



Gifford Medical Center

2016



Pricing Assessment



Why Are We Here Today:

- Budget concerns raised at the August 2015 Hearings
- News/Press Releases
 - Pain in the Pocket (Nov 2015, WCAX)
 - “Consolidation Debate” (Aug 2015, VTDigger)
 - “The Vermont ACO Landscape” (Oct 2015, VTDigger)
 - “Shopping Around to Lower Health Care Costs” (Nov 2015, VTDigger)
- Insinuations that CAH’s are more expensive.
- Comments at Chamber of Commerce event (?)
 - (“Gifford is more expensive than UVMMC”)



QUICK LINKS

- Get Help Now
- Advance Directives
- Birth, Death, and Marriage Records
- EMP Compliance
- Events & Meetings
- Food & Lodging Forms
- Health Insurance
- Hospital Report Cards
- Immunization
- Laboratory Services
- Medical Board
- Physician Profiles
- Restaurant Scores
- Rules & Regulations
- Town Health Officers

Alerts & Advisories

Children & Families

Data & Records

Diseases & Prevention

Emergency Response

Health Professionals

Healthy Environment

Financial and Pricing Information

Vermont community hospitals are required to report charges for high volume health care services. The reporting of valid, reliable, useful, and efficient information is an important tool for helping consumers make informed decisions about their healthcare.



Previous years' data: [Report Card Archive](#).

- [Financial Glossary](#)
- [Frequently Asked Questions](#)
- [Hospital Discount and Free Care Policy Websites](#)

Community Hospital Pricing for Common Services

Inpatient Admissions

Charges and counts for the top 20 inpatient diagnoses.

- [Table 1A: Charges](#)
- [Table 1B: Counts](#)

C

Outpatient Procedures

Charges and counts for the top 20 outpatient surgical procedures.

- [Table 2A: Charges](#)
- [Table 2B: Counts](#)

B

Physician and Hospital Pricing: Common Outpatient Procedures and Visits

Based upon Gross Charges and Common Procedural Terminology (CPT®) codes. *CPT codes are defined as "a listing of descriptive terms and identifying codes for reporting medical services and procedures performed by physicians".*

- [Table 3A: Physician Services, Office Visits and Consultations](#)
- [Table 3B: Laboratory Services](#)
- [Table 3C: Cardiology Services](#)
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- [Table 3E: Radiology Services, CT](#)
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- [Table 3G: Radiology Services, X-Ray](#)
- [Table 3H: Radiology Services, Mammogram](#)
- [Table 3I: Other](#)

A

RELATED INFORMATION

[Hospital Report Card](#)

[Report Card Archive](#)

[Board of Medical Practice](#)

[Healthcare-associated Infections](#)

[Patient Safety Surveillance and Improvement](#)

Review of Act 53 Pricing Information

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- Table 3I: Other

B Outpatient Procedures:

- Table 2A: Charges

C Inpatient Admissions (DRG):

- Table 1A: Charges

**Fiscal Year 2014
Rates Utilized.**

**Fiscal Year 2013
Rates Utilized.**

Review of Act 53 Pricing Information

- A Physician & Hospital Pricing (Chargemaster):**
Chargemaster is a hospital-specific list of items & services billed to a patient, insurance company, or other payer. Each item has a specific code & corresponding charge.

(Gifford's Chargemaster has ~ 14,500 billable items)

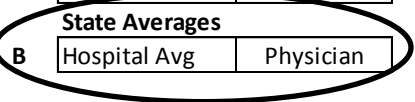
- B Outpatient Procedures:**
Procedures are grouped by International Classification of Diseases 9th Revision (ICD-9) & subdivided into clinical categories.

- C Inpatient Admissions (DRG):**
Inpatient Diagnosis-Related Group (**DRG**) is a system of classifying inpatient stays into groups. The **DRG** system divides possible diagnoses into more than 20 major body systems & subdivides them into almost 500 groups.

(Gifford codes/utilizes ~ 250 unique DRG's yearly – out of the 754-999 available)

Table 3A - 2014 Physician Services - Office Visits and Consultations

CPT Code		New Visits					Established Visits					Consult Visits				
		99201	99202	99203	99204	99205	99211	99212	99213	99214	99215	99241	99242	99243	99244	99245
Hospital	Descr	level 1	level 2	level 3	level 4	level 5	level 1	level 2	level 3	level 4	level 5	level 1	level 2	level 3	level 4	level 5
Tertiary																
UVMHC	Physician	\$132	\$224	\$325	\$494	\$611	\$61	\$132	\$218	\$320	\$429	\$140	\$263	\$359	\$531	\$649
PPS																
BMH	Physician	\$87	\$148	\$213	\$324	\$401	\$41	\$87	\$144	\$211	\$283	\$98	\$179	\$239	\$337	\$436
CVMC	Physician	\$130	\$155	\$204	\$287	\$375	\$109	\$125	\$151	\$204	\$272	\$80	\$153	\$208	\$387	\$444
NMC	Physician	\$130	\$155	\$224	\$347	\$460	\$89	\$109	\$159	\$239	\$322	\$125	\$232	\$320	\$474	\$582
RRMC	Physician	\$69	\$134	\$204	\$349	\$457	\$26	\$69	\$140	\$216	\$305	\$96	\$204	\$286	\$459	\$573
SVHC	Physician	\$118	\$163	\$237	\$360	\$453	\$104	\$117	\$160	\$236	\$316	\$125	\$230	\$317	\$467	\$577
CAH'S																
Copley	Physician	\$80	\$140	\$204	\$311	\$392	\$39	\$81	\$134	\$200	\$273	\$93	\$177	\$242	\$364	\$443
GMC	Physician	\$89	\$146	\$203	\$286	\$365	\$41	\$79	\$107	\$146	\$229	\$131	\$250	\$294	\$383	\$563
GCH	Physician	\$78	\$134	\$193	\$296	\$369	\$38	\$79	\$130	\$193	\$260	\$87	\$163	\$222	\$329	\$394
MAH	Physician	\$111	\$151	\$206	\$317	\$393	\$58	\$91	\$122	\$192	\$292	\$186	\$273	\$345	\$424	\$593
NCH	Physician	\$85	\$116	\$172	\$251	\$312	\$50	\$72	\$125	\$173	\$226	\$184	\$239	\$288	\$371	\$502
NVRH	Physician	\$58	\$113	\$171	\$253	\$336	\$24	\$59	\$98	\$150	\$224	\$83	\$166	\$221	\$327	\$434
Porter	Physician	\$85	\$144	\$209	\$319	\$394	\$39	\$85	\$140	\$208	\$279	\$108	\$192	\$264	\$390	\$479
Springfield	Physician	\$81	\$98	\$146	\$223	\$281	\$40	\$64	\$95	\$144	\$196	\$98	\$145	\$196	\$289	\$356
State Averages																
Hospital Avg	Physician	\$95	\$144	\$208	\$316	\$400	\$54	\$89	\$137	\$202	\$279	\$117	\$205	\$272	\$395	\$502
C																
	GMC Qty - 2015	191	1,376	2,396	688	65	2,329	3,428	27,157	10,319	546	28	234	112	62	0
D (AxC)																
	GMC Actual Revenue	\$16,999	\$200,896	\$486,388	\$196,768	\$23,725	\$95,489	\$270,812	\$2,905,799	\$1,506,574	\$125,034	\$3,668	\$58,500	\$32,928	\$23,746	\$0
E (BxC)																
	GMC est Rev w/avg Rate	\$18,145	\$198,144	\$498,368	\$217,408	\$26,000	\$125,766	\$305,092	\$3,720,509	\$2,084,438	\$152,334	\$3,276	\$47,970	\$30,464	\$24,490	\$0
F (E-D)																
	GMC Gain/Loss	\$1,146	(\$2,752)	\$11,980	\$20,640	\$2,275	\$30,277	\$34,280	\$814,710	\$577,864	\$27,300	(\$392)	(\$10,530)	(\$2,464)	\$744	\$0



Why is this not Weighted?

Total F (GMC Gain/Loss) = \$1.5 Million

Total F (GMC using UVMHC rates) = \$5.7 Million

Note1: Above data only represents to highest volume items.

Note2: Indicates rate is higher than GMC

Table 3B - 2014 Laboratory Services

CPT Code		80051	80053	80055	80061	81000	81025	82947	84153	85025	86850	86900	86901	87086	87088	87491	87880	88142	
Hospital		Electro Panel	Meta Panel	Obs Panel	Lipid Panel	Urin chem/micro	Preg test	Blood glucose	PSA	CBC	Antibody detect	ABO blood typ	Rh blood typing	Urine culture	Urine culture	Chlamydia test	Strep test, group A	Pap test	
Tertiary																			
UVMC	Hospital	\$43	\$111	\$127	\$78	\$34	\$48	\$25	\$80	\$37	\$63	\$38	\$37	\$76	\$56	\$117	\$38	\$75	
PPS																			
BMH	Hospital	\$53	\$79	n/a	\$82	n/a	n/a	\$29	\$112	\$58	\$85	\$22	\$22	\$43	n/a	\$101	n/a	\$84	
CVMC	Hospital	\$81	\$112	n/a	\$90	\$15	\$77	\$31	\$127	\$49	\$161	\$55	\$52	n/a	\$58	\$127	\$41	\$125	
NMC	Hospital	\$45	\$38	\$214	\$40	\$12	\$49	\$28	\$65	\$54	\$59	\$43	\$34	\$27	\$15	\$43	\$47	\$85	
RRMC	Hospital	\$70	\$63	n/a	\$57	n/a	\$52	\$42	\$85	\$36	\$118	\$65	\$65	\$68	\$31	\$120	\$88	\$69	
SVHC	Hospital	\$134	\$152	\$395	\$210	\$27	\$27	\$79	\$253	\$115	\$120	\$69	\$74	\$195	n/a	\$73	\$66	\$108	
CAH'S																			
Copley	Hospital	\$39	\$122	n/a	\$72	n/a	\$48	\$23	\$98	\$50	\$85	\$35	\$35	n/a	\$39	\$77	n/a	n/a	
GMC	Hospital	\$60	\$90	\$357	\$94	\$27	\$54	\$34	\$158	\$67	\$92	\$25	\$25	\$49	\$33	\$223	\$98	\$173	
GCH	Hospital	\$61	\$121	\$173	\$102	\$52	\$81	\$29	\$125	\$68	\$95	\$47	\$47	\$81	\$65	\$178	\$76	\$138	
MAH	Hospital	\$95	\$144	n/a	\$149	n/a	\$86	\$54	\$249	\$106	\$118	\$40	\$40	n/a	\$51	\$353	\$143	\$275	
NCH	Hospital	\$115	\$150	\$406	\$84	\$98	\$42	\$50	\$107	\$89	\$85	\$69	\$69	n/a	\$148	\$45	\$51	\$91	
NVRH	Hospital	n/a	\$134	\$405	\$139	\$22	\$81	\$51	\$234	\$100	\$116	\$64	\$40	\$74	\$50	\$329	\$70	\$209	
Porter	Hospital	\$84	\$133	n/a	\$120	\$55	\$61	\$34	\$150	\$78	\$99	\$37	\$41	\$61	\$25	\$126	\$50	n/a	
Springfield	Hospital	\$61	\$98	n/a	\$120	\$52	\$55	\$36	\$157	\$70	\$48	\$29	\$52	\$67	\$61	\$76	\$138	\$91	
State Averages																			
Hospital Avg	Hospital	\$72	\$111	\$297	\$103	\$39	\$59	\$39	\$143	\$70	\$96	\$46	\$45	\$74	\$53	\$142	\$76	\$127	
GMC Qty - 2015																			
		30	9,057	206	4,841	1,210	160	196	1,033	13,775	0	573	1,021	3,363	821	0	1,647	1,274	
GMC Actual Revenue																			
		\$1,800	\$815,130	\$73,542	\$455,054	\$32,670	\$8,640	\$6,664	\$163,214	\$922,925	\$0	\$14,325	\$25,525	\$164,787	\$27,093	\$0	\$161,406	\$220,402	
GMC est Rev w/avg Rate																			
		\$2,160	\$1,005,327	\$61,182	\$498,623	\$47,190	\$9,440	\$7,644	\$147,719	\$964,250	\$0	\$26,358	\$45,945	\$248,862	\$43,513	\$0	\$125,172	\$161,798	
GMC Gain/Loss																			
		\$360	\$190,197	(\$12,360)	\$43,569	\$14,520	\$800	\$980	(\$15,495)	\$41,325	\$0	\$12,033	\$20,420	\$84,075	\$16,420	\$0	(\$36,234)	(\$58,604)	

Total GMC Gain/Loss = \$302k

Note1: Above data only represents to highest volume items.
Note2: Indicates rate is higher than GMC

CPT Code		93005	93010	93320	93321	93325	93350
		EKG - tech	EKG - interp	Doppler ECG	Dop ECG, lim	Dop ECG map	Stress test
Hospital	Descr						
Tertiary							
UVMHC	Hospital	\$72	n/a	\$639	\$574	\$697	n/a
	Physician	n/a	\$57	\$126	\$50	\$26	\$488
PPS							
BMH	Hospital	\$101	n/a	n/a	n/a	n/a	\$2,089
	Physician	n/a	\$30	n/a	n/a	n/a	\$401
CVMC	Hospital	\$160	n/a	n/a	n/a	n/a	\$1,211
	Physician	n/a	\$28	\$98	\$50	n/a	\$193
NMC	Hospital	\$168	n/a	\$423	n/a	\$607	n/a
	Physician	n/a	\$51	n/a	n/a	n/a	n/a
RRMC	Hospital	\$214	n/a	\$547	\$392	\$503	\$1,370
	Physician	n/a	\$131	\$89	\$35	\$17	\$337
SVHC	Hospital	\$184	n/a	\$716	n/a	\$355	\$1,423
	Physician	n/a	\$50	\$50	\$20	\$11	\$192
CAH'S							
Copley	Hospital	\$77	n/a	\$99	n/a	\$73	\$311
	Physician	n/a	\$19	\$129	n/a	\$73	\$149
GMC	Hospital	\$153	n/a	\$249	\$283	\$339	\$1,032
	Physician	\$50	\$37	n/a	n/a	n/a	n/a
GCH	Hospital	\$209	n/a	n/a	n/a	n/a	n/a
	Physician	n/a	\$18	n/a	n/a	n/a	n/a
MAH	Hospital	\$333	n/a	n/a	n/a	n/a	n/a
	Physician	n/a	\$35	n/a	n/a	n/a	n/a
NCH	Hospital	\$202	n/a	\$607	\$321	\$347	\$935
	Physician	\$52	\$71	\$45	n/a	\$9	\$210
NVRH	Hospital	\$218	n/a	n/a	n/a	n/a	n/a
	Physician	n/a	\$44	n/a	n/a	n/a	n/a
Porter	Hospital	\$148	n/a	\$308	n/a	\$308	n/a
	Physician	n/a	\$37	\$58	\$23	\$14	\$227
Springfield	Hospital	\$145	n/a	\$310	n/a	\$322	n/a
	Physician	n/a	\$35	n/a	n/a	n/a	n/a
State Averages							
Hospital Avg	Hospital	\$170	n/a	\$433	\$393	\$395	\$1,104
	Physician	\$51	\$46	\$85	\$36	\$25	\$275

Table 3C – 2014 Cardiology Services

CPT Code		93005	93010	93320	93321	93325	93350
		EKG - tech	EKG - interp	Doppler ECG	Dop ECG, lim	Dop ECG map	Stress test
Hospital	Descr						
GMC Qty - 2015	Hospital	3,107	0	0	57	57	55
	Physician	331	3,317	0	0	0	0
*GMC Revenue		\$491,921	\$122,729	\$0	\$16,131	\$19,323	\$56,760
*GMC est Rev w/avg Rate		\$545,071	\$152,582	\$0	\$22,401	\$22,515	\$60,720
*Note Includes both Hospital & Physician							
GMC Gain/Loss		\$53,150	\$29,853	\$0	\$6,270	\$3,192	\$3,960

Total GMC Gain/Loss = \$96k

Note1: Above data only represents to highest volume items.
Note2: Indicates rate is higher than GMC

CPT Code		99281	99282	99283	99284	99285
		Level 1	Level 2	Level 3	Level 4	Level 5
Hospital	Description					
Tertiary						
UVMHC	Hospital	\$238	\$508	\$793	\$1,273	\$1,889
	Physician	\$105	\$161	\$240	\$459	\$671
PPS						
BMH	Hospital	\$251	\$447	\$695	\$1,113	\$1,751
	Physician	\$50	\$98	\$147	\$279	\$410
CVMC	Hospital	\$196	\$345	\$514	\$889	\$1,149
	Physician	\$43	\$80	\$129	\$234	\$350
NMC	Hospital	\$140	\$241	\$365	\$649	\$1,045
	Physician	\$111	\$171	\$268	\$426	\$570
RRMC	Hospital	\$236	\$351	\$414	\$715	\$1,071
	Physician	\$55	\$96	\$209	\$326	\$509
SVHC	Hospital	\$150	\$150	\$309	\$445	\$683
	Physician	\$99	\$101	\$227	\$340	\$477
CAH'S						
Copley	Hospital	\$121	\$220	\$317	\$583	\$875
	Physician	\$46	\$81	\$124	\$231	\$339
GMC	Hospital	\$190	\$311	\$415	\$631	\$890
	Physician	\$63	\$106	\$165	\$291	\$522
GCH	Hospital	\$117	\$222	\$431	\$649	\$972
	Physician	\$39	\$75	\$115	\$214	\$315
MAH	Hospital	\$222	\$247	\$366	\$586	\$941
	Physician	\$186	\$192	\$290	\$426	\$688
NCH	Hospital	\$195	\$289	\$551	\$613	\$858
	Physician	\$195	\$267	\$484	\$620	\$778
NVRH	Hospital	\$272	\$272	\$487	\$735	\$735
	Physician	\$49	\$93	\$311	\$260	\$381
Porter	Hospital	\$148	\$188	\$314	\$651	\$984
	Physician	\$127	\$171	\$258	\$381	\$632
Springfield	Hospital	\$240	\$269	\$505	\$610	\$631
	Physician	\$144	\$170	\$247	\$324	\$361
State Averages						
Hospital Avg	Hospital	\$194	\$290	\$463	\$724	\$1,034
	Physician	\$94	\$133	\$230	\$344	\$500

Table 3D– 2014 Emergency Services

CPT Code		99281	99282	99283	99284	99285
		Level 1	Level 2	Level 3	Level 4	Level 5
Hospital	Descr					
GMC Qty - 2015	Hospital	1,159	3,227	1,829	686	210
	Physician	71	1,035	2,579	3,502	21

*GMC Revenue	\$224,683	\$1,113,307	\$1,184,570	\$1,451,948	\$197,862
*GMC est Rev w/avg Rate	\$231,520	\$1,073,485	\$1,439,997	\$1,701,352	\$227,640

*Note Includes both Hospital & Physician
 GMC Gain/Loss \$6,837 (\$39,822) \$255,427 \$249,404 \$29,778

Total GMC Gain/Loss = \$502k
GMC using UVMHC rates = \$2.9m

Note1: Above data only represents to highest volume items.
Note2: Indicates rate is higher than GMC

Table 3E - 2014 Radiology Services - Computed Tomography (CT Scans)

CPT Code		74150	74160	74170	70450	70460	70470	70486	70491	71250	71260	72125	72131	72192	72193	72194
Hospital	Descr	Abd w/o cont	Abd w/cont	Abd mult seions	Head w/o cont	Head w/cont	Head mult seions	Face jaw w/o cont	Neck w/cont	Chest w/o cont	Chest w/cont	Cerv spine w/o cont	Lumb spine w/o cont	Pelvis w/o cont	Pelvis w/cont	Pelvis mult sect
Tertiary																
UVMCMC	Hospital	\$2,138	\$2,902	\$3,210	\$2,306	\$2,151	\$2,658	\$2,535	\$2,367	\$2,023	\$3,273	\$2,241	\$2,239	\$2,050	\$2,851	\$3,182
PPS																
BMH	Hospital	\$929	\$1,590	\$1,762	\$783	\$1,590	\$1,762	\$929	\$1,590	\$783	\$1,590	\$783	\$929	\$783	\$1,590	n/a
CVMC	Hospital	\$1,697	\$1,935	\$2,707	\$1,416	\$1,651	\$3,072	\$1,803	\$2,132	\$1,531	\$1,878	\$1,611	\$1,648	\$1,494	\$2,070	\$2,009
NMC	Hospital	\$1,393	\$1,393	\$1,499	\$1,393	\$995	\$1,499	\$1,393	\$1,393	\$1,393	\$1,393	\$1,393	\$1,393	\$1,393	\$1,393	\$1,393
RRMC	Hospital	\$1,573	\$2,031	\$2,422	\$1,439	\$1,665	\$2,037	\$1,709	\$2,006	\$1,657	\$2,053	\$1,825	\$1,839	\$1,265	\$1,669	\$1,980
SVHC	Hospital	\$1,533	\$1,720	\$1,912	\$1,136	\$1,385	\$1,644	\$1,136	\$1,350	\$1,533	\$1,720	\$1,533	\$1,533	\$1,533	\$1,533	\$1,912
CAH'S																
Copley	Hospital	\$904	\$1,102	\$1,213	\$904	\$1,102	\$1,115	\$904	\$1,102	\$904	\$1,102	\$904	\$904	\$904	\$1,102	\$1,213
GMC	Hospital	\$1,160	\$1,787	\$2,313	\$1,160	\$1,854	\$2,346	\$1,160	\$1,942	\$1,160	\$1,751	\$1,160	\$1,160	\$1,160	\$1,770	\$2,428
GCH	Hospital	\$1,837	\$2,116	\$2,227	\$1,485	\$1,818	\$2,222	\$1,585	\$1,856	\$1,846	\$2,211	\$1,846	\$1,846	\$1,868	\$2,075	\$2,562
MAH	Hospital	\$2,076	\$2,993	\$4,108	\$1,708	\$2,213	\$2,727	\$2,274	\$2,667	\$2,210	\$2,753	\$2,226	\$2,213	\$2,091	\$2,615	\$2,499
NCH	Hospital	\$1,452	\$1,731	\$2,123	\$1,308	\$1,503	\$1,936	\$2,136	\$1,716	\$1,414	\$1,765	\$1,507	\$1,537	\$1,448	\$1,721	\$1,741
NVRH	Hospital	\$485	\$510	\$786	\$485	\$510	\$786	\$485	n/a	\$485	\$510	\$485	\$485	\$485	\$510	\$786
Porter	Hospital	\$1,717	\$2,019	\$2,440	\$1,389	\$1,695	\$2,075	\$1,487	\$1,787	\$1,765	\$2,060	\$1,765	\$1,765	\$1,735	\$1,974	\$2,375
Springfield	Hospital	\$1,117	\$1,510	\$1,783	\$641	\$780	\$1,386	\$2,507	\$1,025	\$687	\$1,322	\$2,082	\$2,082	\$1,583	\$1,234	\$2,816
State Averages																
Hospital Avg	Hospital	\$1,429	\$1,810	\$2,179	\$1,254	\$1,494	\$1,948	\$1,575	\$1,764	\$1,385	\$1,813	\$1,526	\$1,541	\$1,414	\$1,722	\$2,069
GMC Qty - 2015		17	27	8	605	4	4	58	31	86	175	195	51	22	9	3
GMC Actual Revenue		\$19,720	\$48,249	\$18,504	\$701,800	\$7,416	\$9,384	\$67,280	\$60,202	\$99,760	\$306,425	\$226,200	\$59,160	\$25,520	\$15,930	\$7,284
GMC est Rev w/avg Rate		\$24,293	\$48,870	\$17,432	\$758,670	\$5,976	\$7,792	\$91,350	\$54,684	\$119,110	\$317,275	\$297,570	\$78,591	\$31,108	\$15,498	\$6,207
GMC Gain/Loss		\$4,573	\$621	(\$1,072)	\$56,870	(\$1,440)	(\$1,592)	\$24,070	(\$5,518)	\$19,350	\$10,850	\$71,370	\$19,431	\$5,588	(\$432)	(\$1,077)

Total GMC Gain/Loss = \$203k

Note1: Above data only represents to highest volume items.

Note2: Indicates rate is higher than GMC

Table 3F - 2014 Radiology Services - Magnetic Resonance Imaging (MRI's)

CPT Code		70551	70553	72141	72146	72148	72149	72156	72158	72197	72198	73221	73222	73721	77059
		Brain w/o cont	Brain mult seq	Cerv spine w/o cont	Thor spine w/o cont	Lum spine w/o cont	Lum spine w/cont	Cerv spine mult seq	Lum spine mult seq	Pelvis mult seq	Pelvis angiography	Joint up ext w/o cont	Joint up ext w/ cont	Joint low ext w/o cont	Breast bilateral
Hospital	Descr														
Tertiary															
UVMHC	Hospital	\$3,425	\$4,933	\$3,630	\$3,516	\$3,450	\$3,371	\$5,098	\$5,153	\$3,912	n/a	\$3,285	\$3,610	\$3,222	n/a
PPS															
BMH	Hospital	\$1,811	\$2,940	\$1,811	\$1,811	\$1,811	\$2,462	\$2,940	\$2,940	\$2,940	n/a	\$1,811	\$2,432	\$1,811	\$3,563
CVMC	Hospital	\$2,171	\$2,930	\$2,198	\$2,198	\$2,325	\$777	\$3,395	\$3,413	\$3,461	\$2,535	\$2,946	\$3,742	\$2,946	n/a
NMC	Hospital	\$1,784	\$2,179	\$2,179	\$2,179	\$2,179	\$2,163	\$2,179	\$2,179	\$2,179	n/a	\$2,179	\$2,179	\$2,179	n/a
RRMC	Hospital	\$2,979	\$4,110	\$2,626	\$2,669	\$2,655	\$3,275	\$4,062	\$4,034	\$3,439	\$3,133	\$2,814	\$3,036	\$2,552	\$3,320
SVHC	Hospital	\$1,739	\$1,739	\$1,739	\$1,739	\$1,739	\$1,739	\$1,739	\$1,739	\$1,739	n/a	\$1,739	\$1,948	\$1,739	\$3,408
CAH'S															
Copley	Hospital	\$1,603	\$3,026	\$1,603	\$1,778	\$1,778	\$1,922	\$3,072	\$3,026	\$2,699	\$2,688	\$1,603	\$1,922	\$3,204	n/a
GMC	Hospital	\$2,051	\$3,192	\$2,051	\$2,051	\$2,052	\$2,407	\$3,192	\$3,192	\$3,085	\$1,956	\$2,051	\$2,775	\$2,051	\$1,995
GCH	Hospital	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
MAH	Hospital	\$4,327	\$5,924	\$3,772	\$3,839	\$3,833	n/a	\$5,822	\$5,810	\$6,146	n/a	\$4,089	\$4,393	\$4,181	n/a
NCH	Hospital	\$1,879	\$3,369	\$2,426	\$2,457	\$2,488	\$2,443	\$3,487	\$3,428	\$3,207	\$2,043	\$1,210	\$1,903	\$1,210	n/a
NVRH	Hospital	\$3,271	\$3,839	\$3,271	\$3,271	\$3,271	\$3,504	\$3,839	\$3,839	\$3,839	\$3,504	\$3,271	\$3,504	\$3,271	n/a
Porter	Hospital	\$2,742	\$3,725	\$2,477	\$2,699	\$2,699	\$2,930	\$3,570	\$3,484	\$3,044	n/a	\$2,374	\$2,698	\$2,521	\$3,648
Springfield	Hospital	\$1,478	\$2,072	\$1,792	\$1,792	\$1,557	\$1,782	\$2,072	\$2,072	\$1,589	\$654	\$1,578	\$1,578	\$1,144	n/a
State Averages															
Hospital Avg	Hospital	\$2,405	\$3,383	\$2,429	\$2,461	\$2,449	\$2,398	\$3,421	\$3,408	\$3,175	\$2,359	\$2,381	\$2,748	\$2,464	\$3,187
GMC Qty - 2015		168	107	73	22	197	0	32	23	14	0	82	6	247	0
GMC Actual Revenue		\$344,568	\$341,544	\$149,723	\$45,122	\$404,244	\$0	\$102,144	\$73,416	\$43,190	\$0	\$168,182	\$16,650	\$506,597	\$0
GMC est Rev w/avg Rate		\$404,040	\$361,981	\$177,317	\$54,142	\$482,453	\$0	\$109,472	\$78,384	\$44,450	\$0	\$195,242	\$16,488	\$608,608	\$0
GMC Gain/Loss		\$59,472	\$20,437	\$27,594	\$9,020	\$78,209	\$0	\$7,328	\$4,968	\$1,260	\$0	\$27,060	(\$162)	\$102,011	\$0

Total GMC Gain/Loss = \$337k

Note1: Above data only represents to highest volume items.

Note2: Indicates rate is higher than GMC

Table 3G - 2014 Radiology Services - X-Ray & Ultrasound

CPT Code		71010	71020	71030	72020	73630	76805	76856	77080
		Chest sing view	Chest two views	Chest mult views	Spine	Foot min 3 view	Obs ultrasound	Pelvic ultra non-OB	Bone den scan dexa
Hospital	Descr								
Tertiary									
UVMCMC	Hospital	\$335	\$338	\$588	\$413	\$451	\$814	\$805	n/a
PPS									
BMH	Hospital	\$258	\$307	\$625	\$246	\$356	\$531	\$531	\$395
CVMC	Hospital	\$246	\$366	\$480	\$377	\$383	\$633	\$668	\$607
NMC	Hospital	\$311	\$403	\$427	\$218	\$198	\$380	\$427	n/a
RRMC	Hospital	\$286	\$318	\$318	\$242	\$271	\$698	\$698	\$527
SVHC	Hospital	\$255	\$379	\$552	\$198	\$327	\$564	\$473	n/a
CAH'S									
Copley	Hospital	\$179	\$254	\$553	\$194	\$517	\$639	\$428	\$353
GMC	Hospital	\$213	\$269	\$152	\$269	\$327	\$576	\$576	\$479
GCH	Hospital	\$164	\$246	\$421	\$222	\$237	\$548	\$445	\$419
MAH	Hospital	\$267	\$365	\$562	\$292	\$421	\$928	\$754	\$602
NCH	Hospital	\$234	\$350	n/a	\$301	\$379	\$1,251	\$387	\$478
NVRH	Hospital	\$258	\$489	\$754	\$342	n/a	\$211	\$211	\$672
Porter	Hospital	\$236	\$348	\$599	\$236	\$339	\$390	\$502	\$264
Springfield	Hospital	\$116	\$227	\$335	\$231	\$442	\$875	\$977	\$318
State Averages									
Hospital Avg	Hospital	\$240	\$333	\$490	\$270	\$358	\$646	\$563	\$465
GMC Qty - 2015		287	2,602	0	3	1,343	151	314	220
GMC Actual Revenue		\$61,131	\$699,938	\$0	\$807	\$439,161	\$86,976	\$180,864	\$105,380
GMC est Rev w/avg Rate		\$68,880	\$866,466	\$0	\$810	\$480,794	\$97,546	\$176,782	\$102,300
GMC Gain/Loss		\$7,749	\$166,528	\$0	\$3	\$41,633	\$10,570	(\$4,082)	(\$3,080)

Total GMC Gain/Loss = \$219k

Note1: Above data only represents to highest volume items.

Note2: Indicates rate is higher than GMC

Table 3H - 2014 Radiology Services - Mammograms



CPT Code		77051	77052	HCPCS G0202	HCPCS G0204
		CAD diagnostic	CAD screening	Dig screen mammo bi-lat	Dig diag mammo bi-lat
Hospital	Descr				
Tertiary					
UVMC	Hospital	\$76	\$77	\$429	\$426
PPS					
BMH	Hospital	\$59	\$59	\$305	\$360
CVMC	Hospital	\$84	\$71	\$463	\$537
NMC	Hospital	\$76	\$76	\$299	\$249
RRMC	Hospital	n/a	n/a	\$403	\$401
SVHC	Hospital	\$66	\$46	\$300	\$309
CAH'S					
Copley	Hospital	\$50	\$50	\$328	\$344
GMC	Hospital	\$67	\$46	\$520	\$553
GCH	Hospital	n/a	n/a	n/a	n/a
MAH	Hospital	\$56	\$56	\$403	\$371
NCH	Hospital	\$58	\$53	\$317	\$322
NVRH	Hospital	\$76	\$71	\$266	\$386
Porter	Hospital	\$48	\$48	\$422	\$485
Springfield	Hospital	\$43	\$43	\$269	\$298
State Averages					
Hospital Avg	Hospital	\$63	\$58	\$363	\$388
GMC Qty - 2015		0	1,717	1,724	81
GMC Actual Revenue		\$0	\$78,982	\$896,480	\$44,793
GMC est Rev w/avg Rate		\$0	\$99,586	\$625,812	\$31,428
GMC Gain/Loss		\$0	\$20,604	(\$270,668)	(\$13,365)

Total GMC Gain/Loss = (\$263k)

Note1: Above data only represents to highest volume items.

Note2: Indicates rate is higher than GMC

Table 3I - 2014 Other Services

CPT Code

Hospital	Descr	PT evaluations	Fetal non-stress
Tertiary			
UVMC	Hospital	\$351	\$431
PPS			
BMH	Hospital	\$194	\$296
CVMC	Hospital	\$280	\$361
NMC	Hospital	\$212	\$183
RRMC	Hospital	\$287	\$583
SVHC	Hospital	\$313	\$474
CAH'S			
Copley	Hospital	\$264	\$409
GMC	Hospital	\$232	\$289
GCH	Hospital	\$371	n/a
MAH	Hospital	\$328	n/a
NCH	Hospital	\$266	\$444
NVRH	Hospital	\$361	\$442
Porter	Hospital	\$271	\$519
Springfield	Hospital	\$65	\$277
State Averages			
Hospital Avg	Hospital	\$271	\$392

GMC Qty - 2015	1,799	94
GMC Actual Revenue	\$417,368	\$27,166
GMC est Rev w/avg Rate	\$487,529	\$36,848
GMC Gain/Loss	\$70,161	\$9,682

Total GMC Gain/Loss = \$80k

Note1: Above data only represents to highest volume items.

Note2: Indicates rate is higher than GMC

Table 2A - Hospital Pricing of Top 2013 Outpatient Procedures - Gross Charges

Outpatient Procedures		Vt Community Hosp - Charges Displayed Include Each Hospital's Top Outpatient Procedures By Volume														
CCS & Proc Code	Procedure Description	Tertiary		PPS				CAH'S							Hosp Avg	
		UVM/MC	BMH	CVMC	NMC	RRMC	SVHC	Copley	GMC	GCH	MAH	NCH	NVRH	Porter		Springfield
CCS 1 Operations on the Nervous System																
0443	Carpal tunnel surgery	\$3,932	\$4,082	\$4,734	\$3,380	\$3,231	\$4,549	\$5,654	\$7,114		\$5,812	\$4,967	\$5,775	\$4,690	\$1,842	\$4,241
CCS 3 Operations on the Eye																
1341	Cataract surgery	\$5,790	\$5,743	\$4,428	\$5,183	\$5,669		\$5,451	\$6,481		\$8,178	\$6,037	\$8,096	\$4,334	\$3,649	\$5,720
CCS 9 Operations on the Digestive System																
4292	Dilating a narrowed sec of esophagus	\$4,188	\$2,327	\$3,930	\$3,414	\$3,967	\$3,231		\$4,168							\$3,890
4516	EGD with biopsy	\$3,638	\$3,051	\$3,383	\$1,459	\$4,017	\$1,749	\$3,017	\$4,433		\$3,082	\$3,807	\$6,422	\$3,518	\$2,484	\$3,241
4523	Colonoscopy	\$2,887	\$2,431	\$2,782	\$1,507	\$3,092	\$1,792	\$2,009	\$2,983		\$1,957	\$3,459	\$5,090	\$2,443	\$1,941	\$2,671
4525	Colonoscopy with biopsy	\$4,694	\$3,202	\$4,446	\$2,304	\$4,305	\$2,427	\$3,148	\$5,451		\$3,185	\$4,219	\$7,615	\$3,494	\$2,557	\$3,977
4542	Colonoscopy with polypecpomy	\$4,493	\$3,530	\$4,327	\$2,086	\$4,081	\$2,460	\$2,829	\$4,862		\$3,046	\$3,984	\$6,360	\$3,447	\$2,608	\$3,852
5123	Laparoscopic cholecystectomy	\$10,987	\$9,011	\$11,328	\$8,404	\$9,194	\$8,405	\$15,758	\$25,707		\$18,799	\$12,521	\$20,081	\$21,585	\$9,421	\$11,631
5304	Repair of a hernia in the groin	\$9,031	\$6,858	\$7,564	\$7,355	\$7,545	\$7,426	\$10,534	\$16,195			\$9,419	\$12,091	\$14,584	\$6,857	\$9,191
CCS 10 Operations on the Urinary System																
560	Transurethral remove of obs. from ureter & renal pelvis	\$10,936	\$12,251	\$12,464		\$7,541	\$10,409		\$15,649				\$24,124	\$14,536		\$11,814
5732	Endoscopy of the bladder	\$1,294		\$1,532				\$699	\$6,582							\$1,419
CCS 14 Operations on the Musculoskeletal System																
7751	Bunionectomy	\$8,325			\$6,422		\$10,247		\$18,093				\$14,565	\$13,055		\$11,084
7756	Repair hammer toe	\$6,685					\$5,444		\$12,470							\$8,915
8026	Shoulder Arthroscopy							\$9,404	\$12,377							\$10,716
806	Knee surgery on the cart of the knee	\$5,759	\$4,885	\$6,679	\$5,882	\$5,311	\$6,016	\$10,927	\$14,593		\$10,761	\$8,804	\$14,307	\$9,195	\$5,466	\$6,609
8363	Surgical repair of a shoulder injury	\$17,461	\$12,688	\$15,990	\$17,200	\$10,839	\$16,589	\$24,281	\$32,922							\$18,580
8411	Amputation of toe	\$4,696							\$8,905							\$6,406
CCS 15 Operations on the Integumentary System																
863	Non-surgical skin treatments	\$2,151	\$4,436	\$3,269	\$1,397	\$2,392	\$2,836	\$2,590	\$6,405		\$4,668	\$3,093	\$6,270	\$4,745	\$5,588	\$2,356

Note1: Above data only represents to highest volume items.

Note2: [Red Box] Indicates rate is higher than GMC

Table 2A - Hospital Pricing of Top 2013 Outpatient Procedures - Gross Charges

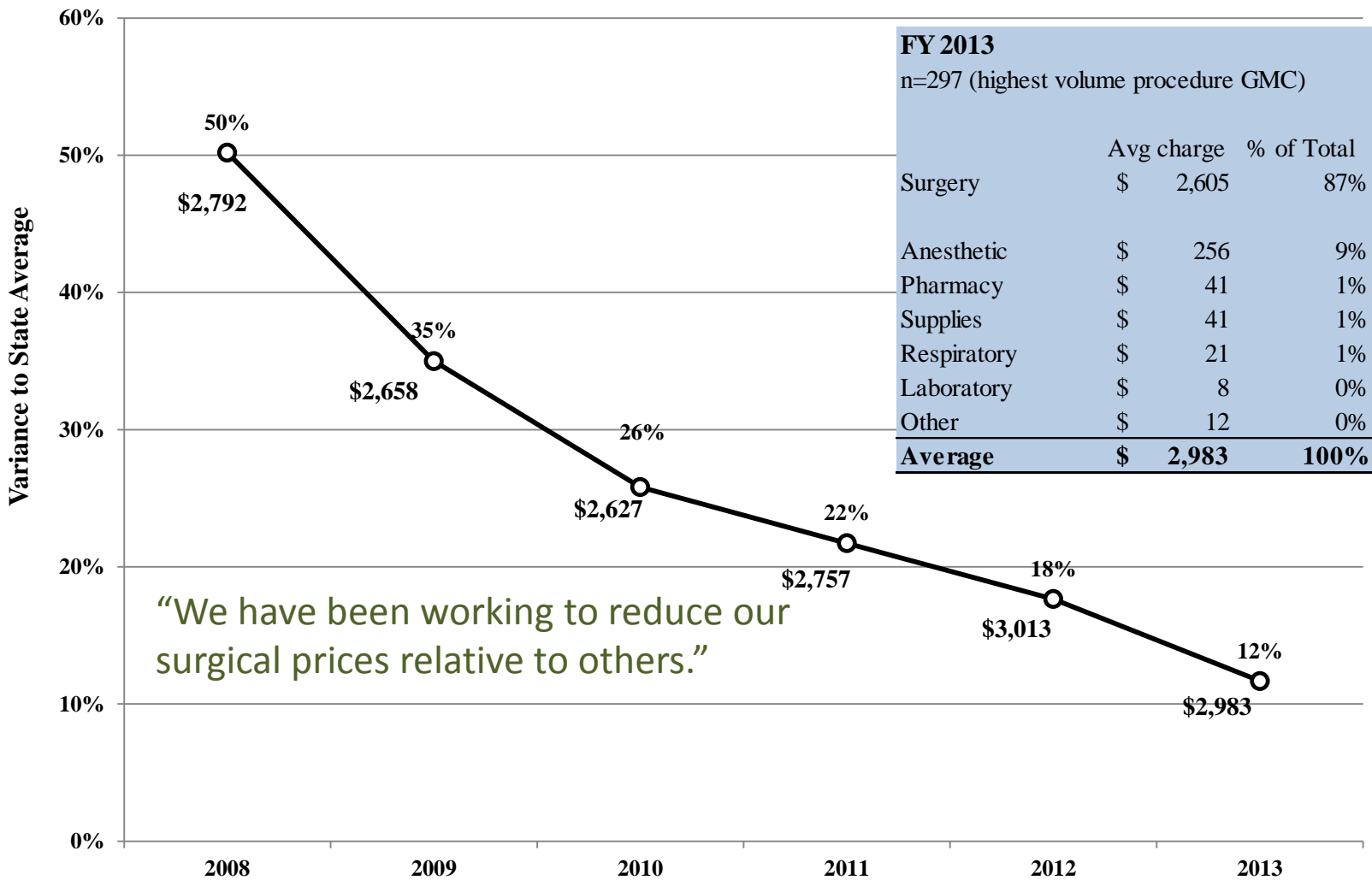
Outpatient Procedures		Vt Community Hosp - Charges Displayed Include Each Hospital's Top Outpatient Procedures By Volume																		
		Tertiary		PPS				CAH'S								Hosp Avg	GMC Vol	GMC Rev	Hosp Avg Rev	Rev Adj using Hosp Rate
CCS & Proc Code	Procedure Description	UVM/MC	BMH	CVMC	NMC	RRMC	SVHC	Copley	GMC	GCH	MAH	NCH	NVRH	Porter	Springfield	Hosp Avg	GMC Vol	GMC Rev	Hosp Avg Rev	Rev Adj using Hosp Rate
CCS 1 Operations on the Nervous System																				
0443	Carpal tunnel surgery	\$3,932	\$4,082	\$4,734	\$3,380	\$3,231	\$4,549	\$5,654	\$7,114		\$5,812	\$4,967	\$5,775	\$4,690	\$1,842	\$4,241	69	\$490,866	\$292,629	(\$198,237)
CCS 3 Operations on the Eye																				
1341	Cataract surgery	\$5,790	\$5,743	\$4,428	\$5,183	\$5,669		\$5,451	\$6,481		\$8,178	\$6,037	\$8,096	\$4,334	\$3,649	\$5,720	190	\$1,231,390	\$1,086,800	(\$144,590)
CCS 9 Operations on the Digestive System																				
4292	Dilating a narrowed sec of esophagus	\$4,188	\$2,327	\$3,930	\$3,414	\$3,967	\$3,231		\$4,168							\$3,890	17	\$70,856	\$66,130	(\$4,726)
4516	EGD with biopsy	\$3,638	\$3,051	\$3,383	\$1,459	\$4,017	\$1,749	\$3,017	\$4,433		\$3,082	\$3,807	\$6,422	\$3,518	\$2,484	\$3,241	47	\$208,351	\$152,327	(\$56,024)
4523	Colonoscopy	\$2,887	\$2,431	\$2,782	\$1,507	\$3,092	\$1,792	\$2,009	\$2,983		\$1,957	\$3,459	\$5,090	\$2,443	\$1,941	\$2,671	297	\$885,951	\$793,287	(\$92,664)
4525	Colonoscopy with biopsy	\$4,694	\$3,202	\$4,446	\$2,304	\$4,305	\$2,427	\$3,148	\$5,451		\$3,185	\$4,219	\$7,615	\$3,494	\$2,557	\$3,977	53	\$288,903	\$210,781	(\$78,122)
4542	Colonoscopy with polypectomy	\$4,493	\$3,530	\$4,327	\$2,086	\$4,081	\$2,460	\$2,829	\$4,862		\$3,046	\$3,984	\$6,360	\$3,447	\$2,608	\$3,852	88	\$427,856	\$338,976	(\$88,880)
5123	Laparoscopic cholecystectomy	\$10,987	\$9,011	\$11,328	\$8,404	\$9,194	\$8,405	\$15,758	\$25,707		\$18,799	\$12,521	\$20,081	\$21,585	\$9,421	\$11,631	33	\$848,331	\$383,823	(\$464,508)
5304	Repair of a hernia in the groin	\$9,031	\$6,858	\$7,564	\$7,355	\$7,545	\$7,426	\$10,534	\$16,195			\$9,419	\$12,091	\$14,584	\$6,857	\$9,191	27	\$437,265	\$248,157	(\$189,108)
CCS 10 Operations on the Urinary System																				
560	Transurethral remove of obs. from ureter & renal pelvis	\$10,936	\$12,251	\$12,464		\$7,541	\$10,409		\$15,649				\$24,124	\$14,536		\$11,814	15	\$234,735	\$177,210	(\$57,525)
5732	Endoscopy of the bladder	\$1,294		\$1,532				\$699	\$6,582							\$1,419	18	\$118,476	\$25,542	(\$92,934)
CCS 14 Operations on the Musculoskeletal System																				
7751	Bunionectomy	\$8,325			\$6,422		\$10,247		\$18,093				\$14,565	\$13,055		\$11,084	21	\$379,953	\$232,764	(\$147,189)
7756	Repair hammer toe	\$6,685					\$5,444		\$12,470							\$8,915	44	\$548,680	\$392,260	(\$156,420)
8026	Shoulder Arthroscopy							\$9,404	\$12,377							\$10,716	53	\$655,981	\$567,948	(\$88,033)
806	Knee surgery on the cart of the knee	\$5,759	\$4,885	\$6,679	\$5,882	\$5,311	\$6,016	\$10,927	\$14,593		\$10,761	\$8,804	\$14,307	\$9,195	\$5,466	\$6,609	26	\$379,418	\$171,834	(\$207,584)
8363	Surgical repair of a shoulder injury	\$17,461	\$12,688	\$15,990	\$17,200	\$10,839	\$16,589	\$24,281	\$32,922							\$18,580	31	\$1,020,582	\$575,980	(\$444,602)
8411	Amputation of toe	\$4,696							\$8,905							\$6,406	31	\$276,055	\$198,586	(\$77,469)
CCS 15 Operations on the Integumentary System																				
863	Non-surgical skin treatments	\$2,151	\$4,436	\$3,269	\$1,397	\$2,392	\$2,836	\$2,590	\$6,405		\$4,668	\$3,093	\$6,270	\$4,745	\$5,588	\$2,356	48	\$307,440	\$113,088	(\$194,352)

Total rev adjustment using state average rate = (\$2.8 Million)

We added this info. to calculate the impact.

Note1: Above data only represents to highest volume 6 items.
Note2: Indicates rate is higher than GMC

**“45.23 - Visualization of large intestine with an endoscope, via rectum”
Gifford versus State Average by Fiscal Year**

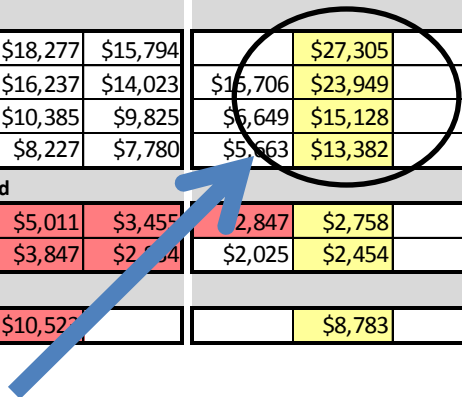


- Notes:
1. GMC uses a per minute OR charge for all surgical procedures
 2. Study updated through 2013. GMC applied same process for 2014 and 2015 and will continue until rates are inline.

Table 1A - Hospital Pricing of Top 2013 Inpatient Diagnoses - Gross Charges

Inpatient Stays		Vermont Community Hospitals - Charges Displayed Include Each Hospital's Top Outpatient Procedures By Volume															
		Tertiary					PPS					CAH'S					
		UVM/MC	BMH	CVMC	NMC	RRMC	SVHC	Copley	GMC	GCH	MAH	NCH	NVRH	Porter	Springfield	Hosp Avg	
MDC	DRG Diagnosis Description																
MDC 4 Diseases of the Respiratory System																	
194	Pneumonia with C	\$14,548	\$13,254	\$14,274	\$13,622	\$17,877	\$11,841	\$7,570	\$11,335		\$11,051	\$14,130	\$15,603	\$16,076	\$13,772	\$14,245	
195	Pneumonia w/o C	\$8,810		\$10,653	\$12,405	\$13,452	\$9,286	\$6,146	\$10,295	\$7,597		\$13,878	\$11,650	\$11,788	\$10,003	\$10,554	
MDC 5 Diseases and Disorders of the Circulatory System																	
292	Heart failure with C	\$15,717		\$16,325	\$14,235	\$16,188	\$11,953	\$8,951	\$16,086		\$10,684	\$13,699	\$15,220	\$11,488	\$12,641	\$14,279	
310	Heart rhythm disturbances w/o C	\$9,095		\$11,997	\$9,695	\$10,073	\$8,519	\$3,856	\$12,424			\$11,512	\$11,013	\$7,621		\$9,332	
MDC 6 Diseases and Disorders of the Digestive System																	
392	Digestive disorders w/o MCC	\$12,783	\$9,746	\$11,392	\$9,804	\$14,219	\$11,567	\$6,118	\$12,102		\$8,849	\$10,554	\$12,343	\$11,619	\$9,865	\$11,838	
MDC 8 Diseases and Disorders of the Musculoskeletal System and Connective Tissue																	
470	Major joint replacement	\$39,310	\$26,735	\$30,436	\$37,602	\$40,928	\$39,353	\$44,440	\$51,570			\$37,813	\$54,666	\$49,962		\$39,867	
552	Medical back problems w/o MC	\$15,775			\$18,270	\$21,101	\$11,947		\$12,450							\$14,286	
MDC 9 Diseases and Disorders of the Skin, Subcutaneous Tissue and Breast																	
603	A deep infect of the skin w/o MC	\$11,781	\$9,580	\$12,559	\$9,255	\$15,692	\$8,652	\$7,479	\$9,726		\$8,438	\$10,170	\$18,703	\$10,047	\$11,961	\$11,571	
MDC 10 Endocrine, Nutritional and Metabolic Diseases and Disorders																	
641	Dehydration w/o MC	\$11,715		\$13,785	\$12,051	\$11,032	\$9,597	\$5,846	\$9,760			\$10,947	\$10,689	\$11,857	\$11,575	\$10,785	
MDC 11 Diseases and Disorders of the Kidney and Urinary Tract																	
690	Kidney or UTI w/o MC	\$12,571		\$11,145	\$10,132	\$12,995	\$10,599	\$4,075	\$10,276		\$8,634	\$8,834	\$11,165	\$11,210	\$8,963	\$10,675	
MDC 14 Pregnancy, Childbirth, and the Puerperium																	
765	Cesarean section with C	\$17,390	\$14,075	\$13,343	\$11,531	\$18,277	\$15,794		\$27,305			\$15,218		\$18,667	\$12,355	\$16,796	
766	Cesarean section w/o C	\$12,529	\$11,881	\$11,366	\$10,977	\$16,237	\$14,023	\$15,706	\$23,949			\$14,004	\$18,443	\$17,006	\$12,957	\$13,604	
774	Vaginal delivery with C	\$9,643	\$7,789	\$9,867	\$6,525	\$10,385	\$9,825	\$6,649	\$15,128			\$6,501		\$8,402	\$7,232	\$9,155	
775	Vaginal delivery w/o C	\$7,900	\$7,003	\$8,715	\$5,103	\$8,227	\$7,780	\$5,663	\$13,382			\$5,839	\$8,859	\$6,930	\$6,316	\$7,664	
MDC 15 Newborns and Other Neonates with Conditions Originating in the Perinatal Period																	
794	Newborn with med problems	\$5,341	\$3,125	\$3,450	\$3,088	\$5,011	\$3,455	\$2,847	\$2,758			\$4,274	\$4,045	\$2,779	\$3,955	\$4,225	
795	Normal newborn	\$2,258	\$2,643	\$2,710	\$2,817	\$3,847	\$2,504	\$2,025	\$2,454			\$3,686	\$3,407	\$2,077	\$2,803	\$2,601	
MDC 20 Alcohol/Drug Use and Alcohol/Drug-Induced Organic Mental Disorders																	
897	Untreat alcoh/drug abuse w/o MC	\$12,769		\$10,871		\$10,527			\$8,783				\$13,073		\$7,453	\$11,183	

Prices too high! (WCAX, GMCB, etc.)
It's true! It's not right!



Note1: Above data only represents to highest volume items.
Note2: Indicates rate is higher than GMC

Table 1A - Hospital Pricing of Top 2013 Inpatient Diagnoses - Gross Charges

Inpatient Stays		Vermont Community Hospitals - Charges Displayed Include Each Hospital's Top Outpatient Procedures By Volume																			
		Tertiary		PPS					CAH'S												
MDC	DRG	Diagnosis Description	UVMMC	BMH	CVMC	NMC	RRMC	SVHC	Copley	GMC	GCH	MAH	NCH	NVRH	Porter	Springfield	Hosp Avg	GMC Vol	GMC Rev	Hosp Avg Rev	Rev Adj using Hosp Rate
MDC 4 Diseases of the Respiratory System																					
194		Pneumonia with C	\$14,548	\$13,254	\$14,274	\$13,622	\$17,877	\$11,841	\$7,570	\$11,335		\$11,051	\$14,130	\$15,603	\$16,076	\$13,772	\$14,245	29	\$328,715	\$413,105	\$84,390
195		Pneumonia w/o C	\$8,810		\$10,653	\$12,405	\$13,452	\$9,286	\$6,146	\$10,295	\$7,597		\$13,878	\$11,650	\$11,788	\$10,003	\$10,554	15	\$154,425	\$158,310	\$3,885
MDC 5 Diseases and Disorders of the Circulatory System																					
292		Heart failure with C	\$15,717		\$16,325	\$14,235	\$16,188	\$11,953	\$8,951	\$16,086		\$10,684	\$13,699	\$15,220	\$11,488	\$12,641	\$14,279	18	\$289,548	\$257,022	(\$32,526)
310		Heart rhythm disturbances w/o C	\$9,095		\$11,997	\$9,695	\$10,073	\$8,519	\$3,856	\$12,424			\$11,512	\$11,013	\$7,621		\$9,332	16	\$198,784	\$149,312	(\$49,472)
MDC 6 Diseases and Disorders of the Digestive System																					
392		Digestive disorders w/o MCC	\$12,783	\$9,746	\$11,392	\$9,804	\$14,219	\$11,567	\$6,118	\$12,102		\$8,849	\$10,554	\$12,343	\$11,619	\$9,865	\$11,838	35	\$423,570	\$414,330	(\$9,240)
MDC 8 Diseases and Disorders of the Musculoskeletal System and Connective Tissue																					
470		Major joint replacement	\$39,310	\$26,735	\$30,436	\$37,602	\$40,928	\$39,353	\$44,440	\$51,570			\$37,813	\$54,666	\$49,962		\$39,867	43	\$2,217,510	\$1,714,281	(\$503,229)
552		Medical back problems w/o MC	\$15,775			\$18,270	\$21,101	\$11,947		\$12,450							\$14,286	15	\$186,750	\$214,290	\$27,540
MDC 9 Diseases and Disorders of the Skin, Subcutaneous Tissue and Breast																					
603		A deep infect of the skin w/o MC	\$11,781	\$9,580	\$12,559	\$9,255	\$15,692	\$8,652	\$7,479	\$9,726		\$8,438	\$10,170	\$18,703	\$10,047	\$11,961	\$11,571	34	\$330,684	\$393,414	\$62,730
MDC 10 Endocrine, Nutritional and Metabolic Diseases and Disorders																					
641		Dehydration w/o MC	\$11,715		\$13,785	\$12,051	\$11,032	\$9,597	\$5,846	\$9,760			\$10,947	\$10,689	\$11,857	\$11,575	\$10,785	18	\$175,680	\$194,130	\$18,450
MDC 11 Diseases and Disorders of the Kidney and Urinary Tract																					
690		Kidney or UTI w/o MC	\$12,571		\$11,145	\$10,132	\$12,995	\$10,599	\$4,075	\$10,276		\$8,634	\$8,834	\$11,165	\$11,210	\$8,963	\$10,675	19	\$195,244	\$202,825	\$7,581
MDC 14 Pregnancy, Childbirth, and the Puerperium																					
765		Cesarean section with C	\$17,390	\$14,075	\$13,343	\$11,531	\$18,277	\$15,794		\$27,305			\$15,218		\$18,667	\$12,355	\$16,796	24	\$655,320	\$403,104	(\$252,216)
766		Cesarean section w/o C	\$12,529	\$11,881	\$11,366	\$10,977	\$16,237	\$14,023	\$15,706	\$23,949			\$14,004	\$18,443	\$17,006	\$12,957	\$13,604	29	\$694,521	\$394,516	(\$300,005)
774		Vaginal delivery with C	\$9,643	\$7,789	\$9,867	\$6,525	\$10,385	\$9,825	\$6,649	\$15,128			\$6,501		\$8,402	\$7,232	\$9,155	25	\$378,200	\$228,875	(\$149,325)
775		Vaginal delivery w/o C	\$7,900	\$7,003	\$8,715	\$5,103	\$8,227	\$7,780	\$5,663	\$13,382			\$5,839	\$8,859	\$6,930	\$6,316	\$7,664	132	\$1,766,424	\$1,011,648	(\$754,776)
MDC 15 Newborns and Other Neonates with Conditions Originating in the Perinatal Period																					
794		Newborn with med problems	\$5,341	\$3,125	\$3,450	\$3,088	\$5,011	\$3,455	\$2,847	\$2,758			\$4,274	\$4,045	\$2,779	\$3,955	\$4,225	29	\$79,982	\$122,525	\$42,543
795		Normal newborn	\$2,258	\$2,643	\$2,710	\$2,817	\$3,847	\$2,834	\$2,025	\$2,454			\$3,686	\$3,407	\$2,077	\$2,803	\$2,601	173	\$424,542	\$449,973	\$25,431
MDC 20 Alcohol/Drug Use and Alcohol/Drug-Induced Organic Mental Disorders																					
897		Untreat alcoh/drug abuse w/o MC	\$12,769		\$10,871		\$10,523			\$8,783				\$13,073		\$7,453	\$11,183	31	\$272,273	\$346,673	\$74,400

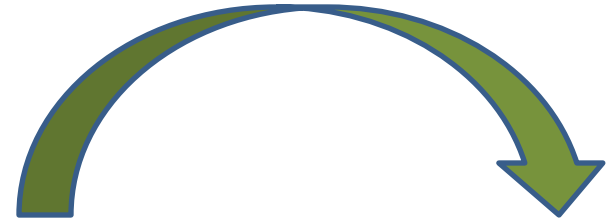
We added this info. to calculate the impact.

Total rev adjustment using state rate = (\$1.7 Million)
(MDC 14 Pregnancy & Childbirth = \$1.4 Million of above)

Note1: Above data only represents to highest volume items.
Note2: Indicates rate is higher than GMC



MDC 14 Pregnancy & Childbirth



DRG	Description	FY 2015			Rework 2015	
		Patients	Total Charges	Average	Total Charges	Average
765	CESAREAN SECTION W CC/MCC	9	\$ 269,966	\$ 29,996	\$ 187,755	\$ 20,862
766	CESAREAN SECTION W/O CC/MCC	26	\$ 681,445	\$ 26,209	\$ 489,404	\$ 18,823
774	VAGINAL DELIVERY W COMPLICATING DIAGNOSES	31	\$ 529,104	\$ 17,068	\$ 328,560	\$ 10,599
775	VAGINAL DELIVERY W/O COMPLICATING DIAGNOSES	109	\$ 1,808,012	\$ 16,587	\$ 1,071,188	\$ 9,827
Total		175	\$ 3,288,528		\$ 2,076,906	

Gross Revenue Loss of **\$1,211,622**

Above modeling if Gifford adjusted our rates “much closer” to the state average – impact on our 2015 revenue.
Note: Previous slide was with 2013 data and volumes.



Closing Calculations

Gain/Loss Using State Average:

Total GMC Gain/Loss Outpatient Procedures	=	(\$2,800,000)	(B)
Inpatient Diagnoses	=	(\$1,700,000)	(C)

Total GMC Gain/Loss using State Avg. Rates	=	(\$4,500,000)	(B) + (C)
--	---	---------------	-----------



Gain/Loss Using UVMC:

Total GMC Gain/Loss Outpatient Procedures	=	(\$3,490,000)	(B)
Inpatient Diagnoses	=	(\$1,560,000)	(C)

Total GMC Gain/Loss IF using UVMC Rates	=	(\$5,050,000)	(B) + (C)
---	---	---------------	-----------

“UVMC is a bit less expensive than the state average...”



Closing Calculations

Gain/Loss Using State Average:

Total GMC Gain/Loss Physician Services	= \$1,500,000	}	Ⓐ
Laboratory Services	= \$302,000		
Cardiology Services	= \$92,000		
Emergency Services	= \$502,000		
Rad Services (CT Scans)	= \$203,000		
Rad Services (MRI's)	= \$337,000		
Rad Services (XR & Ultra)	= \$216,000		
Rad Services (Mammos)	= (\$263,000)		
Other Services	= \$80,000		

Total GMC Gain/Loss using State Avg. Rates = \$2,969,000 Ⓐ

Grand Total GMC Gain/Loss using State Avg. Rates = **(\$1,531,000) Ⓐ + (Ⓑ + Ⓒ)**



Total GMC Gain/Loss IF using UVMMC Rates = \$11,382,449 Ⓐ

Grand Total GMC Gain/Loss using UVMMC Rates = \$6,332,449 Ⓐ + (Ⓑ + Ⓒ)

Other thoughts about the data...

Table 3A - 2014 Physician Services - Office Visits and Consultations

CPT Code	New Visits					Established Visits					Consult Visits					
	99201	99202	99203	99204	99205	99211	99212	99213	99214	99215	99241	99242	99243	99244	99245	
Hospital	Descr	level 1	level 2	level 3	level 4	level 5	level 1	level 2	level 3	level 4	level 5	level 1	level 2	level 3	level 4	level 5
Tertiary																
UVMC	Physician	\$132	\$224	\$325	\$494	\$611	\$61	\$132	\$218	\$320	\$429	\$140	\$263	\$359	\$531	\$649
PPS																
BMH	Physician	\$87	\$148	\$213	\$324	\$401	\$41	\$87	\$144	\$211	\$283	\$98	\$179	\$239	\$337	\$436
CVMC	Physician	\$130	\$155	\$204	\$287	\$375	\$109	\$125	\$151	\$204	\$272	\$80	\$153	\$208	\$387	\$444
NMC	Physician	\$130	\$155	\$224	\$347	\$460	\$89	\$109	\$159	\$239	\$322	\$125	\$232	\$320	\$474	\$582
RRMC	Physician	\$69	\$134	\$204	\$349	\$457	\$26	\$69	\$140	\$216	\$305	\$96	\$204	\$286	\$459	\$573
SVMC	Physician	\$118	\$163	\$237	\$360	\$453	\$104	\$117	\$160	\$236	\$316	\$125	\$230	\$317	\$467	\$577
CAH'S																
Copley	Physician	\$80	\$140	\$204	\$311	\$392	\$39	\$81	\$134	\$200	\$273	\$93	\$177	\$242	\$364	\$443
GMC	Physician	\$89	\$146	\$203	\$286	\$365	\$41	\$79	\$107	\$146	\$229	\$131	\$250	\$294	\$383	\$563
GCH	Physician	\$78	\$134	\$193	\$296	\$369	\$38	\$79	\$130	\$193	\$260	\$87	\$163	\$222	\$329	\$394
MAH	Physician	\$111	\$151	\$206	\$317	\$393	\$58	\$91	\$122	\$192	\$292	\$186	\$273	\$345	\$424	\$593
NCH	Physician	\$85	\$116	\$172	\$251	\$312	\$50	\$72	\$125	\$173	\$226	\$184	\$239	\$288	\$371	\$502
NVRH	Physician	\$58	\$113	\$171	\$253	\$336	\$24	\$59	\$98	\$150	\$224	\$83	\$166	\$221	\$327	\$434
Springfield	Physician	\$81	\$98	\$146	\$223	\$281	\$40	\$64	\$95	\$144	\$196	\$98	\$145	\$196	\$289	\$356
State Averages																
Hospital Avg	Physician	\$95	\$144	\$208	\$316	\$400	\$54	\$89	\$137	\$202	\$279	\$117	\$205	\$272	\$395	\$502

Why is Springfield the least expensive across the board?

 Highest rate
 Lowest rate

Lab Testing is very competitive due to for-profit Labs



Table 3B - 2014 Laboratory Services

CPT Code		80051	80053	80055	80061	81000	81025	82947	84153	85025	86850	86900
Hospital		Electro Panel	Meta Panel	Obs Panel	Lipid Panel	Urin chem/micro	Pregtest	Blood glucose	PSA	CBC	Antibody detect	ABO blood typ
Hospital	Descr											
Tertiary												
UVMMC	Hospital	\$43	\$111	\$127	\$78	\$34	\$48	\$25	\$80	\$37	\$63	\$38
PPS												
BMH	Hospital	\$53	\$79	n/a	\$82	n/a	n/a	\$29	\$112	\$58	\$85	\$22
CVMC	Hospital	\$81	\$112	n/a	\$90	\$15	\$77	\$31	\$127	\$49	\$161	\$55
NMC	Hospital	\$45	\$38	\$214	\$40	\$12	\$49	\$28	\$65	\$54	\$59	\$43
RRMC	Hospital	\$70	\$63	n/a	\$57	n/a	\$52	\$42	\$85	\$36	\$118	\$65
SVMC	Hospital	\$134	\$152	\$395	\$210	\$27	\$27	\$79	\$253	\$115	\$120	\$69
CAH'S												
Copley	Hospital	\$39	\$122	n/a	\$72	n/a	\$48	\$23	\$98	\$50	\$85	\$35
GMC	Hospital	\$60	\$90	\$357	\$94	\$27	\$54	\$34	\$158	\$67	\$92	\$25
GCH	Hospital	\$61	\$121	\$173	\$102	\$52	\$81	\$29	\$125	\$68	\$95	\$47
MAH	Hospital	\$95	\$144	n/a	\$149	n/a	\$86	\$54	\$249	\$106	\$118	\$40
NCH	Hospital	\$115	\$150	\$406	\$84	\$98	\$42	\$50	\$107	\$89	\$85	\$69
NVRH	Hospital	n/a	\$134	\$405	\$139	\$22	\$81	\$51	\$234	\$100	\$116	\$64
Porter	Hospital	\$84	\$133	n/a	\$120	\$55	\$61	\$34	\$150	\$78	\$99	\$37
Springfield	Hospital	\$61	\$98	n/a	\$120	\$52	\$55	\$36	\$157	\$70	\$48	\$29
State Averages												
Hospital Avg	Hospital	\$72	\$111	\$297	\$103	\$39	\$59	\$39	\$143	\$70	\$96	\$46

↓

Not CAH's

Table 3D - 2014 Emergency Services



CPT Code		99281	99282	99283	99284	99285
		Level 1	Level 2	Level 3	Level 4	Level 5
Hospital	Descr					
Tertiary						
UVMHC	Hospital	\$238	\$508	\$793	\$1,273	\$1,889
	Physician	\$105	\$161	\$240	\$459	\$671
PPS						
BMH	Hospital	\$251	\$447	\$695	\$1,113	\$1,751
	Physician	\$50	\$98	\$147	\$279	\$410
CVMC	Hospital	\$196	\$345	\$514	\$889	\$1,149
	Physician	\$43	\$80	\$129	\$234	\$350
NMC	Hospital	\$140	\$241	\$365	\$649	\$1,045
	Physician	\$111	\$171	\$268	\$426	\$570
RRMC	Hospital	\$236	\$351	\$414	\$715	\$1,071
	Physician	\$55	\$96	\$209	\$326	\$509
SVMC	Hospital	\$150	\$150	\$309	\$445	\$683
	Physician	\$99	\$101	\$227	\$340	\$477
CAH'S						
Copley	Hospital	\$121	\$220	\$317	\$583	\$875
	Physician	\$46	\$81	\$124	\$231	\$339
GMC	Hospital	\$190	\$311	\$415	\$631	\$890
	Physician	\$63	\$106	\$165	\$291	\$522
GCH	Hospital	\$117	\$222	\$431	\$649	\$972
	Physician	\$39	\$75	\$115	\$214	\$315
MAH	Hospital	\$222	\$247	\$366	\$586	\$941
	Physician	\$186	\$192	\$290	\$426	\$688
NCH	Hospital	\$195	\$289	\$551	\$613	\$858
	Physician	\$195	\$267	\$484	\$620	\$778
NVRH	Hospital	\$272	\$272	\$487	\$735	\$735
	Physician	\$49	\$93	\$311	\$260	\$381
Porter	Hospital	\$148	\$188	\$314	\$651	\$984
	Physician	\$127	\$171	\$258	\$381	\$632
Springfield	Hospital	\$240	\$269	\$505	\$610	\$631
	Physician	\$144	\$170	\$247	\$324	\$361
State Averages						
Hospital Avg	Hospital	\$194	\$290	\$463	\$724	\$1,034
	Physician	\$94	\$133	\$230	\$344	\$500

UVMHC
vs
SVMC?

Table 3E - 2014 Radiology Services - Computed Tomography (CT Scans)

CPT Code		74150	74160	74170	70450	70460	70470	70486	70491	71250	71260	72125	72131	72192	72193	72194
		Abd w/o cont	Abd w/cont	Abd mult seions	Head w/o cont	Head w/cont	Head mult seions	Face jaw w/o cont	Neck w/cont	Chest w/o cont	Chest w/cont	Cerv spine w/o cont	Lumb spine w/o cont	Pelvis w/o cont	Pelvis w/cont	Pelvis mult sect
Hospital	Descr															
Tertiary																
UVMC	Hospital	\$2,138	\$2,902	\$3,210	\$2,306	\$2,151	\$2,658	\$2,535	\$2,367	\$2,023	\$3,273	\$2,241	\$2,239	\$2,050	\$2,851	\$3,182
PPS																
BMH	Hospital	\$929	\$1,590	\$1,762	\$783	\$1,590	\$1,762	\$929	\$1,590	\$783	\$1,590	\$783	\$929	\$783	\$1,590	n/a
CVMC	Hospital	\$1,697	\$1,935	\$2,707	\$1,416	\$1,651	\$3,072	\$1,803	\$2,132	\$1,531	\$1,878	\$1,611	\$1,648	\$1,494	\$2,070	\$2,009
NMC	Hospital	\$1,393	\$1,393	\$1,499	\$1,393	\$995	\$1,499	\$1,393	\$1,393	\$1,393	\$1,393	\$1,393	\$1,393	\$1,393	\$1,393	\$1,393
RRMC	Hospital	\$1,573	\$2,031	\$2,422	\$1,439	\$1,665	\$2,037	\$1,709	\$2,006	\$1,657	\$2,053	\$1,825	\$1,839	\$1,265	\$1,669	\$1,980
SVMC	Hospital	\$1,533	\$1,720	\$1,912	\$1,136	\$1,385	\$1,644	\$1,136	\$1,350	\$1,533	\$1,720	\$1,533	\$1,533	\$1,533	\$1,533	\$1,912
CAH'S																
Copley	Hospital	\$904	\$1,102	\$1,213	\$904	\$1,102	\$1,115	\$904	\$1,102	\$904	\$1,102	\$904	\$904	\$904	\$1,102	\$1,213
GMC	Hospital	\$1,160	\$1,787	\$2,313	\$1,160	\$1,854	\$2,346	\$1,160	\$1,942	\$1,160	\$1,751	\$1,160	\$1,160	\$1,160	\$1,770	\$2,428
GCH	Hospital	\$1,837	\$2,116	\$2,227	\$1,485	\$1,818	\$2,222	\$1,585	\$1,856	\$1,846	\$2,211	\$1,846	\$1,846	\$1,868	\$2,075	\$2,562
MAH	Hospital	\$2,076	\$2,993	\$4,108	\$1,708	\$2,213	\$2,727	\$2,274	\$2,667	\$2,210	\$2,753	\$2,226	\$2,213	\$2,091	\$2,615	\$2,499
NCH	Hospital	\$1,452	\$1,731	\$2,123	\$1,308	\$1,503	\$1,936	\$2,136	\$1,716	\$1,414	\$1,765	\$1,507	\$1,537	\$1,448	\$1,721	\$1,741
NVRH	Hospital	\$485	\$510	\$786	\$485	\$510	\$786	\$485	n/a	\$485	\$510	\$485	\$485	\$485	\$510	\$786
Porter	Hospital	\$1,717	\$2,019	\$2,440	\$1,389	\$1,695	\$2,075	\$1,487	\$1,787	\$1,765	\$2,060	\$1,765	\$1,765	\$1,735	\$1,974	\$2,375
Springfield	Hospital	\$1,117	\$1,510	\$1,783	\$641	\$780	\$1,386	\$2,507	\$1,025	\$687	\$1,322	\$2,082	\$2,082	\$1,583	\$1,234	\$2,816
State Averages																
Hospital Avg	Hospital	\$1,429	\$1,810	\$2,179	\$1,254	\$1,494	\$1,948	\$1,575	\$1,764	\$1,385	\$1,813	\$1,526	\$1,541	\$1,414	\$1,722	\$2,069

UVMC
vs
NVRH?

Table 3I - 2014 Other Services

CPT Code		97001	59025
		PT evaluations	Fetal non-stress
Hospital	Descr		
Tertiary			
UVMHC	Hospital	\$351	\$431
PPS			
BMH	Hospital	\$194	\$296
CVMC	Hospital	\$280	\$361
NMC	Hospital	\$212	\$183
RRMC	Hospital	\$287	\$583
SVMC	Hospital	\$313	\$474
CAH'S			
Copley	Hospital	\$264	\$409
GMC	Hospital	\$232	\$289
GCH	Hospital	\$371	n/a
MAH	Hospital	\$328	n/a
NCH	Hospital	\$266	\$444
NVRH	Hospital	\$361	\$442
Porter	Hospital	\$271	\$519
Springfield	Hospital	\$65	\$277
State Averages			
Hospital Avg	Hospital	\$271	\$392

PPS?

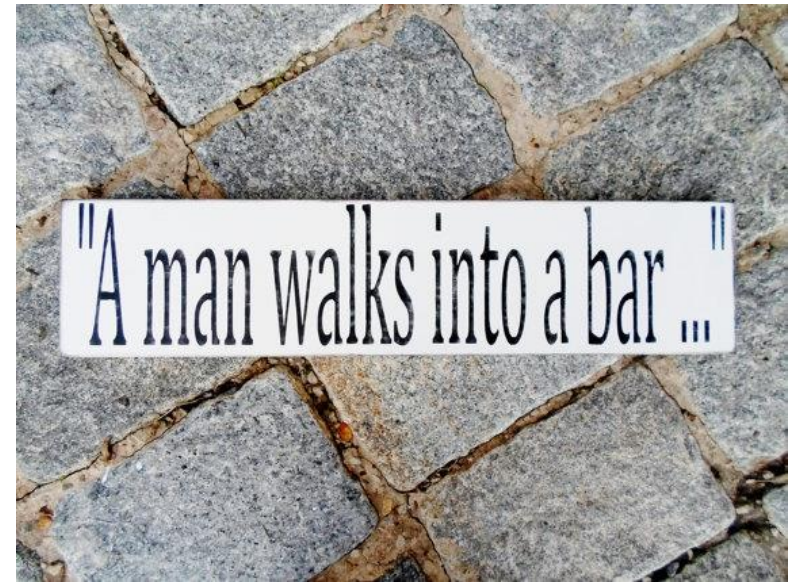
CAH's? (5x)

What are we learning from the highs/lows?



Table 1A - Hospital Pricing of Top 2013 Inpatient Diagnoses - Gross Charges

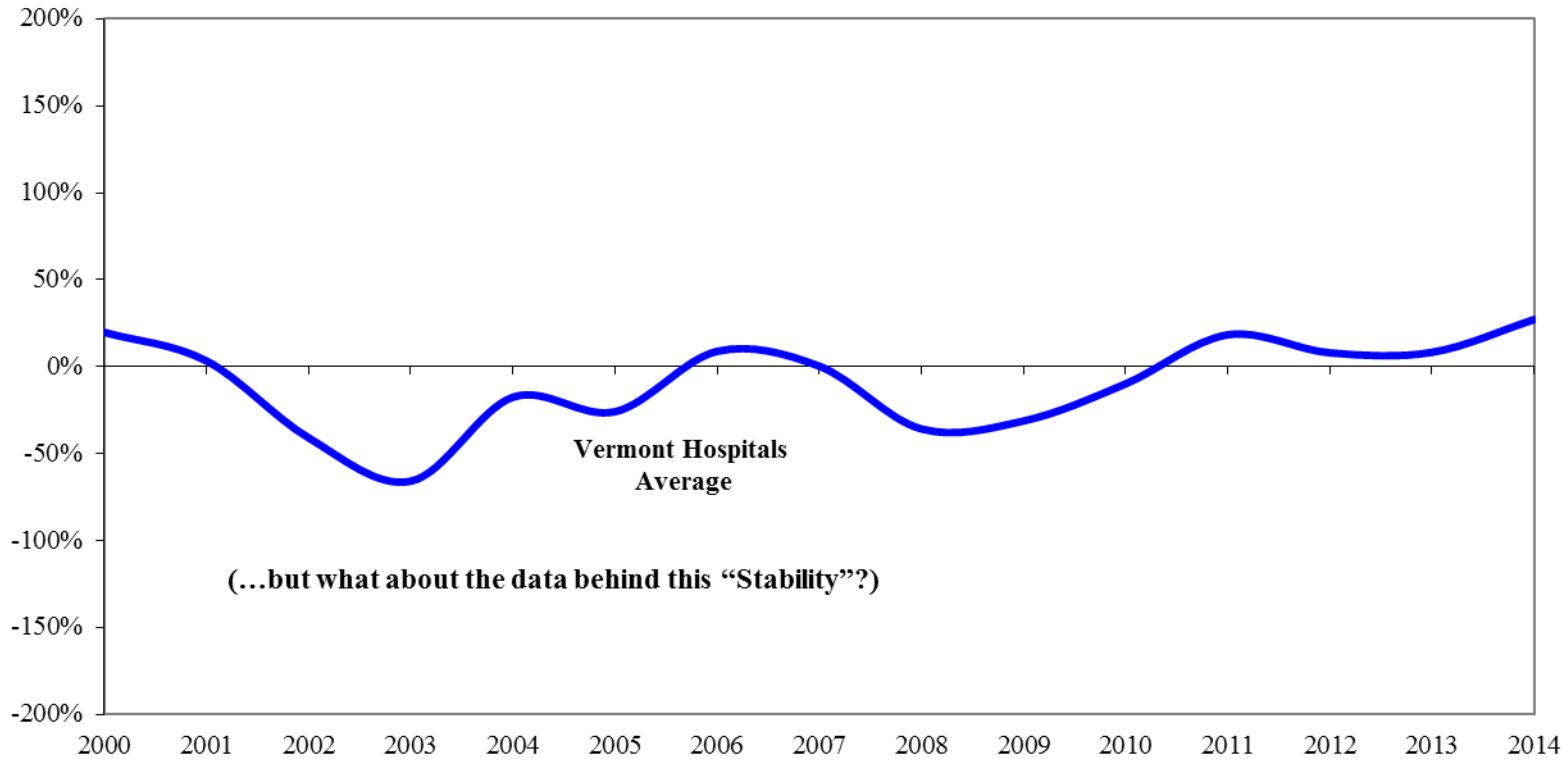
Inpatient Stays		Vermont Community Hospitals - Charges Displayed Include Each Hospital's Top Outpatient Procedures By Volume														Hosp Avg
		Tertiary		PPS				CAH'S								
DRG ¹	Diagnosis Description	UVMMC	BMH	CVMC	NMC	RRMC	SVMC	Copley	GMC	GCH	MAH	NCH	NVRH	Porter	Springfield	Hosp Avg
MDC 4 Diseases of the Respiratory System																
194	Pneumonia with C	\$14,548	\$13,254	\$14,274	\$13,622	\$17,877	\$11,841	\$7,570	\$11,335		\$11,051	\$14,130	\$15,603	\$16,076	\$13,772	\$14,245
195	Pneumonia w/o C	\$8,810		\$10,653	\$12,405	\$13,452	\$9,286	\$6,146	\$10,295	\$7,597		\$13,878	\$11,650	\$11,788	\$10,003	\$10,554
MDC 5 Diseases and Disorders of the Circulatory System																
292	Heart failure with C	\$15,717		\$16,325	\$14,235	\$16,188	\$11,953	\$8,951	\$16,086		\$10,684	\$13,699	\$15,220	\$11,488	\$12,641	\$14,279
310	Heart rhythm disturbances w/o C	\$9,095		\$11,997	\$9,695	\$10,073	\$8,519	\$3,856	\$12,424			\$11,512	\$11,013	\$7,621		\$9,332
MDC 6 Diseases and Disorders of the Digestive System																
392	Digestive disorders w/o MCC	\$12,783	\$9,746	\$11,392	\$9,804	\$14,219	\$11,567	\$6,118	\$12,102		\$8,849	\$10,554	\$12,343	\$11,619	\$9,865	\$11,838
MDC 8 Diseases and Disorders of the Musculoskeletal System and Connective Tissue																
470	Major joint replacement	\$39,310	\$26,735	\$30,436	\$37,602	\$40,928	\$39,353	\$44,440	\$51,570			\$37,813	\$54,666	\$49,962		\$39,867
552	Medical back problems w/o MC	\$15,775			\$18,270	\$21,101	\$11,947		\$12,450							\$14,286
MDC 9 Diseases and Disorders of the Skin, Subcutaneous Tissue and Breast																
603	A deep infect of the skin w/o MC	\$11,781	\$9,580	\$12,559	\$9,255	\$15,692	\$8,652	\$7,479	\$9,726		\$8,438	\$10,170	\$18,703	\$10,047	\$11,961	\$11,571
MDC 10 Endocrine, Nutritional and Metabolic Diseases and Disorders																
641	Dehydration w/o MC	\$11,715		\$13,785	\$12,051	\$11,032	\$9,597	\$5,846	\$9,760			\$10,947	\$10,689	\$11,857	\$11,575	\$10,785
MDC 11 Diseases and Disorders of the Kidney and Urinary Tract																
690	Kidney or UTI w/o MC	\$12,571		\$11,145	\$10,132	\$12,995	\$10,599	\$4,075	\$10,276		\$8,634	\$8,834	\$11,165	\$11,210	\$8,963	\$10,675
MDC 14 Pregnancy, Childbirth, and the Puerperium																
765	Cesarean section with C	\$17,390	\$14,075	\$13,343	\$11,531	\$18,277	\$15,794		\$27,305			\$15,218		\$18,667	\$12,355	\$16,796
766	Cesarean section w/o C	\$12,529	\$11,881	\$11,366	\$10,977	\$16,237	\$14,023	\$15,706	\$23,949			\$14,004	\$18,443	\$17,006	\$12,957	\$13,604
774	Vaginal delivery with C	\$9,643	\$7,789	\$9,867	\$6,525	\$10,385	\$9,825	\$6,649	\$15,128			\$6,501		\$8,402	\$7,232	\$9,155
775	Vaginal delivery w/o C	\$7,900	\$7,003	\$8,715	\$5,103	\$8,227	\$7,780	\$5,663	\$13,382			\$5,839	\$8,859	\$6,930	\$6,316	\$7,664
MDC 15 Newborns and Other Neonates with Conditions Originating in the Perinatal Period																
794	Newborn with med problems	\$5,341	\$3,125	\$3,450	\$3,088	\$5,011	\$3,455	\$2,847	\$2,758			\$4,274	\$4,045	\$2,779	\$3,955	\$4,225
795	Normal newborn	\$2,258	\$2,643	\$2,710	\$2,817	\$3,847	\$2,834	\$2,025	\$2,454			\$3,686	\$3,407	\$2,077	\$2,803	\$2,601
MDC 20 Alcohol/Drug Use and Alcohol/Drug-Induced Organic Mental Disorders																
897	Untreat alcoh/drug abuse w/o MC	\$12,769		\$10,871		\$10,523			\$8,783				\$13,073		\$7,453	\$11,183



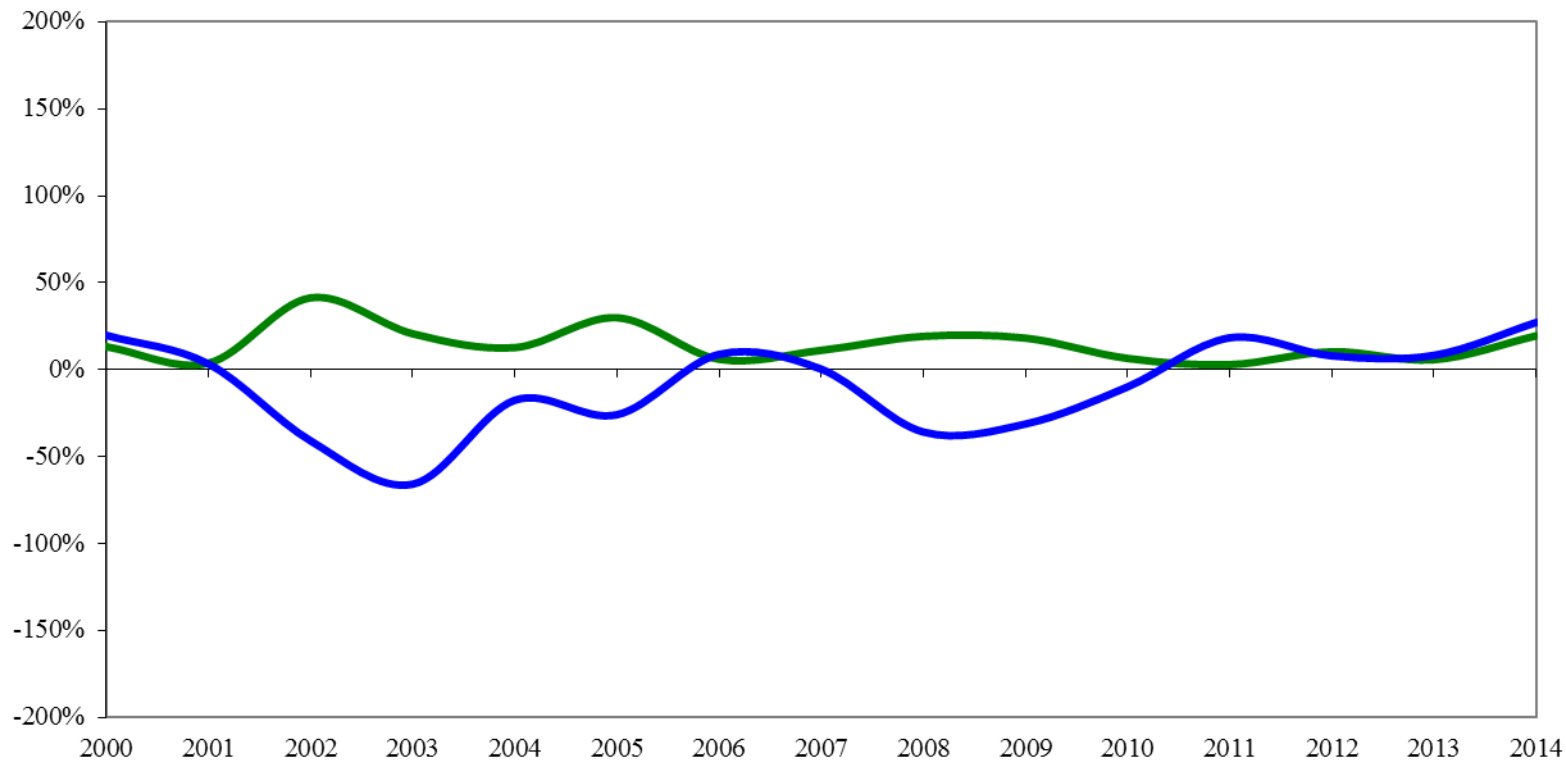
I find it helpful to illustrate what's going on with a hypothetical example: Say 10 middle-class folks are sitting in a bar. What is their average net worth?

THEN A GUY LEAVES, AND BILL GATES WALKS IN...

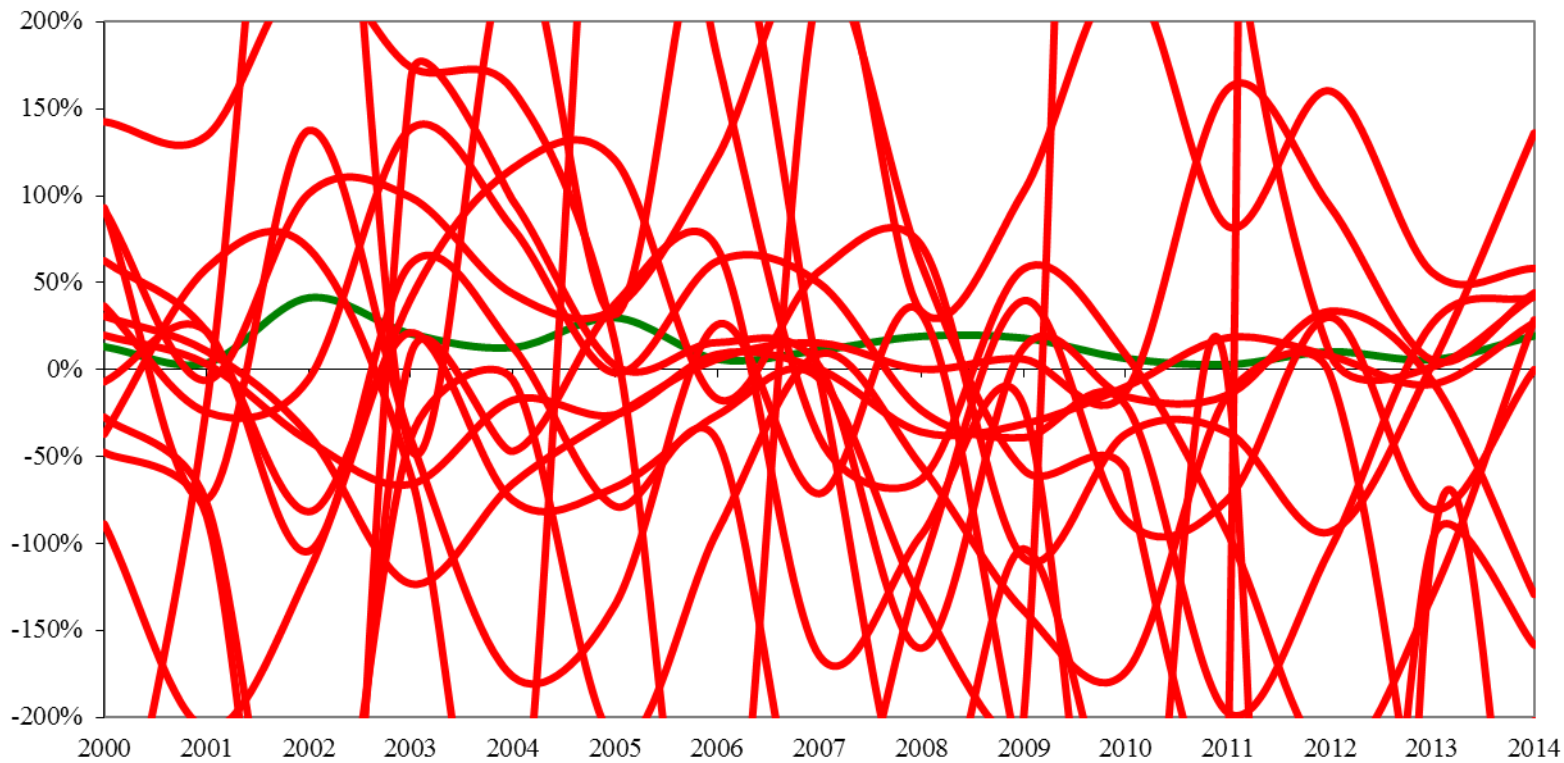
Deviations in Operating Margin - Vermont Hospitals



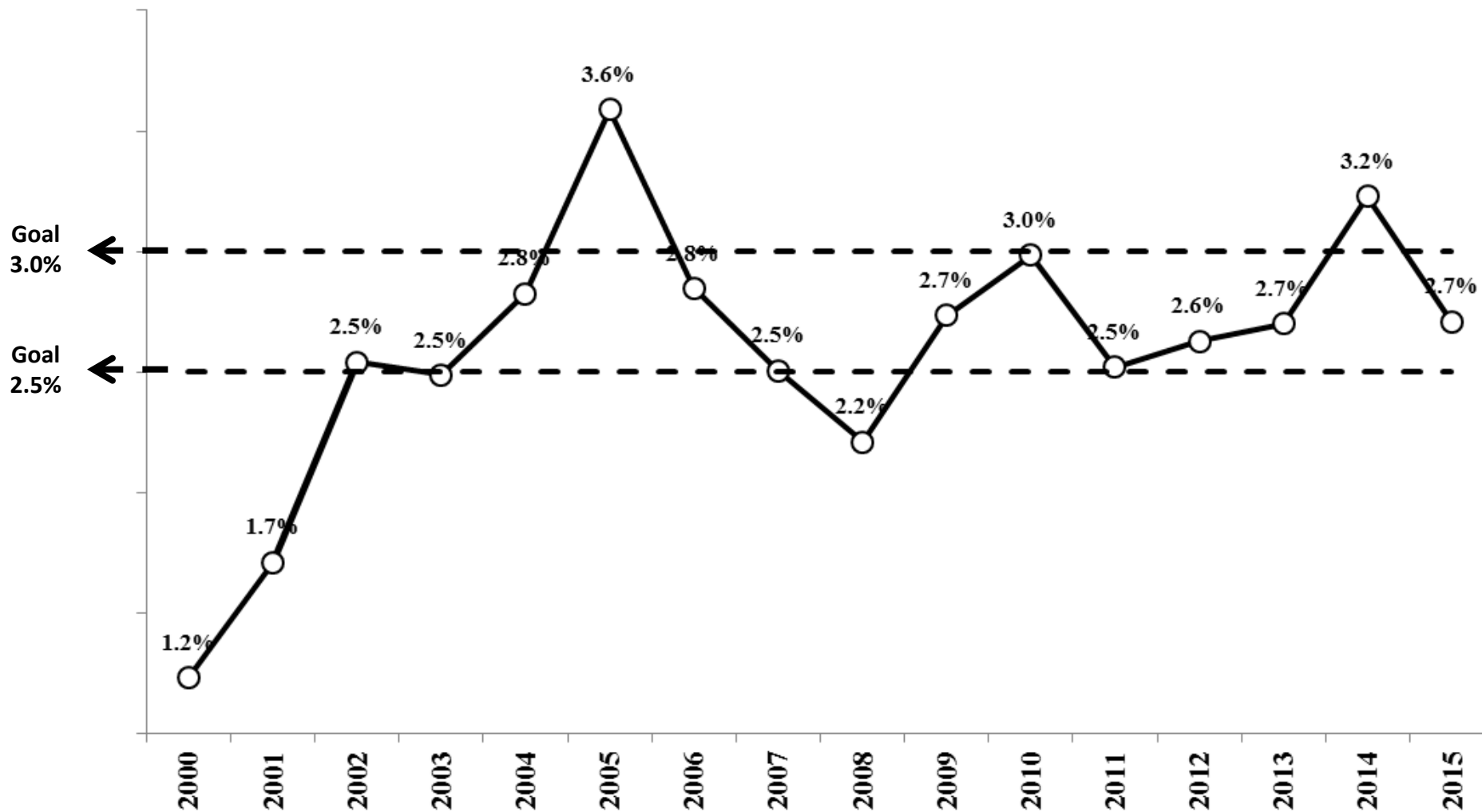
Deviations in Operating Margin - Vermont Hospitals



Deviations in Operating Margin - Vermont Hospitals



Actual Operating Margin last 16 Years





Why Are We Here Today:

- Budget concerns raised at the August 2015 Hearings
- News/Press Releases
 - Pain in the Pocket (Nov 2015, WCAX)
 - “Consolidation Debate” (Aug 2015, VTDigger)
 - “The Vermont ACO Landscape” (Oct 2015, VTDigger)
 - “Shopping Around to Lower Health Care Costs” (Nov 2015, VTDigger)
- Insinuations that CAH’s are more expensive.
- Comments at Chamber of Commerce event (?)
 - (“Gifford is more expensive than UVMMC”)



What have we learned? What are we doing different?

- 1) Gifford prices were high in the area of OB/GYN services and we appreciate that being highlighted – seriously. However, that being done in public without any warning to prepare, was a bit disconcerting. We are going to change these prices and make other adjustments to move our prices toward “average”.
- 2) Gifford prices were high in the area of Surgery (Colonoscopies) and that was brought to our attention many years ago in the POC Budget process. We have been working for over 7 years on the “surgery prices” and we are now probably at average. Unfortunately that state is not using the current data available.
- 3) Suggestions for the GMCB and the State:
 - 1) Let’s at least talk about the desire for “similar” prices. Look at the average and request (first step) that folks are within a +-50% variation. This would be a huge step towards consistency and a “fair and equitable price”. Vermonters should not be asked to price shop on the internet, and then drive all over the state to save on their co-payment/deductible obligations. They should go to their local hospital, knowing it’s all within reason. If they want to go elsewhere, let’s make sure it’s not to save money, but for other reasons.
 - 2) Use the most recently available data. You could request and use the 2016 hospital outpatient charges, not 2014.
 - 3) Audit your data – look at highs, lows, patterns, outliers, groupings, etc. Use your analysts.
 - 4) Improve your data through questioning, prompting, and better techniques for collection. Use your Auditors.
 - 5) Use both a straight average AND a weighted average to understand what most people are paying for these services.



Gifford Medical Center

2016



Pricing Assessment

