



resource to our primary care providers in helping to assess for opioid use disorder in patients receiving opioid prescriptions for chronic pain.

- In 2017, Gifford implemented screening for alcohol and substance use disorders for all new patients and annual visits in the primary care practices. Patients who screen positive are offered additional support through our Addiction Medicine program.
- Gifford began participating in the Vermont Medicaid Women’s Health Initiative in April 2017. We have since implemented enhanced universal health and psycho-social screening within our Women’s Health locations, to include screening for behavioral health and substance use disorders. This initiative supports a social worker who provides care coordination of services for patients identified as high-risk.

Gifford participates in the statewide Hub and Spoke program, and receives Vermont Medicaid funding for MAT nurses and licensed master’s-level clinicians to offer MAT Team support to our MAT providers and patients. Our MAT team works closely with our MAT providers and other community partners to develop clinical pathways and referral protocols to ensure that patients are receiving care at the appropriate level. As our MAT patient panel grows, we expand our MAT team proportionally.

We are excited that our treatment resources are expanding within our community, thereby providing more options and flexibility for our patients to receive needed care closer to home and contributing to greater overall rates of initiation and engagement in treatment within our health service area.

8. *Health Reform Investments.*

Part I: Provide updates on all health reform activities submitted under the GMCB’s extended NPR cap for FYs 2016 - 2018 including:

Gifford remains committed to responding appropriately to health care reform and investments. However last year (FY18) was the first year that Gifford requested the 4 percent health care reform investment, please refer to Attachment 2.

Total Health Care Reform Investment for 2018: \$568,000				Per GMCB budget guidance, indicate which of the health care reform criteria the investment meets				
	Activities, investments, or initiatives within the 0.4% health care reform investment	Allocation for the investment	Was this activity in last year’s budget?	Is this investment supplanting the previous costs, or are they new?	Support for ACO infrastructure or programs	Support of community infrastructure related to ACO programs	Population health improvement activities	Population health measures outlined in APM
1	ACO dues(CHAC)	\$ 50,000	No	New	X			
2	IT Initiatives:		No	New/Supplanting	X	X	X	X
3	QM Initiatives	\$ 39,000	No	New		X	X	X
4	Community Outreach Initiatives	\$ 105,000	Yes/No	New/Supplanting		X	X	X

- CHAC the ACO Gifford was a part of no longer exists and the expenses are not budgeted in FY19.



- e-Clinical Works, Gifford’s new EMR, has been successfully implemented in the spring of 2018. Ongoing expenses are noted in Appendix V.
- The QM initiatives noted are ongoing and reflected in the FY19 budgeted expenses.
- Gifford has enhanced its Community Outreach initiatives during FY18 the focus was on substance use and we predict our work will continue with this initiative in FY19 as well as other preventative health outreach as noted in Appendix V.

Part II: Complete the Table at Appendix V.

See Appendix V

9. Reconciliation. Provide a reconciliation between FY 2018 approved budget and FY 2018 YTD, showing both positive and negative variances. Explain the variances.

Gifford Medical Center				
CEO: Dan Bennett				
Fiscal Year 2018 YTD Summary			182	
		2018 B Through March	2018 YTD	2018 B-2018 YTD
Revenues				
Inpatient	\$	16,030,665	\$ 12,436,407	-22.4%
Outpatient	\$	45,670,043	\$ 41,837,985	-8.4%
Swing Beds	\$	903,196	\$ 1,152,506	27.6%
Gross Patient Care Revenue	\$	62,603,903	\$ 55,426,898	-11.5%
Disproportionate Share Payments	\$	323,000	\$ 323,000	0.0%
Bad Debt	\$	(1,658,494)	\$ (1,240,962)	-25.2%
Free Care	\$	(279,426)	\$ (211,896)	-24.2%
Deductions from Revenue	\$	(31,231,978)	\$ (28,847,693)	-7.6%
Net Patient Care Revenue	\$	29,757,005	\$ 25,449,347	-14.5%
Total NPR & FPP	\$	29,757,005	\$ 25,449,347	-14.5%
Other Operating Revenue	\$	454,644	\$ 546,406	
Total Operating Revenue	\$	30,211,649	\$ 25,995,753	-14.0%
Operating Expense	\$	29,526,672	\$ 29,142,807	-1.3%
Net Operating Income	\$	684,977	\$ (3,147,054)	-559.4%
Non Operating Revenue	\$	425,000	\$ 1,169,336	175.1%
Excess (Deficit) of Rev over Exp	\$	1,109,977	\$ (1,977,718)	-278.2%
Operating Margin %		2.3%	-12.1%	
Total Margin %		3.6%	-7.3%	