

Fiscal Year 2020 Vermont Hospital Budget

Board Deliberations

September 11, 2019

GMCB Health System Finance Team



Overview

Staff Recommendations and Vote

- Northeastern Vermont Regional Hospital, continued
- Mount Ascutney

Review re-submitted information and adjustments

- Central Vermont Medical Center
 - FY19 Projection Update
 - FY20 Budget Update
 - Provider Transfers and Accounting Adjustments
- Porter Medical Center
 - FY19 Projection Update
 - Provider Transfers and Accounting Adjustments

University of Vermont Health Network (CVMC, PMC, and UVMMC)

Staff Recommendations, deliberation and vote



Northeastern Vermont Regional Hospital Recommendations

	FY20 Request	Options	Preliminary Decision
Provider Transfers	None Requested	Not Required	
Accounting Changes	None Requested	Not Required	
NPR/FPP	7.2% exceeds growth rate target	 Reduce to reflect utilization efficiencies, for example emergency room utilization decreases Reduce to 4.5% - 5.0% Review NPR growth at FY19 enforcement Reduction in Operating Expenses 	
Change in Charge	3.5% overall change in charges 1% = \$376,300	 Approve as submitted Reduce to reflect offsetting increases in utilization 3.0% - 3.4% 	
Additional Recommendation	Historical growth in Operating Expenses associated with NPR/FPP growth	Quarterly report on cost savings initiatives	



Mount Ascutney Recommendations

	FY20 Request	Options	Preliminary Decision
Provider Transfers	None Requested	Not Required	
Accounting Changes	None Requested	Not Required	
NPR/FPP	0.9% budget variance7.4% exceeds growth rate target	 Approve as submitted Reduce to reflect justified utilization Reduce because of "conservative" ACO reserves Reduce to 4.5% - 5.0% Review NPR growth at FY19 enforcement Reduction in Operating Expenses 	
Change in Charge	3.2% overall change in charges 1% = \$430,000	 Approve as submitted Reduce to reflect offsetting increases in utilization 	
Additional Recommendations for Deliberation		 Continue ACO reserve discussion as a Board to inform decision on Mount Ascutney 	

^{*}As of September 10, 2019, Mt Ascutney has not submitted responses to follow up questions.

Central Vermont Medical Center

NPR/FPP	
FY19 Budget-to-Projection Variance	-2.2%
FY19 Budget (\$)	\$211,387,021
FY20 Request (\$)	\$218,043,247
FY20 Request (% change FY19B)	3.1%
FY20 Request (\$ change FY19B)	\$6,656,226
FY20 Request (% change FY19P)	5.4%
FY19 Projection (% change FY18 Actuals)	6.3%
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Change in Charges		
Commercial \$20,332,096		
Medicaid	-\$63,457	
Medicare	\$7,154,587	

Variance triggers 5% cap
Request is not compliant with budget guidance
Growth rate impacted by requested adjustments

3.0% Overall Change in Charge 5.9% Commercial Change in Charge

Hospital Justification:

- Case Mix Index
- Unique Patients
- Adjustments decrease NPR/FPP growth rate to 2.0%
 - Provider Transfers
 - \$3.4 million in provider transfer adjustments
 - 2. Accounting Adjustment
 - \$821,520 reclassification of bad debt collection fees to expenses
 - ACO Accounting
 - -\$1.8 million reclassification of payment reform investments to NPR/FPP deductions
- · Change in charge to cover annual inflation on commercial business and support long term operating margin



Central Vermont Medical Center Resubmissions

FY19 Projection

FY19 Projection	7/1/2019	8/9/2019	9/5/2019
NPR/FPP (\$)	\$209,649,672	\$205,689,884	\$206,785,307
NPR/FPP (% variance)	-0.8%	-2.70%	-2.2%
Operating Margin	\$678,464	-\$4,281,324	-\$4,043,741
Operating Margin (%)	0.3%	-1.9%	-1.8%

FY20 Budget

FY20 Budget	7/1/2019	8/9/2019	9/5/2019
NPR/FPP (\$)	\$222,024,685		\$218,043,247
NPR/FPP (% growth)	5.0%	No Chango	3.1%
Operating Margin	\$4,168,541	No Change	\$187,103
Operating Margin (%)	1.7%		0.1%



Central Vermont Medical Center Accounting Adjustment & Provider Transfers

Provider Transfers

Central Vermont Medical Center is requesting an NPR/FPP adjustment for three provider transfers:

	Oncology	Pulmonology	Dermatology
NPR/FPP Impact (\$)	\$2,006,256	\$692,182	\$731,628
NPR/FPP Impact (%)	-0.9%	-0.3%	-0.3%
	Overa	all Impact of Provider Tra	nsfers
		-1.6%	

Accounting Adjustment

The UVMHN proposes two accounting adjustments:

- 1. Accounting Adjustment: reclassification of bad debt collection fees to expenses
- 2. ACO accounting: reclassification of payment reform investments to NPR/FPP deductions

	Accounting	ACO Accounting	
NPR/FPP Impact (\$)	\$821,520	-\$1,806,998	
NPR/FPP Impact (%)	-0.4%	0.8%	
	Overall Impact of Accounting Adjustments		

0.5%



Central Vermont Medical Center Provider Transfer Requests

Pulmonology- Effective September 1, 2019

FY20 Impact	
Gross Patient Care Revenue	\$1,701,812
Deductions from Revenue	\$1,009,630
Net Patient Revenue - Physician	\$692,182
Provider Salaries	\$315,700
Provider Fringe Benefits	\$63,140
Staff Wages & Benefits (Non MD)	\$200,510
Medical/Surgical Supplies	\$3,090
Other Costs	\$34,449
Total Operating Expense	\$616,889
Net Operating Income/Loss	\$75,293

GMCB staff recommend approval

Motion to approve CVMC's request to adjust their FY20 budget to reflect full scope of volume associated with the previously approved pulmonary acquisition.

In 2018, the GMCB approved CVMC's acquisition of an independent pulmonologist's inpatient services.

CVMC's FY20 request is a follow up to the original request to add outpatient services.

Current wait times to see a pulmonologist is 3-4 months.

FTEs and units of service:

- 1 FTE
- 6,002 units of service

-0.3% impact on NPR/FPP



Central Vermont Medical Center Provider Transfer Requests

Dermatology- Effective September 1, 2019

FY20 Impact		
Gross Patient Care Revenue	\$1,186,364	
Deductions from Revenue	\$454,736	
Net Patient Revenue - Physician	\$731,628	
Provider Salaries	\$265,893	
Provider Fringe Benefits	\$53,179	
Staff Wages & Benefits (Non MD)	\$279,836	
Medical/Surgical Supplies	\$89,042	
Other Costs	\$86,112	
Total Operating Expense	\$774,062	
Net Operating Income/Loss	-\$42,434	

GMCB staff recommend approval

Motion to approve CVMC's request to adjust their FY20 budget to reflect full scope of volume associated with the previously approved dermatology acquisition.

In 2018, the GMCB approved CVMC's 0.4 FTE dermatology acquisition resulting from the closure of an independent practice.

CVMC's FY20 request is a follow up to the original request to add 0.8 FTE.

Current wait times to see a dermatologist is 35 days.

FTEs and units of service:

- 0.8 FTE
- 4,263 units of service

-0.3% impact on NPR/FPP



Central Vermont Medical Center Provider Transfer Requests

Oncology

F120 IIIIpact	
Gross Patient Care Revenue	\$3,895,643
Deductions from Revenue	-\$1,889,387
Net Patient Revenue - Physician	\$2,006,256
Provider Salaries	\$446,300
Provider Fringe Benefits	\$89,260
Other Costs	\$42,974
Total Operating Expense	\$578,534

EV20 Impact

oncological services.

Current wait times to see a dermatologist is 35 days.

CVMC is expanding oncology coverage due to the increased need for this service. CVMC will also continue to support Gifford and Copley patients in need of

1.0 FTE

\$1,427,722

-0.9% impact on NPR/FPP

GMCB staff recommendation:

Not eligible for provider transfer adjustment

Net Operating Income/Loss

 Consider as justification for overall NPR/FPP request- increased utilization, access to care and shared services



Central Vermont Medical Center Accounting Adjustment

Central Vermont Medical Center proposes two accounting adjustments:

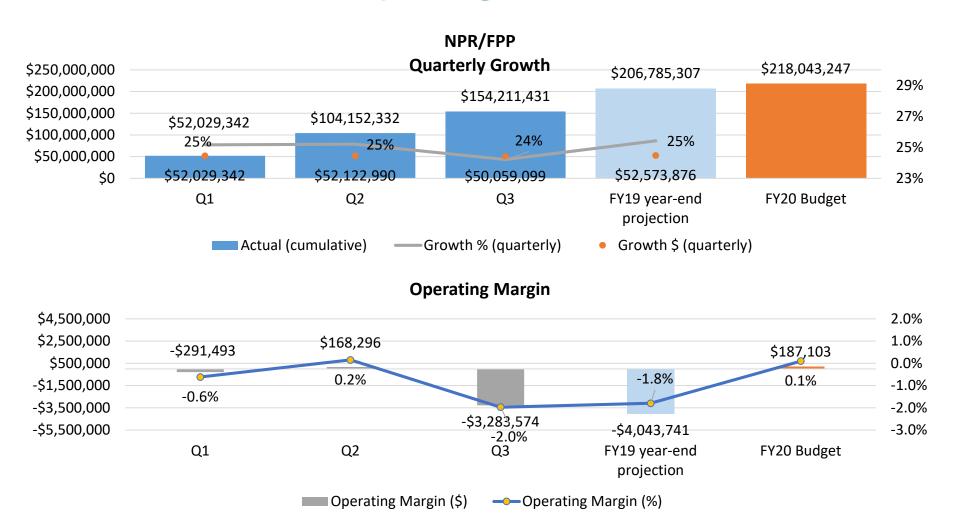
- 1. Accounting Adjustment: reclassification of bad debt collection fees to expenses
- 2. ACO accounting: reclassification of payment reform investments to NPR/FPP deductions

	Accounting	ACO Accounting	
NPR/FPP Impact (\$)	\$821,520	-\$1,806,998	
NPR/FPP Impact (%)	-0.4%	0.8%	
	Overall Impact of Accounting Adjustments		
_	0.5%		

Motion to recognize CVMC's accounting adjustments to reclassify bad debt collection fees as an expense and to reclassify payment reform investments as NPR/FPP deductions



Central Vermont Medial Center FY19 Operating Performance

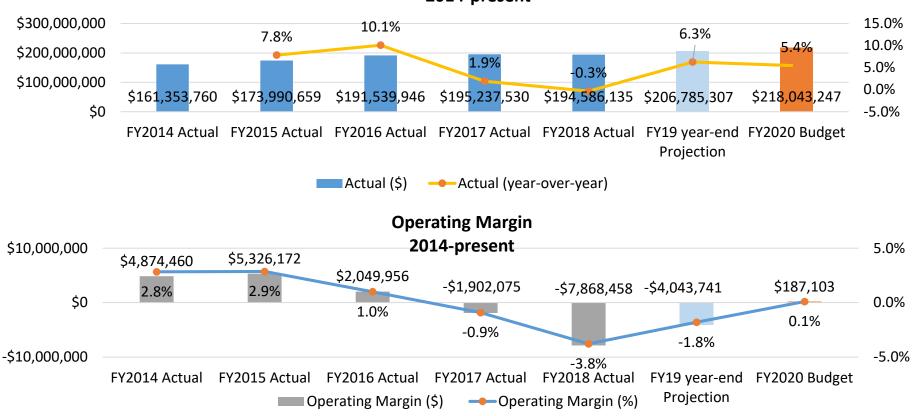


Represents 9/9 updates to FY19 projection and FY20 budget



Central Vermont Medical Center Historical Operating Performance





	FY16A	FY17A	FY18A	FY19B	FY19P	FY20B
Days Cash on Hand	99	116	110	113	?	?
Age of Plant	10	10	11	12	12	13



Central Vermont Medical Center Change in Charge

		Requ	uest			
Overall Change in Ch	narge %					3.0%
Commercial Change	in Charge%					5.9%
NPR due to Change	in Charge					NA
Value of 1% Change	in Charge					NA
		Service	Category			
Hospital Inpatient C	hange in Gross	s Charges				3.0%
Hospital Outpatient	Change in Gro	oss Charges				3.0%
Professional Service	es Change in G	ross Charges				3.0%
Skilled Nursing Facil	ity Change in (Gross Charges				3.0%
		Pay	/er			
Commercial						NA
Medicaid						NA
Medicare						NA
		% of NPR/F	PP Increase			
FY20 Request (\$ cha	ange FY19B)					\$6,656,226
Change in Charge (\$)						NA
Change in Charge as a % of NPR/FPP Increase					NA	
						Blended
						5-year
Overall Charge	FY16	FY17	FY18	FY19	FY20	average
Approved	4.7%	2.5%	0.7%	2.3%	NA	3.2%
Submitted	4.7%	3.0%	0.7%	2.8%	5.9%	3.4%



Central Vermont Medical Center ACO Participation

HSA: Berlin

Risk Program Participation				
CY18	CY19	Planned CY20		
Medicaid Medicare BCBSVT	Medicaid Medicare BCBSVT	Medicaid Medicare BCBSVT		

FY20 Submitted Data (\$ or #, % of System) ⁵				
NPR & FPP	Net Worth	DCOH	CAH	
\$222,024,685, 3.3%	\$110,057,485	89.1	No	

	% FPP/NPR & F	PP
FY18 Act.	FY19 Proj.	FY20 Budget
14.7%	18.7%	23.4%

MRL as % of NPR & FPP				
CY18 ⁶	CY19 ⁷			
1.7%	2.1%			

Attributed Lives (#; % of System)		
CY18 ¹	CY19 ²	
15,225; 13.5%	20,433; 11.9%	

MRL as % of Net Worth			
CY18 ⁶	CY19 ⁷		
3.7%	4.3%		

Maximum Risk Limit (MRL); % of System MRL		
CY18 ³	CY19 ⁴	
\$3,497,498; 16.5%	\$4,754,444; 12.5%	

Days Cash on Hand Needed to Fund MRL			
CY18 ⁶	CY19 ⁷		
1.9	2.5		



¹⁻⁵All data sources listed at the end of this report

⁶ Calculations under CY18 headers use CY18 data from OneCare, and FY19 data from hospitals.

⁷ Calculations under CY19 headers use CY19 data from OneCare, and FY20 data from hospitals.

Porter Medical Center

NPR/FPP	
FY19 Budget-to-Projection Variance	0.6%
FY19 Budget (\$)	\$84,530,515
FY20 Request (\$)	\$87,487,539
FY20 Request (% change FY19B)	3.5%
FY20 Request (\$ change FY19B)	\$2,957,025
FY20 Request (% change FY19P)	2.9%
FY19 Projection (% change FY18 Actuals)	5.8%
Request is within budget guidance	

Change in Charges				
Commercial	\$1,264,439			
Medicaid	\$0			
Medicare	-\$350.000			

0.0% Overall Change in Charge 2.6% Commercial Change in Charge

Hospital Justification:

- Case Mix Index
- Provider Transfers and ACO Accounting Adjustment. The combined impact of the adjustments nets zero.
 - 1. Provider Transfers
 - \$1,110,958 million in provider transfer adjustments, -1.25% impact on NPR/FPP
 - 2. Accounting Adjustment
 - \$1,067,391 reclassification of ACO expenses to deductions from revenue, 1.25% impact on NPR/FPP
- Change in charge to cover annual inflation on commercial business and support long term operating margin

Porter Medical Center updated its FY19 projection on September 6, 2019



Porter Medical Center ACO Accounting Adjustment & Provider Transfers

Provider Transfers

Porter Medical Center is requesting an NPR/FPP adjustment for two provider transfers:

1. General Surgery: \$361,239

2. Radiology: \$749,719

Accounting Adjustment

The UVMHN proposes an accounting adjustment related to the ACO payment reform investments. The adjustment reclassifies payment reform investments as an NPR/FPP deductions. The impact of this adjustment on Porter Medical Center is \$1,067,391.

	General Surgery	Radiology	ACO Accounting Adjustment
NPR/FPP Impact (\$)	\$361,239	\$749,719	-\$1,067,391
NPR/FPP Impact (%)	-0.4%	-0.9%	1.2%

The combined impact of these adjustments has a zero-net effect on Porter Medical Center's NPR/FPP growth. When considering the provider transfer and accounting adjustments, the hospital remains at 3.5% FY20 growth, within budget guidance.



Porter Medical Center Provider Transfer Requests

General Surgery- Effective June 1, 2019

Gross Patient Care Reven	ue \$648,897
Deductions from Reven	ue -\$287,658
Net Patient Revenue - Physici	an \$361,239
Provider Salar	ies \$310,394
Provider Fringe Benef	fits \$83,806
Staff Wages & Benefits (Non M	ID) \$0
Malpract	ice \$13,000
Depreciation/Amortizati	on \$0
Re	ent \$0
Billing Serv	ice \$0
Medical/Surgical Suppl	ies \$3,200
Other Co	sts \$3,330
Total Operating Exper	se \$413,730

The unexpected loss last year of one of the two independent general surgeons, resulted in Porter supporting this need in the community. Due to the future retirement of the second independent general surgeon, Porter will be employing him in the interim to ensure continuity of care.

FTFs and units of service:

0.75 Provider FTE

-0.4% impact on NPR/FPP

Net Operating Income/Loss -\$52,491

GMCB staff recommend approval

Motion to approve PMC's request to adjust their FY20 budget to reflect the general surgery acquisition.



Porter Medical Center Provider Transfer Requests

Radiology- Effective June 1, 2019

FY20 Impact	
Gross Patient Care Revenue	\$1,452,325
Deductions from Revenue	-\$702,606
Net Patient Revenue - Physician	\$749,719
Provider Salaries	\$901,216
Provider Fringe Benefits	\$180,243
Staff Wages & Benefits (Non MD)	\$0
Malpractice	\$6,000
Depreciation/Amortization	\$0
Rent	\$0
Billing Service	\$0
Medical/Surgical Supplies	\$0
Other Costs	\$88,028
Total Operating Expense	\$1,175,487
Net Operating Income/Loss	-\$425,768

Porter Hospital has had a longstanding relationship with Middlebury Radiologists, who have provided interpretation of imaging. With the transfer of this independent practice, Porter Hospital is able to offer a fully integrated service line as of June 2019. This integration will streamline the patient experience with regard to the billing process.

FTEs and units of service:

1.8 Provider FTE

-0.9% impact on NPR/FPP

Motion to approve PMC's request to adjust their FY20 budget to reflect the radiology acquisition.

GMCB staff recommend approval



Porter Medical Center Accounting Adjustment

Porter Medical Center proposes an accounting adjustment related to the ACO payment reform investments. The adjustment reclassifies payment reform investments as an NPR/FPP deductions. The impact of this adjustment on Porter Medical Center is \$1,067,391.

ACO Accounting Adjustme	ent
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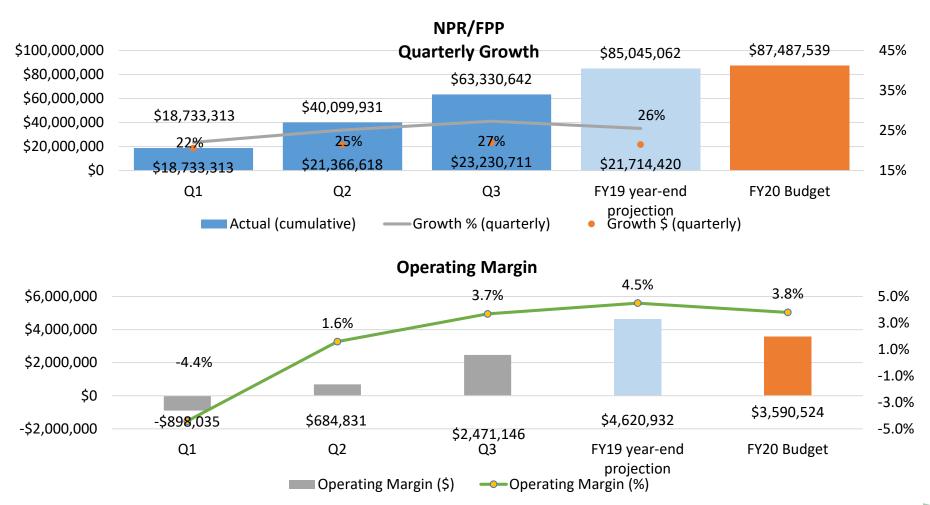
NPR/FPP Impact (\$) -\$1,067,391 NPR/FPP Impact (%) 1.2%

Motion to recognize PMC's accounting adjustment to reclassify payment reform investments as NPR/FPP deductions



Porter Hospital FY19 Operating Performance

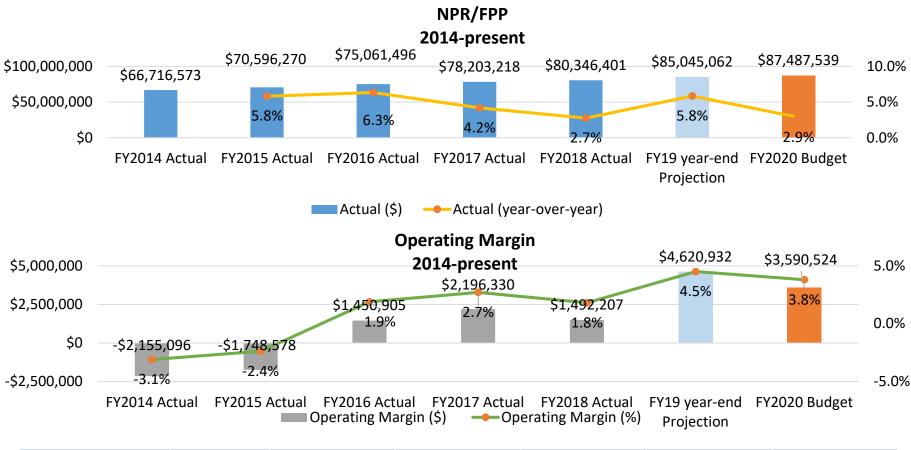
Porter Medical Center updated its FY19 projection on September 6, 2019





Porter Hospital Historical Operating Performance

Porter Medical Center updated its FY19 projection on September 6, 2019



	FY16A	FY17A	FY18A	FY19B	FY19P	FY20B
Days Cash on Hand	101	119	127	135	118	125
Age of Plant	11	12	12	13	13	12



Porter Hospital Change in Charge

		Req	uest			
Overall Change in C	harge %					0.0%
Commercial Change	e in Charge%					2.6%
NPR due to Change	in Charge					\$914,438
Value of 1% Change	e in Charge					\$374,288
		Service	Category			
Hospital Inpatient (Change in Gross	s Charges				0.1%
Hospital Outpatien	t Change in Gro	ss Charges				4.1%
Professional Servic	Professional Services Change in Gross Charges					0.0%
Skilled Nursing Facility Change in Gross Charges						0.0%
		Pay	yer			
Commercial						\$1,264,439
Medicaid					\$0	
Medicare						-\$350,001
		% of NPR/F	PP Increase			
FY20 Request (\$ ch	ange FY19B)					\$2,957,025
Change in Charge (Change in Charge (\$)					\$973,148
Change in Charge as a % of NPR/FPP Increase					30.9%	
						Blended
						5-year
	FY16	FY17	FY18	FY19	FY20	average
Approved	5.3%	5.3%	3.0%	2.8%	NA	4.3%
Submitted	5.3%	3.7%	3.0%	2.8%	2.6.%	4.0%



Porter Medical Center ACO Participation

HSA: Middlebury

Risk Program Participation			
CY18	CY19	Planned CY20	
Medicaid Medicare BCBSVT	Medicaid Medicare BCBSVT	Medicaid Medicare BCBSVT	

FY20 Submitted Data (\$ or #, % of System) ⁵			
NPR & FPP	Net Worth	DCOH	CAH
\$87,487,539; 3.2%	\$43,961,837	125.3	Yes

	% FPP/NPR & F	PP
FY18 Act.	FY19 Proj.	FY20 Budget
13.6%	19.8%	23.1%

MRL as % of NPR & FPP			
CY18 ⁶	CY19 ⁷		
2.5%	3.4%		

Attributed Lives (#; % of System)		
CY18 ¹	CY19 ²	
9,749; 8.6%	13,979; 8.1%	

MRL as % of Net Worth						
CY18 ⁶	CY19 ⁷					
4.9%	6.7%					

Maximum Risk Limit (MRL); % of System MRL						
CY18 ³ CY19 ⁴						
\$2,097,705; 9.9%	\$2,960,613; 7.8%					

Days Cash on Hand Needed to Fund MRL						
CY18 ⁶	CY19 ⁷					
3.4	4.8					



¹⁻⁵All data sources listed at the end of this report

⁶ Calculations under CY18 headers use CY18 data from OneCare, and FY19 data from hospitals.

⁷ Calculations under CY19 headers use CY19 data from OneCare, and FY20 data from hospitals.

Porter Medical Center Recommendations

	FY20 Request	Options	Preliminary Decision			
Provider Transfers	 General Surgery Radiology 	Approve as submitted				
Accounting Changes	ACO Accounting	Approve as submitted				
NPR/FPP	3.5% is within budget guidance Impact of provider transfers and ACO accounting adjustments net neutral	Approve as submitted				
Change in Charge	0.0% overall change in charge2.6% commercial change in charge1% = \$374,288	nmercial change				
Additional Recommendations		Report on Epic implementation impact on FY20 operating performance, if any				



Central Vermont Medical Center Recommendations

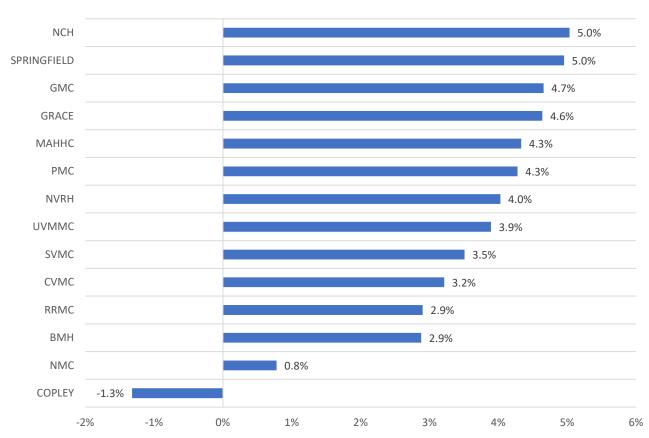
	FY20 Request	Options	Preliminary Decision
Provider Transfers	 Oncology Pulmonology Dermatology 	 Oncology: do not approve as provider transfer, access to care justification Pulmonology: approve Dermatology: approve 	
Accounting Changes	\$821,520; -0.4% impact	Approve as submitted	
ACO Accounting Changes	\$1.8 million; 0.8% impact	Approve as submitted	
NPR/FPP	-2.2% budget-to-projection variance triggers the 5% cap 3.1% request exceeds target growth rate due to 5% cap Financial health concern	 Approve as submitted Exempt 5% cap Recognize oncology as justified utilization 	
Change in Charge	3.0% Overall Change in Charge5.9% Commercial Change in Charge	Approve as submitted	
Additional Recommendation		 Bi-monthly monitoring Quarterly Cost Savings report Report on Epic implementation impact on FY20 operating performance, if any 	

University of Vermont Medical Center Recommendations

	FY20 Request	Options	Preliminary Decision
Provider Transfers	None Requested	Not Required	
ACO Accounting Changes	Original submission: \$8.2 million Resubmission: \$6.4 million	Approve as re-submitted	
NPR/FPP	6.1% exceeds growth rate target	 Approve as submitted Reduce to reflect FY19 operating performance 	
Change in Charge	3.0% overall change in charge4.0% commercial change in charge1.0% = \$6.2 million	 Approve as submitted Reduce to reflect offsetting increases in utilization 	
Additional Recommendations		 Review change in charge and NPR/FPP at FY19 enforcement Report on Epic implementation impact on FY20 operating performance, if any 	

Approved Change in Charge 5-year average

5 Year Average of Approved Rates



Payer Mix FY19 & FY20

Hospital Payer Mix % Budget Year	Commercial FY2019	Commercial FY2020	Medicaid FY2019	Medicaid FY2020	Medicare FY2019	Medicare FY2020	Bad Debt & Free Care FY2019	Bad Debt & Free Care FY2020	DSH FY2019	DSH FY2020	NPR/FPP FY2019	NPR/FPP FY2020
Sudjet 10d.	112020		112025	112020	112020		112025		1 12025	1 12020	112025	
Brattleboro Memorial Hospital	50.7%	58.0%	12.8%	13.1%	37.4%	31.3%	-1.6%	-3.0%	0.7%	0.6%	100%	100%
Central Vermont Medical Center	49.9%	53.1%	13.4%	13.1%	38.2%	34.8%	-2.1%	-1.5%	0.7%	0.6%	100%	100%
Copley Hospital	61.2%	58.7%	8.1%	8.6%	30.0%	32.0%	0.0%	0.0%	0.7%	0.6%	100%	100%
Gifford Medical Center	56.4%	53.1%	7.3%	9.8%	35.2%	36.1%	0.0%	0.0%	1.0%	1.0%	100%	100%
Grace Cottage Hospital	29.6%	28.7%	7.7%	8.0%	63.4%	64.2%	-0.7%	-0.9%	0.0%	0.0%	100%	100%
Mt. Ascutney Hospital & Health Ctr	43.4%	39.4%	3.6%	7.5%	55.9%	56.0%	-3.5%	-3.4%	0.6%	0.6%	100%	100%
North Country Hospital	48.5%	48.2%	16.0%	14.6%	34.6%	36.3%	-0.2%	-0.3%	1.1%	1.1%	100%	100%
Northeastern VT Regional Hospital	45.2%	44.7%	14.7%	13.8%	38.9%	40.7%	0.0%	-0.4%	1.2%	1.1%	100%	100%
Northwestern Medical Center	49.2%	50.6%	17.6%	17.5%	33.1%	32.0%	-0.8%	-0.9%	0.8%	0.8%	100%	100%
Porter Medical Center	57.6%	56.8%	8.7%	11.7%	36.9%	35.0%	-3.7%	-4.1%	0.5%	0.6%	100%	100%
Rutland Regional Medical Center	49.6%	52.1%	10.2%	9.2%	39.0%	37.5%	0.0%	0.0%	1.2%	1.2%	100%	100%
Southwestern VT Medical Center	50.4%	50.4%	11.3%	10.9%	37.7%	38.3%	0.0%	0.0%	0.6%	0.5%	100%	100%
Springfield Hospital	46.2%	47.0%	18.8%	18.0%	37.0%	35.2%	-3.7%	-2.1%	1.8%	1.8%	100%	100%
The University of Vermont Medical Center	60.3%	61.1%	10.8%	9.9%	29.8%	29.7%	-1.7%	-1.6%	0.8%	0.8%	100%	100%
All Vermont Community Hospitals	54.1%	55.2%	11.4%	11.0%	33.9%	33.3%	-0.3%	-0.3%	0.9%	0.8%	100%	100%

