

Rutland Regional Medical Center

Fiscal Year 2023 Submitted Budget

Rutland Regional Medical Center

Questions:

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

Rutland Regional Medical Center							
Claudio Fort Judi Fox							
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	\$539,440,990	\$637,836,276	\$639,838,632	\$696,484,967	\$815,432,682	8.9%	27.4%
Disproportionate Share Payments	\$3,242,526	\$3,346,117	\$3,435,517	\$3,360,890	\$3,342,142	-2.2%	-2.7%
Graduate Medical Education (UVMCMC only)	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!
Bad Debt	-\$9,177,446	-\$5,515,479	-\$5,859,997	-\$7,033,084	-\$8,067,668	20.0%	37.7%
Free Care	-\$5,531,925	-\$5,119,561	-\$4,016,432	-\$4,375,131	-\$4,717,226	8.9%	17.4%
Deductions from Revenue	-\$287,746,728	-\$354,995,505	-\$361,822,542	-\$389,004,716	-\$490,664,596	7.5%	35.6%
Net Patient Care Revenue	\$240,227,416	\$275,551,848	\$271,575,178	\$299,432,926	\$315,325,334	10.3%	16.1%
Fixed Prospective Payments	\$13,701,103	\$45,222,796	\$49,699,545	\$61,472,928	\$60,393,000	23.7%	21.5%
Reserves	-\$14,673,178	-\$44,516,283	-\$49,975,869	-\$61,956,810	-\$60,956,810	24.0%	22.0%
Other Reform Payments	\$0	-\$250,143	-\$937,484	\$686,485	-\$791,186	-173.2%	-15.6%
Fixed Prospective Payments and Reserves	-\$972,075	\$456,370	-\$1,213,808	\$202,603	-\$1,354,996	-116.7%	11.6%
Net Patient Care Rev & Fixed Payments & Reserves	\$239,255,341	\$276,008,218	\$270,361,370	\$299,635,529	\$313,970,338	10.8%	16.1%
340B Retail Pharmacy Programs	\$12,776,796	\$12,460,623	\$11,421,329	\$7,882,954	\$8,978,008	-31.0%	-21.4%
COVID-19 Stimulus and Other Grant Funding	\$21,217,397	\$14,346,776	\$0	\$7,443,444	\$0	#DIV/0!	#DIV/0!
Specialty Pharmacy	\$3,265,740	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!
Outpatient Pharmacy Revenue	\$0	\$2,505,932	\$0	\$0	\$0	#DIV/0!	#DIV/0!
Cafeteria & Parking	\$859,520	\$758,284	\$716,895	\$833,687	\$1,057,136	16.3%	47.5%
Grant Income	\$2,714,350	\$2,670,371	\$2,796,895	\$2,678,417	\$2,504,978	-4.2%	-10.4%
Reference Lab Revenue	\$0	\$199,879	\$0	\$0	\$0	#DIV/0!	#DIV/0!
Meaningful Use	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!
Other	\$1,805,843	\$2,405,816	\$5,810,615	\$8,009,774	\$8,156,367	37.8%	40.4%
Other Operating Revenue	\$42,639,646	\$35,347,680	\$20,745,734	\$26,848,276	\$20,696,489	29.4%	-0.2%
Total Operating Revenue	\$281,894,987	\$311,355,898	\$291,107,104	\$326,483,805	\$334,666,827	12.2%	15.0%
Operating Expenses							
Salaries Non MD, Fringe Benefits Non MD, Physician Fees & Salaries, Fringe Benefits MD	\$159,531,969	\$168,410,966	\$162,300,398	\$184,057,362	\$177,386,278	13.4%	9.3%
Health Care Provider Tax	\$15,348,072	\$15,739,721	\$16,064,517	\$17,978,132	\$18,838,220	11.9%	17.3%
Depreciation Amortization	\$12,592,768	\$12,633,292	\$12,712,258	\$11,842,931	\$12,457,939	-6.8%	-2.0%
Interest - Short Term, Interest - Long Term	\$1,302,013	\$1,181,728	\$1,562,040	\$1,311,653	\$1,220,107	-16.0%	-21.9%
ACO Dues	\$386,697	\$483,042	\$400,000	\$1,141,393	\$1,265,004	185.3%	216.3%
Medical/Surgical Drugs and Supplies	\$5,515,609	\$6,830,852	\$7,141,140	\$7,523,684	\$8,279,214	5.4%	15.9%
Pharmaceuticals	\$15,038,548	\$17,924,862	\$15,883,679	\$21,584,571	\$22,013,801	35.9%	38.6%
Other Purchased Services - Consulting	\$8,377,335	\$1,319,291	\$0	\$0	\$0	#DIV/0!	#DIV/0!
Other Purchased Services -Travelers	\$10,009,204	\$8,903,627	\$4,864,681	\$18,627,000	\$10,428,000	282.9%	114.4%
Other Operating Expenses	\$53,247,281	\$70,958,453	\$70,057,028	\$74,668,982	\$74,173,909	6.6%	5.9%
Total Operating Expenses	\$281,349,496	\$304,385,835	\$290,985,741	\$338,735,708	\$326,062,472	16.4%	12.1%
Net Operating Income	\$545,491	\$6,970,064	\$121,363	-\$12,251,903	\$8,604,355	-10195.3%	6989.8%
Non Operating Revenue	\$14,875,238	\$28,607,927	\$6,373,864	-\$13,242,820	\$321,897	-307.8%	-94.9%
Excess (Deficit) of Rev over Exp	\$15,420,729	\$35,577,990	\$6,495,227	-\$25,494,723	\$8,926,252	-492.5%	37.4%
Income Statement Metrics							
Operating Margin %	0.2%	2.2%	0.0%	-3.8%	2.6%		
Total Margin %	5.2%	10.5%	2.2%	-8.1%	2.7%		

Rutland Regional Medical Center									
Claudio Fort Judi Fox									
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	\$54,980,027	\$46,507,966	\$23,526,410	\$18,310,509	\$17,600,863	-22.2%	-25.2%	-3.9%	
Net Patient Accounts Receivable	\$22,772,235	\$21,034,801	\$24,831,793	\$21,361,811	\$21,361,811	-14.0%	-14.0%	0.0%	
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	\$17,185,190	\$16,437,078	\$12,864,055	\$12,621,085	\$12,835,661	-1.9%	-0.2%	1.7%	
Current Assets	\$94,937,452	\$83,979,845	\$61,222,258	\$52,293,405	\$51,798,335	-14.6%	-15.4%	-0.9%	
Board Designated Assets	\$148,508,586	\$174,775,400	\$172,918,225	\$161,622,581	\$161,622,581	-6.5%	-6.5%	0.0%	
Net, Property, Plant And Equipment	\$99,836,449	\$99,704,646	\$103,109,782	\$95,861,715	\$99,428,633	-7.0%	-3.6%	3.7%	
Other Long-Term Assets	\$10,849,971	\$16,633,751	\$19,396,997	\$18,496,558	\$21,346,558	-4.6%	10.1%	15.4%	
Assets	\$354,132,458	\$375,093,642	\$356,647,262	\$328,274,259	\$334,196,107	-8.0%	-6.3%	1.8%	
Accounts Payable	\$8,182,957	\$6,260,865	\$4,507,541	\$6,061,293	\$6,061,293	34.5%	34.5%	0.0%	
Current Liabilities COVID-19	\$13,547,104	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!	
Salaries, Wages And Payroll Taxes Payable	\$15,480,232	\$10,853,853	\$12,586,068	\$9,853,851	\$11,053,851	-21.7%	-12.2%	12.2%	
Other Third Party Settlements	\$11,517,798	\$32,888,536	\$1,504,312	\$14,054,259	\$13,054,259	834.3%	767.8%	-7.1%	
ACO Risk Reserve	\$779,418	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!	
Other Current Liabilities	\$12,308,460	\$12,448,686	\$12,166,006	\$10,438,781	\$10,760,964	-14.2%	-11.5%	3.1%	
Current Liabilities	\$61,815,969	\$62,451,940	\$30,763,927	\$40,408,184	\$40,930,367	31.3%	33.0%	1.3%	
Long Term Liabilities COVID-19	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!	
Long Term Liabilities	\$42,780,592	\$45,571,471	\$44,338,383	\$42,043,951	\$38,517,364	-5.2%	-13.1%	-8.4%	
Other Noncurrent Liabilities	\$28,706,646	\$6,189,465	\$6,782,014	\$4,432,377	\$4,432,377	-34.6%	-34.6%	0.0%	
Long Term Liabilities	\$71,487,238	\$51,760,936	\$51,120,397	\$46,476,328	\$42,949,741	-9.1%	-16.0%	-7.6%	
Total Liabilities	\$133,303,207	\$114,212,876	\$81,884,324	\$86,884,512	\$83,880,108	6.1%	2.4%	-3.5%	
Net Assets	\$205,408,521	\$225,302,777	\$268,267,710	\$266,884,470	\$241,389,747	-0.5%	-10.0%	-9.6%	
YTD Change In Net Assets	\$15,420,729	\$35,577,990	\$6,495,227	-\$25,494,723	\$8,926,252	-492.5%	37.4%	-135.0%	
Fund Balance	\$220,829,250	\$260,880,767	\$274,762,937	\$241,389,747	\$250,315,999	-12.1%	-8.9%	3.7%	
Liabilities and Equities	\$354,132,457	\$375,093,643	\$356,647,261	\$328,274,259	\$334,196,107	-8.0%	-6.3%	1.8%	
Balance Sheet Metrics									Change in Points
Days Cash on Hand	274.5	274.3	255.0	198.2	205.8	-56.8	-49.2	7.6	
Debt Service Coverage Ratio to 1	4.3	4.7	2.9	0.2	4.4	-2.7	1.5	4.2	
Long Term Debt to Capitalization	0.2	0.1	0.1	0.1	0.1	0.0	-0.0	-0.0	
Days Payable	84.0	78.1	40.4	45.1	47.6	4.8	7.3	2.5	
Days Receivable	34.6	27.9	33.4	26.0	24.7	-7.3	-8.6	-1.3	

Rutland Regional Medical Center					
Claudio Fort Judi Fox					
Fiscal Year 2023 Submitted Budget					
Utilization Monthly	2020 A	2021 A	2022 P	2023 B	2022 P - 2023 B
Total Average Daily Census	81	84	91	90	0%
Total Admissions	6,233	6,230	6,357	6,708	6%
Total Patient Days	29,673	30,599	33,061	33,023	0%
Magnetic Resonance Image Procedures, Exams	4,810	5,723	5,918	6,153	4%
Cat Scan Procedures	14,697	16,005	15,652	15,694	0%
Radiology - Diagnostic Procedures	40,008	43,864	45,029	44,917	0%
Emergency Room Visits	27,196	28,376	29,877	29,190	-2%
Operating Room Procedure	4,426	5,197	5,145	5,207	1%
Operating Room Cases	-	-	-	-	#DIV/0!
Physician Office Visits	-	-	-	-	#DIV/0!
Staffing Year to Date	2020 A	2021 A	2022 P	2023 B	2022 P - 2023 B
Non MD FTEs	1,271.4	1,280.3	1,280.3	1,325.4	45.0
MLPs	-	-	-	-	-
Residents & Fellows	-	-	-	-	-
Physician FTEs	70.5	72.0	66.2	72.6	6.4
Travelers, Travelers MD	93.1	48.6	69.9	59.9	(10.0)

Claudio Fort Judi Fox								
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	\$539,440,990	\$637,836,277	\$639,838,632	\$696,484,967	\$815,432,682	9%	27%	17%
Contractual Allowances (includes Bad Debt & Free Care)	-\$302,456,099	-\$365,630,543	-\$371,698,971	-\$400,412,931	-\$503,449,490	8%	35%	26%
Disproportionate Share Payments	\$3,242,526	\$3,346,115	\$3,435,517	\$3,360,890	\$3,342,142	-2%	-3%	-1%
Graduate Medical Education Payments	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!
Net Payer Revenue	\$240,227,417	\$275,551,849	\$271,575,178	\$299,432,926	\$315,325,334	10%	16%	5%
Fixed Prospective Payments	\$13,701,103	\$18,560,531	\$49,699,545	\$61,472,928	\$60,393,000	24%	22%	-2%
Reserves - Risk Portion	-\$14,673,178	-\$17,854,017	-\$49,975,869	-\$61,956,810	-\$60,956,810	24%	22%	-2%
Other Reform Payments	\$0	-\$250,145	-\$937,484	\$686,485	-\$791,186	-173%	-16%	-215%
Total Net Payer Revenue & Fixed Prospective Payment	\$239,255,342	\$276,008,218	\$270,361,370	\$299,635,529	\$313,970,338	11%	16%	5%
Above From the Income Statement								
Medicare								
Gross Revenue	\$279,394,081	\$334,274,854	\$345,299,427	\$347,446,967	\$407,157,327	1%	18%	17%
Contractual Allowances (includes Bad Debt & Free Care)	-\$182,660,253	-\$223,842,221	-\$234,700,556	-\$239,372,973	-\$301,490,253	2%	28%	26%
Disproportionate Share Payments	\$0	\$0	\$0	\$0	\$0			
Graduate Medical Education Payments	\$0	\$0	\$0	\$0	\$0			
Net Payer Revenue	\$96,733,828	\$110,432,633	\$110,598,871	\$108,073,994	\$105,667,074	-2%	-4%	-2%
Fixed Prospective Payments	\$0	\$0	\$31,200,000	\$43,000,000	\$42,000,000	38%	35%	-2%
Reserves - Risk Portion	\$0	-\$2,336,133	-\$31,200,000	-\$43,000,000	-\$42,000,000	38%	35%	-2%
Other Reform Payments	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!
Total Net Payer Revenue & Fixed Prospective Payment	\$96,733,828	\$108,096,500	\$110,598,871	\$108,073,994	\$105,667,074	-2%	-4%	-2%
Medicaid								
Gross Revenue	\$90,640,620	\$112,705,189	\$110,704,346	\$132,732,554	\$155,989,583	20%	41%	18%
Contractual Allowances (includes Bad Debt & Free Care)	-\$67,813,574	-\$82,043,572	-\$79,015,029	-\$94,516,807	-\$118,616,033	20%	50%	25%
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	\$22,827,046	\$30,661,617	\$31,689,317	\$38,215,747	\$37,373,550	21%	18%	-2%
Fixed Prospective Payments	\$13,701,103	\$18,560,531	\$18,499,545	\$18,472,928	\$18,393,000	0%	-1%	0%
Reserves - Risk Portion	-\$14,673,178	-\$15,589,316	-\$18,775,869	-\$18,956,810	-\$18,956,810	1%	1%	0%
Other Reform Payments	\$0	-\$250,145	-\$937,484	\$665,922	-\$791,186	-171%	-16%	-219%
Total Net Payer Revenue & Fixed Prospective Payment	\$21,854,971	\$33,382,687	\$30,475,509	\$38,397,787	\$36,018,554	26%	18%	-6%
Commercial								
Gross Revenue	\$169,406,289	\$190,856,234	\$183,834,859	\$216,305,446	\$252,285,772	18%	37%	17%
Contractual Allowances (includes Bad Debt & Free Care)	-\$51,982,272	-\$59,744,750	-\$57,983,386	-\$66,523,151	-\$83,343,204	15%	44%	25%
Disproportionate Share Payments	\$0	\$0	\$0	\$0	\$0			
Graduate Medical Education Payments	\$0	\$0	\$0	\$0	\$0			
Net Payer Revenue	\$117,424,017	\$131,111,484	\$125,851,473	\$149,782,295	\$168,942,568	19%	34%	13%
Fixed Prospective Payments	\$0	\$0	\$0	\$0	\$0	#DIV/0!	#DIV/0!	#DIV/0!
Reserves - Risk Portion	\$0	\$71,432	\$0	\$0	\$0			
Other Reform Payments	\$0	\$0	\$0	\$20,563	\$0	#DIV/0!	#DIV/0!	-100%
Total Net Payer Revenue & Fixed Prospective Payment	\$117,424,017	\$131,182,916	\$125,851,473	\$149,802,858	\$168,942,568	19%	34%	13%
Disproportionate Share Payments	\$3,242,526	\$3,346,115	\$3,435,517	\$3,360,890	\$3,342,142	-2%	-3%	-1%
Payer Mix								
	2020 A	2021 A	2022 B	2022 P	2023 B			
Gross Revenue Payer Mix%								
Medicare	52%	52%	54%	50%	50%			
Medicaid	17%	18%	17%	19%	19%			
Commercial	31%	30%	29%	31%	31%			
NPR/FPP Payer Mix%								
Medicare	40%	39%	41%	36%	34%			
Medicaid	9%	12%	11%	13%	11%			
Commercial	49%	48%	47%	50%	54%			
DSH	1%	1%	1%	1%	1%			

Rutland Regional Medical Center							Rutland Regional 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	256,402,902	239,255,341	276,008,218	270,361,370	299,635,529	313,970,338								
NPR/FPP % change					10.8%	16.1%								
Operating Expense	274,016,566	281,349,496	304,385,835	290,985,741	338,735,708	326,062,472								
Operating Expense % change					16.4%	12.1%								
Operating Margin %	0.43%	0.19%	2.24%	0.04%	-3.75%	2.57%	-0.31%	1.84%	-1.72%	1.00%	4.3%	3.6%	0.2%	0.2%
Total Margin %	2.13%	5.20%	10.47%	2.18%	-8.14%	2.66%	0.36%	2.41%	-4.77%	2.42%	6.7%	5.4%	5.2%	5.2%
Days Cash on Hand	201.8	274.5	274.3	255.0	198.2	205.8	138.1	139.4	146.1	128.7	174.81	192.28	274.5290886	274.5290886
Days Payable	52.4	84.0	78.1	40.4	45.1	47.6	67.9	69.0	52.9	58.6	0	0	83.95260984	83.95260984
Days Receivable	40.5	34.6	27.9	33.4	26.0	24.7	41.4	41.4	45.0	43.6	40.23	47.25	34.59998825	34.59998825
Debt Service Coverage Ratio to 1	4.46	4.33	4.74	2.93	0.19	4.40	1.89	4.14	1.09	3.32	9.53	4.16	4.32566942	4.32566942
Long Term Debt to Capitalization	15%	16%	15%	14%	15%	13%	19%	17%	17%	16%	33.1%	31.2%	16.2%	16.2%
Age of Plant	13.9	14.4	15.2	16.2	17.2	17.4	15.0	14.8	15.8	16.6	14.06	12.32	14.35626032	14.35626032
Benchmarks														
*Flex Monitoring 2019 CAH														
**Fitch Ratings Research-Not for Profit-Select Northeast and Northern NE (MA, ME, NH)														