

Hospital/Health-Care Systems Sample Meeting Agenda

Overview

- Governance Changes
- Overview Of Corporate Structure/Subsidiaries
- Key Service Lines And Competitive Advantages
- Expansion Service Lines
- Demographic & Economic Outlook For Primary & Secondary Service Areas
- Competition In The Service Area, Market Share
- Awards/Recognition Received By The Hospital Or System
- Quality Initiatives, Measures & Reported Outcomes
- Strength/Scope Of Referring Physician Network
- Future Strategic Plans

Financial Overview

- Review Of Historical Performance & Financial Forecast, Including Key Assumptions
- Payor Mix And Forecast Reimbursement Changes
- Utilization Trends
- Bad-Debt Expense Policy, Recent Policy Changes, Financial Impact & Outlook
- Charity Care Provided (i.e, Cost Basis) & Subsidy Amounts Received (If Applicable)
- Revenue Cycle & Supply Chain Management Initiatives
- Pension Plan Obligation & Funding
- Use Of Interest Rate Swaps & Other Derivatives, Including Counterparties

Capital Project Plans

- Overview Of Capital Structure (e.g., Municipal Bonds, Capital Leases, Lines Of Credit, Covenants)
- Debt Issuance Plans
- Hospital Renovations/Expansions – Detailed Description Of The Projects, Including Cost And Impact To Financial & Debt Service Ratios
- Major Plant & Equipment Investments For The Next Three To Five Years

Invested Assets

- Invested Asset Allocations For Unrestricted & Restricted Assets
- Historical Portfolio Performance
- Anticipated Policy & Asset Allocation Changes

Enterprise Risk Management*

- Economic Capital Models & Key Assumptions
- Major Pending Litigation, Other Than Ordinary Course Of Business

* Best's expectation of a company's ERM capabilities will vary depending upon an insurer's scope of operations, size and risk complexity.

Contact a Rating Analyst

If you would like to speak with one of our Rating Analysts regarding this meeting agenda, or about a current Best Rating, please contact the appropriate regional or industry contact listed below.

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