

From: [Gregory Bratcher](#)
To: [Fick, Mackinzey](#)
Subject: RE: CON 6108
Date: Wednesday, May 15, 2024 12:38:45 PM
Attachments: [relabeled financial forms for 6108.pdf](#)

Here are answers to your questions regarding this project:

- When will delivery and installation happen?
 - All three are expected to be up and running by year's end, if approved. The particular delivery order and the orchestration of the three machines' installation and calibration will be fluid. The ultimate objective will be to have all three up and running in the most timely manner, so the team will be freed to manage the vagaries of the delivery process to meet that goal.
- The CT and MRI utilization listed in divider two, question 12 do not match the utilization listed on the revenues and expenses page. Please advise.
 - One would think that with as many applications as this particular applicant has submitted, he could properly label three sets of financial forms...particularly if they were already presented in a specific order earlier. He apparently cannot. The MRI and CT labels were swapped. Please find attached the sheets relabeled.

Greg Bratcher
BJC HealthCare
gbratcher@bjc.org
Cell & office: 314-323-1231

From: Fick, Mackinzey <Mackinzey.Fick@health.mo.gov>
Sent: Monday, May 13, 2024 4:36 PM
To: Gregory Bratcher <Gregory.Bratcher@bjc.org>
Subject: CON 6108

[EXTERNAL]: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Greg,

After reviewing your application, some additional information is needed.

- When will delivery and installation happen?
- The CT and MRI utilization listed in divider two, question 12 do not match the utilization listed on the revenues and expenses page. Please advise.

This information is needed by Thursday, May 23, 2024.

Mackinzey Fick (Name change from Lux to Fick)

Assistant Program Coordinator, Certificate of Need
Department of Health and Senior Services
920 Wildwood Drive, P.O. Box 570
Jefferson City, MO 65102



Certificate of Need Program

SERVICE-SPECIFIC REVENUES AND EXPENSES

CT pg 1

Project Title:

Project #:

Historical Financial Data for Latest Three Full Years plus Projections Through Three Full Years Beyond Project Completion

Use an individual form for each affected service with a sufficient number of copies of this form to cover entire period, and fill in the years in the appropriate blanks.

	Year		
	<u>2021</u>	<u>2022</u>	<u>2023</u>
Amount of Utilization:*	48,214	46,040	47,509
Revenue:			
Average Charge**	\$6,452	\$6,592	\$6,676
Gross Revenue	\$311,076,728	\$303,495,680	\$317,170,084
Revenue Deductions	263,781,028	257,653,937	268,635,240
Operating Revenue	47,295,700	45,841,743	48,534,844
Other Revenue	0	0	0
TOTAL REVENUE	\$47,295,700	\$45,841,743	\$48,534,844
Expenses:			
Direct Expenses			
Salaries	7,389,816	8,363,528	10,833,817
Fees	0	0	0
Supplies	2,542,884	2,418,125	2,836,283
Other	2,072,545	2,059,298	3,045,040
TOTAL DIRECT	\$12,005,245	\$12,840,951	\$16,715,140
Indirect Expenses			
Depreciation	5,500,458	6,072,397	6,462,318
Interest***	0	0	0
Rent/Lease	0	0	0
Overhead****	16,682,185	17,819,453	18,438,635
TOTAL INDIRECT	\$22,182,643	\$23,891,850	\$24,900,953
TOTAL EXPENSES	\$34,187,888	\$36,732,801	\$41,616,093
NET INCOME (LOSS):	\$13,107,812	\$9,108,942	\$6,918,751

*Utilization will be measured in “patient days” for licensed beds, “procedures” for equipment, or other appropriate units of measure specific to the service affected.

**Indicate how the average charge/procedure was calculated.

***Only on long term debt, not construction.

****Indicate how overhead was calculated.



Certificate of Need Program

SERVICE-SPECIFIC REVENUES AND EXPENSES

CT pg 2

Project Title:

Project #:

Historical Financial Data for Latest Three Full Years plus Projections Through Three Full Years Beyond Project Completion

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	Year		
	<u>2024</u>	<u>2025</u>	<u>2026</u>
Amount of Utilization:*	48,539	49,775	51,321
Revenue:			
Average Charge**	\$6,484	\$6,679	\$6,879
Gross Revenue	\$314,726,876	\$332,447,225	\$353,037,159
Revenue Deductions	264,058,090	279,308,046	297,041,474
Operating Revenue	50,668,786	53,139,179	55,995,685
Other Revenue	0	0	0
TOTAL REVENUE	\$50,668,786	\$53,139,179	\$55,995,685
Expenses:			
Direct Expenses			
Salaries	11,276,982	11,913,223	12,651,555
Fees	0	0	0
Supplies	3,075,615	3,248,564	3,449,896
Other	2,523,950	2,665,877	2,831,097
TOTAL DIRECT	\$16,876,547	\$17,827,664	\$18,932,548
Indirect Expenses			
Depreciation	6,677,155	7,052,626	7,489,718
Interest***	0	0	0
Rent/Lease	0	0	0
Overhead****	17,586,116	18,575,021	19,726,223
TOTAL INDIRECT	\$24,263,271	\$25,627,647	\$27,215,941
TOTAL EXPENSES	\$41,139,818	\$43,455,311	\$46,148,489
NET INCOME (LOSS):	\$9,528,968	\$9,683,868	\$9,847,196

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Certificate of Need Program

SERVICE-SPECIFIC REVENUES AND EXPENSES

CT pg 3

Project Title:

Project #:

Historical Financial Data for Latest Three Full Years plus Projections Through Three Full Years Beyond Project Completion

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	2027	20??	20??
Amount of Utilization:*	57,502	0	0
Revenue:			
Average Charge**	\$7,085	\$0	\$0
Gross Revenue	\$407,401,670	\$0	\$0
Revenue Deductions	343,285,938	0	0
Operating Revenue	64,115,732	0	0
Other Revenue	0	0	0
TOTAL REVENUE	\$64,115,732	\$0	\$0
Expenses:			
Direct Expenses			
Salaries	14,600,554	0	0
Fees	0	0	0
Supplies	3,981,360	0	0
Other	3,267,233	0	0
TOTAL DIRECT	\$21,849,147	\$0	\$0
Indirect Expenses			
Depreciation	8,643,525	0	0
Interest***	0	0	0
Rent/Lease	0	0	0
Overhead****	22,765,089	0	0
TOTAL INDIRECT	\$31,408,614	\$0	\$0
TOTAL EXPENSES	\$53,257,761	\$0	\$0
NET INCOME (LOSS):	\$10,857,971	\$0	\$0

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Certificate of Need Program

SERVICE-SPECIFIC REVENUES AND EXPENSES

MRI pg 1

Project Title:

Project #:

Historical Financial Data for Latest Three Full Years plus Projections Through Three Full Years Beyond Project Completion

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	Year		
	<u>2021</u>	<u>2022</u>	<u>2023</u>
Amount of Utilization:*	47,369	48,790	54,478
Revenue:			
Average Charge**	\$5,345	\$5,505	\$5,670
Gross Revenue	\$253,187,305	\$268,588,950	\$308,890,260
Revenue Deductions	196,229,848	208,633,247	240,461,900
Operating Revenue	56,957,457	59,955,703	68,428,360
Other Revenue	0	0	0
TOTAL REVENUE	\$56,957,457	\$59,955,703	\$68,428,360
Expenses:			
Direct Expenses			
Salaries	11,993,499	12,353,304	12,723,904
Fees	0	0	0
Supplies	4,310,305	4,439,615	4,572,803
Other	128,133	131,977	135,936
TOTAL DIRECT	\$16,431,937	\$16,924,896	\$17,432,643
Indirect Expenses			
Depreciation	5,088,574	5,241,231	5,398,468
Interest***	0	0	0
Rent/Lease	0	0	0
Overhead****	8,373,819	8,325,034	8,883,785
TOTAL INDIRECT	\$13,462,393	\$13,566,265	\$14,282,253
TOTAL EXPENSES	\$29,894,330	\$30,491,161	\$31,714,896
NET INCOME (LOSS):	\$27,063,127	\$29,464,542	\$36,713,464

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SERVICE-SPECIFIC REVENUES AND EXPENSES

MRI pg 2

Project Title:

Project #:

Historical Financial Data for Latest Three Full Years plus Projections Through Three Full Years Beyond Project Completion

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	Year		
	<u>2024</u>	<u>2025</u>	<u>2026</u>
Amount of Utilization:*	54,976	55,574	56,322
Revenue:			
Average Charge**	\$5,840	\$6,015	\$6,196
Gross Revenue	\$321,059,840	\$334,277,610	\$348,971,112
Revenue Deductions	250,474,799	261,346,560	273,378,772
Operating Revenue	70,585,041	72,931,050	75,592,340
Other Revenue	0	0	0
TOTAL REVENUE	\$70,585,041	\$72,931,050	\$75,592,340
Expenses:			
Direct Expenses			
Salaries	13,225,427	13,770,364	14,374,251
Fees	0	0	0
Supplies	4,753,044	4,948,887	5,165,916
Other	141,295	147,116	153,568
TOTAL DIRECT	\$18,119,766	\$18,866,367	\$19,693,735
Indirect Expenses			
Depreciation	5,611,253	584,458	6,098,674
Interest***	0	0	0
Rent/Lease	0	0	0
Overhead****	9,233,947	9,614,420	10,036,052
TOTAL INDIRECT	\$14,845,200	\$10,198,878	\$16,134,726
TOTAL EXPENSES	\$32,964,966	\$29,065,245	\$35,828,461
NET INCOME (LOSS):	\$37,620,075	\$43,865,805	\$39,763,879

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SERVICE-SPECIFIC REVENUES AND EXPENSES

MRI pg 3

Project Title:

Project #:

Historical Financial Data for Latest Three Full Years plus Projections Through Three Full Years Beyond Project Completion

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	<u>2027</u>	<u>20??</u>	<u>20??</u>
Amount of Utilization:*	59,312	0	0
Revenue:			
Average Charge**	\$6,382	\$0	\$0
Gross Revenue	\$378,529,184	\$0	\$0
Revenue Deductions	297,143,501	0	0
Operating Revenue	81,385,683	0	0
Other Revenue	0	0	0
TOTAL REVENUE	\$81,385,683	\$0	\$0
Expenses:			
Direct Expenses			
Salaries	15,591,472	0	0
Fees	0	0	0
Supplies	5,603,369	0	0
Other	166,572	0	0
TOTAL DIRECT	\$21,361,413	\$0	\$0
Indirect Expenses			
Depreciation	6,615,113	0	0
Interest***	0	0	0
Rent/Lease	0	0	0
Overhead****	10,885,912	0	0
TOTAL INDIRECT	\$17,501,025	\$0	\$0
TOTAL EXPENSES	\$38,862,438	\$0	\$0
NET INCOME (LOSS):	\$42,523,245	\$0	\$0

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Certificate of Need Program

SERVICE-SPECIFIC REVENUES AND EXPENSES

PET/CT pg 1

Project Title:

Project #:

Historical Financial Data for Latest Three Full Years plus Projections Through Three Full Years Beyond Project Completion

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	Year		
	<u>2021</u>	<u>2022</u>	<u>2023</u>
Amount of Utilization:*	4,820	5,128	5,635
Revenue:			
Average Charge**	\$8,833	\$9,374	\$8,463
Gross Revenue	\$42,575,060	\$48,069,872	\$47,689,005
Revenue Deductions	31,164,634	32,687,975	31,377,794
Operating Revenue	11,410,426	15,381,897	16,311,211
Other Revenue	0	0	0
TOTAL REVENUE	\$11,410,426	\$15,381,897	\$16,311,211
Expenses:			
Direct Expenses			
Salaries	910,808	1,081,308	1,077,577
Fees	0	0	0
Supplies	3,029,702	4,764,527	4,053,187
Other	112,420	132,852	342,675
TOTAL DIRECT	\$4,052,930	\$5,978,687	\$5,473,439
Indirect Expenses			
Depreciation	511,598	589,938	696,175
Interest***	0	0	0
Rent/Lease	0	0	0
Overhead****	2,303,102	2,657,819	2,500,826
TOTAL INDIRECT	\$2,814,700	\$3,247,757	\$3,197,001
TOTAL EXPENSES	\$6,867,630	\$9,226,444	\$8,670,440
NET INCOME (LOSS):	\$4,542,796	\$6,155,453	\$7,640,771

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Certificate of Need Program

SERVICE-SPECIFIC REVENUES AND EXPENSES

PET/CT pg 2

Project Title:

Project #:

Historical Financial Data for Latest Three Full Years plus Projections Through Three Full Years Beyond Project Completion

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	Year		
	<u>2024</u>	<u>2025</u>	<u>2026</u>
Amount of Utilization:*	6,230	7,394	9,155
Revenue:			
Average Charge**	\$8,751	\$9,013	\$9,284
Gross Revenue	\$54,518,730	\$66,642,122	\$84,995,020
Revenue Deductions	37,565,067	46,070,215	58,995,467
Operating Revenue	16,953,663	20,571,907	25,999,553
Other Revenue	0	0	0
TOTAL REVENUE	\$16,953,663	\$20,571,907	\$25,999,553
Expenses:			
Direct Expenses			
Salaries	1,136,861	1,389,555	1,772,261
Fees	0	0	0
Supplies	5,885,494	7,193,682	9,174,940
Other	185,122	226,270	288,588
TOTAL DIRECT	\$7,207,477	\$8,809,507	\$11,235,789
Indirect Expenses			
Depreciation	1,177,094	1,438,730	1,834,980
Interest***	0	0	0
Rent/Lease	0	0	0
Overhead****	2,630,631	3,215,349	4,100,909
TOTAL INDIRECT	\$3,807,725	\$4,654,079	\$5,935,889
TOTAL EXPENSES	\$11,015,202	\$13,463,586	\$17,171,678
NET INCOME (LOSS):	\$5,938,461	\$7,108,321	\$8,827,875

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Certificate of Need Program

SERVICE-SPECIFIC REVENUES AND EXPENSES

PET/CT pg 3

Project Title:

Project #:

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	<u>2027</u>	<u>20??</u>	<u>20??</u>
Amount of Utilization:*	11,548	0	0
Revenue:			
Average Charge**	\$9,562	\$0	\$0
Gross Revenue	\$110,421,976	\$0	\$0
Revenue Deductions	76,849,459	0	0
Operating Revenue	33,572,517	0	0
Other Revenue	0	0	0
TOTAL REVENUE	\$33,572,517	\$0	\$0
Expenses:			
Direct Expenses			
Salaries	2,302,546	0	0
Fees	0	0	0
Supplies	11,920,207	0	0
Other	374,380	0	0
TOTAL DIRECT	\$14,597,133	\$0	\$0
Indirect Expenses			
Depreciation	2,384,031	0	0
Interest***	0	0	0
Rent/Lease	0	0	0
Overhead****	5,327,957	0	0
TOTAL INDIRECT	\$7,711,988	\$0	\$0
TOTAL EXPENSES	\$22,309,121	\$0	\$0
NET INCOME (LOSS):	\$11,263,396	\$0	\$0

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