

Porter Medical Center

Fiscal Year 2023 Submitted Budget

Porter Medical Center

Questions:

1. Is your Projection still valid? If not, please explain.

Porter Medical Center							
Thomas Thompson Scott Comeau							
Fiscal Year 2023 Submitted Budget							
INCOME STATEMENT	2020 A	2021 A	2022 B	2022 P	2023 B	2022 B - 2022 P	2022 B - 2023 B
Revenues							
Gross Patient Care Revenue	\$155,312,236	\$175,799,847	\$184,556,184	\$189,644,346	\$197,618,118	2.8%	7.1%
Disproportionate Share Payments	\$463,977	\$422,328	\$460,568	\$450,977	\$450,977	-2.1%	-2.1%
Graduate Medical Education (UVMCM only)	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!
Bad Debt	-\$4,584,197	-\$3,849,598	-\$5,888,867	-\$5,213,567	-\$5,195,521	-11.5%	-11.8%
Free Care	-\$882,965	-\$1,013,689	-\$1,233,526	-\$1,360,779	-\$1,389,563	10.3%	12.6%
Deductions from Revenue	-\$90,573,165	-\$100,344,477	-\$104,443,318	-\$104,270,287	-\$105,086,645	-0.2%	0.6%
Net Patient Care Revenue	\$59,735,886	\$71,014,411	\$73,451,041	\$79,250,689	\$86,397,366	7.9%	17.6%
Fixed Prospective Payments	\$16,307,281	\$19,459,930	\$20,537,021	\$20,463,901	\$17,828,472	-0.4%	-13.2%
Reserves	\$962,147	\$739,567	-\$327,957	\$0	\$0	-100.0%	-100.0%
Other Reform Payments	\$467,414	\$307,045	\$507,930	\$335,592	\$238,230	-33.9%	-53.1%
Fixed Prospective Payments and Reserves	\$17,736,842	\$20,506,542	\$20,716,994	\$20,799,492	\$18,066,702	0.4%	-12.8%
Net Patient Care Rev & Fixed Payments & Reserves	\$77,472,728	\$91,520,953	\$94,168,035	\$100,050,181	\$104,464,068	6.2%	10.9%
340B Retail Pharmacy Programs	\$3,527,159	\$2,537,156	\$3,440,380	\$2,197,418	\$1,636,565	-36.1%	-52.4%
COVID-19 Stimulus and Other Grant Funding	\$6,002,473	\$1,819,762	\$0	\$1,949,930	\$0	#DIV/0!	#DIV/0!
Specialty Pharmacy	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!
Outpatient Pharmacy Revenue	\$0	\$0	\$0	-\$67,333	\$0	#DIV/0!	#DIV/0!
Cafeteria & Parking	\$160,649	\$170,111	\$168,000	\$188,040	\$188,040	11.9%	11.9%
Grant Income	\$258,022	\$2,040,162	\$43,231	\$1,493,387	\$135,012	3354.4%	212.3%
Reference Lab Revenue	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!
Meaningful Use	\$51,300	\$36,350	\$0	\$3,245	\$0	#DIV/0!	#DIV/0!
Other	\$2,371,785	\$1,149,904	\$2,557,205	\$765,509	\$2,488,070	-70.1%	-2.7%
Other Operating Revenue	\$12,371,388	\$7,753,445	\$6,208,817	\$6,530,196	\$4,447,688	5.2%	-28.4%
Total Operating Revenue	\$89,844,115	\$99,274,398	\$100,376,852	\$106,580,377	\$108,911,755	6.2%	8.5%
Operating Expenses							
Salaries Non MD, Fringe Benefits Non MD, Physician							
Fees & Salaries, Fringe Benefits MD	\$53,178,926	\$56,498,362	\$58,578,400	\$66,044,986	\$65,195,935	12.7%	11.3%
Health Care Provider Tax	\$4,437,345	\$5,056,752	\$5,170,719	\$5,089,258	\$5,882,043	-1.6%	13.8%
Depreciation Amortization	\$2,956,128	\$2,856,225	\$3,133,013	\$3,149,694	\$2,527,385	0.5%	-19.3%
Interest - Short Term, Interest - Long Term	\$305,688	\$287,287	\$268,705	\$264,305	\$247,955	-1.6%	-7.7%
ACO Dues	\$214,740	\$129,556	\$132,993	\$93,571	\$141,197	-29.6%	6.2%
Medical/Surgical Drugs and Supplies	\$7,041,441	\$5,322,003	\$4,887,123	\$5,942,820	\$6,112,898	21.6%	25.1%
Pharmaceuticals	\$0	\$3,151,584	\$3,154,791	\$3,318,102	\$3,550,369	5.2%	12.5%
Other Purchased Services - Consulting	\$0	\$133,529	\$569,321	\$139,101	\$118,456	-75.6%	-79.2%
Other Purchased Services -Travelers	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!
Other Operating Expenses	\$18,036,247	\$18,169,373	\$19,320,723	\$19,190,310	\$18,958,920	-0.7%	-1.9%
Total Operating Expenses	\$86,170,515	\$91,604,670	\$95,215,788	\$103,232,148	\$102,735,157	8.4%	7.9%
Net Operating Income	\$3,673,600	\$7,669,728	\$5,161,064	\$3,348,229	\$6,176,598	-35.1%	19.7%
Non Operating Revenue	\$217,041	\$3,352,556	\$777,936	-\$1,969,977	\$547,646	-353.2%	-29.6%
Excess (Deficit) of Rev over Exp	\$3,890,641	\$11,022,284	\$5,939,000	\$1,378,252	\$6,724,244	-76.8%	13.2%
Income Statement Metrics							
Operating Margin %	4.1%	7.7%	5.1%	3.1%	5.7%		
Total Margin %	4.3%	10.7%	5.9%	1.3%	6.1%		

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Fiscal Year 2023 Submitted Budget									
BALANCE SHEET	2020 A	2021 A	2022 B	2022 Projection	2023 B	2022 B - 2022 P	2022 B - 2023 B	2022 P - 2023 B	
Cash & Investments	\$37,964,775	\$30,445,316	\$28,203,184	\$13,747,784	\$17,830,094	-51.3%	-36.8%	29.7%	
Net Patient Accounts Receivable	\$13,301,065	\$13,082,399	\$10,827,960	\$8,963,250	\$9,358,268	-17.2%	-13.6%	4.4%	
Due From Third Parties	\$930,991	\$4,367,940	\$2,847,586	\$7,990,798	\$7,990,798	180.6%	180.6%	0.0%	
Risk Reserve Receivable	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!	
Other Current Assets	\$4,548,987	\$3,193,132	\$3,452,915	\$5,230,107	\$5,230,107	51.5%	51.5%	0.0%	
Current Assets	\$56,745,818	\$51,088,786	\$45,331,645	\$35,931,938	\$40,409,267	-20.7%	-10.9%	12.5%	
Board Designated Assets	\$5,882,294	\$19,205,838	\$14,969,133	\$35,650,471	\$36,198,116	138.2%	141.8%	1.5%	
Net, Property, Plant And Equipment	\$16,732,389	\$15,562,685	\$16,382,068	\$13,309,622	\$14,083,116	-18.8%	-14.0%	5.8%	
Other Long-Term Assets	\$2,091,015	\$1,386,155	\$1,690,071	\$1,386,155	\$1,386,155	-18.0%	-18.0%	0.0%	
Assets	\$81,451,516	\$87,243,463	\$78,372,918	\$86,278,185	\$92,076,655	10.1%	17.5%	6.7%	
Accounts Payable	\$2,071,859	\$846,093	\$895,301	\$483,785	\$484,390	-46.0%	-45.9%	0.1%	
Current Liabilities COVID-19	\$2,029,447	\$1,747,010	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!	
Salaries, Wages And Payroll Taxes Payable	\$6,642,665	\$7,435,110	\$7,011,863	\$8,233,627	\$7,873,469	17.4%	12.3%	-4.4%	
Other Third Party Settlements	\$4,827,281	\$4,103,946	\$0	\$655,250	\$655,250	#DIV/0!	#DIV/0!	0.0%	
ACO Risk Reserve	\$0	\$276,824	\$0	\$524,419	\$524,419	#DIV/0!	#DIV/0!	0.0%	
Other Current Liabilities	\$5,411,630	\$2,400,293	\$5,858,380	\$7,295,210	\$7,311,560	24.5%	24.8%	0.2%	
Current Liabilities	\$20,982,882	\$16,809,277	\$13,765,544	\$17,192,291	\$16,849,088	24.9%	22.4%	-2.0%	
Long Term Liabilities COVID-19	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!	
Long Term Liabilities	\$9,547,480	\$8,996,059	\$8,399,592	\$9,904,291	\$9,321,720	17.9%	11.0%	-5.9%	
Other Noncurrent Liabilities	\$5,873,172	\$6,393,806	\$5,556,326	\$2,123,564	\$2,123,564	-61.8%	-61.8%	0.0%	
Long Term Liabilities	\$15,420,652	\$15,389,864	\$13,955,919	\$12,027,855	\$11,445,283	-13.8%	-18.0%	-4.8%	
Total Liabilities	\$36,403,534	\$32,199,141	\$27,721,463	\$29,220,146	\$28,294,372	5.4%	2.1%	-3.2%	
Net Assets	\$41,157,342	\$44,022,039	\$44,712,455	\$55,679,788	\$57,058,040	24.5%	27.6%	2.5%	
YTD Change In Net Assets	\$3,890,641	\$11,022,284	\$5,939,000	\$1,378,252	\$6,724,244	-76.8%	13.2%	387.9%	
Fund Balance	\$45,047,982	\$55,044,323	\$50,651,455	\$57,058,040	\$63,782,283	12.6%	25.9%	11.8%	
Liabilities and Equities	\$81,451,516	\$87,243,463	\$78,372,918	\$86,278,185	\$92,076,655	10.1%	17.5%	6.7%	
Balance Sheet Metrics									Change in Points
Days Cash on Hand	166.5	173.9	147.6	153.2	169.9	5.6	22.3	16.7	
Debt Service Coverage Ratio to 1	8.3	13.2	10.3	8.1	10.8	-2.1	0.5	2.6	
Long Term Debt to Capitalization	0.2	0.1	0.1	0.2	0.1	0.0	-0.0	-0.0	
Days Payable	92.0	69.1	54.6	62.7	61.4	8.1	6.8	-1.3	
Days Receivable	81.3	67.2	53.8	41.3	39.5	-12.5	-14.3	-1.7	

Porter Medical Center					
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Fiscal Year 2023 Submitted Budget					
Utilization Monthly	2020 A	2021 A	2022 P	2023 B	2022 P - 2023 B
Total Average Daily Census	16	16	16	17	5%
Total Admissions	1,798	1,782	1,716	1,793	4%
Total Patient Days	5,799	5,940	5,949	6,221	5%
Magnetic Resonance Image Procedures, Exams	1,129	1,543	1,737	1,700	-2%
Cat Scan Procedures	4,567	5,646	5,681	5,807	2%
Radiology - Diagnostic Procedures	22,424	25,239	26,316	26,007	-1%
Emergency Room Visits	10,750	11,233	12,110	12,237	1%
Operating Room Procedure	3,833	3,986	3,314	4,000	21%
Operating Room Cases	-	-	-	-	#DIV/0!
Physician Office Visits	71,683	71,334	-	-	#DIV/0!
Staffing Year to Date	2020 A	2021 A	2022 P	2023 B	2022 P - 2023 B
Non MD FTEs	396.4	401.0	404.2	422.8	18.6
MLPs	21.4	22.1	22.6	28.3	5.7
Residents & Fellows	-	-	-	-	-
Physician FTEs	40.4	41.0	39.6	40.9	1.3
Travelers, Travelers MD	10.8	13.9	32.0	14.5	(17.6)

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Fiscal Year 2023 Submitted Budget								
Payer Mix	2020 A	2021 A	2022 B	2022 P	2023 B	2022 B - 2022 P	2022 B - 2023 B	2022 P - 2023 B
Gross Revenue	\$155,312,236	\$175,799,847	\$184,556,184	\$189,644,346	\$197,618,118	3%	7%	4%
Contractual Allowances (includes Bad Debt & Free Care)	-\$96,040,327	-\$105,207,764	-\$111,565,711	-\$110,844,634	-\$111,671,729	-1%	0%	1%
Disproportionate Share Payments	\$463,977	\$422,328	\$460,568	\$450,977	\$450,977	-2%	-2%	0%
Graduate Medical Education Payments	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!
Net Payer Revenue	\$59,735,886	\$71,014,410	\$73,451,041	\$79,250,689	\$86,397,366	8%	18%	9%
Fixed Prospective Payments	\$16,307,281	\$19,459,930	\$20,537,021	\$20,463,901	\$17,828,472	0%	-13%	-13%
Reserves - Risk Portion	\$962,147	\$739,567	-\$327,957	\$0	\$0	-100%	-100%	#DIV/0!
Other Reform Payments	\$467,414	\$307,045	\$507,930	\$335,592	\$238,230	-34%	-53%	-29%
Total Net Payer Revenue & Fixed Prospective Payment	\$77,472,727	\$91,520,953	\$94,168,035	\$100,050,181	\$104,464,068	6%	11%	4%
Above From the Income Statement								
Medicare								
Gross Revenue	\$67,879,060	\$78,184,881	\$81,105,370	\$83,856,799	\$86,642,315	3%	7%	3%
Contractual Allowances (includes Bad Debt & Free Care)	-\$47,888,626	-\$53,263,449	-\$57,715,370	-\$51,440,530	-\$56,385,403	-11%	-2%	10%
Disproportionate Share Payments	\$0	\$0	\$0	\$0	\$0			
Graduate Medical Education Payments	\$0	\$0	\$0	\$0	\$0			
Net Payer Revenue	\$19,990,434	\$24,921,432	\$23,390,000	\$32,416,269	\$30,256,912	39%	29%	-7%
Fixed Prospective Payments	\$10,765,351	\$13,363,663	\$14,349,850	\$12,959,526	\$13,787,671	-10%	-4%	6%
Reserves - Risk Portion	\$1,311,656	\$784,221	-\$186,377	\$0	\$0	-100%	-100%	#DIV/0!
Other Reform Payments	\$186,307	\$75,795	\$93,234	\$177,329	\$36,900	90%	-60%	-79%
Total Net Payer Revenue & Fixed Prospective Payment	\$32,253,748	\$39,145,111	\$37,646,708	\$45,553,124	\$44,081,483	21%	17%	-3%
Medicaid								
Gross Revenue	\$23,869,922	\$27,316,456	\$28,169,960	\$29,400,085	\$31,074,667	4%	10%	6%
Contractual Allowances (includes Bad Debt & Free Care)	-\$21,472,580	-\$23,924,254	-\$24,970,941	-\$25,498,094	-\$23,703,891	2%	-5%	-7%
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	\$2,397,342	\$3,392,202	\$3,199,020	\$3,901,991	\$7,370,776	22%	130%	89%
Fixed Prospective Payments	\$5,622,080	\$5,963,135	\$6,243,885	\$7,313,704	\$3,804,217	17%	-39%	-48%
Reserves - Risk Portion	-\$349,509	-\$44,654	-\$141,580	\$0	\$0	-100%	-100%	#DIV/0!
Other Reform Payments	\$158,757	\$103,754	\$156,383	\$72,583	\$72,360	-54%	-54%	0%
Total Net Payer Revenue & Fixed Prospective Payment	\$7,828,670	\$9,414,437	\$9,457,708	\$11,288,277	\$11,247,354	19%	19%	0%
Commercial								
Gross Revenue	\$63,563,254	\$70,298,510	\$75,280,854	\$76,387,462	\$79,901,136	1%	6%	5%
Contractual Allowances (includes Bad Debt & Free Care)	-\$26,679,121	-\$28,020,061	-\$28,879,400	-\$33,906,009	-\$31,582,435	17%	9%	-7%
Disproportionate Share Payments	\$0	\$0	\$0	\$0	\$0			
Graduate Medical Education Payments	\$0	\$0	\$0	\$0	\$0			
Net Payer Revenue	\$36,884,132	\$42,278,449	\$46,401,453	\$42,481,452	\$48,318,701	-8%	4%	14%
Fixed Prospective Payments	-\$80,151	\$133,132	-\$56,714	\$190,671	\$236,583	-436%	-517%	24%
Reserves - Risk Portion	\$0	\$0	\$0	\$0	\$0			
Other Reform Payments	\$122,350	\$127,497	\$258,312	\$85,680	\$128,970	-67%	-50%	51%
Total Net Payer Revenue & Fixed Prospective Payment	\$36,926,332	\$42,539,077	\$46,603,051	\$42,757,804	\$48,684,254	-8%	4%	14%
Disproportionate Share Payments	\$463,977	\$422,328	\$460,568	\$450,977	\$450,977	-2%	-2%	0%
Payer Mix								
	2020 A	2021 A	2022 B	2022 P	2023 B			
Gross Revenue Payer Mix%								
Medicare	44%	44%	44%	44%	44%			
Medicaid	15%	16%	15%	16%	16%			
Commercial	41%	40%	41%	40%	40%			
NPR/FPP Payer Mix%								
Medicare	42%	43%	40%	46%	42%			
Medicaid	10%	10%	10%	11%	11%			
Commercial	48%	46%	49%	43%	47%			
DSH	1%	0%	0%	0%	0%			

Porter Medical Center							Porter Medical Center							
							MEDIAN BENCHMARKS							
	Actuals FY2019	Actuals FY2020	Actuals FY2021	Budget FY2022	Projection FY2022	Budget FY2023	Vermont CAH FY2022	Vermont PPS FY2023	Vermont PPS FY2022	Vermont PPS FY2023	Northeast CAH FY2020	U.S. CAH FY2020	Northern NE FY2020	Fitch** Northeast FY2020
Net Patient Care Rev & Fixed Payments & Reserves	84,961,115	77,472,728	91,520,953	94,168,035	100,050,181	104,464,068								
NPR/FPP % change					6.2%	10.9%								
Operating Expense	86,649,174	86,170,515	91,604,670	95,215,788	103,232,148	102,735,157								
Operating Expense % change					8.4%	7.9%								
Operating Margin %	5.15%	4.09%	7.73%	5.14%	3.14%	5.67%	-0.31%	1.84%	-1.72%	1.00%	4.3%	3.6%	4.1%	4.1%
Total Margin %	5.87%	4.32%	10.74%	5.87%	1.32%	6.14%	0.36%	2.41%	-4.77%	2.42%	6.7%	5.4%	4.3%	4.3%
Days Cash on Hand	128.5	166.5	173.9	147.6	153.2	169.9	138.1	139.4	146.1	128.7	174.81	192.28	166.5234006	166.5234006
Days Payable	51.4	92.0	69.1	54.6	62.7	61.4	67.9	69.0	52.9	58.6	0	0	92.03639128	92.03639128
Days Receivable	60.7	81.3	67.2	53.8	41.3	39.5	41.4	41.4	45.0	43.6	40.23	47.25	81.27256815	81.27256815
Debt Service Coverage Ratio to 1	9.01	8.25	13.15	10.26	8.14	10.78	1.89	4.14	1.09	3.32	9.53	4.16	8.250812195	8.250812195
Long Term Debt to Capitalization	20%	17%	14%	14%	16%	14%	19%	17%	17%	16%	33.1%	31.2%	17.5%	17.5%
Age of Plant	13.2	13.7	15.2	14.9	14.8	19.3	15.0	14.8	15.8	16.6	14.06	12.32	13.72745403	13.72745403

Benchmarks
*Flex Monitoring 2019 CAH
**Fitch Ratings Research-Not for Profit-Select Northeast and Northern NE (MA, ME, NH)