

# BRATTLEBORO MEMORIAL HOSPITAL

## Financial Health Benchmarks & Indicators

This page provides information about the hospital's financial health. It includes information on the hospital's ability to pay its bills and how much it costs to run the hospital.

		National Benchmarks			Hospital Data				Vermont
		2004 <sup>1</sup>		2006 <sup>2</sup>					
<u>Cash &amp; Revenue Indicators</u>	Definition	New England	RNFP <sup>3</sup> 25-99 Beds	S & P <sup>3</sup> A- Rated	Actual 2004	Actual 2005	Actual 2006	Budget 2007	Budget 2007 Median
Days Cash on Hand	The number of days of cash available to run the hospital.	N/A	N/A	180.0	150.9	165.5	195.4	125.0	104.8
Current Ratio <sup>4</sup>	Ability to pay short-term bills.	1.8	2.1	N/A	3.0	3.0	3.4	2.9	3.3
Outpatient Gross Revenue %	Percentage of billings for those receiving care in less than 24 hours.	55.5%	56.6%	N/A	63.6%	63.2%	65.0%	63.9%	66.0%
Total Margin as % of Net Revenues	Percent of revenue left over after expenses are paid.	2.5%	3.2%	5.4%	3.7%	4.4%	6.4%	3.4%	3.7%
<u>Productivity &amp; Cost Indicators</u>									
Return on Assets	One measure of how a hospital is doing financially.	3.0%	3.4%	N/A	3.9%	4.2%	6.2%	3.3%	3.8%
FTEs per 100 Adjusted Discharges	A measure of employee efficiency.	5.8	5.0	N/A	5.1	5.2	5.0	5.5	5.5
Overhead Expense, as % of Total Operating Expense	Another measure of efficiency.	31.4%	29.9%	N/A	24.9%	24.3%	24.2%	25.1%	24.3%
Salary & Benefits per FTE, Non-MD	Total average cost for a full time employee who is not a doctor.	\$63,245	\$47,875	N/A	\$57,427	\$60,873	\$66,581	\$67,332	\$64,817
Cost per Adjusted Admission	The average hospital cost for a patient.	\$6,995	\$5,407	N/A	\$6,101	\$6,832	\$6,836	\$7,290	\$7,250

Our days cash on hand is at a high level as we are at the beginning of a major capital project. BMH also has \$12.5 million of long term debt which balances this liquidity.

In fiscal year 2006 total margin and return on assets were better than in prior years. The improved performance is attributed to an increasing volume of services including discharges, observation cases, lab tests, high tech imaging scans and oncology visits.

Budgeted average wages and benefits per FTE are 4% higher than the state median and employee efficiency is at the the state median.

<sup>1</sup> 2004 benchmarks are 50th percentile data from "The Sourcebook: The Comparative Performance of U.S. Hospitals", published by Solucient, LLC, and are all national groupings except for New England.

<sup>2</sup> 2006 stand-alone hospital medians from Standard and Poor's, the bond rating agency. The bond rating is one indicator of how likely it is that a hospital would be able to borrow money.

<sup>3</sup> Rural Not-For-Profit. The grouping includes rural not-for-profit hospitals in the U.S. having a number of beds between the number shown.

<sup>4</sup> The calculation of current ratio includes funded depreciation, which is not included in the national benchmarks shown.