



## FISCAL YEAR 2024 BUDGET QUESTIONS

- 1) Information in response to Question H in the Narrative is not readily available through our data system. We have identified patients that had extended stays and each of those have been billed for and charges collected for allowable reimbursement. Determining the non-allowed charges and non-reimbursed care amount due to a longer stay is more complicated. We can look into this question further but, at this time, a more detailed analysis would be necessary on a case-by-case basis.
- 2) The increase to primary care providers does not affect the hospital since we do not offer primary care services. The 3.8% increase to Specialty Care providers was not factored into our budget. The impact of the 3.8% Medicaid Increase is approximately \$19,741.
- 3) Third party contract attached (ATTACHMENT A). Fees paid are 4% of amounts collected. Total year-to-date collections (Oct22-June22) are close to \$7.4M and approximate \$290K in related fees.
- 4) Current DCOH is approximately 62 days. Projected Days DCOH on 9/30/23 is 54 days. This includes all cash (operating, restricted and designated funds)
- 5) As Springfield Hospital continues its work to recover from Chapter 11 and COVID, we are intentionally reevaluating our current job descriptions, functions, responsibilities and hiring policies and practices. We are working to ensure that we have the correct role and best fit for the organization and our patients moving forward; cost-effective, efficient, high quality. A guiding principle for this work is to keep the patient at the core, preserve frontline staff, and the critical resources necessary to support their work. Tradeoffs we are evaluating and considering depend on where there are opportunities for standardization, use of technology, and work redesign. We offer scholarship programs for youth who choose to pursue a health career; and continue our working relationships with River Valley Community College, River Valley Technical College, and Southern Vermont Area Health Education Center offering clinical rotations and job shadowing for participating LNAs and RNs.

6) The FY24 Budget to FY23 Budget increase for Gross Patient Revenue is as follows:

<b>Charge Increase - FY23 BUDGET (%)</b>
<b>Inpatient 1.8%</b>
<b>Outpatient 8.4%</b>
<b>Professional 7.7%</b>
<b>Total 7.1%</b>

The FY24 Budget to FY23 Budget increase related to the charge increase for Net Patient Revenue is 3.1%.

<b>Net Revenue</b>		
Utilization	694,526	1.2%
Charge Increase	1,850,458	3.1%
	<b>2,544,984</b>	<b>4.3%</b>

7) FY21 & FY22 Gross Revenue by Payer – see attached (ATTACHMENT B).

8) The 12.1% volume increase projection is detailed in Attachment A. This document shows the areas where we are projecting increases, and page 3 of our narrative outlines our rationale for the increases we've included in the FY24 budget, namely:

- Increase in surgical cases will necessitate increased inpatient beds
- Increased swing bed utilization is projected from tertiary facilities
- Increased psychiatric inpatient due to demand
- Increased surgery (GYN, Urology, Podiatry & General Surgery) is due to improved access
- Nuclear medicine increase is due to our new equipment installation
- Increased outpatient visits (see Attachment A for a detailed breakdown)

We continue to work to reduce unnecessary outmigration for services that we can provide locally with high quality.

9) Our financial assistance policy and applications are made available on our website, as well as at each point of entry, so these documents are readily available to all patients prior to receiving services. Information about financial assistance is given to uninsured patients. In addition, our billing statements contain information regarding accessing the financial assistance program, and includes in-person or phone contact information.

**ATTACHMENT B**

		<b>MCARE</b>	<b>MCAID</b>	<b>BC</b>	<b>COMM</b>	<b>PRIVATE</b>	<b>MCARE ADV</b>	Total
FY21	Inpatient Revenue	10,348,041	2,359,676	1,175,139	2,353,402	136,844	1,797,219	18,170,321
	Outpatient Revenue	28,890,180	15,059,851	9,919,952	11,381,062	1,712,957	8,691,358	75,655,359
	Professional Services	3,977,835	1,799,303	1,673,026	1,908,754	170,749	1,457,655	10,987,322
		<b>43,216,056</b>	<b>19,218,829</b>	<b>12,768,117</b>	<b>15,643,218</b>	<b>2,020,550</b>	<b>11,946,232</b>	<b>104,813,002</b>
FY22	Inpatient Revenue	10,136,508	3,950,240	1,287,956	2,674,121	219,608	2,042,141	20,310,574
	Outpatient Revenue	28,348,330	16,752,589	10,862,602	15,081,156	2,362,740	11,517,003	84,924,420
	Professional Services	3,970,907	1,958,879	1,767,924	2,245,865	189,183	1,715,096	11,847,854
		<b>42,455,745</b>	<b>22,661,708</b>	<b>13,918,481</b>	<b>20,001,142</b>	<b>2,771,532</b>	<b>15,274,241</b>	<b>117,082,848</b>