



Gifford Medical Center

44 South Main Street, P.O. 2000 • Randolph, Vermont 05060

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www.giffordhealthcare.org

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.
- b. The budgeted FY2021 net patient revenue (NPR) and proposed NPR change from FY2020.
- c. The average ratio of the payer's reimbursement rate to Medicare's reimbursement rate.

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 Rate (FY2020)
BCBSVT	5%	4%	\$ 14,581,494.77	\$ 15,084,739.02	3.45%	219%
TVHP	5%	4%	\$ 187,902.21	\$ 57,540.55	-69.38%	240%
MVP	5%	4%	\$ 2,214,100.16	\$ 2,497,643.70	12.81%	185%
Cigna	5%	4%	\$ 5,856,067.06	\$ 7,397,808.11	26.33%	187%
Other	5%	4%	\$ 5,221,283.67	\$ 3,247,000.91	-37.81%	237%

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?
 - No policy changes were made to our process for applying and qualifying for free care
 - Unofficially, we have been more generous when working with patients who approach us about establishing an interest free payment plan to pay their personal balances over time
- b. How have you handled patient collections during COVID-19?
 - No policy changes were made to our process of sending accounts to collections.
- i. How many patients had bills sent to collection agencies during each of the first three quarters of FY2020?
 - FY20 Q1 1,142
 - FY20 Q2 2,306
 - FY20 Q3 2,000



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- ii. How many patients currently have bills in collections? How does this number compare to a normal year for your hospital?
 - Gifford currently has 4,063 patients in collections. This quantity is on par with a normal year.

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?
 - When recruiting, we always consider health care providers eligible for the J-1 visa waiver, but have not yet employed any.