

BMHD
BUDGET - OPERATING
FYE 09/30/21

	10 MONTHS 2020	2020 ANNUALIZED	PRELIM BUDGET 2021	VARIANCE \$	VARIANCE %	
INPATIENT REVENUE	\$ 5,659,474	\$ 6,791,369	\$ 7,300,000	\$ 508,631	7.49%	
OUTPATIENT REVENUE	10,190,356	12,228,427	15,000,000	2,771,573	22.67%	
RURAL HEALTH CLINIC	2,018,323	2,421,988	3,715,000	1,293,012	53.39%	
EMERGENCY ROOM REVENUE	3,138,225	3,765,870	3,900,000	134,130	3.56%	
EMS REVENUE	677,314	812,777	850,000	37,223	4.58%	
TOTAL PATIENT SERVICE REVENUE	21,683,692	26,020,431	30,765,000	4,744,569	18.23%	a
CONTRACTUAL DEDUCTIONS	(9,115,527)	(10,938,632)	(13,000,000)	2,061,368	18.84%	
BAD DEBTS	(1,436,985)	(1,724,382)	(2,000,000)	275,618	15.98%	
INDIGENT & CHARITY	(1,344,935)	(1,613,922)	(1,800,000)	186,078	11.53%	
OTHER CREDITS	421,783	620,147	625,000	(4,853)	0.78%	
TOTAL DEDUCTIONS FROM REVENUE	(11,475,664)	(13,770,797)	(16,175,000)	2,518,211	18.29%	b
NET PATIENT SERVICE REVENUES	10,208,028	12,249,634	14,590,000	2,226,358	18.17%	
KEEL PHARMACY / 340B PROGRAM	1,669,585	2,003,502	2,010,000	6,498	0.32%	
QIPP	253,010	303,612	310,000	6,388	2.10%	
BALLINGER CAFÉ REVENUE	22,338	26,806	28,000	1,194	4.45%	
OFFICE SPACE RENT REVENUE	1,485	1,782	1,200	(582)	-32.66%	
TOBACCO SETTLEMENT	17,767	17,767	17,800	33	0.19%	
GRANTS	1,420,575	1,420,575	11,000	(1,409,575)	-99.23%	c
CONTRIBUTIONS	177,366	177,366	-	(177,366)	-100.00%	d
MISCELLANEOUS OTHER OPERATING REVENUE	283,724	340,469	345,000	4,531	1.33%	
TOTAL OTHER OPERATING REVENUE	3,845,850	4,291,879	2,723,000	(1,568,879)	-36.55%	
TOTAL OPERATING REVENUE	14,053,878	16,541,513	17,313,000	657,479	3.97%	
SALARIES	4,597,940	5,517,528	6,504,000	986,472	17.88%	e
EMPLOYEE BENEFITS	1,256,490	1,507,788	2,277,000	769,212	51.02%	f
PAYROLL TAXES	326,077	391,292	520,000	128,708	32.89%	f
PURCHASED/CONTRACTED SERVICES	688,803	826,564	900,000	73,436	8.88%	g
CONTRACTED SERVICES - PHYSICIANS - ER	857,792	1,029,350	1,140,000	110,650	10.75%	h
CONTRACTED SERVICES - PHYSICIANS - RHC	876,088	1,051,306	1,385,500	334,194	31.79%	i
SUPPLIES	1,168,741	1,402,489	2,300,000	897,511	63.99%	j
SUPPLIES - PHARMACY	392,573	471,088	625,000	153,912	32.67%	k
SUPPLIES - PHARMACY - KEEL	803,573	964,288	1,010,000	45,712	4.74%	
EDUCATION AND TRAINING	92,764	111,317	150,000	38,683	34.75%	l
TELEPHONE AND UTILITIES	132,827	159,392	180,000	20,608	12.93%	m
MAINTENANCE AND REPAIRS	388,933	466,720	500,000	33,280	7.13%	m
RENT EXPENSE	18,720	22,464	30,000	7,536	33.55%	m
INSURANCE	114,127	136,952	150,000	13,048	9.53%	n
LEGAL AND PROFESSIONAL	136,957	164,348	150,000	(14,348)	-8.73%	o
POSTAGE & FREIGHT	27,480	32,976	60,000	27,024	81.95%	p
INTEREST EXPENSE	12,912	15,494	124,000	108,506	700.31%	q
DEPRECIATION	881,501	1,057,801	1,200,000	142,199	13.44%	r
OTHER EXPENSES	256,330	307,596	350,000	42,404	13.79%	s
TOTAL OPERATING EXPENSES	13,030,628	15,636,753	19,555,500	3,918,747	25.06%	
OPERATING INCOME/(LOSS)	1,023,250	904,760	(2,242,500)	(3,261,268)	-360.46%	
AD VALOREM TAXES	953,014	986,000	1,021,000	35,000	3.55%	t
INTEREST INCOME	26,670	32,004	40,000	7,996	24.98%	u
NON-OPERATING INCOME/(EXPENSE)	979,684	1,018,004	1,061,000	42,996	4.22%	
INCREASE/(DECREASE) IN NET ASSETS	\$ 2,002,934	\$ 1,922,764	\$ (1,181,500)	\$ (3,218,272)	-167.38%	

**BMHD
BUDGET - OPERATING
TICKMARKS**

- a --** Increase based on expected patient utilization and appropriate chargemaster adjustments to account for cost increases.
- b --** Deductions from revenue based on current and estimated patterns, including an increase in bad debt and charity and indigent based on current economic trends.
- c --** SHIP grant used for specific operational expenses.
- d --** Decrease due to the BMHD Health Foundation contributions excluding from BMHD budget.
- e --** Increase in salaries attributed to open positions, overtime, and merit based raises.
- f --** Employee benefits and payroll taxes are based on a percentage of payroll. Estimate current trend to continue and budgeting 35% for benefits. This accounts for the retirement plan contribution, workers' compensation, as well as other employee benefits such as health insurance. Payroll taxes are approximately 8% of payroll.
- g --** Estimated increase in cost of contract labor due to Pandemic.
- h --** Increase based on anticipated increase in physician hourly cost.
- i --** Increase due the addition of a physician at BHC.
- j --** Increase due to estimated costs on projected patient utilization figures, pandemic expenses, and inflation.
- k --** Increase due to estimated inflation of routine pharmacy supplies and vaccines, as well as potential costs of COVID-19 vaccine.
- l --** Increase in education and training with addition of additional providers and support/ancillary staff.
- m --** Anticipated increase in maintenance and repairs due to aging buildings and preventative maintenance on equipment, as well as additional costs to operate Outpatient Rehab & Wellness Center.
- n --** We've seen rises in property insurance with recent natural disasters in the nation that impact the cost we pay in Ballinger.
- o --** Anticipated cost of legal and professional services.

BMHD
BUDGET - OPERATING
TICKMARKS

- p --** Increase due to rise in shipping and handling due to Pandemic, as well as patient statements.
- q --** Interest expense based on loan amortization schedules of existing loans and projected capital additions.
- r --** Based on projected depreciation of existing capital and additions to capital.
- s --** Additional costs related to additional providers.
- t --** Ad valorem tax revenues at last year's tax rate. \$.229072.
- u --** Anticipated interest income based on investment earnings.

NOTE: Annualized column does contain categories that do not extrapolate due to the uniqueness of the revenue/expense. For instance, Tobacco Settlement revenue is a finite amount already accounted for in 2020 and shouldn't be extrapolated.