



## Health Care Advocate FY2021 Hospital Budget Guidance Questions

### 1. Commercial Rate

In the table provided below, please provide by commercial payer (BCBSVT, TVHP, MVP, Cigna, and

Other):

a. The rate change you implemented in FY2020 and budgeted for FY2021.

b. The budgeted FY2021 net patient revenue (NPR) and proposed NPR change from FY2020.

**BMH does not have the data down to this individual payer level.**

c. The average ratio of the payer’s reimbursement rate to Medicare’s reimbursement rate.

**BMH does not have the data down to this individual payer level.**

Table 1. Commercial Rate	Rate Change		Net Patient Revenue		% Change from FY20B to FY21B	Medicare Reference
	FY2020 (Implemented)	FY2021 (Budget)	FY2020 (Budget)	FY2021 (Budget)		Average Ratio of Reimbursement Rate to Medicare Reimbursement Rate (FY2020)
BCBSVT	3.4%	4.9%				
TVHP	3.4%	4.9%				
MVP	3.4%	4.9%				
Cigna	3.4%	4.9%				
Other	3.4%	4.9%				

### 2. Hospital Financial Assistance during COVID-19

a. How have you changed your official or unofficial patient financial assistance policies and/or procedures during COVID-19?

**Our collection counselor discontinued meeting with patients in person and met with them by phone only. The only change that BMH initiated was to suspend sending anyone to collections starting April 1, 2020.**

b. How have you handled patient collections during COVID-19?

**BMH continued to send out statements for self-pay accounts but put a hold on sending any new accounts to collections as stated above.**

c. How many patients had bills sent to collection agencies during each of the first three quarters of FY2020?

**The total number of patients sent to collections for the first three quarters for FY2020 was 385.**

d. How many patients currently have bills in collections? How does this number compare to a normal year for your hospital?

**There are a total of 2,077 patients currently in collections. This compares to a normal year for BMH.**

### **3. Provider Recruitment**

a. How (if at all) have you leveraged the federal J-1 visa waiver program in your recruitment of health care providers?

**BMH has not leveraged the federal J-1 visa waiver program in our recruitment of health care providers for this fiscal year. BMH has successfully leveraged the J-1 visa waiver program in prior years.**