

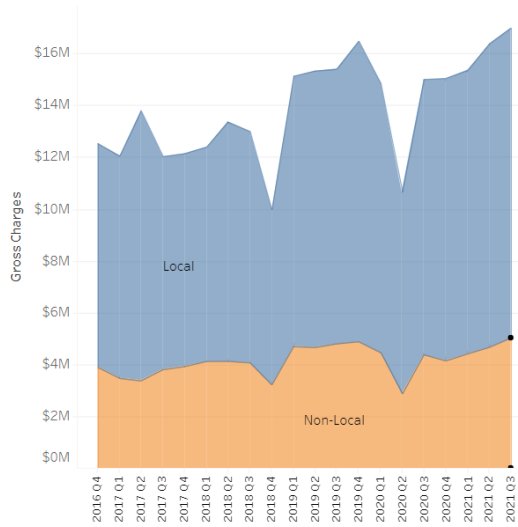
Brattleboro Memorial Hospital  
 FY 2023 Budget Submission  
 Response to GMCB Supplemental Data Requests

1) Market Share Report

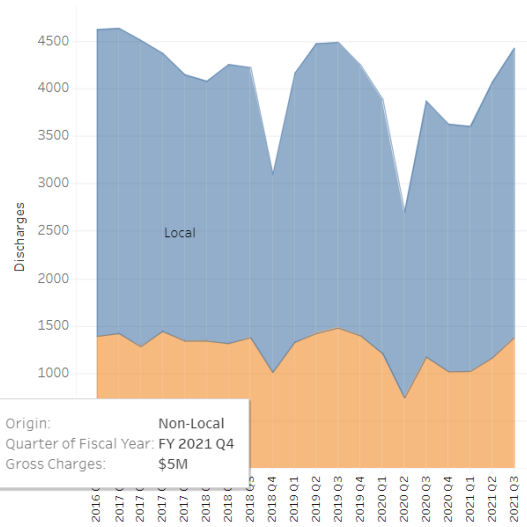
- a. Does Exhibit 1 reflect material changes to your Net Patient Revenue (NPR) actuals over this time period?
- b. See Exhibit 1 sample from GMCB website

Hospital: Brattleboro | Setting: Outpatient | Emergency Department: (All) | Payer: (All) | Services: (All)

Outpatient Charges for All Services



Outpatient Discharges for All Services



Origin	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021
Local	12,613	11,336	10,996	10,188	11,146
Non-Local	5,539	5,379	5,238	4,519	4,580

Origin	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021
Local	\$36M	\$35M	\$38M	\$40M	\$46M
Non-Local	\$15M	\$16M	\$17M	\$17M	\$18M

The data shown above does not show any material changes to our NPR actuals over this time period. In FY2017, the percentage of outpatient NPR charges coming from local patients was 69%. In FY2021, the percentage of outpatient NPR charges coming from local patients was 71%. This is not a significant statistical shift.

2) Reimbursement Analysis

BMH was identified in the detailed Reimbursement Analysis as having payments or costs above the calculated ranges, for Kidney-related procedures and Well babies. We cannot discern reimbursement differences between service lines that would create those variances.

3) Demographic Report

- a. Based on the data provided, the population that BMH serves has seen an increase in population 65 and older. This has the effect of increasing inpatient and outpatient volumes, particularly related to Medicare.