

**BEAUFORT MEMORIAL HOSPITAL BOARD OF TRUSTEES  
MEETING  
BMAC BOARD ROOM 317 OR ZOOM**

**FINANCE COMMITTEE – OPEN SESSION**

**Minutes – January 27, 2025**

Victoria Viventi took roll call at 7:30 a.m.

**By Zoom:** Richardson LaBruce, Alice Howard, Russell Baxley, Brian Hoffman, Karen Carroll, Allison Coppage, Chris Ketchie, Dee Robinson, Courtney Smith, Kim Yawn, Cindy Gibson

**Present:** Tommy Harmon (chair), Bill Himmelsbach, Vernita Dore, Tony Britton, Ken Miller, Victoria Tinsley

**Absent:** Evan Kane, MD

**CALL to ORDER:** Mr. Harmon called the meeting to order at 7:30 a.m.

**APPROVAL of MINUTES – December 11, 2024:** Mrs. Dore made a motion, which was seconded by Mr. LaBruce to approve the minutes of the December 11, 2024, meeting. Unanimous approval.

**FINANCIAL STATEMENTS:**

Mr. Miller noted with December being the end of Q1 for FY25, he will focus on reporting Q1 results. Volumes were, in general, above prior year but below budget. Adult discharges were 2,408; budget was 2,322, and prior year was 2,199. Acute discharges were 2,158, budget was 2,089 and last year was 1,973. Mental health discharges were 168, budget was 147 and last year was 141. Rehab discharges were 82, budget was 86 and last year was 85. Adult patient days were 10,420, budget was 10,310, and last year was 10,088. The case mix index [CMI] adjusted average length of stay (ALOS) for the quarter was 2.75, budget was 2.72 and last year was 2.83. Case mix index was 1.50, budget was 1.55, and last year was 1.53. Deliveries were 273, budget was 277 and prior year was 297. Emergency room visits were 11,249, budget was 11,846, last year was 11,473. Outpatient registrations were 63,323, budget was 67,422 and prior year was 61,238. Hilton Head Imaging was 5,785 budget was 5,942, last year was 4,819. Observation days were 1,579, budget was 1,648 and prior year was 1,659. Surgical volumes were 3,242 and budget was 3,058, and last year was 2,946. Beaufort Physician Practices visits were 73,806, budget was 89,969 and prior year was 70,566. Express care volumes: Beaufort had 5,610 visits, budget of 6,456, last year was 5,884; Okatie had 4,231 visits, budget of 4,828, last year was 4,269. Bluffton had 2,644 visits, budget of 3,511, last year was 2,914.

Patient gross revenue was \$281.2M, budget was \$301.3M and last year was \$267.6M. Uncompensated care was \$8.5M or 3.0% of Gross Revenue, budget was \$10.8M or 3.6% of Gross Revenue, last year was \$8.6M or 3.2% of Gross. December uncompensated care was higher than prior months at \$4.8M, however prior months were lower than average. Total net patient revenue was \$85.7M, budget was \$90.6M and last year was \$77.6M. Net to gross for FY25 was 30.5%, budget was 30.1% and last year was 29.0%. For Q1 25 we are recognizing \$7.5M of HAWQ revenue, last year we recognized \$5.9M in Q1. Total operating revenue was

\$91.2M, budget was \$98.4M and prior year was \$80.4M. Total operating revenue for the obligated group does include \$715k of interest revenue.

For the cash goal for FY25 we are at 101.6% or \$1.3M above the goal. For the 30-day average we finished at 102.5% or \$2.0M above the goal. On the 12 month rolling cash goal we are at 100.7% or \$2.2M above the 60-day average goal and at 100.6% or \$2.0M above the 30-day trailing goal. Gross AR days decreased going from 55.3 to 50.7 and net days also decreased from 34.0 to 33.6.

Total expenses for Q1 25 were \$90.2M, budget was \$95.7M and prior year was \$80.6M. Salaries were \$34.3M, budget was \$35.6M and the prior year of \$30.4M. Contract labor for the quarter was \$2.2M, budget was \$1.9M and last year was \$2.7M. Benefits were \$11.4M, budget was \$12.3M and last year was \$11.0M, the variance is an increase in FICA and SC Pension cost. Supplies were \$15.0M, budget was \$18.5M and last year was \$16.9M. Purchased services were \$8.6M, budget was \$8.8M and last year was \$7.4M. Other expenses were \$10.8M, budget of \$10.4M, prior year of \$5.4M. Hospital License Tax (HLT) expense for Q1 25 was \$3.5M last year it as \$941k.

Net profit for the quarter was \$1.0M, on a budgeted profit of \$2.7M and previous year was (\$148k) loss. Actual to Budget Variance is (\$1.7M) loss and Actual to Prior Year Variance is \$1.2M. Obligated group net profit was \$103k. EBITDA was \$5.1M, budget was \$7.1M, and Last Year was \$4.1M. The actual to budget variance is (\$2.0M) loss and actual to prior year EBITDA variance is (\$1.0M). Obligated group EBITDA was \$4.2M. Days cash increased slightly from 73.7 days to 74.3..

Mr. Miller reviewed the changes that were made to the financial dashboard due to the new bond issuance.

**ADJOURN:** A motion was made by Mr. LaBruce and seconded by Mrs. Dore to adjourn the meeting. Unanimous approval. The meeting adjourned at 7:52 a.m.

Respectfully submitted,

Tommy Harmon, Jr., Chair