CAGR* (FY16A - FY19B)						1.1%		
Revenue								
Operating Margin %	3.5%	0.2%	-2.3%	0.8%	1.1%	1.1%		
Total Margin %	1.8%	2.5%	2.3%	2.3%	3.1%	2.8%		
Bad Debt %	2.2%	1.9%	1.2%	0.6%	1.2%	1.1%		
Free Care %	0.8%	0.6%	0.9%	0.7%	1.0%	0.9%		
Cost								
Cost per Adjusted Admission	8,655	8,963	5,951	9,688	10,169	10,813		
Overhead Exp. as a % of Total Operating Exp.	22.7%	22.3%	21.5%	22.2%	22.9%	23.2%		
Productivity & Utilization								
Acute Admissions	1,420	1,394	2,268	1,432	1,358	1,357		
Adjusted Admissions	8,971	9,352	14,337	8,698	8,064	8,014		
Average Length of Stay	3	3	2	3	4	4		
FTEs Per Adjusted Occupied Bed	5	5	6	6	6	7		
FTEs per 100 Adj Discharges	5	5	3	5	5	6		
Cash								
Days Cash on Hand	198.8	169.3	185.5	196.3	201.2	196.3		
Current Ratio	1.4	4.3	3.7	4.4	4.3	4.4		
Capital								
Age of Plant	9.1	9.3	10.9	12.6	12.7	12.7		
Long Term Debt to Capitalization				27.4%	23.9%	21.8%		
Debt Service Coverage Ratio	0.39	3.34	1.95	3.34	3.24	3.51		
*CAGR = Compounded Annual Growth Rate								

Fiscal Year 2019 Budget Analysis			North Count	ry Hospital					
UTILIZATION & STAFFING	FY2015A	FY2016A	FY2017A	FY2018B	FY2018P	FY2019B	2018B-2018P	2018B-2019B	2018P-2019E
UTILIZATION									
Adjusted Admissions	8,970	9,352	14,145	8,698	8,064	8,014	-7.3%	-7.9%	-0.6%
Acute Admissions	1,420	1,394	2,268	1,432	1,358	1,357	-5.2%	-5.2%	-0.1%
Acute Average Length Of Stay	3.2	3.2	3.1	3.2	3.2	3.2	0.4%	0.2%	-0.2%
All Operating Room Procedure	3,129	3,063	3,000	2,968	3,036	3,036	2.3%	2.3%	0.0%
Tests	532,354	549,247	531,368	538,700	515,671	515,672	-4.3%	-4.3%	0.0%
Emergency Room Visits	16,605	15,987	15,521	16,530	15,456	15,456	-6.5%	-6.5%	0.0%
CT Scan, Radiology - Diagnostic	17,166	18,101	18,075	17,637	17,738	17,737	0.6%	0.6%	0.0%
Exams	1,378	1,386	1,324	1,354	1,345	1,345	-0.7%	-0.7%	0.0%
Provider Work RVU	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!
Physician Office Visits	86,549	97,769	99,775	98,876	94,872	95,918	-4.0%	-3.0%	1.1%
Clinic Visits	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!
STAFFING									
FT Equivalents (Heads)	426	444	456	459	443	464	(16)	5	21
Travelers, Travelers MD	0	0	0	0	0	0	O	0	0
Residents & Fellows	0	0	0	0	0	0	0	0	0
MLPs	0	0	0	0	0	0	0	0	0
Physician FTEs	30	29	30	31	29	33	(2)	1	3
Total FTEs	457	473	487	491	473	497	(18)	6	24
Benchmarks-Hospital									
Salary per FTE - Non-MD	\$ 57,460	\$ 59,587	\$ 58,602	\$ 59,854	\$ 59,696	\$ 59,605	-0.3%	-0.4%	-0.2%
Salary & Benefits per FTE - Non-MD	\$ 76,410	\$ 80,718	\$ 80,694	\$ 82,680	\$ 83,014	\$ 82,730	0.4%	0.1%	-0.3%
FTEs Per Adjusted Occupied Bed	5	5	6	6	6	7	3.9%	9.4%	5.3%
FTEs per 100 Adj Discharges	5	5	3	5	5	6	4.1%	9.7%	5.3%
Benchmarks-Vermont System Averages									
Salary per FTE - Non-MD	\$ 61,326	\$ 63,250	\$ 65,422	\$ 65,917	\$ 67,055	\$ 67,424	1.7%	2.3%	0.5%
Salary & Benefits per FTE - Non-MD	\$ 80,704	\$ 81,921	\$ 85,211	\$ 84,856	\$ 86,361	\$ 86,812	1.8%	2.3%	0.5%
FTEs Per Adjusted Occupied Bed	6	6	6	6	6	6	-0.7%	2.8%	3.6%
FTEs per 100 Adj Discharges	7	7	7	8	8	8	-1.1%	1.3%	2.4%

North Country Hospital

Observations:

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NCH's overall utilization in FY2019 Budget, as measured by Adjusted Admissions, is expected to decrease from FY2018 Budget and Projections. Most other FY2019 Budget utiliation measures are the same as FY2018 Projections and several show a decline over FY2018 Budget. In the FY2019 Budget, the hospital is budgeting for more FTEs than for FY2018 Projections. The hospital is expecting to replace two surgeons that have terminated within the last year in FY2019.

Salary & Benefits per FTE have remained steady. Productivity statistics as measured by FTEs per Adjusted Occupied and FTEs per 100 Adjusted Discharges are projected to increase.

Questions: Please explain the reduction in 21 FTEs from FY2018 Projections to FY2019 Budget; where are the positions, why were they eliminated, and have any services been affected as a result?

Fiscal Year 2019 Budget Analysis				North Coun	itry	· Hospital					
BALANCE SHEET		FY2015A		FY2016A		FY2017A	FY2018B	FY2018P	FY2019B		
Cash & Investments	\$	5,441,054	\$	2,507,404	\$	1,567,456	\$ 5,194,466	\$ 2,604,181	\$ 2,463,129		
Risk Reserve for Fixed Reform Payments		-		-		-	-	-	-		
Other Current Assets		11,716,624		11,590,179		14,331,770	13,958,810	16,007,955	16,298,085		
Current Assets		17,157,678		14,097,583		15,899,226	19,153,276	18,612,136	18,761,214		
Board Designated Assets		34,288,615		34,027,352		38,845,739	37,723,628	40,354,695	41,795,358		
Net, Property, Plant And Equipment		28,038,118		26,815,387		24,697,926	24,175,605	26,537,431	26,046,855		
Other Long-Term Assets		2,218,838		4,668,601		4,320,222	3,404,110	4,430,142	4,581,767		
Assets	\$	81,703,249	\$	79,608,923	\$	83,763,113	\$ 84,456,619	\$ 89,934,404	\$ 91,185,194		
Current Liabilities	\$	32,020,167	\$	9,897,642	\$	12,636,713	\$ 12,999,175	\$ 13,733,163	\$ 13,733,163		
Long Term Liabilities		3,456,829		20,602,338		19,364,561	19,339,895	17,846,140	16,541,890		
Other Noncurrent Liabilities		-		-		-	-	-	-		
Fund Balance		46,226,253		49,108,943		51,761,839	52,117,549	58,355,101	60,910,141		
Liabilities and Equities	\$	81,703,249	\$	79,608,923	\$	83,763,113	\$ 84,456,619	\$ 89,934,404	\$ 91,185,194		
Benchmarks-Hospital											
Days Cash on Hand		198.8		169.3		185.5	196.3	201.2	196.3		
Long Term Debt to Capitalization		7.0%		29.6%		27.8%	27.4%	23.9%	21.8%		
Debt Service Coverage Ratio		0.4		3.3		2.0	3.3	3.2	3.5		
Benchmarks-Vermont System Averages											
Days Cash on Hand		178.5		183.3		193.6	167.3	178.2	173.4		
Long Term Debt to Capitalization		27.6%		30.5%		29.0%	29.6%	26.7%	25.4%		
Debt Service Coverage Ratio		3.7		5.0		3.9	3.7	3.7	3.7		
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Observations:

The hospital's balances for Other Current Assets have shifted from FY2017 Actuals to FY2018 Projections and FY2019 Budget. The Fund Balance is steadily increasing. Days Cash on Hand is higher than the Vermont System Average.

Fiscal Year 2019 Budget Analysis	North Country Hospital														
CAPITAL BUDGET	2015A	FY2016A	FY2017A	FY2018B		FY2018P		FY2019B		2020 Plan		2021 Plan		2022 Plan	
Non-Certificate of Need Capital Plans Total Certificate of Need Capital Plans Total Capital Purchases				\$ \$ \$	3,269,037 - 3,269,037	\$ \$ \$	3,269,037 - 3,269,037	\$ \$ \$	6,251,686 - 6,251,686	\$	-	\$ \$ \$	-	\$ \$ \$	-
North Country Hospital															
Age of Plant Capital Expenditures to Depreciation	9.1 115.9%	9.3 79.9%	10.9 53.5%		12.6 73.3%		12.7 80.4%		12.7 143.4%						
Capital Cost % of Total Expense	6.9%	6.7%	6.3%		6.1%		5.8%		5.7%						
Benchmarks-Vermont System Averages					10.0										
Age of Plant Capital Expenditures to Depreciation Capital Cost % of Total Expense	11.4	11.8	12.5		13.0 116.6% 5.3%		13.2 116.5% 5.3%		13.5 145.7% 5.0%						

<u>Observations:</u> The hospital is budgeting more Non-CON Capital Expenditures for FY2019 than in the past; the narrative indicates that the increase is intended to cover lab and ED renovations. Age of Plant has been closer to the Vermont System Average in recent years.