

Brattleboro Memorial Hospital

Fiscal Year 2022 Actuals

Brattleboro Memorial Hospital							
Christopher Dougherty Andre Bissonnette							
Fiscal Year 2022 Actuals							
INCOME STATEMENT	2020 A	2021 A	2022 B	2022 A	2023 B	2022 B - 2022 A	2022 A - 2023 B
Revenues							
Gross Patient Care Revenue	\$172,517,296	\$197,875,612	\$211,533,512	\$215,214,525	\$252,473,288	1.7%	19.4%
Disproportionate Share Payments	\$532,030	\$631,732	\$530,861	\$1,008,435	\$617,549	90.0%	16.3%
Graduate Medical Education (UVMHC only)	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!
Bad Debt	-\$2,185,136	-\$2,829,399	-\$3,635,638	-\$4,824,020	-\$3,850,000	32.7%	5.9%
Free Care	-\$2,545,756	-\$778,228	-\$2,821,753	-\$943,341	-\$2,724,062	-66.6%	-3.5%
Deductions from Revenue	-\$107,163,710	-\$120,464,386	-\$126,411,653	-\$131,513,315	-\$154,896,399	4.0%	22.5%
Net Patient Care Revenue	\$61,154,724	\$74,435,331	\$79,195,329	\$78,942,283	\$91,620,376	-0.3%	15.7%
Fixed Prospective Payments	\$15,439,130	\$14,053,782	\$13,892,894	\$13,787,328	\$13,864,484	-0.8%	-0.2%
Reserves	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!
Other Reform Payments	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!
Fixed Prospective Payments and Reserves	\$15,439,130	\$14,053,782	\$13,892,894	\$13,787,328	\$13,864,484	-0.8%	-0.2%
Net Patient Care Rev & Fixed Payments & Reserves	\$76,593,854	\$88,489,113	\$93,088,223	\$92,729,611	\$105,484,860	-0.4%	13.3%
340B Retail Pharmacy Programs	\$1,855,151	\$1,980,611	\$2,145,495	\$1,320,725	\$1,673,587	-38.4%	-22.0%
COVID-19 Stimulus and Other Grant Funding	\$12,484,406	\$109,089	\$0	\$0	\$0	#DIV/0!	#DIV/0!
Specialty Pharmacy	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!
Outpatient Pharmacy Revenue	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!
Cafeteria & Parking	\$258,578	\$285,412	\$299,953	\$250,209	\$264,507	-16.6%	-11.8%
Grant Income	\$1,533,248	\$1,455,126	\$1,670,367	\$5,465,009	\$1,434,149	227.2%	-14.1%
Reference Lab Revenue	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!
Meaningful Use	\$8,500	\$68,000	\$0	\$0	\$0	#DIV/0!	#DIV/0!
Other	\$463,279	\$1,167,949	\$325,776	\$1,165,375	\$350,286	257.7%	7.5%
Other Operating Revenue	\$16,603,162	\$5,066,187	\$4,441,591	\$8,201,319	\$3,722,529	84.6%	-16.2%
Total Operating Revenue	\$93,197,016	\$93,555,300	\$97,529,814	\$100,930,930	\$109,207,389	3.5%	12.0%
Operating Expenses							
Salaries Non MD, Fringe Benefits Non MD, Physician Fees & Salaries, Fringe Benefits MD	\$58,500,531	\$60,314,127	\$62,378,041	\$62,977,333	\$67,403,715	1.0%	8.1%
Health Care Provider Tax	\$5,006,382	\$4,680,807	\$5,526,036	\$5,396,961	\$6,385,260	-2.3%	15.5%
Depreciation Amortization	\$4,237,777	\$3,924,803	\$4,270,607	\$3,970,095	\$4,062,533	-7.0%	-4.9%
Interest - Short Term, Interest - Long Term	\$136,985	\$127,650	\$449,046	\$110,385	\$482,265	-75.4%	7.4%
ACO Dues	\$279,102	\$192,725	\$324,334	\$161,942	\$430,116	-50.1%	32.6%
Medical/Surgical Drugs and Supplies	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!
Pharmaceuticals	\$4,750,852	\$5,691,808	\$4,493,238	\$10,167,539	\$6,808,901	126.3%	51.5%
Other Purchased Services - Consulting	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!
Other Purchased Services -Travelers	\$927,749	\$301,519	\$200,000	\$4,360,824	\$3,000,000	2080.4%	1400.0%
Other Operating Expenses	\$18,842,276	\$19,920,453	\$19,219,184	\$17,632,462	\$19,907,599	-8.3%	3.6%
Total Operating Expenses	\$92,681,654	\$95,153,892	\$96,860,486	\$104,777,540	\$108,480,389	8.2%	12.0%
Net Operating Income	\$515,362	-\$1,598,592	\$669,328	-\$3,846,610	\$727,000	-674.7%	8.6%
Non Operating Revenue	\$9,204,560	\$5,600,655	\$505,000	-\$3,914,480	\$0	-875.1%	-100.0%
Excess (Deficit) of Rev over Exp	\$9,719,922	\$4,002,064	\$1,174,328	-\$7,761,091	\$727,000	-760.9%	-38.1%
Income Statement Metrics							
Operating Margin %	0.6%	-1.7%	0.7%	-3.8%	0.7%		
Total Margin %	9.5%	4.0%	1.2%	-8.0%	0.7%		

Brattleboro Memorial Hospital									
Christopher Dougherty Andre Bissonnette									
Fiscal Year 2022 Actuals									
BALANCE SHEET	2020 A	2021 A	2022 B	2022 A	2023 B	2022 B - 2022 P	2022 B - 2023 B	2022 P - 2023 B	
Cash & Investments	\$20,789,147	\$5,505,198	\$6,432,416	\$2,329,328	\$5,229,515	-63.8%	-18.7%	124.5%	
Net Patient Accounts Receivable	\$8,400,283	\$15,993,510	\$13,456,025	\$15,974,251	\$19,194,217	18.7%	42.6%	20.2%	
Due From Third Parties	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!	
Risk Reserve Receivable	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!	
Other Current Assets	\$3,680,806	\$2,943,849	\$3,715,495	\$3,226,977	\$3,378,974	-13.1%	-9.1%	4.7%	
Current Assets	\$32,870,236	\$24,442,557	\$23,603,936	\$21,530,556	\$27,802,706	-8.8%	17.8%	29.1%	
Board Designated Assets	\$42,711,182	\$47,884,039	\$38,248,698	\$34,057,133	\$32,472,897	-11.0%	-15.1%	-4.7%	
Net, Property, Plant And Equipment	\$25,502,814	\$31,784,329	\$41,543,470	\$43,226,843	\$45,498,671	4.1%	9.5%	5.3%	
Other Long-Term Assets	\$0	\$0	\$0	\$738,064	\$0	#DIV/0!	#DIV/0!	-100.0%	
Assets	\$101,084,232	\$104,110,925	\$103,396,104	\$99,552,595	\$105,774,274	-3.7%	2.3%	6.2%	
Accounts Payable	\$8,939,686	\$6,268,824	\$5,944,242	\$7,705,535	\$6,126,770	29.6%	3.1%	-20.5%	
Current Liabilities COVID-19	\$0	\$5,073,884	\$0	\$862,950	\$0	#DIV/0!	#DIV/0!	-100.0%	
Salaries, Wages And Payroll Taxes Payable	\$4,640,686	\$5,142,629	\$5,502,575	\$5,467,082	\$6,809,629	-0.6%	23.8%	24.6%	
Other Third Party Settlements	\$6,710,790	\$454,348	\$525,000	\$610,961	\$1,592,434	16.4%	203.3%	160.6%	
ACO Risk Reserve	\$391,551	\$577,397	\$1,000,000	\$2,271,849	\$1,000,000	127.2%	0.0%	-56.0%	
Other Current Liabilities	\$2,521,017	\$4,526,651	\$1,705,650	\$2,193,984	\$3,682,906	28.6%	115.9%	67.9%	
Current Liabilities	\$23,203,730	\$22,043,734	\$14,677,467	\$19,112,361	\$19,211,739	30.2%	30.9%	0.5%	
Long Term Liabilities COVID-19	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!	
Long Term Liabilities	\$7,324,893	\$7,307,728	\$15,278,967	\$13,742,304	\$14,615,921	-10.1%	-4.3%	6.4%	
Other Noncurrent Liabilities	\$0	\$90,024	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!	
Long Term Liabilities	\$7,324,893	\$7,397,752	\$15,278,967	\$13,742,304	\$14,615,921	-10.1%	-4.3%	6.4%	
Total Liabilities	\$30,528,623	\$29,441,486	\$29,956,434	\$32,854,665	\$33,827,660	9.7%	12.9%	3.0%	
Net Assets	\$60,835,687	\$70,667,376	\$72,253,774	\$68,564,265	\$71,219,614	-5.1%	-1.4%	3.9%	
YTD Change In Net Assets	\$9,719,922	\$4,002,064	\$1,174,328	-\$7,761,091	\$727,000	-760.9%	-38.1%	-109.4%	
Fund Balance	\$70,555,609	\$74,669,440	\$73,428,102	\$60,803,174	\$71,946,614	-17.2%	-2.0%	18.3%	
Liabilities and Equities	\$101,084,232	\$104,110,925	\$103,384,536	\$93,657,839	\$105,774,274	-9.4%	2.3%	12.9%	
Balance Sheet Metrics									Change in Points
Days Cash on Hand	219.5	213.6	160.1	131.7	128.5	-28.4	-31.6	-3.3	
Debt Service Coverage Ratio to 1	4.4	19.2	3.1	0.2	3.4	-2.9	0.3	3.2	
Long Term Debt to Capitalization	0.1	0.1	0.2	0.2	0.2	0.0	-0.0	-0.0	
Days Payable	95.8	88.2	57.9	69.2	67.2	11.3	9.3	-2.0	
Days Receivable	50.1	78.4	62.0	73.9	76.5	11.8	14.4	2.6	

Brattleboro Memorial Hospital					
Christopher Dougherty Andre Bissonnette					
Fiscal Year 2022 Actuals					
Utilization Monthly	2020 A	2021 A	2022 A	2023 B	2022 A - 2023 B
Total Average Daily Census	15	14	16	1	-96%
Total Admissions	1,855	1,872	2,050	449	-78%
Total Patient Days	5,362	5,246	5,797	237	-96%
Magnetic Resonance Image Procedures, Exams	2,071	2,190	-	2,221	#DIV/0!
Cat Scan Procedures	6,828	7,441	-	7,394	#DIV/0!
Radiology - Diagnostic Procedures	23,081	17,942	-	28,314	#DIV/0!
Emergency Room Visits	12,331	12,885	12,907	12,585	-2%
Operating Room Procedure	1,869	2,118	-	2,567	#DIV/0!
Operating Room Cases	464	473	-	-	#DIV/0!
Physician Office Visits	51,083	58,910	60,161	79,563	32%
Staffing Year to Date	2020 A	2021 A	2022 A	2023 B	2022 P - 2023 B
Non MD FTEs	448.6	465.4	-	496.0	496.0
MLPs	21.5	22.5	-	23.6	23.6
Residents & Fellows	-	-	-	-	-
Physician FTEs	27.0	26.5	-	27.1	27.1
Travelers, Travelers MD	6.1	8.6	-	-	-

Christopher Dougherty Andre Bissonnette								
Fiscal Year 2022 Actuals								
Payer Mix	2020 A	2021 A	2022 B	2022 A	2023 B	2022 B - 2022 A	2022 B - 2023 B	2022 A - 2023 B
Gross Revenue	\$172,517,296	\$197,875,612	\$211,533,512	\$215,214,524	\$241,900,509	2%	14%	12%
Contractual Allowances (includes Bad Debt & Free Care)	-\$111,894,603	-\$124,072,013	-\$132,869,044	-\$137,280,677	-\$150,897,682	3%	14%	10%
Disproportionate Share Payments	\$532,030	\$631,732	\$530,861	\$1,008,435	\$617,549	90%	16%	-39%
Graduate Medical Education Payments	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!
Net Payer Revenue	\$61,154,723	\$74,435,331	\$79,195,329	\$78,942,282	\$91,620,376	0%	16%	16%
Fixed Prospective Payments	\$15,439,130	\$14,053,782	\$13,892,894	\$13,787,328	\$13,864,484	-1%	0%	1%
Reserves - Risk Portion	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!
Other Reform Payments	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!
Total Net Payer Revenue & Fixed Prospective Payment	\$76,593,853	\$88,489,113	\$93,088,223	\$92,729,610	\$105,484,860	0%	13%	14%
Above From the Income Statement								
Medicare								
Gross Revenue	\$83,750,186	\$91,814,432	\$97,287,721	\$98,754,847	\$107,156,772	2%	10%	9%
Contractual Allowances (includes Bad Debt & Free Care)	-\$65,396,964	-\$68,745,090	-\$71,880,145	-\$75,461,286	-\$83,199,903	5%	16%	10%
Disproportionate Share Payments	\$0	\$0	\$0	\$0	\$0			
Graduate Medical Education Payments	\$0	\$0	\$0	\$0	\$0			
Net Payer Revenue	\$18,353,222	\$23,069,342	\$25,407,576	\$23,293,561	\$23,956,869	-8%	-6%	3%
Fixed Prospective Payments	\$11,059,292	\$9,952,508	\$9,729,219	\$9,291,244	\$9,147,627	-5%	-6%	-2%
Reserves - Risk Portion	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!
Other Reform Payments	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!
Total Net Payer Revenue & Fixed Prospective Payment	\$29,412,514	\$33,021,850	\$35,136,795	\$32,584,805	\$33,104,496	-7%	-6%	2%
Medicaid								
Gross Revenue	\$29,399,451	\$35,858,429	\$37,993,113	\$39,883,362	\$39,202,720	5%	3%	-2%
Contractual Allowances (includes Bad Debt & Free Care)	-\$24,767,877	-\$32,158,534	-\$29,099,143	-\$36,146,761	-\$34,091,957	24%	17%	-6%
Disproportionate Share Payments	\$0	\$0	\$0	\$0	\$0			
Graduate Medical Education Payments	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!
Net Payer Revenue	\$4,631,574	\$3,699,895	\$8,893,970	\$3,736,601	\$5,110,763	-58%	-43%	37%
Fixed Prospective Payments	\$4,426,905	\$4,085,659	\$4,174,442	\$4,510,030	\$4,716,857	8%	13%	5%
Reserves - Risk Portion	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!
Other Reform Payments	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!
Total Net Payer Revenue & Fixed Prospective Payment	\$9,058,479	\$7,785,554	\$13,068,412	\$8,246,631	\$9,827,620	-37%	-25%	19%
Commercial								
Gross Revenue	\$59,367,660	\$70,202,751	\$76,252,678	\$76,576,315	\$95,541,017	0%	25%	25%
Contractual Allowances (includes Bad Debt & Free Care)	-\$21,729,762	-\$23,168,389	-\$31,889,756	-\$25,672,630	-\$33,605,822	-19%	5%	31%
Disproportionate Share Payments	\$0	\$0	\$0	\$0	\$0			
Graduate Medical Education Payments	\$0	\$0	\$0	\$0	\$0			
Net Payer Revenue	\$37,637,898	\$47,034,362	\$44,362,922	\$50,903,685	\$61,935,195	15%	40%	22%
Fixed Prospective Payments	-\$47,067	\$15,615	-\$10,767	-\$13,946	\$0	30%	-100%	-100%
Reserves - Risk Portion	\$0	\$0	\$0	\$0	\$0			
Other Reform Payments	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!
Total Net Payer Revenue & Fixed Prospective Payment	\$37,590,831	\$47,049,977	\$44,352,155	\$50,889,739	\$61,935,195	15%	40%	22%
Disproportionate Share Payments	\$532,030	\$631,732	\$530,861	\$1,008,435	\$617,549	90%	16%	-39%
Payer Mix	2020 A	2021 A	2022 B	2022 A	2023 B			
Gross Revenue Payer Mix%								
Medicare	49%	46%	46%	46%	44%			
Medicaid	17%	18%	18%	19%	16%			
Commercial	34%	35%	36%	36%	39%			
NPR/FPP Payer Mix%								
Medicare	38%	37%	38%	35%	31%			
Medicaid	12%	9%	14%	9%	9%			
Commercial	49%	53%	48%	55%	59%			
DSH	1%	1%	1%	1%	1%			