

# CORONAVIRUS DISEASE (COVID-19)

## Funding Support Talking Points



**Audience:** Colleagues

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- Decreasing volume due to COVID-19 is resulting in a significant loss of revenue from elective and non-urgent procedures that make up a significant portion of our operating income. In addition to the loss of revenue, we are also investing more in supplies and infrastructure to protect colleagues and patients during potential COVID-19 surges at each ministry, including:
  - Increased funding for acquiring personal protective equipment (PPE), medications and other COVID-19-related supplies
  - Emergency capital deployed for COVID-19 surge plans to be spent on beds, ventilators, telemetry monitors, etc.
  - Increased clinical staffing to support surge capacity through redeployment of current colleagues, FirstChoice and other methods
- These additional costs and revenue losses had a severe negative impact on Trinity Health's financial position. We anticipate that this may continue into fiscal year 2021. As a result, the following measures were taken to reduce costs including:
  - Froze capital spend except for supporting ministries in responding to the COVID-19 crisis
  - Reduced executive pay
  - Temporary furlough and reduction in hours for staff, primarily non-clinical
  - Vendor payment concessions
  - Reduced discretionary spending (travel, dues, etc.)
- The additional funding received from the government, including the Coronavirus Aid Relief and Economic Security (CARES) Act, helps offset a small portion of the expenses incurred. However, it is not enough to cover our total losses which extend beyond that of the direct costs related to the care of COVID-19 patients. Having to reduced procedural volumes and elective services has had a much greater impact than what is covered by these funds.
- Trinity Health is continuing its advocacy efforts to increase governmental relief.
- In addition to the CARES Act, [MINISTRY], as a part of Trinity Health, is actively pursuing all available sources of funding, including:
  - FEMA

- State and local governments
- Agencies
- Educational
- Philanthropy