



VT Legal Aid, Inc., Office of the Health Care Advocate

FY2021 Hospital Budget Guidance Questions [Updated due to COVID-19]

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. *Rate changes are applied uniformly to all payers.*
- b. The budgeted FY2021 net patient revenue (NPR) and proposed NPR change from FY2020. *NPR is not tracked or budgeted by individual Commercial payer and therefore not able to be reported by payer.*
- c. The average ratio of the payer’s reimbursement rate to Medicare’s reimbursement rate. *As above in 1b.*

Table 1. Commercial Rate						
	Rate Change		Net Patient Revenue			Medicare Reference
	FY2020 (Implemented)	FY2021 (Budget)	FY2020 (Budget)	FY2021 (Budget)	% Change from FY20B to FY21B	Average Ratio of Reimbursement Rate to Medicare Reimbursement
BCBSVT	3.2%	3.2%				
TVHP	3.2%	3.2%				
MVP	3.2%	3.2%				
Cigna	3.2%	3.2%				
Other	3.2%	3.2%				

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? *We have not changed our policy, but we have had to base financial need on current status due to unemployment and loss of income during COVID as opposed to using the previous tax forms. The financial need is based on current COVID conditions.*
- b. How have you handled patient collections during COVID-19?
  - i. How many patients had bills sent to collection agencies during each of the first three quarters of FY2020?

	<u>\$ Total</u>	<u># of Encounters</u>
Q1	\$ 172,875.40	723
Q2	\$ 172,489.22	633
Q3	\$ 252,592.30	898

- ii. How many patients currently have bills in collections?  
*7479 encounters.*

iii How does this number compare to a normal year for your hospital?

<u>Date</u>	<u>\$ Total</u>	<u># of Encounters</u>
June 2020	\$2,232,664.86	7479
June 2019	\$1,419,850.65	5024

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? [Grace Cottage has not used the federal J-1 visa waiver program for recruiting.](#)