

Bartlett Regional Hospital

FINANCE COMMITTEE MEETING
March 20, 2020 – Noon
Bartlett Regional Hospital – Boardroom
Agenda

Public may participate telephonically by calling 1-800-315-6338 - Access code 86591

Mission Statement

Bartlett Regional Hospital provides its community with quality, patient-centered care in a sustainable manner.

CALL TO ORDER

PUBLIC COMMENT

APPROVAL OF MINUTES – [February 21, 2020 Minutes](#) Page 2

<u>Old or New</u>	<u>Desired Response</u>
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- | | | | |
|---|-----|--------|---------|
| 1. January 2020 Financial Statements Review | New | Action | |
| A. January Financial Review | | | Page 4 |
| B. Statistics | | | Page 5 |
| C. Financial Indicators | | | Page 6 |
| D. Income Statement | | | Page 7 |
| E. Revenue Worksheet | | | Page 8 |
| F. Wages | | | Page 9 |
| G. Balance Sheet | | | Page 10 |
| H. Accounts Receivable | | | Page 11 |
| I. Write-Offs | | | Page 12 |
| 2. Other | | | |
| A. Land Purchase | | | Page 13 |
| B. Potential Financial Impact of COVID-19 | | | |
| C. Strategic Reports | | | Page 20 |

Next Meeting: Friday, April 10, 2020 at 12:00 in BRH Boardroom

Committee member comments / questions

ADJOURN

Bartlett Regional Hospital

3260 Hospital Drive, Juneau, Alaska 99801 907.796.8900 www.bartletthospital.org

Finance Committee Meeting Minutes BRH Boardroom – February 21, 2020

Called to order at 12:01 p.m. by Deb Johnston.

Finance Committee* & Board Members present: Mark Johnson*, Deb Johnston*, Brenda Knapp*, Iola Young, Marshal Kenziorek

Staff: Kevin Benson, CFO, Billy Gardner, COO, Bradley Grigg, CBHO, Chuck Bill, CEO, Dallas Hargrave, HR Director, Rose Lawhorne, CNO, Megan Costello, CLO, Blessy Robert, Director of Accounting, Willy Dodd, and Megan Rinkenberger, Executive Assistant.

Other attendees: Tiara Ward (CBJ), and _____

Public Comment: None

Mr. Johnson made a MOTION to approve the minutes from the January 17, 2020 Finance Committee Meeting. Ms. Knapp noted no objections and they were approved.

December 2019 Finance Review – Kevin Benson, CFO

December was the first month in a while that BRH did not meet budget expectations overall. Non-productive time was up (holidays and illness), which resulted in greater overtime and call back pay. Mr. Johnson requested clarification on the adjustments section.

CIP – Kevin Benson, CFO

First four items on project list are most accurate dollar amounts, then as the list goes out, the amounts become more of an estimate. Questions arise around charging stations for electric cars, and logistically how those would be managed and rolled out. Further discussion is discontinued in the interest of addressing the FY21 budget.

FY21 Budget Presentation – Kevin Benson, CFO

- Essentially a continuation of previous budget numbers, with very few anticipated changes for the coming year.
- An additional 5.2 FTE's were noted in the budget for the Detox facility, and 2.4 FTE's for a staffing department.
- Contract labor is budgeted at more than FY20, but less than actual FY19, since progress has been made staffing permanent positions. BRH anticipates onboarding an additional five or six nurses from the graduating UAS class each year.

- There will be a 4% price increase implemented for hospital services following a pricing study that was completed that showed BRH was below or at average pricing compared to other Alaska hospitals.
- Rural demonstration project reimbursement runs out in June. BRH will apply for “low-volume adjustment” which will provide about half the reimbursement that the RDP provided. Making the RDP project a permanent benefit for BRH is in progress in Washington D.C.
- The areas of risk in the budget, although low, include not getting approved for the “low-volume discount” and losing that reimbursement, and the potential decrease in cruise ship passengers due to a social fear of Covid-19.
- Budget placeholder added for CMO, but this is not currently staffed.
- Annual budget to be divided into monthly expectations based on seasonal variation, versus evenly across the twelve months.

Mr. Johnson made a MOTION to move the FY21 budget to the Board of Directors, and Ms. Knapp seconded.

Next Meeting: March 20, 2020 at 12:00pm in BRH Boardroom.

Future meetings: 2nd Friday at 12:00pm in BRH Boardroom, starting April 2020.

Committee comments: None

Adjourned – 1:07 p.m.

Bartlett Regional Hospital

3260 Hospital Drive, Juneau, Alaska 99801

907.796.8900

www.bartlethospital.org

DATE: March 9, 2020
TO: BRH Finance Committee
FROM: Kevin Benson, Chief Financial Officer
RE: January Financial Performance

January was a surprisingly good month financially for BRH. Winter months generally do not see good financial performance as the prior year shows Income from Operations breaking even. However, this year BRH saw Income from Operations of \$120,000. Inpatient revenue was only 6.5% less than budget in spite of patient days being 20% under budget. Additional inpatient revenue was generated on surgical cases whose volume exceeded budget by 16%. Although outpatient volumes continue to be mixed with activity both over and under budget, outpatient revenues finished ahead of budget by 8% or \$682,000. Total hospital revenue finished 2% over budget with an excess of \$325,000. BOPS revenue exceeded budget by \$110,000 (29%) and physician revenue exceeded budget by \$264,000 or 30% which resulted in total revenues of \$16,047,000 that were \$562,000 (3.6%) greater than budget.

Deductions were greater than budget by \$358,000 or 5%. This was due to additional physician discounts generated from increased revenues. Bad Debt expense was also greater than budget which has been the trend throughout the year. Other Revenue was over budget by \$167,000 which resulted in Total Operating Revenues that were \$371,000 greater than budget.

Expenses exceeded budget by \$294,000 or 3.4%. This variance was driven by increased staff costs and benefits. This resulted in an Operating Income of \$120,000 or 1.3%. There was a correction made in January to reverse an automatic recurring entry which recorded the alcohol tax revenue. \$800,000 of funding BRH received through June of 2019 for sleep-off has been redirected to another provider and the adjustment was not reflected in the monthly entry. This resulted in negative Non-Operating Income of \$223,000 and resulted in a Net Loss of \$102,000. For the year BRH has a Net Income of \$3.8 million or 5.6% well in excess of budget (\$2.2 million) and the prior year (\$1.6 million).

Other Significant Items:

- Overtime, Call backs and Non-Productive time continues to be a challenge with these categories exceeding budget by a combined \$300,000. This continues to be due to an increase of staff (and family member) illnesses.
- On-Behalf payments made by the State of Alaska on behalf of BRH are now made on a monthly basis. This funding is now being recorded on a monthly basis and reflects an unbudgeted increase of \$200,000 of Benefit Costs and an offsetting unbudgeted corresponding amount to Non-Operating Revenue.

**Bartlett Regional Hospital
Dashboard Report for January 2020**

Facility Utilization:	CURRENT MONTH					YEAR TO DATE			
	Actual	Budget	% Over (Under) Budget	Prior Year	Prior Month (December)	Actual	Budget	% Over (Under) Budget	Prior Year
Hospital Inpatient: Patient Days									
Patient Days - Med/Surg	296	426	-30%	357	375	2,817	2,982	-6%	2,762
Patient Days - Critical Care Unit	85	92	-8%	98	75	652	644	1%	640
Patient Days - Swing Beds	0	0	0%	0	0	0	0	-100%	0
Avg. Daily Census - Acute	12.3	16.7	-26%	15	14.5	16.1	16.9	-4%	15.8
Patient Days - Obstetrics	73	69	5%	46	60	480	483	-1%	455
Patient Days - Nursery	65	64	1%	49	44	381	434	-12%	427
Total Hospital Patient Days	519	652	-20%	550	554	4,330	4,543	-5%	4,284
Births	27	27	1%	21	21	172	238	-28%	187
Mental Health Unit									
Patient Days - Mental Health Unit	261	343	-24%	258	216	1,736	2,093	-17%	2,021
Avg. Daily Census - MHU	8.4	11.1	-24%	8.3	7	8.1	9.7	-17%	9.4
Rain Forest Recovery:									
Patient Days - RRC	252	299	-16%	336	329	2,056	2,401	-14%	2,356
Avg. Daily Census - RRC	8	9.7	-16%	10.8	11	10	11.2	-14%	11.0
Outpatient visits	18	19	-7%	28	26	167	133	26%	167
Inpatient: Admissions									
Med/Surg	65	72	-9%	79	65	535	504	6%	421
Critical Care Unit	40	41	-2%	39	40	303	287	6%	280
Obstetrics	30	28	6%	21	23	187	196	-5%	188
Nursery	27	30	-9%	22	21	173	210	-18%	196
Mental Health Unit	35	38	-8%	38	29	255	266	-4%	263
Total Admissions - Inpatient Status	197	209	-6%	199	178	1,453	1,463	-1%	1,348
Admissions - "Observation" Status									
Med/Surg	65	59	11%	61	47	399	413	-3%	407
Critical Care Unit	32	34	-6%	35	25	211	238	-11%	236
Mental Health Unit	2	2	-2%	3	4	17	14	21%	15
Obstetrics	19	19	-1%	17	18	132	133	-1%	130
Nursery	0	1	-100%	0	0	1	7	-86%	5
Total Admissions to Observation	118	115	2%	116	94	760	805	-6%	793
Surgery:									
Inpatient Surgery Cases	58	50	16%	42	38	368	350	5%	337
Endoscopy Cases	106	100	6%	103	93	648	700	-7%	691
Same Day Surgery Cases	122	91	34%	73	118	732	637	15%	609
Total Surgery Cases	286	241	19%	218	249	1,748	1,687	4%	1,637
Total Surgery Minutes	18,958	15,437	23%	14,126	16,227	121,275	105,003	15%	105,003
Outpatient:									
Total Outpatient Visits (Hospital)									
Emergency Department Visits	1,178	1,255	-6%	1,094	1,146	8,496	8,785	-3%	8,481
Cardiac Rehab Visits	68	77	-11%	92	52	452	539	-16%	545
Lab Visits	323	297	9%	241	302	2,692	2,079	29%	1,759
Lab Tests	9,006	9,601	-6%	10,067	9,359	72,965	67,207	9%	62,693
Radiology Visits	756	869	-13%	764	844	5,700	6,083	-6%	5,462
Radiology Tests	2,315	2,610	-11%	2,670	2,178	17,167	18,270	-6%	17,829
Sleep Study Visits	21	23	-10%	34	28	191	161	19%	172
Physician Clinics:									
Hospitalists	223	212	5%	213	252	1,621	1,484	9%	1,296
Bartlett Oncology Clinic	59	84	-30%	68	66	550	588	-6%	464
Ophthalmology Clinic	94	N/A	N/A	-	64	107	N/A	N/A	-
Behavioral Health Outpatient visits	356	413	-14%	251	64	2,428	2,772	-12%	2,683
Bartlett Surgery Specialty Clinic visits	335	325	3%	362	326	1,974	2,275	-13%	2,104
	1,067	1,034	3%	894	772	6,680	7,119	-6%	6,547
Other Operating Indicators:									
Dietary Meals Served	29,614	26,027	14%	27,583	31,754	208,262	182,189	14%	180,805
Laundry Pounds (Per 100)	372	408	-9%	410	352	2,651	2,856	-7%	2,810

**Bartlett Regional Hospital
Dashboard Report for January 2020**

Facility Utilization:	CURRENT MONTH				YEAR TO DATE			
	Actual	Budget	% Over (Under) Budget	Prior Year	Actual	Budget	% Over (Under) Budget	Prior Year
Financial Indicators:								
Revenue Per Adjusted Patient Day	5,011	4,833	3.7%	4,553	4,817	4,427	8.8%	4,215
Contractual Allowance %	40.0%	41.1%	-2.7%	42.5%	40.6%	41.1%	-1.1%	40.1%
Bad Debt & Charity Care %	4.8%	2.9%	61.6%	2.7%	3.0%	2.9%	1.0%	2.9%
Wages as a % of Net Revenue	47.4%	46.2%	2.5%	49.9%	46.6%	46.2%	0.9%	48.4%
Productive Staff Hours Per Adjusted Patient Day	25.4	25.7	-0.9%	22.6	23.8	23.5	1.1%	22.3
Non-Productive Staff Hours Per Adjusted Patient Day	4.2	3.5	20.7%	4.4	3.8	2.8	38.3%	3.7
Overtime/Premium % of Productive	7.97%	2.80%	184.3%	7.28%	6.93%	2.80%	147.4%	6.78%
Days Cash on Hand	103	108	-4.4%	147	100	108	-7.3%	141
Board Designated Days Cash on Hand	161	168	-4.4%	153	156	168	-7.3%	153
Days in Net Receivables	58.0	58	0.0%	49	58.0	58	0.0%	49
					Actual	Benchmark	% Over (Under)	Prior Year
Total debt-to-capitalization (with PERS)					63.0%	33.7%	86.8%	45.1%
Total debt-to-capitalization (without PERS)					16.0%	33.7%	-52.5%	20.1%
Current Ratio					10.15	2.00	407.3%	6.07
Debt-to-Cash Flow (with PERS)					6.99	2.7	158.9%	8.98
Debt-to-Cash Flow (without PERS)					1.78	2.7	-34.2%	4.00
Aged A/R 90 days & greater					52.6%	19.8%	165.7%	
Cash Collections					97.9%	99.4%	-1.5%	
POS Cash Collection					2.1%	21.3%	-90.1%	
Cost of Collections (Hospital only)					4.2%	2.8%	50.0%	
Charity Care Write off					0.7%	1.4%	-50.0%	
Bad Debt Write off					1.4%	0.8%	75.0%	
Discharged not Final Billed (DNFB)					17.0%	4.7%	261.7%	
Unbilled & Claims on Hold (DNSP)					17.1%	5.1%	235.3%	
Claims final billed not submitted to payor (FBNS)					0.04%	0.2%	-80.0%	

BARTLETT REGIONAL HOSPITAL
STATEMENT OF REVENUES AND EXPENSES
FOR THE MONTH AND YEAR TO DATE OF JANUARY 2020

MONTH ACTUAL	MONTH BUDGET	MO \$ VAR	MTD % VAR	PR YR MO		YTD ACTUAL	YTD BUDGET	YTD \$ VAR	YTD % VAR	PRIOR YTD ACT	PRIOR YTD % CHG
					Gross Patient Revenue:						
\$4,268,141	\$4,525,982	-\$257,841	-5.7%	\$4,316,901	1. Inpatient Revenue	\$32,273,418	\$31,389,870	\$883,548	2.8%	\$29,936,989	7.8%
\$902,828	\$1,002,905	-\$100,078	-10.0%	\$891,451	2. Inpatient Ancillary Revenue	\$6,852,817	\$6,955,611	-\$102,794	-1.5%	\$6,568,547	4.3%
\$5,170,969	\$5,528,887	-\$357,919	-6.5%	\$5,208,352	3. Total Inpatient Revenue	\$39,126,235	\$38,345,481	\$780,754	2.0%	\$36,505,537	7.2%
\$9,200,382	\$8,517,476	\$682,906	8.0%	\$7,838,920	4. Outpatient Revenue	\$64,138,217	\$59,072,913	\$5,065,304	8.6%	\$56,053,629	14.4%
\$14,371,351	\$14,046,363	\$324,987	2.3%	\$13,047,272	5. Total Patient Revenue - Hospital	\$103,264,453	\$97,418,394	\$5,846,059	6.0%	\$92,559,166	11.6%
\$267,731	\$377,860	-\$110,130	-29.1%	\$352,010	6. RRC Patient Revenue	\$2,148,806	\$2,620,639	-\$471,833	-18.0%	\$2,490,949	-13.7%
\$278,236	\$194,827	\$83,409	42.8%	\$226,794	7. BHOPS Patient Revenue	\$1,876,994	\$1,351,225	\$525,769	38.9%	\$1,329,647	41.2%
\$1,130,215	\$866,304	\$263,911	30.5%	\$997,801	8. Physician Revenue	\$7,109,338	\$6,008,220	\$1,101,118	18.3%	\$5,663,801	25.5%
\$16,047,533	\$15,485,354	\$562,177	3.6%	\$14,623,877	9. Total Gross Patient Revenue	\$114,399,591	\$107,398,478	\$7,001,113	6.5%	\$102,043,562	12.1%
					Deductions from Revenue:						
\$3,190,842	\$3,185,446	-\$5,396	-0.2%	\$3,424,689	10. Inpatient Contractual Allowance	\$22,253,995	\$22,112,487	-\$141,508	-0.6%	\$20,901,739	6.5%
-\$308,333	-\$308,333	\$0		-\$308,333	10a. Rural Demonstration Project	-\$2,158,333	-\$2,158,333	\$0		-\$2,158,333	
\$2,898,447	\$3,075,304	-\$176,857	5.8%	\$2,659,980	11. Outpatient Contractual Allowance	\$22,120,427	\$21,328,705	-\$791,722	-3.7%	\$19,501,467	13.4%
\$634,850	\$412,705	-\$222,145	-53.8%	\$435,760	12. Physician Service Contractual Allowance	\$4,276,212	\$2,862,311	-\$1,413,901	-49.4%	\$2,691,690	58.9%
\$16,435	\$16,577	-\$143	0.9%	\$11,650	13. Other Deductions	\$100,193	\$114,969	-\$14,776	-12.9%	\$105,486	0.0%
\$112,811	\$126,201	-\$13,390	10.6%	\$8,128	14. Charity Care	\$521,575	\$875,267	-\$353,692	40.4%	\$722,512	-27.8%
\$651,678	\$330,372	-\$321,306	-97.3%	\$389,771	15. Bad Debt Expense	\$2,883,925	\$2,291,295	-\$592,630	-25.9%	\$2,259,901	27.6%
\$7,196,730	\$6,838,272	-\$358,457	-5.2%	\$6,621,645	16. Total Deductions from Revenue	\$49,997,993	\$47,426,701	-\$2,571,292	-5.4%	\$44,024,461	13.6%
40.0%	43.1%			44.6%	% Contractual Allowances / Total Gross Patient Revenue	40.6%	43.1%			40.1%	
4.8%	2.9%			2.7%	% Bad Debt & Charity Care / Total Gross Patient Revenue	3.0%	2.9%			2.9%	
44.8%	44.2%			45.3%	% Total Deductions / Total Gross Patient Revenue	43.7%	44.2%			43.1%	
\$8,850,803	\$8,647,082	\$203,720	2.4%	\$8,002,232	17. Net Patient Revenue	\$64,401,598	\$59,971,777	\$4,429,821	7.4%	\$58,019,101	11.0%
\$339,763	\$172,231	\$167,532	97.3%	\$160,173	18. Other Operating Revenue	\$2,846,493	\$1,194,511	\$1,651,982	138.3%	\$1,174,119	142.4%
\$9,190,566	\$8,819,313	\$371,253	4.2%	\$8,162,405	19. Total Operating Revenue	\$67,248,090	\$61,166,288	\$6,081,802	9.9%	\$59,193,219	13.6%
					Expenses:						
\$3,777,495	\$3,653,448	-\$124,047	-3.4%	\$3,492,858	20. Salaries & Wages	\$26,581,421	\$25,338,365	-\$1,243,056	-4.9%	\$24,364,113	9.1%
\$320,025	\$283,036	-\$36,989	-13.1%	\$306,540	21. Physician Wages	\$2,238,778	\$1,962,985	-\$275,793	-14.0%	\$1,906,841	17.4%
\$93,925	\$58,324	-\$35,601	-61.0%	\$195,348	22. Contract Labor	\$1,210,010	\$404,499	-\$805,511	-199.1%	\$1,808,354	-33.1%
\$1,916,357	\$1,823,423	-\$92,934	-5.1%	\$1,683,158	23. Employee Benefits	\$14,002,326	\$12,646,384	-\$1,355,942	-10.7%	\$11,288,003	24.0%
\$6,107,802	\$5,818,231	-\$289,571	-5.0%	\$5,677,904	24. % Salaries and Benefits / Total Operating Revenue	\$44,032,535	\$40,352,233	-\$3,680,302	-9.1%	\$39,367,311	11.9%
66.5%	66.0%			69.6%		65.5%	66.0%			66.5%	
\$24,809	\$79,810	\$55,001	68.9%	\$84,667	24. Medical Professional Fees	\$526,766	\$553,559	-\$26,793	4.8%	\$570,564	-7.7%
\$169,506	\$209,493	\$39,987	19.1%	\$265,356	25. Physician Contracts	\$1,568,707	\$1,452,929	-\$115,778	-8.0%	\$1,669,893	-6.1%
\$162,077	\$181,236	\$19,160	10.6%	\$123,416	26. Non-Medical Professional Fees	\$1,116,386	\$1,256,963	-\$140,577	11.2%	\$1,033,539	8.0%
\$1,370,875	\$1,080,129	-\$290,746	-26.9%	\$742,698	27. Materials & Supplies	\$8,152,264	\$7,491,198	-\$661,066	-8.8%	\$7,264,263	12.2%
\$128,887	\$132,225	\$3,338	2.5%	\$129,274	28. Utilities	\$896,471	\$917,036	-\$20,565	2.2%	\$805,521	11.3%
\$294,824	\$333,851	\$39,027	11.7%	\$305,108	29. Maintenance & Repairs	\$2,529,073	\$2,315,387	-\$213,686	-9.2%	\$2,093,780	20.8%
\$41,278	\$56,719	\$15,441	27.2%	\$48,272	30. Rentals & Leases	\$341,634	\$393,370	-\$51,737	13.2%	\$372,628	-8.3%
\$39,858	\$50,602	\$10,744	21.2%	\$39,314	31. Insurance	\$310,590	\$350,943	-\$40,353	11.5%	\$464,846	-33.2%
\$589,896	\$668,307	\$78,411	11.7%	\$602,466	32. Depreciation & Amortization	\$4,078,286	\$4,635,044	-\$556,758	12.0%	\$4,273,093	-4.6%
\$52,453	\$52,781	\$328	0.6%	\$52,667	33. Interest Expense	\$367,169	\$366,059	-\$1,110	-0.3%	\$375,328	-2.2%
\$87,922	\$112,363	\$24,441	21.8%	\$97,264	34. Other Operating Expenses	\$797,371	\$779,284	-\$18,087	-2.3%	\$609,441	30.8%
\$9,070,188	\$8,775,747	-\$294,439	-3.4%	\$8,168,406	35. Total Expenses	\$64,717,250	\$60,864,005	-\$3,853,246	-6.3%	\$58,900,206	-9.9%
\$120,378	\$43,566	\$76,812	176.3%	-\$6,001	36. Income (Loss) from Operations	\$2,530,840	\$302,283	\$2,228,557	737.2%	\$293,013	763.7%
\$103,517	\$108,500	-\$4,983	-4.6%	\$32,643	37. Interest Income	\$713,910	\$752,499	-\$38,590	-5.1%	\$204,833	248.5%
-\$326,210	\$162,161	-\$488,371	-301.2%	\$148,719	38. Other Non-Operating Income	\$510,294	\$1,124,663	-\$614,369	-54.6%	\$1,103,374	-53.8%
-\$222,693	\$270,661	-\$493,354	-182.3%	\$181,362	39. Total Non-Operating Revenue	\$1,224,204	\$1,877,162	-\$652,958	-34.8%	\$1,308,208	-6.4%
-\$102,315	\$314,227	-\$416,542	132.6%	\$175,361	40. Net Income (Loss)	\$3,755,044	\$2,179,445	\$1,575,599	-72.3%	\$1,601,221	-134.5%
1.31%	0.49%			-0.07%	Income from Operations Margin	3.76%	0.49%			0.50%	
-1.11%	3.56%			2.15%	Net Income	5.58%	3.56%			2.71%	

**Bartlett Regional Hospital
January 2020 Financial Operating Summary**

Financial Group	In-Pt Jan	Jan Budget	Out-Pt Jan		Physician Division Jan		BRH Total Jan	
			Actual	Jan Budget	Actual	Jan Budget	Actual	Jan Budget
Aetna	785,576	459,264	1,783,762	1,405,586	256,656	131,978	2,825,994	1,996,828
Blue Cross	432,021	496,560	1,376,815	1,417,096	146,319	192,105	1,955,155	2,105,761
Comm	154,180	197,972	294,500	355,638	74,495	180,503	523,174	734,113
MCD	2,170,758	2,020,042	1,978,939	1,835,069	391,691	173,031	4,541,387	4,028,142
MCR	1,664,421	2,379,454	2,776,842	2,606,662	286,408	292,724	4,727,671	5,278,840
Other	218,549	71,666	375,071	228,199	24,388	17,860	618,008	317,725
SEARHC	11,119	35,196	79,702	124,694	9,471	4,903	100,292	164,793
Self	86,998	89,575	287,726	203,149	4,891	9,817	379,614	302,541
VA/Cham	(84,922)	141,079	128,387	253,725	41,745	51,782	85,210	446,586
Worker's	-	9,999	118,639	92,599	1,715	6,287	120,353	108,885
Grand Total	5,438,699	5,900,807	9,200,382	8,522,417	1,237,776	1,060,990	15,876,858	15,484,214

Commercial	1,371,776	1,163,795	3,573,715	3,270,919	479,184	510,873	5,424,676	4,945,587
Government	3,979,925	4,647,437	5,338,941	5,048,349	753,701	540,300	10,072,568	10,236,086
Self Pay	86,998	89,575	287,726	203,149	4,891	9,817	379,614	302,541
Total Charges	5,438,699	5,900,807	9,200,382	8,522,417	1,237,776	1,060,990	15,876,858	15,484,214

% of Hospital Charges	25%	30%	34%	33%	5%	3%	63.4%	66.1%
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Prior Month

Commercial	1,041,724	1,163,796	3,556,725	3,270,931	365,101	510,876	4,963,550	4,945,603
Government	4,040,558	4,647,430	5,258,112	5,048,360	747,498	540,296	10,046,168	10,236,086
Self Pay	56,730	89,577	156,955	203,152	7,876	9,817	221,561	302,546
Total Charges	5,139,012	5,900,803	8,971,792	8,522,443	1,120,475	1,060,989	15,231,279	15,484,235

% of Hospital Charges	27%	30%	35%	33%	5%	3%	66.0%	66.1%
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<u>Description</u>	<u>Jan Actual</u>	<u>Jan Budget</u>	<u>Jan Actual</u>
			<u>(Over) / Under</u> <u>Budget</u>
Mgrs & Supervisors	456,386	443,694	(12,692)
Techs & Specs	654,915	729,542	74,627
RN's	806,434	887,027	80,593
Clerical & Admin	357,651	364,951	7,300
Clinical - Other	283,013	322,061	39,048
Non-Clinical - Other	238,490	227,792	(10,698)
Overtime	287,410	117,712	(169,698)
Call Back	45,685	8,436	(37,249)
Shift Differentials	129,810	110,436	(19,374)
On-Call	23,605	18,264	(5,341)
Non Productive	518,058	423,533	(94,525)
Premium Pay	0	-	-
Bonuses	(23,962)	0	23,962
Grand Total	3,777,495	3,653,448	(124,047)
Physicians	320,025	283,036	(36,989)
Contract Labor	93,925	58,324	(35,601)
Physician Contracts	413,950	341,360	(72,590)

BARTLETT REGIONAL HOSPITAL
BALANCE SHEET
January 31, 2020

	<u>January-20</u>	<u>December-19</u>	<u>January-19</u>	<u>CHANGE FROM PRIOR FISCAL YEAR</u>
ASSETS				
Current Assets:				
1. Cash and cash equivalents	28,242,074	33,759,459	35,951,172	(7,709,098)
2. Board designated cash	39,266,128	38,876,149	36,209,988	3,056,140
3. Patient accounts receivable, net	16,420,030	16,728,824	12,901,410	3,518,619
4. Other receivables	2,382,342	2,290,218	2,345,016	37,326
5. Inventories	3,255,837	3,225,457	3,187,892	67,945
6. Prepaid Expenses	662,287	878,858	1,930,377	(1,268,089)
7. Other assets	28,877	28,877	28,877	-
8. Total current assets	90,257,575	95,787,842	92,554,732	(2,297,157)
Appropriated Cash:				
9. CIP Appropriated Funding	4,678,117	4,678,117	1,178,300	3,499,817
Property, plant & equipment				
10. Land, bldgs & equipment	142,709,147	149,368,673	148,266,849	(5,557,701)
11. Construction in progress	5,107,629	2,523,423	376,550	4,731,079
12. Total property & equipment	147,816,776	151,892,096	148,643,399	(826,622)
13. Less: accumulated depreciation	(93,671,326)	(99,962,995)	(95,275,021)	1,603,695
14. Net property and equipment	54,145,450	51,929,103	53,368,379	777,072
15. Deferred outflows/Contribution to Pension Plan	14,415,000	14,415,000	8,564,873	5,850,127
16. Total assets	163,496,142	166,810,061	155,666,282	7,829,860
LIABILITIES & FUND BALANCE				
Current liabilities:				
17. Payroll liabilities	744,650	2,173,149	2,288,299	(1,543,649)
18. Accrued employee benefits	3,606,792	3,739,912	3,613,397	(6,605)
19. Accounts payable and accrued expenses	3,153,198	3,729,333	2,140,623	1,012,575
20. Due to 3rd party payors	2,602,005	2,255,085	357,305	2,244,700
21. Deferred revenue	(2,223,521)	(2,257,437)	2,581,533	(4,805,053)
22. Interest payable	-	340,359	(4,365)	4,365
23. Note payable - current portion	870,000	845,000	850,000	20,000
24. Other payables	143,080	396,788	422,260	(279,179)
25. Total current liabilities	8,896,204	11,222,189	12,249,052	(3,352,846)
Long-term Liabilities:				
26. Bonds payable	17,260,000	18,130,000	18,155,000	(895,000)
27. Bonds payable - premium/discount	1,301,604	1,317,223	1,492,525	(190,921)
28. Net Pension Liability	72,600,321	72,600,321	62,996,347	9,603,974
29. Deferred In-Flows	6,172,883	6,172,883	9,841,533	(3,668,650)
30. Total long-term liabilities	97,334,808	98,220,427	92,485,405	4,849,403
31. Total liabilities	106,231,014	109,442,618	104,734,457	1,496,558
32. Fund Balance	57,265,129	57,367,443	50,931,825	6,333,304
33. Total liabilities and fund balance	163,496,142	166,810,061	155,666,282	7,829,860

**Bartlett Regional Hospital
Accounts Receivable
1/31/2020**

Aging by Fin Grp									Billed & Unbilled	Billed & Unbilled
	Unbilled A/R	0-30	31-60	61-90	91-120	121-150	151+	A/R Total	1/31/2020	12/31/2019
Aetna	\$185,519	\$675,200	\$390,860	\$179,564	\$98,551	\$144,993	\$214,629	\$1,703,797	\$1,889,316	\$1,543,769
Blue Cross	\$227,128	\$294,586	\$161,126	\$362,767	\$51,438	\$3,788	\$223,429	\$1,097,134	\$1,324,261	\$1,328,892
CB	0	0	0	0	0	0	0	\$0	\$0	\$0
Com	\$79,877	\$94,655	\$153,496	\$7,121	\$114,694	\$32,712	\$243,382	\$646,060	\$725,937	\$1,047,499
Medicaid	\$1,249,174	\$625,488	\$305,600	\$274,781	\$43,212	\$170,706	\$715,944	\$2,135,731	\$3,384,905	\$3,915,551
Medicare	\$1,142,347	\$1,169,761	\$147,226	\$47,033	\$182,722	\$1,225	\$28,203	\$1,576,171	\$2,718,517	\$2,868,971
Medicare Rep	\$0	\$0	\$0	\$37,259	\$0	\$47,784	\$160,076	\$245,120	\$245,120	\$399,388
Other	\$37,351	\$91,527	\$226,745	\$86,965	\$62,500	\$59,674	\$1,919	\$529,330	\$566,680	\$343,129
SEARHC	\$22,743	\$39,371	\$64,094	\$17,988	\$1,364	\$150	\$37,348	\$160,315	\$183,058	\$254,211
Self	\$58	\$170,315	\$184,529	\$173,908	\$133,251	\$207,576	\$2,742,269	\$3,611,849	\$3,611,907	\$3,522,388
VA	\$4,349	\$89,593	\$195,310	\$132,199	\$207,215	\$83,468	\$280,144	\$987,929	\$992,278	\$977,083
Worker's	\$2,948,544	\$0	\$0	\$0	\$20,351	\$0	\$0	\$20,351	\$2,968,895	\$26,342
in-patient Total	\$5,897,087	\$3,250,496	\$1,828,988	\$1,319,585	\$915,298	\$752,076	\$4,647,344	\$12,713,786	\$18,610,874	\$16,227,224
Aetna	\$509,447	\$1,028,065	\$595,506	\$335,166	\$242,783	\$122,781	\$354,725	\$2,679,027	\$3,188,473	\$2,986,356
Blue Cross	\$472,243	\$525,621	\$268,795	\$134,458	\$149,538	\$86,699	\$290,574	\$1,455,685	\$1,927,928	\$2,100,282
CB	0	\$0	\$0	\$0	\$0	\$0	\$11,985	\$11,985	\$11,985	\$0
Com	\$58,148	\$143,140	\$167,025	\$65,408	\$78,206	\$94,379	\$252,277	\$800,434	\$858,583	\$923,838
Medicaid	\$433,257	\$466,310	\$126,776	\$40,250	\$85,494	\$9,953	\$531,883	\$1,260,665	\$1,693,922	\$2,022,183
Medicare	\$994,601	\$1,209,062	\$342,450	\$88,103	\$3,697	\$3,957	\$55,516	\$1,702,784	\$2,697,385	\$2,197,671
Medicare Rep	\$4,996	\$836	\$0	\$0	\$0	\$10,377	\$25,045	\$36,258	\$41,254	\$46,148
Other	\$19,541	\$104,445	\$73,196	\$28,894	\$37,341	\$43,123	\$120,198	\$407,197	\$426,738	\$425,308
SEARHC	\$22,615	\$84,506	\$42,466	\$30,991	\$1,051	\$1,998	\$31,707	\$192,719	\$215,334	\$307,620
Self	\$47,723	\$182,354	\$300,017	\$358,853	\$409,975	\$350,752	\$5,370,286	\$6,972,237	\$7,019,959	\$6,980,665
VA	\$123,048	\$319,012	\$197,580	\$94,629	\$84,044	\$79,668	\$119,824	\$894,757	\$1,017,804	\$1,148,000
Worker's	\$19,074	\$104,034	\$49,164	\$47,520	\$34,030	\$11,009	\$62,791	\$308,547	\$327,622	\$301,654
out-patient Total	\$2,704,692	\$4,167,385	\$2,162,975	\$1,224,270	\$1,126,158	\$814,696	\$7,226,810	\$16,722,295	\$19,426,986	\$19,439,723
Aetna	\$694,965	\$1,703,265	\$986,366	\$514,731	\$341,334	\$267,774	\$569,354	\$4,382,824	\$5,077,789	\$4,530,125
Blue Cross	\$699,371	\$820,206	\$429,921	\$497,225	\$200,976	\$90,487	\$514,003	\$2,552,819	\$3,252,189	\$3,429,174
CB	\$0	\$0	\$0	\$0	\$0	\$0	\$11,985	\$11,985	\$11,985	\$0
Com	\$138,025	\$237,795	\$320,522	\$72,528	\$192,900	\$127,090	\$495,659	\$1,446,495	\$1,584,520	\$1,971,338
Medicaid	\$1,682,431	\$1,091,798	\$432,377	\$315,031	\$128,705	\$180,658	\$1,247,827	\$3,396,397	\$5,078,827	\$5,937,734
Medicare	\$2,136,947	\$2,378,824	\$489,676	\$135,136	\$186,418	\$5,182	\$83,719	\$3,278,955	\$5,415,902	\$5,066,642
Medicare Rep	\$4,996	\$836	\$0	\$37,259	\$0	\$58,161	\$185,121	\$281,378	\$286,374	\$445,535
Other	\$56,892	\$195,972	\$299,941	\$115,859	\$99,841	\$102,797	\$122,117	\$936,526	\$993,418	\$768,437
SEARHC	\$45,357	\$123,877	\$106,561	\$48,979	\$2,415	\$2,148	\$69,055	\$353,034	\$398,391	\$561,831
Self	\$47,781	\$352,669	\$484,546	\$532,761	\$543,226	\$558,328	\$8,112,555	\$10,584,085	\$10,631,866	\$10,503,053
VA	\$127,397	\$408,604	\$392,890	\$226,827	\$291,259	\$163,136	\$399,968	\$1,882,685	\$2,010,082	\$2,125,082
Worker's	\$2,967,618	\$104,034	\$49,164	\$47,520	\$54,382	\$11,009	\$62,791	\$328,899	\$3,296,516	\$327,996
Grand Total	\$8,601,779	\$7,417,880	\$3,991,963	\$2,543,856	\$2,041,456	\$1,566,772	\$11,874,154	\$29,436,081	\$38,037,860	\$35,666,947

Aged Balance excludes Credit Balances

	January-20	December-19
Aging	\$29,436,081	\$30,459,032
Unbilled	\$8,601,779	\$5,207,915
Total	\$38,037,860	\$35,666,947

Bartlett Regional Hospital January 2020 Writeoffs

Adjustments

One Time PPD Ins	\$0.00	0
Timely Filing	\$6,124.21	2
Compliance/Risk/Adminstrative	\$1,518.75	4
SP Prompt Pay Disc	\$13,307.26	149
Timely RRC-BOPS/LABS	\$0.00	0
Demographic Informaiton	\$0.00	0
Auth Denials	\$32,619.34	2
Denied Appeals	\$0.00	0
Mental Health BD Adj	\$18,233.02	62
Mental Health BD Adj	\$56,286.97	15
	\$128,089.55	

Collections

One Time Ins PPD	\$0.00	0
Collections SPPPD	\$69,606.22	149
	\$69,606.22	

Bartlett Regional Hospital

3260 Hospital Drive, Juneau, Alaska 99801

907.796.8900

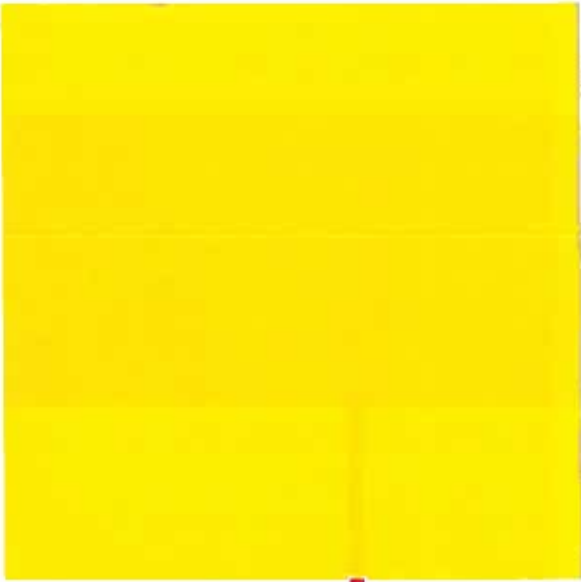
www.bartlethospital.org

DATE: March 8, 2019
TO: BRH Finance Committee
FROM: Kevin Benson, Chief Financial Officer
RE: Potential Land Purchase

Chuck had a conversation with John Gitkov, owner of a parcel of land adjacent to BRH property (see attached plot map). He expressed specific interest in selling to Bartlett. He is looking for \$200,000 for the purchase. An appraisal of the parcel should be complete in 4 weeks (see attached email stream). This property may represent an opportunity for access and/or parking for BRH.

At this point we are exploring this opportunity.





~ \$200,000 with Sewer



Bartlett Regional Hospital
 Financial Class Analysis
 For the Years Ending June 30, 2017 to 2020

FY	FC Name	No Pts	Charges	Payments	Discounts	Payment %
2017	Aetna	6,425	20,462,359	19,162,030	1,300,329	93.6%
2017	Commercial Insurance	2,058	7,429,438	6,637,659	791,778	89.3%
2017	Mcare Replacement	89	790,428	387,589	402,838	49.0%
2017	Medicaid	9,886	38,790,246	17,278,044	21,512,202	44.5%
2017	Medicare	7,566	43,757,862	17,157,444	26,600,419	39.2%
2017	Other	697	2,039,897	1,364,806	675,092	66.9%
2017	Primera	6,664	21,253,779	20,520,850	732,929	96.6%
2017	Searhc	492	1,428,959	549,562	879,397	38.5%
2017	Self Pay	1,133	2,627,338	1,249,151	1,378,188	47.5%
2017	VA	1,495	5,081,712	2,003,832	3,077,880	39.4%
2017	Work Comp	501	1,521,043	1,045,457	475,585	68.7%
		<u>37,006</u>	<u>145,183,061</u>	<u>87,356,424</u>	<u>57,826,637</u>	<u>60.2%</u>
2018	Aetna	6,431	19,247,453	18,101,754	1,145,699	94.0%
2018	Commercial Insurance	1,617	5,892,263	5,425,976	466,287	92.1%
2018	Mcare Replacement	99	1,097,927	485,357	612,570	44.2%
2018	Medicaid	9,721	42,436,620	18,006,198	24,430,422	42.4%
2018	Medicare	8,237	51,201,554	19,110,704	32,090,850	37.3%
2018	Other	671	2,417,966	1,454,271	963,695	60.1%
2018	Primera	6,620	21,073,545	19,858,277	1,215,268	94.2%
2018	Searhc	453	1,445,741	503,460	942,281	34.8%
2018	Self Pay	1,745	2,771,665	1,226,543	1,545,122	44.3%
2018	VA	1,517	5,341,754	2,094,037	3,247,718	39.2%
2018	Work Comp	527	1,720,264	1,149,363	570,900	66.8%
		<u>37,638</u>	<u>154,646,751</u>	<u>87,415,939</u>	<u>67,230,812</u>	<u>56.5%</u>
2019	Aetna	7,048	21,865,304	20,485,916	1,379,388	93.7%
2019	Commercial Insurance	1,542	6,110,887	5,633,950	476,936	92.2%
2019	Mcare Replacement	87	1,491,636	533,836	957,800	35.8%
2019	Medicaid	10,199	45,106,212	19,729,968	25,376,244	43.7%
2019	Medicare	8,528	51,622,210	18,029,353	33,592,857	34.9%
2019	Other	823	3,194,036	1,888,660	1,305,376	59.1%
2019	Primera	6,856	22,461,757	21,066,834	1,394,922	93.8%
2019	Searhc	489	1,866,437	626,884	1,239,552	33.6%
2019	Self Pay	997	2,747,221	1,220,436	1,526,785	44.4%
2019	VA	1,713	6,656,958	2,214,830	4,442,128	33.3%
2019	Work Comp	480	1,409,079	846,782	562,297	60.1%
		<u>38,762</u>	<u>164,531,737</u>	<u>92,277,450</u>	<u>72,254,287</u>	<u>56.1%</u>
2020	Aetna	7,492	23,553,369	22,090,180	1,463,189	93.8%
2020	Commercial Insurance	1,644	7,690,100	7,172,994	517,106	93.3%
2020	Mcare Replacement	146	2,318,133	820,728	1,497,405	35.4%
2020	Medicaid	9,456	47,051,668	18,244,274	28,807,393	38.8%
2020	Medicare	9,518	58,879,435	18,381,952	40,497,482	31.2%
2020	Other	856	3,541,933	2,904,750	637,183	82.0%
2020	Primera	7,220	27,009,868	25,819,839	1,190,029	95.6%
2020	Searhc	630	2,864,499	767,876	2,096,622	26.8%
2020	Self Pay	2,574	3,109,640	1,354,645	1,754,995	43.6%
2020	VA	1,760	7,441,661	2,114,302	5,327,360	28.4%
2020	Work Comp	532	1,455,660	849,223	606,437	58.3%
		<u>41,828</u>	<u>184,915,964</u>	<u>100,520,763</u>	<u>84,395,201</u>	<u>54.4%</u>

Bartlett Regional Hospital
 Financial Class Analysis
 For the Years Ending June 30, 2017 to 2020

FY	FC Name	No Pts	Charges	Payments	Discounts	Payment %
Aetna	2017	6,425	20,462,359	19,162,030	1,300,329	93.6%
Aetna	2018	6,431	19,247,453	18,101,754	1,145,699	94.0%
Aetna	2019	7,048	21,865,304	20,485,916	1,379,388	93.7%
Aetna	2020	7,492	23,553,369	22,090,180	1,463,189	93.8%
		<u>27,396</u>	<u>85,128,485</u>	<u>79,839,880</u>	<u>5,288,605</u>	<u>93.8%</u>
Commercial Insurance	2017	2,058	7,429,438	6,637,659	791,778	89.3%
Commercial Insurance	2018	1,617	5,892,263	5,425,976	466,287	92.1%
Commercial Insurance	2019	1,542	6,110,887	5,633,950	476,936	92.2%
Commercial Insurance	2020	822	3,845,050	3,586,497	258,553	93.3%
		<u>6,039</u>	<u>23,277,638</u>	<u>21,284,083</u>	<u>1,993,555</u>	<u>91.4%</u>
Mcare Replacement	2017	89	790,428	387,589	402,838	49.0%
Mcare Replacement	2018	99	1,097,927	485,357	612,570	44.2%
Mcare Replacement	2019	87	1,491,636	533,836	957,800	35.8%
Mcare Replacement	2020	73	1,159,066	410,364	748,702	35.4%
		<u>348</u>	<u>4,539,057</u>	<u>1,817,146</u>	<u>2,721,910</u>	<u>40.0%</u>
Medicaid	2017	9,886	38,790,246	17,278,044	21,512,202	44.5%
Medicaid	2018	9,721	42,436,620	18,006,198	24,430,422	42.4%
Medicaid	2019	10,199	45,106,212	19,729,968	25,376,244	43.7%
Medicaid	2020	4,728	23,525,834	9,122,137	14,403,697	38.8%
		<u>34,534</u>	<u>149,858,912</u>	<u>64,136,347</u>	<u>85,722,565</u>	<u>42.8%</u>
Medicare	2017	7,566	43,757,862	17,157,444	26,600,419	39.2%
Medicare	2018	8,237	51,201,554	19,110,704	32,090,850	37.3%
Medicare	2019	8,528	51,622,210	18,029,353	33,592,857	34.9%
Medicare	2020	4,759	29,439,717	9,190,976	20,248,741	31.2%
		<u>29,090</u>	<u>176,021,343</u>	<u>63,488,477</u>	<u>112,532,866</u>	<u>36.1%</u>
Other	2017	697	2,039,897	1,364,806	675,092	66.9%
Other	2018	671	2,417,966	1,454,271	963,695	60.1%
Other	2019	823	3,194,036	1,888,660	1,305,376	59.1%
Other	2020	428	1,770,966	1,452,375	318,592	82.0%
		<u>2,619</u>	<u>9,422,866</u>	<u>6,160,111</u>	<u>3,262,755</u>	<u>65.4%</u>
Primera	2017	6,664	21,253,779	20,520,850	732,929	96.6%
Primera	2018	6,620	21,073,545	19,858,277	1,215,268	94.2%
Primera	2019	6,856	22,461,757	21,066,834	1,394,922	93.8%
Primera	2020	3,610	13,504,934	12,909,919	595,015	95.6%
		<u>23,750</u>	<u>78,294,014</u>	<u>74,355,881</u>	<u>3,938,134</u>	<u>95.0%</u>
Searhc	2017	492	1,428,959	549,562	879,397	38.5%
Searhc	2018	453	1,445,741	503,460	942,281	34.8%
Searhc	2019	489	1,866,437	626,884	1,239,552	33.6%

Bartlett Regional Hospital
 Financial Class Analysis
 For the Years Ending June 30, 2017 to 2020

FY	FC Name	No Pts	Charges	Payments	Discounts	Payment %
Searhc	2020	315	1,432,249	383,938	1,048,311	26.8%
		1,749	6,173,386	2,063,844	4,109,542	33.4%
Self Pay	2017	1,133	2,627,338	1,249,151	1,378,188	47.5%
Self Pay	2018	1,745	2,771,665	1,226,543	1,545,122	44.3%
Self Pay	2019	997	2,747,221	1,220,436	1,526,785	44.4%
Self Pay	2020	1,287	1,554,820	677,322	877,498	43.6%
		5,162	9,701,045	4,373,452	5,327,593	45.1%
VA	2017	1,495	5,081,712	2,003,832	3,077,880	39.4%
VA	2018	1,517	5,341,754	2,094,037	3,247,718	39.2%
VA	2019	1,713	6,656,958	2,214,830	4,442,128	33.3%
VA	2020	880	3,720,831	1,057,151	2,663,680	28.4%
		5,605	20,801,255	7,369,849	13,431,406	35.4%
Work Comp	2017	501	1,521,043	1,045,457	475,585	68.7%
Work Comp	2018	527	1,720,264	1,149,363	570,900	66.8%
Work Comp	2019	480	1,409,079	846,782	562,297	60.1%
Work Comp	2020	266	727,830	424,612	303,218	58.3%
		1,774	5,378,216	3,466,215	1,912,001	64.4%

Bartlett Regional Hospital
 Tourism Review
 For the Years Ending June 30, 2017 to 2020

In State Patients							
FY	FC Name	No Pts	Charges	Payments	Discounts	Payment %	Revenue %
2017 N		35,001	135,797,126	81,038,338	54,758,788	59.7%	93.5%
2018 N		35,793	144,958,417	81,460,283	63,498,135	56.2%	93.7%
2019 N		37,082	153,841,348	85,851,305	67,990,042	55.8%	93.5%
2020 N		20,016	86,071,316	46,385,787	39,685,529	53.9%	93.1%
		<u>127,892</u>	<u>520,668,207</u>	<u>294,735,713</u>	<u>225,932,494</u>	<u>56.6%</u>	<u>93.5%</u>

International and Out of State Patients							
2017 Y		2,005	9,385,935	6,318,085	3,067,849	67.3%	6.5%
2018 Y		1,845	9,688,334	5,955,656	3,732,678	61.5%	6.3%
2019 Y		1,680	10,690,390	6,426,145	4,264,245	60.1%	6.5%
2020 Y		898	6,386,666	3,874,595	2,512,072	60.7%	6.9%
		<u>6,428</u>	<u>36,151,324</u>	<u>22,574,481</u>	<u>13,576,843</u>	<u>62.4%</u>	<u>6.5%</u>