

1. Market Share Report

Questions for Response

1. Does Exhibit 1 reflect material changes in your Net Patient Revenue (NPR) actuals over this time period?

In regards to inpatient charges, the percentage of commercial revenue has decreased 3.60% from 2019 and 1.76% from 2020. Although this is not a large percent, any decrease in commercial payers effects the net revenue in a negative way. With outpatient the commercial e percentage is basically the same from 2019 and up from 2020. Market share in 2021 is .50% less than the 5 year average for inpatient and on the outpatient side 1.8%.

2. If not, explain how Exhibit 1 distorts or omits components of NPR?

2. Reimbursement Analysis

Questions for Response

1. For any service lines in which your hospital is highlighted, comment on any observations about this service line and how it may be reimbursed differently from other service lines you provide.

There is no reimbursement differences in the service lines that I can identify from the data made available.

2. Are there any errors in the data as shown? Cite your own data where possible.

There are no errors that can be identified based on the data available,

3. Demographic Report

Questions for Response

1. How does the current makeup of your service area affect your budget assumptions and planning?

High percent of Medicaid population

High percent of Medicare and dual eligible population

High ED usage for avoidable ED visits

Mental health needs

Social determinants of health – high rates of obesity, poverty, high blood pressure etc..

All of the above effect the amount of providers and support staff that are needed to care for these patients appropriately and this translate into higher expenses in the budget. Our Community Health Needs Assessment completed in 2021, identified regular medical care, mental health services, walk in clinic and struggles with drug use and depression as areas of need. A walk in clinic has been opened which we have a financial commitment also.



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2. Does the makeup of other service areas affect your budget assumptions and planning? Explain.

No ,due to our location other service areas do not normally affect budget assumptions and planning. One situation where it could is working with a different service area to share a provider so neither hospital has to have the full expense. Sharing resources that would help reduce costs in the budget.