

Northeastern VT Regional Hospital

Fiscal Year 2018 Analysis

Report Date: 3/11/2019

| Fiscal Year 2018 Analysis | | | | | | | | | | | | | | | |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|------------------|----------------|------------------|----------------|----------------|----------------|----------------|
| Northeastern VT Regional Hospital | | | | | | | | | | | | | | | |
| INCOME STATEMENT | FY2014A | FY2015A | FY2016A | FY2017A | FY2018B | FY2018P | FY2018A | FY2019B | 2018B - 2018A | 2018B - 2018A | 2018P - 2018A | 2018P - 2018A | 2018B - 2019B | 2018A - 2019B | 2014-2018 |
| | | | | | | | | | \$ Chg | % Chg | \$ Chg | % Chg | % Chg | % Chg | Annual Average |
| Revenues | | | | | | | | | | | | | | | |
| Gross Patient Care Revenue | 119,515,126 | 131,890,992 | 146,066,754 | 157,055,100 | 164,561,400 | 164,399,600 | 161,098,014 | 169,791,978 | 5,230,578 | -2.1% | (3,301,586) | -2.0% | 3.2% | 5.4% | 7.7% |
| Disproportionate Share Payments | 1,743,411 | 1,636,300 | 1,528,180 | 1,578,800 | 1,075,300 | 1,053,000 | 1,075,300 | 953,000 | (122,300) | 0.0% | 22,300 | 2.1% | -11.4% | -11.4% | -11.4% |
| Bad Debt | (2,924,757) | (3,154,200) | (3,443,155) | (3,387,300) | (3,535,600) | (3,051,500) | (3,046,071) | (3,192,800) | 342,800 | -13.8% | 5,429 | -0.2% | -9.7% | 4.8% | 1.0% |
| Free Care | (2,000,119) | (2,214,500) | (2,675,006) | (2,666,000) | (2,797,400) | (2,906,200) | (2,923,433) | (3,040,800) | (243,400) | 4.5% | (17,233) | 0.6% | 8.7% | 4.0% | 10.0% |
| Deductions from Revenue | (54,464,904) | (62,609,998) | (69,890,222) | (75,785,900) | (82,226,300) | (81,668,100) | (77,758,738) | (83,984,373) | (1,758,073) | -5.4% | 3,909,362 | -4.8% | 2.1% | 8.0% | 9.3% |
| Graduate Medical Education | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | #DIV/0! | 0 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Net Patient Care Revenue | 61,868,757 | 65,548,594 | 71,586,551 | 76,794,700 | 77,077,400 | 77,826,800 | 78,445,072 | 80,527,005 | 3,449,605 | 1.8% | 618,272 | 0.8% | 4.5% | 2.7% | 6.1% |
| Fixed Prospective Payments Fixed P | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | #DIV/0! | 0 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Reserves Reserves | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | #DIV/0! | 0 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Other Reform Payments Other Refo | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | #DIV/0! | 0 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Fixed Prospective Payments & Reserves | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | #DIV/0! | 0 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Net Patient Care Revenue & Fixed Payments & Reserves | 61,868,757 | 65,548,594 | 71,586,551 | 76,794,700 | 77,077,400 | 77,826,800 | 78,445,072 | 80,527,005 | 3,449,605 | 1.8% | 618,272 | 0.8% | 4.5% | 2.7% | 6.1% |
| Other Operating Revenue | 2,532,434 | 1,292,542 | 1,727,715 | 2,078,086 | 2,955,000 | 3,444,600 | 4,409,530 | 3,692,700 | 737,700 | 49.2% | 964,930 | 28.0% | 25.0% | -16.3% | 14.9% |
| Total Operating Revenue | 64,401,191 | 66,841,136 | 73,314,266 | 78,872,786 | 80,032,400 | 81,271,400 | 82,854,602 | 84,219,705 | 4,187,305 | 3.5% | 1,583,202 | 1.9% | 5.2% | 1.6% | 6.5% |
| Expenses | | | | | | | | | | | | | | | |
| Salaries Non MD | 22,055,717 | 22,292,961 | 24,242,683 | 26,356,397 | 27,401,163 | 27,962,270 | 28,129,106 | 29,040,250 | 1,639,087 | 2.7% | 166,836 | 0.6% | 6.0% | 3.2% | 6.3% |
| Fringe Benefits Non MD | 8,366,157 | 8,356,620 | 8,331,196 | 8,579,339 | 8,491,670 | 8,956,000 | 9,130,544 | 8,751,546 | 259,876 | 7.5% | 174,544 | 1.9% | 3.1% | -4.2% | 2.2% |
| Fringe Benefits MD | 1,600,000 | 1,646,055 | 1,982,486 | 2,896,100 | 2,544,630 | 2,469,500 | 2,439,169 | 2,561,347 | 16,717 | -4.1% | (30,331) | -1.2% | 0.7% | 5.0% | 11.1% |
| Physician Fees, Salaries, Contracts | 9,405,682 | 6,021,231 | 8,461,060 | 8,587,869 | 9,463,870 | 9,473,750 | 9,159,003 | 10,371,950 | 908,080 | -3.2% | (314,747) | -3.3% | 9.6% | 13.2% | -0.7% |
| Health Care Provider Tax | 3,617,327 | 3,610,431 | 3,955,536 | 4,297,275 | 4,582,000 | 4,487,500 | 4,581,058 | 4,600,000 | 18,000 | 0.0% | 93,558 | 2.1% | 0.4% | 0.4% | 6.1% |
| Depreciation & Amortization | 2,555,566 | 2,507,662 | 2,682,249 | 2,940,589 | 3,019,000 | 3,407,000 | 3,149,404 | 3,450,000 | 431,000 | 4.3% | (257,596) | -7.6% | 14.3% | 9.5% | 5.4% |
| Interest - Long Term & Short Term | 461,660 | 390,431 | 327,021 | 280,685 | 386,000 | 266,000 | 264,392 | 350,000 | (36,000) | -31.5% | (1,608) | -0.6% | -9.3% | 32.4% | -13.0% |
| Other Operating Expense | 16,944,924 | 20,548,000 | 21,844,095 | 23,457,159 | 22,690,767 | 22,793,880 | 24,571,662 | 23,655,412 | 964,645 | 8.3% | 1,777,782 | 7.8% | 4.3% | -3.7% | 9.7% |
| Total Operating Expense | 65,007,033 | 65,373,391 | 71,826,326 | 77,395,413 | 78,579,100 | 79,815,900 | 81,424,338 | 82,780,505 | 4,201,405 | 3.6% | 1,608,438 | 2.0% | 5.3% | 1.7% | 5.8% |
| Net Operating Income (Loss) | (605,842) | 1,467,745 | 1,487,940 | 1,477,373 | 1,453,300 | 1,455,500 | 1,430,264 | 1,439,200 | (14,100) | -1.6% | (25,236) | -1.7% | -1.0% | 0.6% | #NUM! |
| Non-Operating Revenue | 1,237,641 | (1,099,487) | 906,415 | (990,611) | 0 | 0 | 455,300 | 0 | 0 | #DIV/0! | 455,300 | #DIV/0! | #DIV/0! | -100.0% | -22.1% |
| Excess (Deficit) of Rev Over Exp | 631,799 | 368,258 | 2,394,355 | 486,762 | 1,453,300 | 1,455,500 | 1,885,564 | 1,439,200 | (14,100) | 29.7% | 430,064 | 29.5% | -1.0% | -23.7% | 31.4% |
| Benchmarks-Hospital | | | | | | | | | | | | | | | |
| Operating Margin% | -0.9% | 2.2% | 2.0% | 1.9% | 1.8% | 1.8% | 1.7% | 1.7% | | | | | | | |
| Total Margin % | 1.0% | 0.6% | 3.2% | 0.6% | 1.8% | 1.8% | 2.3% | 1.7% | | | | | | | |
| EBIDA Margin % | 3.7% | 6.5% | 6.1% | 6.0% | 6.1% | 5.8% | 6.2% | | | | | | | | |
| Cost per Adjusted Admission | 11,900 | 12,263 | 11,269 | 12,770 | 12,381 | 11,742 | 12,502 | 12,791 | | | | | | | |

| Fiscal Year 2018 Analysis | | Northeastern VT Regional Hospital | | | | | | | | | | | |
|---------------------------------------|---|-----------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|----------------------|------------------------|------------------------|------------------------|------|
| NET PAYER REVENUE CHANGE - PAYERS | | FY2014A | FY2015A | FY2016A | FY2017A | FY2018B | FY2018A | FY2019B | 2017A-2018A % Chg | 2018B - 2018A % Chg | 2014A - 2019B % Chg | 2018A - 2019B % Chg | |
| All Payers | Gross Patient Care Revenue | \$119,515,126 | \$131,890,992 | \$146,066,754 | \$157,055,100 | \$164,561,400 | \$161,098,014 | \$169,791,978 | 2.6% | 34.8% | 42.1% | 5.4% | |
| | Contractual Allowances | (\$54,464,904) | (\$62,609,998) | (\$69,890,222) | (\$75,785,900) | (\$82,226,300) | (\$77,758,738) | (\$83,984,373) | 2.6% | 42.8% | 54.2% | 8.0% | |
| | Bad Debt | (\$2,924,757) | (\$3,154,200) | (\$3,443,155) | (\$3,387,300) | (\$3,535,600) | (\$3,046,071) | (\$3,192,800) | -10.1% | 4.1% | 9.2% | 4.8% | |
| | Free Care | (\$2,000,119) | (\$2,214,500) | (\$2,675,006) | (\$2,666,000) | (\$2,797,400) | (\$2,923,433) | (\$3,040,800) | 9.7% | 46.2% | 52.0% | 4.0% | |
| | Graduate Medical Education Payments | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | |
| | Disproportionate Share Payments | \$1,743,411 | \$1,636,300 | \$1,528,180 | \$1,578,800 | \$1,075,300 | \$1,075,300 | \$953,000 | -31.9% | -38.3% | -45.3% | -11.4% | |
| | Net Payer Revenue | \$61,868,757 | \$65,548,594 | \$71,586,551 | \$76,794,700 | \$77,077,400 | \$78,445,072 | \$80,527,005 | 2.1% | 26.8% | 30.2% | 2.7% | |
| | FPP & Reserves | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | |
| | NPR & FPP | \$61,868,757 | \$65,548,594 | \$71,586,551 | \$76,794,700 | \$77,077,400 | \$78,445,072 | \$80,527,005 | 2.1% | 26.8% | 30.2% | 2.7% | |
| | | | 6% | 9% | 7% | 0% | 2% | 3% | | | | | |
| Commercial | Gross Patient Care Revenue | \$44,590,605 | \$45,443,023 | \$52,656,555 | \$57,758,000 | \$60,465,700 | \$59,041,768 | \$62,836,260 | 2.2% | 32.4% | 40.9% | 6.4% | |
| | Contractual Allowances | (\$8,379,790) | (\$8,764,172) | (\$11,066,528) | (\$12,621,400) | (\$17,345,100) | (\$16,502,201) | (\$20,324,399) | 30.7% | 96.9% | 142.5% | 23.2% | |
| | Bad Debt | (\$2,924,757) | (\$3,154,200) | (\$3,443,155) | (\$3,387,300) | (\$3,535,600) | (\$3,046,071) | (\$3,192,800) | -10.1% | 4.1% | 9.2% | 4.8% | |
| | Free Care | (\$2,000,119) | (\$2,214,500) | (\$2,675,006) | (\$2,666,000) | (\$2,797,400) | (\$2,923,433) | (\$3,040,800) | 9.7% | 46.2% | 52.0% | 4.0% | |
| | NPR | \$31,285,939 | | | | | \$36,570,063 | \$36,278,261 | #DIV/0! | 16.9% | 16.0% | -0.8% | |
| | FPP & Reserves | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | |
| | NPR & FPP | \$31,285,939 | \$31,310,151 | \$35,471,866 | \$39,083,300 | \$36,787,600 | \$36,570,063 | \$36,278,261 | -6.4% | 16.9% | 16.0% | -0.8% | |
| | | | 0% | 13% | 10% | -6% | -1% | -1% | | | | | |
| | Medicaid | Gross Patient Care Revenue | \$24,552,337 | \$30,441,844 | \$33,456,908 | \$33,029,500 | \$34,465,200 | \$33,464,448 | \$35,280,906 | 1.3% | 36.3% | 43.7% | 5.4% |
| | | Contractual Allowances | (\$16,522,983) | (\$20,728,085) | (\$23,028,989) | (\$23,684,500) | (\$24,059,300) | (\$22,464,772) | (\$23,459,014) | -5.1% | 36.0% | 42.0% | 4.4% |
| Bad Debt | | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | |
| Free Care | | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | |
| Graduate Medical Education Payments | | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | |
| NPR | | \$8,029,354 | | | | | \$10,999,676 | \$11,821,892 | #DIV/0! | 37.0% | 47.2% | 7.5% | |
| FPP & Reserves | | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | |
| NPR & FPP | | \$8,029,354 | \$9,713,759 | \$10,427,919 | \$9,345,000 | \$10,405,900 | \$10,999,676 | \$11,821,892 | 17.7% | 37.0% | 47.2% | 7.5% | |
| | | | 21% | 7% | -10% | 11% | 6% | 7% | | | | | |
| Medicare | | Gross Patient Care Revenue | \$50,372,184 | \$56,006,125 | \$59,953,291 | \$66,267,600 | \$69,630,500 | \$68,591,798 | \$71,674,812 | 3.5% | 36.2% | 42.3% | 4.5% |
| | Contractual Allowances | (\$29,562,131) | (\$33,117,741) | (\$35,794,705) | (\$39,480,000) | (\$40,821,900) | (\$38,791,765) | (\$40,200,960) | -1.7% | 31.2% | 36.0% | 3.6% | |
| | Bad Debt | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | |
| | Free Care | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | |
| | NPR | \$20,810,053 | | | | | \$29,800,033 | \$31,473,852 | #DIV/0! | 43.2% | 51.2% | 5.6% | |
| | FPP & Reserves | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | |
| | NPR & FPP | \$20,810,053 | \$22,888,384 | \$24,158,586 | \$26,787,600 | \$28,808,600 | \$29,800,033 | \$31,473,852 | 11.2% | 43.2% | 51.2% | 5.6% | |
| | | | 10% | 6% | 11% | 8% | 3% | 6% | | | | | |
| | Disproportionate Share Payments | \$1,743,411 | \$1,636,300 | \$1,528,180 | \$1,578,800 | \$1,075,300 | \$1,075,300 | \$953,000 | -31.9% | -38.3% | -45.3% | -11.4% | |
| | NPR to Gross Commercial (no dsh) | 70.2% | 68.9% | 67.4% | 67.7% | 60.8% | 61.9% | 57.7% | | | | | |
| NPR to Gross Medicaid (no dsh) | 32.7% | 31.9% | 31.2% | 28.3% | 30.2% | 32.9% | 33.5% | | | | | | |
| NPR to Gross Medicare (no dsh) | 41.3% | 40.9% | 40.3% | 40.4% | 41.4% | 43.4% | 43.9% | | | | | | |
| NPR to Gross All (no dsh) | 50.3% | 48.5% | 48.0% | 47.9% | 46.2% | 48.0% | 46.9% | | | | | | |

| Annual Financial Health Analysis: FY14-17 Actuals, FY18 Projection, FY19 GMCB-Approved Budget | | Northeastern VT Regional Hospital | | | | | | | Flex Monitoring Team 2016 CAH Medians | | 2018 Almanac of Hospital Financial and Operating Indicators (Optum) FY2016 | | | | | |
|---|--|-----------------------------------|------------|------------|------------|------------|------------|------------|---------------------------------------|----------------------|--|------------------|---------------|------------|--------------|--------------------|
| DASHBOARD | | FY2013A | FY2014A | FY2015A | FY2016A | FY2017A | FY2018B | FY2018A | FY2019B | Vermont--8 Hospitals | U.S.--1317 Hospitals | Northeast Region | Northeast CAH | 25-99 beds | 100-199 beds | Teaching Hospitals |
| Net Patient Care Rev & Fixed Payments & Reserves | | 61,024,189 | 61,868,757 | 65,548,594 | 71,586,551 | 76,794,700 | 77,077,400 | 78,445,072 | 80,938,697 | | | | | | | |
| NPR & FPP % Change | | | | 5.9% | 9.2% | 7.3% | 0.4% | 1.8% | 3.2% | | | | | | | |
| Five Year NPR & FPP CAGR* (FY15A - FY18A) | | | | | | | | 4.9% | | | | | | | | |
| Operating Expense | | 61,951,973 | 65,007,033 | 65,373,391 | 71,826,326 | 77,395,413 | 78,579,100 | 81,424,338 | 83,192,197 | | | | | | | |
| Oper Exp % Change | | | | 0.6% | 9.9% | 7.8% | 1.5% | 3.6% | 2.2% | | | | | | | |
| Five Year Operating Expenses CAGR* (FY15A - FY18A) | | | | | | | | 4.6% | | | | | | | | |
| Profitability | | | | | | | | | | | | | | | | |
| Operating Margin | | 1,422,287 | (605,842) | 1,467,745 | 1,487,940 | 1,477,373 | 1,453,300 | 1,430,264 | 1,439,200 | | | | | | | |
| Five Year Operating Margin CAGR* (FY15A - FY18A) | | | | | | | | -218.7% | | | | | | | | |
| EBIDA Margin% | | | 3.7% | 6.5% | 6.1% | 6.0% | 6.1% | 5.8% | #REF! | | | 8.1% | 7.3% | 7.7% | 10.7% | 10.7% |
| Operating Margin % | | 2.2% | -0.9% | 2.2% | 2.0% | 1.9% | 1.8% | 1.7% | 1.7% | 0.61% | 0.93% | 0.0% | -2.1% | -0.5% | 2.1% | 2.1% |
| Total Margin | | 3,231,701 | 631,799 | 368,258 | 2,394,355 | 486,762 | 1,453,300 | 1,885,564 | 1,439,200 | | | | | | | |
| Five Year Total Margin CAGR* (FY15A - FY18A) | | | | | | | | 24.4% | | | | | | | | |
| Total Margin % | | 5.0% | 1.0% | 0.6% | 3.2% | 0.6% | 1.8% | 2.3% | 1.7% | 2.25% | 2.74% | 1.6% | 0.0% | 1.9% | 6.0% | 3.7% |
| Return On Assets | | 5.6% | 1.1% | 0.6% | 3.8% | 0.8% | 2.0% | 2.9% | 2.0% | | | 1.6% | 0.0% | 2.0% | 5.3% | 3.7% |
| Liquidity | | | | | | | | | | | | | | | | |
| Cash & Investments | | 2,024,552 | 913,570 | 4,158,379 | 6,683,538 | 7,385,232 | 7,058,000 | 7,110,877 | 8,767,256 | | | | | | | |
| Days Cash on Hand | | 97 | 97 | 131 | 123 | 124 | 116 | 120 | 122 | 134.67 | 77.72 | 84 | 93 | 116 | 80 | 98 |
| Current Ratio | | 3.5 | 3.2 | 2.9 | 2.7 | 2.7 | 2.8 | 2.6 | 3.2 | 1.66 | 2.48 | 1.6 | 1.4 | 2.6 | 1.8 | 1.5 |
| Expense Per Day** | | | 178,101 | 179,105 | 196,784 | 212,042 | 215,285 | 223,080 | 227,924 | | | | | | | |
| Days Receivable** | | 55.5 | 52.6 | 45.1 | 43.3 | 37.7 | 43.3 | 38.1 | 42.1 | 43.11 | 51.34 | 42.1 | 46.3 | 48.6 | 42.8 | 42.3 |
| Days Payable** | | 55.1 | 54.7 | 68.0 | 68.3 | 64.8 | 61.7 | 65.5 | 56.3 | | | 67.3 | 66.0 | 48.8 | 65.2 | 67.7 |
| Capital | | | | | | | | | | | | | | | | |
| Age of Plant** | | 12.2 | 13.0 | 13.2 | 13.1 | 13.0 | 13.6 | 13.1 | 13.1 | 12.54 | 10.48 | 12.5 | 14.4 | 10.6 | 12.4 | 10.5 |
| Long Term Debt to Capitalization** | | 29.1% | 27.9% | 27.0% | 23.8% | 22.9% | 28.9% | 21.0% | 28.7% | 31.83 | 27.20 | 28.0% | 23.0% | 26.6% | 19.0% | 32.8% |
| Debt Service Coverage Ratio | | 4.6 | 2.5 | 4.9 | 4.3 | 4.6 | 3.6 | 4.8 | 2.2 | 7.05 | 3.35 | 3.1 | 1.4 | 3.1 | 6.7 | 6.0 |
| Cash to Long Term Debt | | 111.8% | 121.5% | 170.7% | 193.7% | 218.2% | 142.6% | 236.5% | 157.8% | | | | | | | |
| *CAGR = Compounded Annual Growth Rate | | | | | | | | | | | | | | | | |
| **Denotes metric is favorable if lower | | | | | | | | | | | | | | | | |

| Fiscal Year 2018 Analysis | | Northeastern VT Regional Hospital | | | | | | | | |
|---|-----------|-----------------------------------|-----------|-----------|-----------|-----------|-----------|-------------|-------------|-------------|
| UTILIZATION & STAFFING | FY2014A | FY2015A | FY2016A | FY2017A | FY2018B | FY2018A | FY2019B | 2018B-2018A | 2018B-2019B | 2018A-2019B |
| UTILIZATION | | | | | | | | | | |
| Adjusted Admissions | 5,463 | 5,331 | 6,374 | 6,061 | 6,347 | 6,513 | 6,472 | 2.6% | 2.0% | -0.6% |
| Acute Admissions | 1,199 | 1,233 | 1,367 | 1,259 | 1,340 | 1,425 | 1,395 | 6.3% | 4.1% | -2.1% |
| Acute Average Length Of Stay | 3.1 | 3.3 | 3.2 | 3.4 | 3.2 | 3.2 | 3.2 | -0.8% | 0.2% | 1.0% |
| All Operating Room Procedure Tests | 2,809 | 2,814 | 3,050 | 3,112 | 3,400 | 3,146 | 3,400 | -7.5% | 0.0% | 8.1% |
| Emergency Room Visits | 166,062 | 170,550 | 180,250 | 182,301 | 123,524 | 130,654 | 128,223 | 5.8% | 3.8% | -1.9% |
| Cat Scan, Radiology - Diagnostic Exams | 13,858 | 14,051 | 14,358 | 14,130 | 14,300 | 14,783 | 14,500 | 3.4% | 1.4% | -1.9% |
| Physician Office Visits | 25,543 | 25,383 | 28,136 | 26,005 | 26,424 | 27,244 | 26,339 | 3.1% | -0.3% | -3.3% |
| Provider Work RVU | 1,033 | 1,225 | 1,235 | 1,297 | 1,400 | 1,252 | 1,400 | -10.6% | 0.0% | 11.8% |
| Physician Office Visits | 0 | 0 | 0 | 0 | 0 | 0 | 0 | #DIV/0! | #DIV/0! | #DIV/0! |
| Visits | 65,154 | 66,909 | 71,707 | 71,565 | 76,890 | 68,779 | 71,850 | -10.5% | -6.6% | 4.5% |
| STAFFING | 0 | 0 | 0 | 0 | 0 | 0 | 0 | #DIV/0! | #DIV/0! | #DIV/0! |
| STAFFING | | | | | | | | | | |
| FT Equivalents (Heads) | 390 | 394 | 403 | 431 | 403 | 438 | 407 | 35 | 5 | (31) |
| Travelers, Travelers MD | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Residents & Fellows | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| MLPs | 0 | 0 | 0 | 0 | 29 | 0 | 29 | (29) | (1) | 29 |
| Physician FTEs | 25 | 25 | 30 | 30 | 33 | 33 | 34 | 0 | 2 | 2 |
| Total FTEs | 415 | 419 | 434 | 460 | 464 | 471 | 470 | 6 | 6 | (0) |
| Benchmarks-Hospital | | | | | | | | | | |
| Salary per FTE - Non-MD | \$ 56,515 | \$ 56,595 | \$ 60,103 | \$ 61,194 | \$ 63,458 | \$ 64,222 | \$ 66,621 | 1.2% | 5.0% | 3.7% |
| Salary & Benefits per FTE - Non-MD | \$ 77,953 | \$ 77,811 | \$ 80,758 | \$ 81,114 | \$ 83,124 | \$ 85,068 | \$ 86,698 | 2.3% | 4.3% | 1.9% |
| FTEs Per Adjusted Occupied Bed | 8 | 8 | 7 | 8 | 8 | 7 | 8 | -3.4% | -1.2% | 2.3% |
| FTEs per 100 Adj Discharges | 7 | 7 | 6 | 7 | 7 | 7 | 7 | -1.1% | -1.0% | 0.2% |
| Benchmarks-Vermont System Averages | | | | | | | | | | |
| Salary per FTE - Non-MD | \$ 59,466 | \$ 61,326 | \$ 63,250 | \$ 65,422 | \$ 65,917 | \$ 66,284 | \$ 67,426 | 0.6% | 2.3% | 1.7% |
| Salary & Benefits per FTE - Non-MD | \$ 78,162 | \$ 80,704 | \$ 81,921 | \$ 85,211 | \$ 84,856 | \$ 85,050 | \$ 86,788 | 0.2% | 2.3% | 2.0% |
| FTEs Per Adjusted Occupied Bed | 6 | 6 | 6 | 6 | 6 | 6 | 6 | -1.2% | 2.8% | 4.0% |
| FTEs per 100 Adj Discharges | 7 | 7 | 7 | 7 | 8 | 8 | 8 | -2.2% | 1.2% | 3.5% |

| Fiscal Year 2018 Analysis | | Northeastern VT Regional Hospital | | | | | | |
|---|---|-----------------------------------|---------------|---------------|---------------|---------------|---------------|--|
| BALANCE SHEET | FY2014A | FY2015A | FY2016A | FY2017A | FY2018B | FY2018A | FY2019B | |
| Cash & Investments | \$ 913,570 | \$ 4,158,379 | \$ 6,683,538 | \$ 7,385,232 | \$ 7,058,000 | \$ 7,110,877 | \$ 8,767,256 | |
| Net Patient Accounts Receivable | 8,912,444 | 8,105,346 | 8,497,950 | 7,926,658 | 9,134,700 | 8,187,451 | 9,341,081 | |
| Risk Reserve for Fixed Reform Payments | - | - | - | - | - | - | - | |
| Other Current Assets | 4,250,690 | 3,436,078 | 2,866,290 | 3,019,021 | 2,425,000 | 3,261,173 | 3,469,893 | |
| Current Assets | 14,076,704 | 15,699,803 | 18,047,778 | 18,330,911 | 18,617,700 | 18,559,501 | 21,578,230 | |
| Board Designated Assets | 17,325,948 | 18,557,194 | 16,639,051 | 17,908,361 | 17,000,000 | 18,616,311 | 17,950,000 | |
| Net, Property, Plant And Equipment | 24,116,998 | 21,512,875 | 21,091,013 | 21,321,344 | 27,500,000 | 23,141,657 | 26,300,000 | |
| Other Long-Term Assets | 2,919,713 | 5,070,773 | 7,754,531 | 6,388,027 | 7,913,000 | 5,500,557 | 5,424,425 | |
| Assets | \$ 58,439,363 | \$ 60,840,645 | \$ 63,532,373 | \$ 63,948,643 | \$ 71,030,700 | \$ 65,818,026 | \$ 71,252,655 | |
| Accounts Payable | 4,299,140 | 3,409,315 | 3,173,061 | 2,586,468 | 4,000,100 | 2,247,390 | 4,000,000 | |
| Salaries, Wages And Payroll Taxes Payable | 2,729,493 | 3,880,596 | 3,447,687 | 5,007,566 | 3,000,000 | 5,594,487 | 5,000,000 | |
| Other Current Liabilities | 2,332,497 | 4,427,637 | 6,310,954 | 5,625,578 | 5,765,000 | 6,199,096 | 3,290,000 | |
| Current Liabilities | \$ 9,361,130 | \$ 11,717,548 | \$ 12,931,702 | \$ 13,219,612 | \$ 12,765,100 | \$ 14,040,973 | \$ 12,290,000 | |
| Long Term Liabilities | 13,715,039 | 13,239,879 | 12,039,615 | 11,593,044 | 16,867,300 | 10,878,740 | 16,932,000 | |
| Other Noncurrent Liabilities | - | - | - | - | - | - | - | |
| Fund Balance | 35,363,194 | 35,883,218 | 38,561,056 | 39,135,987 | 41,398,300 | 40,898,313 | 42,030,655 | |
| Liabilities and Equities | \$ 58,439,363 | \$ 60,840,645 | \$ 63,532,373 | \$ 63,948,643 | \$ 71,030,700 | \$ 65,818,026 | \$ 71,252,655 | |
| Benchmarks-Hospital | Comparative Benchmarks-Vermont System Averages | | | | | | | |
| Days Cash on Hand | 97.4 | 131.3 | 123.1 | 124.0 | 116.2 | 120.0 | 122.9 | |
| Long Term Debt to Capitalization | 27.9% | 27.0% | 23.8% | 22.9% | 28.9% | 21.0% | 28.7% | |
| Debt Service Coverage Ratio | 2.5 | 4.9 | 4.3 | 4.6 | 3.6 | 4.8 | 2.2 | |