

**BEAUFORT MEMORIAL HOSPITAL BOARD OF TRUSTEES  
MEETING BY ZOOM (DUE TO COVID-19)**

**FINANCE COMMITTEE – OPEN SESSION**

**Minutes – May 23, 2022**

Anna Sobiech took roll call at 7:30 a.m.

**By Zoom:** Richardson LaBruce; Angela Simmons, Ed.D.; Stephen Larson, M.D.; G. Heath Simmons, M.D.; Hampton Long; Kim Yawn; Allison Coppage; Cindy Gibson; Courtney Smith; Chris Ketchie; Brian Hoffman; Shawna Doran

**Present:** Vernita Dore (Chair); Dave House; Bill Himmelsbach; Ken Miller; Russell Baxley; Karen Carroll; Kurt Gambla, D.O.; Dee Robinson; and Anna Sobiech

**CALL to ORDER:** Mrs. Vernita Dore called the meeting to order at 7:30 a.m.

**APPROVAL of MINUTES – April 25, 2022:** Mr. House made a motion, which was seconded by Mr. Himmelsbach to approve the minutes of the April 25, 2022 meeting. Unanimous approval.

**FINANCIAL STATEMENTS:**

Mr. Miller indicated that April stats, although decreased from prior month, were close to the budget. Acute discharges trended slightly downward to 563. Mental health discharges were at 45. Rehab discharges at 28 were both above budget (at 21) and prior year at 27. Adult patient days were at 2,709. CMI [case mix] remained relatively consistent at 1.64. The CMI average length of stay [ALOS] was 2.60 and the average year-to-date [YTD] was 2.86. BMH continues to have longer stay patients. Deliveries at 74 were slightly above budget but below prior year. Emergency room visits were 3,562. Outpatient registrations were 17,196. Observation days were 577. A discussion ensued regarding observation patients. The surgical volume was at 886. Beaufort Physician Practices visits for April totaled 20,424. Express Care volume totals were: Beaufort at 1,348; Okatie at 668; and Bluffton at 759. The YTD total of 2,775 was 700 above prior year which was 2,068. Discussions ensued regarding the increased housing developments in Bluffton/Okatie.

Patient gross revenue for April was \$78.1M, which was above budget but below prior year. Uncompensated care continues to decline for the month at \$2.3M or 3% of gross revenue. For the year, BMH is averaging 2.9%. Total net patient revenue for April was \$21.9M. Net to gross was 28.1% on a budget of 27.2% (partly due to uncompensated care remaining lower for April). Total operating revenue was relatively strong at \$23.3M (similar to prior year). \$1.4M is related to other non-operating and of that \$944K was the annual Foundation contribution to operations. Cash collections was slightly lower than expected at 98.4% on the 60-day average. YTD still above the 100% of the 60-day goal or \$1.3M ahead the goal. The 30-day goal is \$465K ahead of goal. The rolling 12-month cash collection was 100% of both goals. The 60-day goal is \$3M ahead and for the 30-day goals ahead by \$2.4M. Gross AR days were relatively level at 61.5 and net days stayed at 36.6. Mr. Miller announced that a new Director of Revenue Cycle will be starting in mid-June.

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Expenses for April were \$22.5M, which was slightly lower than the average of \$23.6M prior to April. Salary expenses decreased to \$8.2M. Contract labor decreased from March's total of \$2.1M to \$1.5M for April. Benefits were \$2.2M. Group health was at a 12-month low of \$638K. Supplies totaled \$4.1M (have been averaging \$4.4M). Purchased services were at \$2.3M and the YTD average was \$2.4M.

The net profit for the month of April was \$765K on a budget of \$35K. YTD net profit was \$1.1M on a budget of \$282K (ahead of budget by \$837K). Prior year's net profit was \$1.8M and the variance to prior year was negative (\$676K). EBITDA for April was strong at \$1.9M. YTD EBITDA was at \$8.9M (budget at \$6.3M) with an actual to budget variance of \$2.6M and prior year EBITDA was \$8.2M with a variance at \$802K. Days cash held relatively consistent at 97.9 days. Mr. Miller reviewed the estimated days cash.

A discussion ensued regarding contract labor rates.

A brief discussion ensued relating to the article enclosed in the finance packet.

Mr. Baxley provided a brief overview on May statistics.

**ADJOURN:** A motion was made by Mr. House and seconded by Mr. Himmelsbach to adjourn the meeting. Unanimous approval. The meeting adjourned at 7:52 am.

Respectfully submitted,

Vernita Dore, Chair