



Annual Financial Survey Report

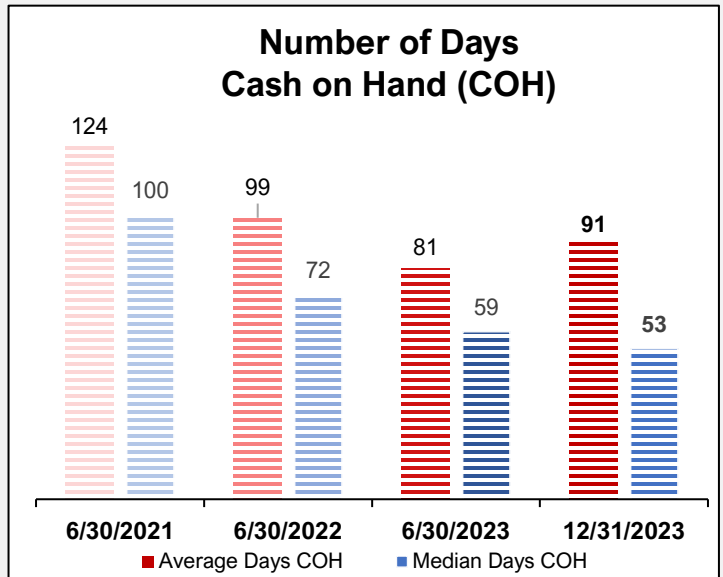
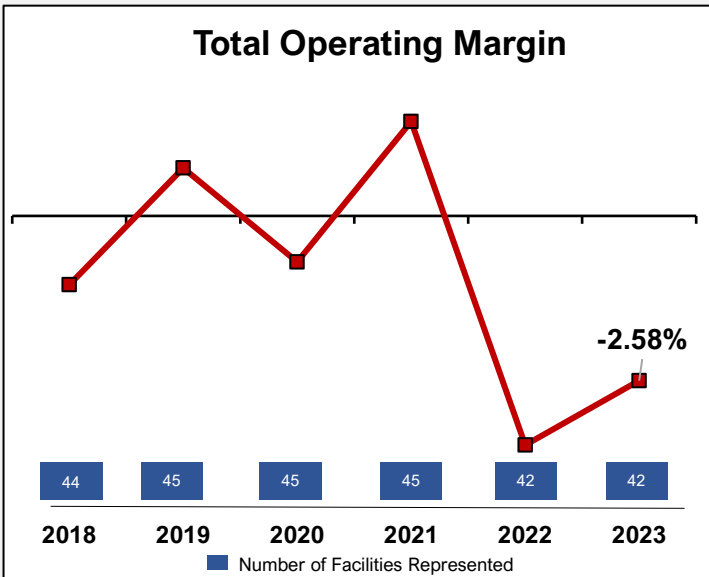
Survey conducted January 2024

In the dynamic healthcare landscape of Upstate New York, hospitals face multifaceted challenges beyond pandemic recovery efforts. While navigating through ongoing cyber security threats and severe workforce shortages, these institutions are also contending with significant financial strains. Despite these hurdles, Upstate New York hospitals remain resilient as they strive to maintain essential services amidst critical financial distress.

Based on our latest survey findings, the financial health of Upstate New York hospitals remains precarious. To illustrate, **60% of the surveyed hospitals have negative total operating margins** even with supportive funding from state and federal sources. Of those with negative total operating margins, 60% had margins below -5% and the remaining 40% had total operating margins between 0% and -5%. Almost three-quarters (73%) of IHA members had less than 100 days Cash on Hand (COH), 50 days below the target benchmark of 150 days, with the median number of days Cash on Hand being 53 days.

Adding to this financial strain is the unrelenting reality of severe workforce shortages. According to participating members, Upstate New York hospitals spent more than \$874 million on contingent staffing in 2023, over \$50 million above initial projections for the year. This expenditure represents 14% of our respondents' total labor costs, despite contingent staff comprising only 5.4% of their workforce.

The sustainability of these hospitals and the health of the communities they serve hinge upon addressing the issues underscored by this data. Policymakers must take decisive action to provide consistent, long-term, and dependable funding. This is essential not only to fortify the resilience of Upstate New York hospitals but also to protect the well-being of the communities they support, mitigating any potential repercussions stemming from the erosion of hospital services.



Participating IHA members have experienced a **138%** decrease in their total aggregate operating margin since 2018.

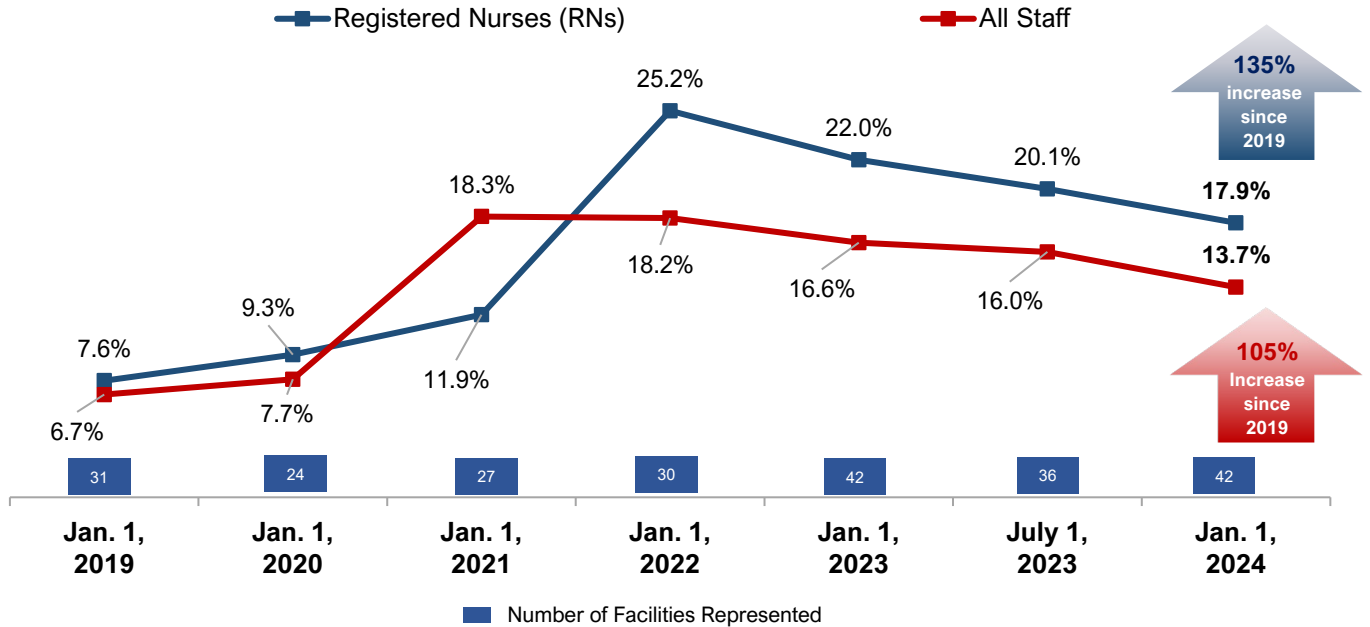
Participating IHA members saw a **47%** decrease in the median number of days cash on hand since June 30, 2021.



Semi-Annual Vacancy & Turnover Survey Report Highlights

Data reported as of January 1, 2024

Vacancy Rates



Job Titles with the Highest Rates of Vacancies as of January 1, 2024

	Job Title	Vacancy Rate	Turnover Rate (2023)
1	Operating Room Technician (Surg. Technician)	28.4%	14.9%
2	Licensed Practical Nurse - LTC	27.8%	15.0%
3	Registered Nurse - LTC	27.4%	20.8%
4	Medical Technician (Hospital-based)	23.3%	9.5%
5	Licensed Practical Nurse - excluding LTC	19.0%	15.3%
6	Ultrasonographer	18.9%	12.8%
7	Multiskill Patient Care	18.6%	27.7%
8	Registered Nurse - Emergency Room	18.6%	14.1%
9	Social Worker (LCSW)	18.2%	15.9%
10	Registered Nurse - excluding LTC	17.9%	12.6%

Sources

NYS Department of Health, NYS Hospital ICR Data, 2019, 2020, & 2021 | IHA, 2022 Mid-Year Financial Survey, August 2022 | IHA, 2023 Mid-Year Financial Survey, August 2023 | IHA, 2023 Annual Financial Survey, January 2024 | IHA, [Semi-Annual Vacancy and Turnover Survey Report](#), January 2024 | Moody's Investor Services, Days COH Benchmark (150 Days), [Not-For-Profit Healthcare Rating Methodology](#), December 24, 2018 | S&P Global Ratings, U.S. Med7440ian Operating Margin (+2.5%), [U.S. Not-For-Profit Health Care System Median Financial Ratios--2021](#), August 24, 2022