

**BLOUNT MEMORIAL HOSPITAL
KEY STATISTICS
NOVEMBER 2017**

	MONTH					YEAR TO DATE				
	Actual	Budget	%	Actual	%	Actual	Budget	%	Actual	%
	11/30/17	11/30/17	Variance	11/30/16	Variance	11/30/17	11/30/17	Variance	11/30/16	Variance
Admissions	953	885	7.7%	862	10.6%	4,727	4,375	8.0%	4,404	7.3%
Discharges:										
Private Insurance	230	219	5.0%	215	7.0%	1,123	1,085	3.5%	1,095	2.6%
Medicare	305	298	2.3%	290	5.2%	1,494	1,474	1.4%	1,465	2.0%
Self-Pay	57	57	0.0%	56	1.8%	321	280	14.6%	286	12.2%
TennCare	106	95	11.6%	88	20.5%	503	468	7.5%	496	1.4%
Medicare/HMO	247	216	14.4%	192	28.6%	1,259	1,068	17.9%	1,048	20.1%
Total	945	885	6.8%	841	12.4%	4,700	4,375	7.4%	4,390	7.1%
Observation Patients	406	441	-7.9%	405	0.2%	2,144	2,338	-8.3%	2,322	-7.7%
Patient Days	3,932	4,024	-2.3%	3,997	-1.6%	19,765	19,890	-0.6%	19,771	0.0%
Transitional Care Days	1,550	2,070	-25.1%	1,998	-22.4%	9,679	10,557	-8.3%	9,668	0.1%
Total Days	5,482	6,094	-10.0%	5,995	-8.6%	29,444	30,447	-3.3%	29,439	0.0%
Observation Days	428	566	-24.4%	539	-20.6%	2,227	2,997	-25.7%	3,053	-27.1%
Average Inpatients Per Day	183	203	-9.9%	200	-8.5%	192	199	-3.5%	192	0.0%
Average Total Patients Per Day	197	222	-11.3%	218	-9.6%	207	219	-5.5%	212	-2.4%
Average Acute Length of Stay	4.16	4.55	-8.6%	4.75	-12.4%	4.21	4.55	-7.5%	4.50	-6.4%
Case Mix Index	1.36	1.43	-4.9%	1.41	-3.5%	1.41	1.43	-1.7%	1.39	1.4%
Medicare Case Mix Index	1.56	1.61	-3.1%	1.53	2.0%	1.60	1.61	-0.5%	1.55	3.6%
Births	67	58	15.5%	56	19.6%	313	289	8.3%	300	4.3%
Total Nursery Days	99	94	5.3%	97	2.1%	534	466	14.6%	489	9.2%
Outpatient Visits	19,212	18,906	1.6%	18,720	2.6%	95,803	100,189	-4.4%	96,303	-0.5%
Outpatient Clinic Ancillary	9,406	8,884	5.9%	8,245	14.1%	47,230	47,079	0.3%	42,623	10.8%
Emergency Room Visits	4,487	4,495	-0.2%	4,458	0.7%	22,960	23,820	-3.6%	23,997	-4.3%
Surgical Cases I/P	202	211	-4.3%	210	-3.8%	1,022	1,043	-2.0%	962	6.2%
Surgical Cases O/P	302	325	-7.1%	326	-7.4%	1,627	1,721	-5.5%	1,637	-0.6%
Surgical Cases BMOS	479	372	28.8%	332	44.3%	2,141	1,971	8.6%	1,633	31.1%
Total	983	908	8.3%	868	13.2%	4,790	4,735	1.2%	4,232	13.2%
Lab Tests I/P	36,145	33,241	8.7%	34,531	4.7%	170,303	164,279	3.7%	161,691	5.3%
Lab Tests O/P	61,620	61,836	-0.3%	63,435	-2.9%	313,098	327,691	-4.5%	326,009	-4.0%
Total	97,765	95,077	2.8%	97,966	-0.2%	483,401	491,970	-1.7%	487,700	-0.9%
Radiology Exams I/P	3,163	2,988	5.9%	2,925	8.1%	15,724	14,766	6.5%	14,421	9.0%
Radiology Exams O/P	11,446	11,306	1.2%	11,365	0.7%	57,692	59,913	-3.7%	59,680	-3.3%
Total	14,609	14,294	2.2%	14,290	2.2%	73,416	74,679	-1.7%	74,101	-0.9%
Pharmacy Line Items	116,891	124,469	-6.1%	129,223	-9.5%	585,762	615,141	-4.8%	626,268	-6.5%
Clinic Visits:										
BMPG	22,315	22,065	1.1%	20,431	9.2%	114,021	110,876	2.8%	100,928	13.0%
Care Today	4,507	4,348	3.7%	4,201	7.3%	18,776	16,865	11.3%	16,294	15.2%

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NOVEMBER 2017**

	MONTH					YEAR TO DATE				
	Actual	Budget	%	Actual	%	Actual	Budget	%	Actual	%
	11/30/17	11/30/17	Variance	11/30/16	Variance	11/30/17	11/30/17	Variance	11/30/16	Variance
O.R. Utilization										
Bariatric	6	10	-40.0%	11	-45.5%	45	47	-4.3%	41	9.8%
Breast	13	12	8.3%	14	-7.1%	65	64	1.6%	65	0.0%
ENT	45	53	-15.1%	65	-30.8%	217	264	-17.8%	288	-24.7%
General Surgery	202	191	5.8%	209	-3.3%	1,061	1,039	2.1%	1,032	2.8%
GYN	68	73	-6.8%	63	7.9%	328	362	-9.4%	350	-6.3%
Neuro Surgery	26	20	30.0%	4	550.0%	126	100	26.0%	34	270.6%
Orthopedic	193	201	-4.0%	224	-13.8%	1,008	1,069	-5.7%	1,051	-4.1%
Plastic	28	24	16.7%	24	16.7%	135	118	14.4%	119	13.4%
Physiatry	301	173	74.0%	118	155.1%	1,248	912	36.8%	489	155.2%
Thoracic	5	10	-50.0%	8	-37.5%	21	50	-58.0%	48	-56.3%
Urology	53	55	-3.6%	48	10.4%	300	274	9.5%	288	4.2%
Vascular	11	32	-65.6%	14	-21.4%	47	161	-70.8%	45	4.4%
Other	32	54	-40.7%	66	-51.5%	189	275	-31.3%	382	-50.5%
Total	983	908	8.3%	868	13.2%	4,790	4,735	1.2%	4,232	13.2%
Special Proc/Cath Lab	266	220	20.9%	217	22.6%	1,153	1,086	6.2%	1,118	3.1%
Radiation Oncology	1,717	1,724	-0.4%	2,078	-17.4%	8,286	9,134	-9.3%	8,959	-7.5%
Endoscopy	426	438	-2.7%	437	-2.5%	2,085	2,319	-10.1%	2,179	-4.3%
MRI	812	808	0.5%	847	-4.1%	4,167	4,280	-2.6%	4,218	-1.2%
Mammograms	1,346	1,258	7.0%	1,330	1.2%	6,036	6,667	-9.5%	6,505	-7.2%
RT Treatments	16,742	17,478	-4.2%	17,900	-6.5%	78,044	86,379	-9.6%	82,098	-4.9%
Cardiology	3,012	3,091	-2.6%	3,023	-0.4%	15,335	15,276	0.4%	15,471	-0.9%
Vascular Lab	513	511	0.4%	510	0.6%	2,747	2,709	1.4%	2,690	2.1%
Cardio/Pulm Rehab	2,660	2,242	18.6%	2,340	13.7%	12,899	11,882	8.6%	12,876	0.2%
Rehab Services I/P	5,456	4,969	9.8%	4,907	11.2%	26,629	24,558	8.4%	24,509	8.6%
Rehab Services O/P	22,679	19,163	18.3%	21,524	5.4%	100,757	101,553	-0.8%	110,405	-8.7%
Total	28,135	24,132	16.6%	26,431	6.4%	127,386	126,111	1.0%	134,914	-5.6%
Home Health Episodes	170	205	-17.1%	180	-5.6%	811	1,088	-25.5%	1,049	-22.7%
Hospice Days	2,010	1,411	42.5%	1,842	9.1%	10,189	7,476	36.3%	8,165	24.8%
EHRC Outpatient Visits	437	367	19.1%	465	-6.0%	1,826	1,946	-6.2%	2,212	-17.5%
MorningView Village										
Independent	30	28	7.1%	24	25.0%	29	28	3.6%	25	16.0%
Assisted Living	32	42	-23.8%	40	-20.0%	36	42	-14.3%	41	-12.2%
Dementia/Alzheimers	18	18	0.0%	18	0.0%	17	18	-5.6%	17	0.0%
Total	80	88	-9.1%	82	-2.4%	82	88	-7.0%	83	-1.2%
Springbrook Memberships	2,766	2,865	-3.5%	2,813	-1.7%	2,683	2,865	-6.4%	2,837	-5.4%
TCC Average Daily Census	52	69	-24.6%	67	-22.4%	63	69	-8.7%	63	0.0%

**BLOUNT MEMORIAL HOSPITAL
STATEMENT OF REVENUES AND EXPENSES vs. BUDGET
NOVEMBER 2017**

(In Thousands)

	MONTH				YEAR TO DATE			
	Actual	Budget	Variance	%	Actual	Budget	Variance	%
Gross Revenues:								
Inpatient	\$31,669	\$32,737	-\$1,068	-3.3%	\$158,991	\$162,045	-\$3,054	-1.9%
Outpatient	46,137	46,908	-771	-1.6%	238,212	248,585	-10,373	-4.2%
Professional	6,742	6,944	-202	-2.9%	33,584	35,414	-1,830	-5.2%
Gross Patient Revenues	84,548	86,589	-2,041	-2.4%	430,787	446,044	-15,257	-3.4%
Total Adjustments	63,264	64,985	-1,721	-2.6%	324,976	337,327	-12,351	-3.7%
Net Patient Revenues	21,284	21,604	-320	-1.5%	105,811	108,717	-2,906	-2.7%
Other Revenues	859	854	5	0.6%	4,070	4,271	-201	-4.7%
Total Operating Revenues	22,143	22,458	-315	-1.4%	109,881	112,988	-3,107	-2.7%
Expenses:								
Salaries and Wages	11,047	11,112	-65	-0.6%	55,627	56,376	-749	-1.3%
Employee Benefits	2,469	2,786	-317	-11.4%	12,967	14,126	-1,159	-8.2%
Contract Salaries	37	16	21	131.3%	215	80	135	168.8%
Professional Fees	402	359	43	12.0%	1,986	1,797	189	10.5%
Patient Supplies	3,733	3,611	122	3.4%	17,512	18,055	-543	-3.0%
Purchased Maintenance	864	923	-59	-6.4%	4,406	4,614	-208	-4.5%
Outside Services	591	649	-58	-8.9%	3,413	3,244	169	5.2%
Equipment Rental	171	164	7	4.3%	879	821	58	7.1%
Utilities	371	425	-54	-12.7%	2,075	2,128	-53	-2.5%
Marketing	107	88	19	21.6%	349	441	-92	-20.9%
Depreciation	1,538	1,537	1	0.1%	7,771	7,681	90	1.2%
Other Expenses	793	862	-69	-8.0%	4,148	4,310	-162	-3.8%
Total Expenses	22,123	22,532	-409	-1.8%	111,348	113,673	-2,325	-2.0%
Operating Income	20	-74	94	127.0%	-1,467	-685	-782	-114.2%
Non-Operating:								
Investment Income	515	420	95	22.6%	3,745	2,099	1,646	78.4%
Interest Expense	-228	-221	7	3.2%	-1,169	-1,104	65	5.9%
Contributions & Other	46	58	-12	-20.7%	325	291	34	11.7%
Excess of Revenues over Expenses	\$353	\$183	\$170	92.9%	\$1,434	\$601	\$833	138.6%
Operating Margin	0.09%	-0.33%			-1.34%	-0.61%		
Total Margin	1.59%	0.81%			1.31%	0.53%		
Compensation Ratio	61.21%	61.96%			62.62%	62.47%		
Supply Expense Ratio	16.86%	16.08%			15.94%	15.98%		
FTE per AOB	4.85	4.63			4.58	4.57		

BLOUNT MEMORIAL HOSPITAL
STATEMENT OF REVENUES AND EXPENSES vs. PRIOR YEAR
NOVEMBER 2017

(In Thousands)

	MONTH				YEAR TO DATE			
	Nov 17	Nov 16	Variance	%	Nov 17	Nov 16	Variance	%
Gross Revenues:								
Inpatient	\$31,669	\$31,254	\$415	1.3%	\$158,991	\$149,631	\$9,360	6.3%
Outpatient	46,137	45,245	892	2.0%	238,212	234,320	3,892	1.7%
Professional	6,742	5,605	1,137	20.3%	33,584	26,722	6,862	25.7%
Gross Patient Revenues	84,548	82,104	2,444	3.0%	430,787	410,673	20,114	4.9%
Total Adjustments	63,264	62,261	1,003	1.6%	324,976	311,684	13,292	4.3%
Net Patient Revenues	21,284	19,843	1,441	7.3%	105,811	98,989	6,822	6.9%
Other Revenues	859	1,016	-157	-15.5%	4,070	5,073	-1,003	-19.8%
Total Operating Revenues	22,143	20,859	1,284	6.2%	109,881	104,062	5,819	5.6%
Expenses:								
Salaries and Wages	11,047	10,527	520	4.9%	55,627	53,584	2,043	3.8%
Employee Benefits	2,469	2,460	9	0.4%	12,967	12,565	402	3.2%
Contract Salaries	37	28	9	32.1%	215	196	19	9.7%
Professional Fees	402	554	-152	-27.4%	1,986	2,599	-613	-23.6%
Patient Supplies	3,733	3,442	291	8.5%	17,512	16,432	1,080	6.6%
Purchased Maintenance	864	844	20	2.4%	4,406	4,216	190	4.5%
Outside Services	591	738	-147	-19.9%	3,413	3,637	-224	-6.2%
Equipment Rental	171	178	-7	-3.9%	879	828	51	6.2%
Utilities	371	412	-41	-10.0%	2,075	2,176	-101	-4.6%
Marketing	107	90	17	18.9%	349	297	52	17.5%
Depreciation	1,538	1,509	29	1.9%	7,771	7,516	255	3.4%
Other Expenses	793	813	-20	-2.5%	4,148	4,300	-152	-3.5%
Total Expenses	22,123	21,595	528	2.4%	111,348	108,346	3,002	2.8%
Operating Income	20	-736	756	102.7%	-1,467	-4,284	2,817	65.8%
Non-Operating:								
Investment Income	515	9	506	5622.2%	3,745	1,673	2,072	123.8%
Interest Expense	-228	-200	28	14.0%	-1,169	-1,072	97	9.0%
Contributions & Other	46	28	18	64.3%	325	503	-178	-35.4%
Excess of Revenues over Expenses	\$353	-\$899	\$1,252	139.3%	\$1,434	-\$3,180	\$4,614	145.1%
Operating Margin	0.09%	-3.53%			-1.34%	-4.12%		
Total Margin	1.59%	-4.31%			1.31%	-3.06%		
Compensation Ratio	61.21%	62.40%			62.62%	63.76%		
Supply Expense Ratio	16.86%	16.50%			15.94%	15.79%		
FTE per AOB	4.85	4.65			4.58	4.72		

**BLOUNT MEMORIAL HOSPITAL
BALANCE SHEET
NOVEMBER 2017**

	Nov 17	Oct 17	Jun 17	Variance
<u>ASSETS</u>				
CURRENT ASSETS				
Cash	\$2,391,366	\$3,431,598	\$315,282	\$2,076,084
Accounts Receivable	113,037,385	119,664,442	108,559,921	4,477,464
Less Allowances for Doubtful Accounts	87,681,505	93,536,719	85,015,314	2,666,191
Net Accounts Receivable	25,355,880	26,127,723	23,544,607	1,811,273
Inventories	4,176,868	4,248,613	4,075,540	101,328
Prepaid Expenses	3,817,792	3,016,320	3,205,866	611,926
TOTAL CURRENT ASSETS	35,741,906	36,824,254	31,141,295	4,600,611
PROPERTY AND EQUIPMENT				
Property, Plant and Equipment	344,729,888	344,729,888	338,165,464	6,564,424
Less Allowances for Depreciation	227,816,726	226,311,435	220,209,854	7,606,872
	116,913,162	118,418,453	117,955,610	-1,042,448
Assets Under Construction	2,178,207	1,679,107	1,254,681	923,526
TOTAL PROPERTY AND EQUIPMENT	119,091,369	120,097,560	119,210,290	-118,921
MINORITY INTEREST INVESTMENT	2,040,000	2,040,000	2,040,000	0
OTHER NON-CURRENT ASSETS	6,674,626	6,727,390	6,835,983	-161,357
ACCUMULATED DECREASE IN FAIR VALUE OF INTEREST RATE SWAPS	10,463,012	10,463,012	10,463,012	0
ASSETS LIMITED AS TO USE				
By Board for Capital Improvements	98,439,006	100,916,764	97,653,923	785,083
Accrued Interest Receivable	90,098	90,728	19,562	70,536
Foundation Investments	1,989,051	1,962,555	1,950,797	38,254
TOTAL ASSETS LIMITED AS TO USE	100,518,155	102,970,047	99,624,282	893,873
	\$274,529,068	\$279,122,263	\$269,314,862	\$5,214,206
<u>LIABILITIES AND FUND BALANCE</u>				
CURRENT LIABILITIES				
Trade Accounts Payable	\$3,588,201	\$4,756,459	\$2,368,344	\$1,219,857
Accrued Expenses	14,461,643	16,389,736	13,804,997	656,646
Estimated Third Party Payor Settlements	190,870	80,057	140,056	50,814
Interest Payable	-2,510	531,689	152,105	-154,615
Current Portion of Long-Term Debt	4,756,017	4,766,096	4,692,883	63,134
Current Portion of Capital Lease	2,450,769	2,997,803	0	2,450,769
TOTAL CURRENT LIABILITIES	25,444,990	29,521,840	21,158,385	4,286,605
LONG-TERM DEBT	73,771,476	74,657,402	74,349,216	-577,740
OTHER NON-CURRENT LIABILITIES	502,805	486,619	431,355	71,450
INTEREST RATE SWAP LIABILITY	10,463,012	10,463,012	10,463,012	0
FUND BALANCE	164,346,785	163,993,390	162,912,894	1,433,891
	\$274,529,068	\$279,122,263	\$269,314,862	\$5,214,206