## Vermont Community Hospital Balance Sheet - Unrestricted Funds

NORTHEASTERN VT REGIONAL HOSPITAL

Company   Comp						PERCENT CI	HANGE 2017B -	ANNUALIZED 2013A -
CURRENT ASSETS  CASH & INVESTMENTS  S0.685.538  \$0.026.071  \$7.386.232  \$7.064.600  \$10.076  -18.276  28.477  \$14.208.000  \$14.708.146  \$15.134.700  \$14.708.146  \$15.134.700  \$1.076  -18.276  \$2.486.200  \$1.4708.146  \$1.513.700  \$1.4708.146  \$1.513.700  \$1.4708.146  \$1.513.700  \$1.4708.146  \$1.513.700  \$1.4708.146  \$1.513.700  \$1.4708.146  \$1.513.700  \$1.4708.146  \$1.513.700  \$1.4708.146  \$1.513.700  \$1.4708.146  \$1.513.700  \$1.4708.146  \$1.510.0000  \$1.4708.146  \$1.510.0000  \$1.4708.146  \$1.510.0000  \$1.4708.146  \$1.510.0000  \$1.500  \$		2016A	2017B	2017A	2018B	2016A - 2017A		
CASH AINVESTMENTS \$8,683,538 \$9,026,671 \$7,385,232 \$7,054,600 \$10,576 \$18,276 \$28,495 \$1,4964,477 \$14,286,000 \$14,786 \$15,134,700 \$1.396 \$2,276 \$1,690,000 \$14,696 \$15,134,700 \$1.396 \$2,276 \$1,695,000 \$1,096 \$15,796,000 \$1,476 \$15,134,700 \$1.396 \$2,276 \$1,695,000 \$1,096 \$15,796 \$1,4076 \$1,796 \$1,4076 \$1,796 \$1,4076 \$1,796 \$1,4076 \$1,796 \$1,4076 \$1,796 \$1,4076 \$1,796 \$1,4076 \$1,796 \$1,4076	ASSETS							
PATIENT ACCOUNTS RECEIVABLE, GROSS   \$14,964.477   \$14,206,900   \$14,766,146   \$15,154,700   -1.3%   3.9%   2.2%   LESS: ALLOWANGE FOR UNCOLLECTRIBLE ACCTS   \$6,466,527   \$6,000,000   -5,684,14,000   -6,6	CURRENT ASSETS							
LESS ALLOWANGE FOR UNCOLLECTIBLE ACCTS   \$6,466,527   \$6,000,000   \$6,844,488   \$5,000,000   \$-5,8%   \$-14,0%   6.7%   0.0%	CASH & INVESTMENTS	\$6,683,538	\$9,026,671	\$7,385,232	\$7,054,600	10.5%	-18.2%	28.4%
DUE FROM THIRD PARTIES	PATIENT ACCOUNTS RECEIVABLE, GROSS	\$14,964,477	\$14,208,900	\$14,768,146	\$15,134,700	-1.3%	3.9%	2.2%
RISK RESERVE FOR FIXED REFORM PAYMENTS	LESS: ALLOWANCE FOR UNCOLLECTIBLE ACCTS	-\$6,466,527	-\$6,000,000	-\$6,841,488	-\$6,000,000	-5.8%	-14.0%	6.7%
TOTAL CURRENT ASSETS \$2,866,290 \$2,230,000 \$3,019,021 \$2,425,000 5,3% 35.4% -17.8%  TOTAL CURRENT ASSETS \$18,047,778 \$19,465,671 \$18,330,911 \$18,614,300 1.6% -5.8% 0.3%  BOARD DESIGNATED ASSETS  FUNDED DEPRECIATION \$16,639,051 \$15,176,800 \$17,908,361 \$17,000,000 7.6% 18.0% 0.0%  ESCROWED BOND FUNDS \$0 \$0 \$0 \$0 \$0 0.0% 0.0% 0.0%  TOTAL BOARD DESIGNATED ASSETS \$16,639,051 \$15,176,800 \$17,908,361 \$17,000,000 7.6% 18.0% 0.0%  TOTAL BOARD DESIGNATED ASSETS \$16,639,051 \$15,176,800 \$17,908,361 \$17,000,000 7.6% 18.0% 0.0%  TOTAL BOARD DESIGNATED ASSETS \$16,639,051 \$15,176,800 \$17,908,361 \$17,000,000 7.6% 18.0% 0.0%  TOTAL PROPERTY, PLANT AND EQUIPMENT, NET \$21,091,013 \$23,348,929 \$21,321,344 \$27,500,000 1.1% -8.7% 4.2%  OTHER LONG-TERM ASSETS \$63,532,373 \$63,764,551 \$5,774,156 \$6,388,027 \$7,913,000 -17,6% 10.6% 16.0%  TOTAL ASSETS \$63,532,373 \$63,765,456 \$63,394,643 \$71,027,300 0.7% 0.3% 4.2%  LIABILITIES AND FUND BALANCE  CURRENT LIABILITIES \$21,091,091 \$2,258,488 \$4,001,100 -18,5% 44.1% 15.0%  SALABLES, WAGES AND PAYROLL TAXES PAYABLE \$3,476,976 \$3,100,000 \$2,258,488 \$4,001,000 -18,5% 44.1% 15.0%  SALABLES, WAGES AND PAYROLL TAXES PAYABLE \$3,476,976 \$3,100,000 \$4,470,101 \$4,150,000 -2.0% 10.39% 35.4%  CURRENT LIABILITIES \$1,007,000 \$738,741 \$965,000 2.3% 4.1% 15.5%  SALABLES, WAGES AND PAYROLL TAXES PAYABLE \$1,400,348 \$10,862,300 \$10,674,402 \$16,017,300 -6.4% -1.7% 3.5%  COTHER LONG-TERM DEBT \$12,031,702 \$12,232,900 \$13,219,612 \$12,765,100 2.2% 7.5% 7.3%  TOTAL CURRENT LIABILITIES \$1,400,348 \$10,862,300 \$10,674,402 \$16,017,300 -3.7% 2.4% 3.5%  CAPITAL LEASE OBLIGATIONS \$30 \$0 \$0 \$0 \$0 \$0 \$0 \$0.0% 0.0% 0.0%  TOTAL LIABILITIES \$24,971,317 \$23,519,300 \$24,812,656 \$29,632,400 -0.6% 5.1% 5.1%  EVAND BALANCE \$38,661,066 \$40,146,156 \$39,135,987 \$41,394,900 \$1.5% 0.2% 5.5% 3.6%	DUE FROM THIRD PARTIES	\$0	\$0	\$0	\$0	0.0%	0.0%	0.0%
TOTAL CURRENT ASSETS  \$18,047,778  \$19,465,571  \$18,330,911  \$18,614,300  \$1,6%  \$-5.8%  \$0.3%  BOARD DESIGNATED ASSETS FUNDED DEPRECIATION  \$16,639,061  \$0.80  \$0.90  \$0.00  \$0	RISK RESERVE FOR FIXED REFORM PAYMENTS	\$0	\$0	\$0	\$0	0.0%	0.0%	0.0%
BOARD DESIGNATED ASSETS FUNDED DEPRECIATION \$16,639,051 \$15,176,800 \$17,908,361 \$17,000,000 7,6% 18,0% 0,0% 0,0% 0,0% 0,0% 0,0% 0,0% 0,0%	OTHER CURRENT ASSETS	\$2,866,290	\$2,230,000	\$3,019,021	\$2,425,000	5.3%	35.4%	-17.8%
FUNDED DEPRECIATION \$16,639,061 \$15,176,800 \$17,908,361 \$17,000,000 7.6% 18.0% 42% ESCROWED BRON FUNDS \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0.0% 0.0% 0.0%	TOTAL CURRENT ASSETS	\$18,047,778	\$19,465,571	\$18,330,911	\$18,614,300	1.6%	-5.8%	0.9%
ESCROWED BOND FUNDS  \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	BOARD DESIGNATED ASSETS							
TOTAL BOARD DESIGNATED ASSETS  \$16,639,051 \$15,176,800 \$17,908,361 \$17,000,000 \$17,908,361 \$17,000,000 \$17,000,000 \$1,000	FUNDED DEPRECIATION	\$16,639,051	\$15,176,800	\$17,908,361	\$17,000,000	7.6%	18.0%	4.2%
TOTAL BOARD DESIGNATED ASSETS \$16,639,051 \$15,176,800 \$17,908,361 \$17,000,000 7.6% 18.0% 4.2% TOTAL PROPERTY, PLANT AND EQUIPMENT, NET \$21,091,013 \$23,348,929 \$21,321,344 \$27,500,000 1.1% 48.7% 4.2% OTHER LONG-TERM ASSETS \$7,764,531 \$5,774,156 \$6,388,027 \$7,913,000 -17,6% 10.6% 16.0% TOTAL ASSETS \$63,532,373 \$63,765,456 \$63,3948,643 \$71,027,300 0.7% 0.3% 4.2% LIABILITIES ACCOUNTS PAYABLE \$3,173,061 \$4,830,900 \$2,586,468 \$4,000,100 \$18.5% 44.1% 15,0% SALARIES, WAGES AND PAYROLL TAXES PAYABLE \$3,476,87 \$3,100,000 \$5,007,566 \$3,000,000 45,2% 61,5% 44.1% 15,000 \$3,407,010 \$4,150,000 \$4,2% 61,5% \$2,192,000 \$4,470,101 \$4,150,000 \$2,0% 103,3% 35,4% 50,000 \$4,470,101 \$4,150,000 \$2,0% 103,3% 35,4% 50,000 \$4,470,101 \$4,150,000 \$2,0% 103,3% 35,4% 50,000 \$4,470,101 \$4,150,000 \$2,3% 74,0% \$2,00% \$1,000 \$4,000 \$1,000 \$4,000 \$1,000	ESCROWED BOND FUNDS	\$0	\$0	\$0	\$0	0.0%	0.0%	0.0%
TOTAL PROPERTY, PLANT AND EQUIPMENT, NET \$21,091,013 \$23,348,929 \$21,321,344 \$27,500,000 \$1.1% \$-8.7% \$4.2% \$4.2% \$1.000,000 \$1.1% \$1.000,000,000 \$1.000,000,000,000,000,000,000,000,000,00	OTHER	\$0	\$0	\$0	\$0	0.0%	0.0%	0.0%
OTHER LONG-TERM ASSETS         \$7,754,531         \$5,774,156         \$6,388,027         \$7,913,000         -17.6%         10.6%         16.0%           TOTAL ASSETS         \$63,532,373         \$63,765,456         \$63,948,643         \$71,027,300         0.7%         0.3%         4.2%           LIABILITIES AND FUND BALANCE         CURRENT LIABILITIES           ACCOUNTS PAYABLE         \$3,173,061         \$4,630,900         \$2,586,468         \$4,000,100         -18.5%         -44.1%         15.0%           SALARIES, WAGES AND PAYROLL TAXES PAYABLE         \$3,473,061         \$4,630,900         \$5,007,566         \$3,000,000         45.2%         61.5%         -3.7%           SALARIES, WAGES AND PAYROLL TAXES PAYABLE         \$3,460,796         \$2,192,000         \$4,470,010         \$4,500,000         45.2%         61.5%         -3.7%           OTHER CURRENT LIABILITIES         \$1,027,694         \$1,600,000         \$416,736         \$650,000         59.4%         -74.0%         2.00           CURRENT PORTION OF LONG-TERM DEBT         \$722,464         \$70,000         \$738,741         \$965,000         2.3%         -4.1%         15.8%           TOTAL CURRENT LIABILITIES         \$12,331,702         \$12,292,900         \$13,219,612         \$12,765,100         2.2%         7.5%	TOTAL BOARD DESIGNATED ASSETS	\$16,639,051	\$15,176,800	\$17,908,361	\$17,000,000	7.6%	18.0%	4.2%
OTHER LONG-TERM ASSETS         \$7,754,531         \$5,774,156         \$6,388,027         \$7,913,000         -17.6%         10.6%         16.0%           TOTAL ASSETS         \$63,532,373         \$63,765,456         \$63,948,643         \$71,027,300         0.7%         0.3%         4.2%           LIABILITIES AND FUND BALANCE         CURRENT LIABILITIES           ACCOUNTS PAYABLE         \$3,173,061         \$4,630,900         \$2,586,468         \$4,000,100         -18.5%         -44.1%         15.0%           SALARIES, WAGES AND PAYROLL TAXES PAYABLE         \$3,473,061         \$4,630,900         \$5,007,566         \$3,000,000         45.2%         61.5%         -3.7%           SALARIES, WAGES AND PAYROLL TAXES PAYABLE         \$3,460,796         \$2,192,000         \$4,470,010         \$4,500,000         45.2%         61.5%         -3.7%           OTHER CURRENT LIABILITIES         \$1,027,694         \$1,600,000         \$416,736         \$650,000         59.4%         -74.0%         2.00           CURRENT PORTION OF LONG-TERM DEBT         \$722,464         \$70,000         \$738,741         \$965,000         2.3%         -4.1%         15.8%           TOTAL CURRENT LIABILITIES         \$12,331,702         \$12,292,900         \$13,219,612         \$12,765,100         2.2%         7.5%								
TOTAL ASSETS \$63,532,373 \$63,765,456 \$63,948,643 \$71,027,300 0.7% 0.3% 4.2%  LIABILITIES AND FUND BALANCE  CURRENT LIABILITIES  ACCOUNTS PAYABLE \$3,173,061 \$4,630,900 \$2,586,468 \$4,000,100 -18,5% -44,1% 15,0%  SALARIES, WAGES AND PAYROLL TAXES PAYABLE \$3,447,687 \$3,100,000 \$5,007,566 \$3,000,000 45,2% 61,5% -3,7%  ESTIMATED THIRD-PARTY SETTLEMENTS \$4,580,796 \$2,192,000 \$4,470,101 \$4,150,000 -2,0% 103,9% 35,4%  OTHER CURRENT LIABILITIES \$1,027,694 \$1,600,000 \$416,736 \$650,000 -59,4% -74,0% -20,0%  CURRENT PORTITION OF LONG-TERM DEBT \$722,464 \$770,000 \$738,741 \$986,000 2.3% -4.19%  TOTAL CURRENT LIABILITIES \$1,931,702 \$12,292,900 \$13,219,612 \$12,765,100 2.2% 7.5% 7.3%  LONG-TERM DEBT  BONDS & MORTGAGES PAYABLE \$11,400,348 \$10,862,300 \$10,674,402 \$16,017,300 -6,4% -1,7% 3.5%  CAPITAL LEASE OBLIGATIONS \$0 \$0 \$0 \$0 .00% 0.0% 0.0%  OTHER LONG-TERM DEBT \$639,267 \$464,100 \$918,642 \$850,000 -3,7% 2.4% 3.5%  TOTAL LONG-TERM DEBT \$12,039,615 \$11,326,400 \$11,593,044 \$16,867,300 -3,7% 2.4% 3.5%  OTHER NONCURRENT LIABILITIES \$24,971,317 \$23,619,300 \$24,812,656 \$29,632,400 -0.6% 5.1% 5.1%  FUND BALANCE \$38,561,056 \$40,146,156 \$39,135,987 \$41,394,900 1.5% -2.5% 3.6%	TOTAL PROPERTY, PLANT AND EQUIPMENT, NET	\$21,091,013	\$23,348,929	\$21,321,344	\$27,500,000	1.1%	-8.7%	4.2%
LIABILITIES AND FUND BALANCE  CURRENT LIABILITIES  ACCOUNTS PAYABLE \$3,173,061 \$4,630,900 \$2,586,468 \$4,000,100 -18.5% -44.1% 15.0% \$4,600,700 \$4,000,700	OTHER LONG-TERM ASSETS	\$7,754,531	\$5,774,156	\$6,388,027	\$7,913,000	-17.6%	10.6%	16.0%
CURRENT LIABILITIES ACCOUNTS PAYABLE \$3,173,061 \$4,630,900 \$2,586,468 \$4,000,100 -18.5% -44.1% 15.0% SALARIES, WAGES AND PAYROLL TAXES PAYABLE \$3,447,687 \$3,100,000 \$5,007,566 \$3,000,000 45.2% 61.5% -3.7% ESTIMATED THIRD-PARTY SETTLEMENTS \$4,560,796 \$2,192,000 \$4,470,101 \$4,150,000 -2.0% 103.9% 35.4% CURRENT LIABILITIES \$1,027,694 \$1,600,000 \$416,736 \$560,000 -59.4% 77.40% -20.0% CURRENT PORTION OF LONG-TERM DEBT \$722,464 \$770,000 \$738,741 \$965,000 2.3% -4.1% 15.8%  TOTAL CURRENT LIABILITIES \$12,931,702 \$12,292,900 \$13,219,612 \$12,765,100 2.2% 7.5% 7.3%  LONG-TERM DEBT BONDS & MORTGAGES PAYABLE \$11,400,348 \$10,862,300 \$10,674,402 \$16,017,300 -6.4% -1.7% 3.5% CAPITAL LEASE OBLIGATIONS \$639,267 \$464,100 \$918,642 \$850,000 43.7% 97.9% 4.7%  TOTAL LONG-TERM DEBT \$12,039,615 \$11,326,400 \$11,593,044 \$16,867,300 -3.7% 2.4% 3.5%  OTHER NONCURRENT LIABILITIES \$24,971,317 \$23,619,300 \$24,812,656 \$29,632,400 -0.6% 5.1% 5.1%  FUND BALANCE \$38,561,056 \$40,146,156 \$39,135,987 \$41,394,900 1.5% -2.5% 3.6%	TOTAL ASSETS	\$63,532,373	\$63,765,456	\$63,948,643	\$71,027,300	0.7%	0.3%	4.2%
CURRENT LIABILITIES ACCOUNTS PAYABLE \$3,173,061 \$4,630,900 \$2,586,468 \$4,000,100 -18.5% -44.1% 15.0% SALARIES, WAGES AND PAYROLL TAXES PAYABLE \$3,447,687 \$3,100,000 \$5,007,566 \$3,000,000 45.2% 61.5% -3.7% ESTIMATED THIRD-PARTY SETTLEMENTS \$4,560,796 \$2,192,000 \$4,470,101 \$4,150,000 -2.0% 103.9% 35.4% CURRENT LIABILITIES \$1,027,694 \$1,600,000 \$416,736 \$560,000 -59.4% 77.40% -20.0% CURRENT PORTION OF LONG-TERM DEBT \$722,464 \$770,000 \$738,741 \$965,000 2.3% -4.1% 15.8%  TOTAL CURRENT LIABILITIES \$12,931,702 \$12,292,900 \$13,219,612 \$12,765,100 2.2% 7.5% 7.3%  LONG-TERM DEBT BONDS & MORTGAGES PAYABLE \$11,400,348 \$10,862,300 \$10,674,402 \$16,017,300 -6.4% -1.7% 3.5% CAPITAL LEASE OBLIGATIONS \$639,267 \$464,100 \$918,642 \$850,000 43.7% 97.9% 4.7%  TOTAL LONG-TERM DEBT \$12,039,615 \$11,326,400 \$11,593,044 \$16,867,300 -3.7% 2.4% 3.5%  OTHER NONCURRENT LIABILITIES \$24,971,317 \$23,619,300 \$24,812,656 \$29,632,400 -0.6% 5.1% 5.1%  FUND BALANCE \$38,561,056 \$40,146,156 \$39,135,987 \$41,394,900 1.5% -2.5% 3.6%								
ACCOUNTS PAYABLE \$3,173,061 \$4,630,900 \$2,586,468 \$4,000,100 -18.5% -44.1% 15.0% SALARIES, WAGES AND PAYROLL TAXES PAYABLE \$3,447,687 \$3,100,000 \$5,007,566 \$3,000,000 45.2% 61.5% -3.7% ESTIMATED THIRD-PARTY SETTLEMENTS \$4,560,796 \$2,192,000 \$4,470,101 \$4,150,000 -2.0% 103,9% 35.4% OTHER CURRENT LIABILITIES \$1,027,694 \$1,600,000 \$416,736 \$650,000 -59.4% -74.0% -20.0% CURRENT PORTION OF LONG-TERM DEBT \$722,464 \$770,000 \$738,741 \$965,000 2.3% -4.1% 15.8% TOTAL CURRENT LIABILITIES \$12,931,702 \$12,292,900 \$13,219,612 \$12,765,100 2.2% 7.5% 7.3% LONG-TERM DEBT BONDS & MORTGAGES PAYABLE \$11,400,348 \$10,862,300 \$10,674,402 \$16,017,300 -6.4% -1.7% 3.5% CAPITAL LEASE OBLIGATIONS \$0 \$0 \$0 \$0 0.0% 0.0% 0.0% OTHER LONG-TERM DEBT \$639,267 \$464,100 \$918,642 \$850,000 43.7% 97.9% 4.7% TOTAL LONG-TERM DEBT \$12,039,615 \$11,326,400 \$11,593,044 \$16,867,300 -3.7% 2.4% 3.5% OTHER LONG-TERM DEBT \$12,039,615 \$11,326,400 \$11,593,044 \$16,867,300 -3.7% 2.4% 3.5% OTHER NONCURRENT LIABILITIES \$24,971,317 \$23,619,300 \$24,812,656 \$29,632,400 -0.6% 5.1% 5.1% FUND BALANCE \$38,561,056 \$40,146,156 \$39,135,987 \$41,394,900 1.5% -2.5% 3.6%	LIABILITIES AND FUND BALANCE							
SALARIES, WAGES AND PAYROLL TAXES PAYABLE       \$3,447,687       \$3,100,000       \$5,007,566       \$3,000,000       45.2%       61.5%       -3.7%         ESTIMATED THIRD-PARTY SETTLEMENTS       \$4,560,796       \$2,192,000       \$4,470,101       \$4,150,000       -2.0%       103.9%       35.4%         OTHER CURRENT LIABILITIES       \$10,000,000       \$416,736       \$660,000       -59.4%       -74.0%       -20.0%         CURRENT PORTION OF LONG-TERM DEBT       \$722,464       \$770,000       \$738,741       \$965,000       2.3%       -4.1%       15.8%         TOTAL CURRENT LIABILITIES       \$12,931,702       \$12,292,900       \$13,219,612       \$12,765,100       2.2%       7.5%       7.3%         LONG-TERM DEBT       \$11,400,348       \$10,862,300       \$10,674,402       \$16,017,300       -6.4%       -1.7%       3.5%         CAPITAL LEASE OBLIGATIONS       \$0       \$0       \$0       \$0       \$0       \$0       \$0       0.0%	CURRENT LIABILITIES							
ESTIMATED THIRD-PARTY SETTLEMENTS \$4,560,796 \$2,192,000 \$4,470,101 \$4,150,000 -2.0% 103.9% 35.4% OTHER CURRENT LIABILITIES \$1,027,694 \$1,600,000 \$416,736 \$650,000 -59.4% -74.0% -20.0% CURRENT PORTION OF LONG-TERM DEBT \$722,464 \$770,000 \$738,741 \$965,000 2.3% -4.1% 15.8% TOTAL CURRENT LIABILITIES \$12,931,702 \$12,292,900 \$13,219,612 \$12,765,100 2.2% 7.5% 7.3% LONG-TERM DEBT BONDS & MORTGAGES PAYABLE \$11,400,348 \$10,862,300 \$10,674,402 \$16,017,300 -6.4% -1.7% 3.5% CAPITAL LEASE OBLIGATIONS \$0 \$0 \$0 \$0 0.0% 0.0% 0.0% OTHER LONG-TERM DEBT \$639,267 \$464,100 \$918,642 \$850,000 43.7% 97.9% 4.7% TOTAL LONG-TERM DEBT \$12,039,615 \$11,326,400 \$11,593,044 \$16,867,300 -3.7% 2.4% 3.5% OTHER NONCURRENT LIABILITIES \$0 \$0 \$0 \$0 \$0 0.0% 0.0% 0.0% OTHER NONCURRENT LIABILITIES \$38,561,056 \$40,146,156 \$39,135,987 \$41,394,900 1.5% -2.5% 3.6%	ACCOUNTS PAYABLE	\$3,173,061	\$4,630,900	\$2,586,468	\$4,000,100	-18.5%	-44.1%	15.0%
OTHER CURRENT LIABILITIES         \$1,027,694         \$1,600,000         \$416,736         \$650,000         -59.4%         -74.0%         -20.0%           CURRENT PORTION OF LONG-TERM DEBT         \$722,464         \$770,000         \$338,741         \$965,000         2.3%         -4.1%         15.8%           TOTAL CURRENT LIABILITIES         \$12,931,702         \$12,292,900         \$13,219,612         \$12,765,100         2.2%         7.5%         7.3%           LONG-TERM DEBT         BONDS & MORTGAGES PAYABLE         \$11,400,348         \$10,862,300         \$10,674,402         \$16,017,300         -6.4%         -1.7%         3.5%           CAPITAL LEASE OBLIGATIONS         \$0         \$0         \$0         \$0         \$0         0.0%         0.0%         0.0%           OTHER LONG-TERM DEBT         \$639,267         \$464,100         \$918,642         \$850,000         43.7%         97.9%         4.7%           TOTAL LONG-TERM DEBT         \$12,039,615         \$11,326,400         \$11,593,044         \$16,867,300         -3.7%         2.4%         3.5%           OTHER NONCURRENT LIABILITIES         \$0         \$0         \$0         \$0         0.0%         0.0%         0.0%         5.1%         5.1%         5.1%           FUND BALANCE         \$38,561,056 </td <td>SALARIES, WAGES AND PAYROLL TAXES PAYABLE</td> <td>\$3,447,687</td> <td>\$3,100,000</td> <td>\$5,007,566</td> <td>\$3,000,000</td> <td>45.2%</td> <td>61.5%</td> <td>-3.7%</td>	SALARIES, WAGES AND PAYROLL TAXES PAYABLE	\$3,447,687	\$3,100,000	\$5,007,566	\$3,000,000	45.2%	61.5%	-3.7%
CURRENT PORTION OF LONG-TERM DEBT \$722,464 \$770,000 \$738,741 \$965,000 2.3% -4.1% 15.8%  TOTAL CURRENT LIABILITIES \$12,931,702 \$12,292,900 \$13,219,612 \$12,765,100 2.2% 7.5% 7.3%  LONG-TERM DEBT  BONDS & MORTGAGES PAYABLE \$11,400,348 \$10,862,300 \$10,674,402 \$16,017,300 -6.4% -1.7% 3.5%  CAPITAL LEASE OBLIGATIONS \$0 \$0 0.0% 0.0%  OTHER LONG-TERM DEBT \$639,267 \$464,100 \$918,642 \$850,000 43.7% 97.9% 4.7%  TOTAL LONG-TERM DEBT \$12,039,615 \$11,326,400 \$11,593,044 \$16,867,300 -3.7% 2.4% 3.5%  OTHER NONCURRENT LIABILITIES \$0 \$0 \$0 \$0 0.0% 0.0% 0.0%  TOTAL LIABILITIES \$24,971,317 \$23,619,300 \$24,812,656 \$29,632,400 -0.6% 5.1% 5.1%  FUND BALANCE \$38,561,056 \$40,146,156 \$39,135,987 \$41,394,900 1.5% -2.5% 3.6%			. , ,		. , ,			
TOTAL CURRENT LIABILITIES \$12,931,702 \$12,292,900 \$13,219,612 \$12,765,100 2.2% 7.5% 7.3%  LONG-TERM DEBT  BONDS & MORTGAGES PAYABLE \$11,400,348 \$10,862,300 \$10,674,402 \$16,017,300 -6.4% -1.7% 3.5% CAPITAL LEASE OBLIGATIONS \$0 \$0 \$0 0.0% 0.0% 0.0% 0.0% OTHER LONG-TERM DEBT \$639,267 \$464,100 \$918,642 \$850,000 43.7% 97.9% 4.7%  TOTAL LONG-TERM DEBT \$12,039,615 \$11,326,400 \$11,593,044 \$16,867,300 -3.7% 2.4% 3.5% OTHER NONCURRENT LIABILITIES \$0 \$0 \$0 \$0 \$0 \$0 0.0% 0.0% 0.0% TOTAL LIABILITIES \$24,971,317 \$23,619,300 \$24,812,656 \$29,632,400 -0.6% 5.1% 5.1% FUND BALANCE \$38,561,056 \$40,146,156 \$39,135,987 \$41,394,900 1.5% -2.5% 3.6%								
LONG-TERM DEBT         \$11,400,348         \$10,862,300         \$10,674,402         \$16,017,300         -6.4%         -1.7%         3.5%           CAPITAL LEASE OBLIGATIONS         \$0         \$0         \$0         \$0         \$0         0.0%	CURRENT PORTION OF LONG-TERM DEBT	\$722,464	\$770,000	\$738,741	\$965,000	2.3%	-4.1%	15.8%
BONDS & MORTGAGES PAYABLE         \$11,400,348         \$10,862,300         \$10,674,402         \$16,017,300         -6.4%         -1.7%         3.5%           CAPITAL LEASE OBLIGATIONS         \$0         \$0         \$0         \$0         0.0%         4.7%         4.7%         4.7%         0.0%         0.0%         0.0%         4.7%         2.4%         3.5%         0.0%	TOTAL CURRENT LIABILITIES	\$12,931,702	\$12,292,900	\$13,219,612	\$12,765,100	2.2%	7.5%	7.3%
BONDS & MORTGAGES PAYABLE         \$11,400,348         \$10,862,300         \$10,674,402         \$16,017,300         -6.4%         -1.7%         3.5%           CAPITAL LEASE OBLIGATIONS         \$0         \$0         \$0         \$0         0.0%         4.7%         4.7%         4.7%         0.0%         0.0%         0.0%         4.7%         2.4%         3.5%         0.0%	LONG-TERM DEBT							
CAPITAL LEASE OBLIGATIONS OTHER LONG-TERM DEBT         \$0         \$0         \$0         0.0%         0.0%         0.0%           OTHER LONG-TERM DEBT         \$639,267         \$464,100         \$918,642         \$850,000         43.7%         97.9%         4.7%           TOTAL LONG-TERM DEBT         \$12,039,615         \$11,326,400         \$11,593,044         \$16,867,300         -3.7%         2.4%         3.5%           OTHER NONCURRENT LIABILITIES         \$0         \$0         \$0         0.0%         0.0%         0.0%           TOTAL LIABILITIES         \$24,971,317         \$23,619,300         \$24,812,656         \$29,632,400         -0.6%         5.1%         5.1%           FUND BALANCE         \$38,561,056         \$40,146,156         \$39,135,987         \$41,394,900         1.5%         -2.5%         3.6%		\$11.400.348	\$10.862.300	\$10.674.402	\$16.017.300	-6.4%	-1.7%	3.5%
OTHER LONG-TERM DEBT         \$639,267         \$464,100         \$918,642         \$850,000         43.7%         97.9%         4.7%           TOTAL LONG-TERM DEBT         \$12,039,615         \$11,326,400         \$11,593,044         \$16,867,300         -3.7%         2.4%         3.5%           OTHER NONCURRENT LIABILITIES         \$0         \$0         \$0         \$0         0.0%         0.0%         0.0%           TOTAL LIABILITIES         \$24,971,317         \$23,619,300         \$24,812,656         \$29,632,400         -0.6%         5.1%         5.1%           FUND BALANCE         \$38,561,056         \$40,146,156         \$39,135,987         \$41,394,900         1.5%         -2.5%         3.6%	CAPITAL LEASE OBLIGATIONS		. , ,	. , ,				
OTHER NONCURRENT LIABILITIES         \$0         \$0         \$0         \$0         0.0%         0.0%         0.0%           TOTAL LIABILITIES         \$24,971,317         \$23,619,300         \$24,812,656         \$29,632,400         -0.6%         5.1%         5.1%           FUND BALANCE         \$38,561,056         \$40,146,156         \$39,135,987         \$41,394,900         1.5%         -2.5%         3.6%	OTHER LONG-TERM DEBT	\$639,267	\$464,100	\$918,642		43.7%	97.9%	4.7%
TOTAL LIABILITIES         \$24,971,317         \$23,619,300         \$24,812,656         \$29,632,400         -0.6%         5.1%         5.1%           FUND BALANCE         \$38,561,056         \$40,146,156         \$39,135,987         \$41,394,900         1.5%         -2.5%         3.6%	TOTAL LONG-TERM DEBT	\$12,039,615	\$11,326,400	\$11,593,044	\$16,867,300	-3.7%	2.4%	3.5%
FUND BALANCE \$38,561,056 \$40,146,156 \$39,135,987 \$41,394,900 1.5% -2.5% 3.6%	OTHER NONCURRENT LIABILITIES	\$0	\$0	\$0	\$0	0.0%	0.0%	0.0%
	TOTAL LIABILITIES	\$24,971,317	\$23,619,300	\$24,812,656	\$29,632,400	-0.6%	5.1%	5.1%
TOTAL LIABILITIES AND FUND BALANCE 63,532,373 63,765,456 63,948,643 71,027,300 0.7% 0.3% 4.2%	FUND BALANCE	\$38,561,056	\$40,146,156	\$39,135,987	\$41,394,900	1.5%	-2.5%	3.6%
	TOTAL LIABILITIES AND FUND BALANCE	63,532,373	63,765,456	63,948,643	71,027,300	0.7%	0.3%	4.2%

# Vermont Community Hospitals Capital Budget Northeastern VT Regional Hospital

	2013B	2013A	2014B	2014A	2015B	2015A	2016A	2017B	2017A	2018B	2019 Plan	2020 Plan	2021 Plan
CONSTRUCTION IN PROGRESS	\$0	\$0	\$0	\$1,654,386	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
LAND & LAND IMPROVEMENTS	\$0	\$0	\$0	\$0	\$0	\$33,740	\$17,024	\$0	\$0	\$65,000	\$0	\$0	\$0
BUILDINGS & BUILDING IMPROVEMENTS	\$2,324,000	\$436,758	\$1,825,000	\$934,408	\$1,995,000	\$273,177	\$289,611	\$380,000	\$942,047	\$2,980,000	\$250,000	\$250,000	\$250,000
FIXED EQUIPMENT	\$0	\$0	\$913,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
MAJOR MOVABLE EQUIPMENT	\$3,611,700	\$3,497,075	\$2,044,900	\$1,703,286	\$2,525,905	\$1,264,823	\$2,900,358	\$2,345,805	\$2,492,129	\$3,155,600	\$2,046,900	\$1,449,750	\$1,110,800
OTHER	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL CAPITAL EXPENDITURES	\$5,935,700	\$3,933,833	\$4,782,900	\$4,292,080	\$4,520,905	\$1,571,740	\$3,206,993	\$2,725,805	\$3,434,176	\$6,200,600	\$2,296,900	\$1,699,750	\$1,360,800
TOTAL CON ITEMS	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$3,100,000	\$0	\$4,000,000	\$0
TOTAL CAP BUDGET AND PROJ CON	\$5,935,700	\$3,933,833	\$4,782,900	\$4,292,080	\$4,520,905	\$1,571,740	\$3,206,993	\$2,725,805	\$3,434,176	\$9,300,600	\$2,296,900	\$5,699,750	\$1,360,800

#### NORTHEASTERN VT REGIONAL HOSPITAL

Profit and Loss Statement

					2017 Budget to	2017 Actual
	2016 Actual	2017 Budget	2017 Actuals	2018 Budget Approved	\$ Change	% Change
ross Patient Care Revenue	\$146,066,754	\$160,421,500	\$157,055,100	\$167,933,800	-\$3,366,400	-2.1%
Disproportionate Share Payments	\$1,528,180	\$1,730,400	\$1,578,800	\$1,075,300	-\$151,600	-8.8%
Graduate Medical Education Payments	\$0	\$0	\$0	\$0	\$0	0.0%
Bad Debt	-\$3,443,155	-\$2,977,400	-\$3,387,300	-\$3,535,600	-\$409,900	-13.8%
Free Care	-\$2,675,006	-\$3,045,300	-\$2,666,000	-\$2,797,400	\$379,300	12.5%
Deductions From Revenue	-\$69,890,222	-\$79,059,700	-\$75,785,900	-\$83,858,000	\$3,273,800	4.1%
let Revenue Deductions	-\$74,480,203	-\$83,352,000	-\$80,260,400	-\$89,115,700	\$3,091,600	3.7%
let Patient Care Revenue	\$71,586,551	\$77,069,500	\$76,794,700	\$78,818,100	-\$274,800	-0.4%
Fixed Prospective Payments (incl Reserves&Other)	\$0	\$0	\$0	\$0	\$0	0.0%
otal NPR & FPP (incl Reserves)	\$71,586,551	\$77,069,500	\$76,794,700	\$78,818,100	-\$274,800	-0.4%
Other Operating Revenue	\$1,727,715	\$1,585,100	\$2,078,086	\$1,550,000	\$492,986	31.1%
otal Operating Revenue	\$73,314,266	\$78,654,600	\$78,872,786	\$80,368,100	\$218,186	0.3%
Operating Expense						0.0%
Salaries Non Md	\$24,242,683	\$25,750,000	\$26,356,397	\$27,683,163	\$606,397	2.4%
Fringe Benefits Non Md	\$8,331,196	\$8,713,400	\$8,579,339	\$8,559,670	-\$134,061	-1.5%
Fringe Benefits Md	\$1,982,486	\$2,537,200	\$2,896,100	\$2,544,630	\$358,900	14.1%
Physician Fees Salaries Contracts & Fringes	\$8,461,060	\$9,156,800	\$8,587,869	\$9,463,870	-\$568,931	-6.2%
Health Care Provider Tax	\$3,955,536	\$4,300,000	\$4,297,275	\$4,582,000	-\$2,725	-0.1%
Depreciation Amortization	\$2,682,249	\$2,806,000	\$2,940,589	\$3,019,000	\$134,589	4.8%
Interest - Short Term	\$0	\$0	\$0	\$0	\$0	0.0%
Interest - Long Term	\$327,021	\$378,000	\$280,685	\$386,000	-\$97,315	-25.7%
Other Operating Expense	\$21,844,095	\$23,428,100	\$23,457,159	\$22,679,867	\$29,059	0.1%
otal Operating Expense	\$71,826,326	\$77,069,500	\$77,395,413	\$78,918,200	\$325,913	0.4%
Net Operating Income (Loss)	\$1,487,940	\$1,585,100	\$1,477,373	\$1,449,900	-\$107,727	-6.8%
Ion-Operating Revenue	\$906,415	\$0	-\$990,611	\$0	-\$990,611	-100.0%
Excess (Deficit) Of Revenue Over Expense	\$2,394,355	\$1,585,100	\$486,762	\$1,449,900	-\$1,098,338	-69.3%
Operating Margin %	2.0%	2.0%	1.9%	1.8%		
Total Margin %	3.3%	2.0%	0.6%	1.8%		

### Net Payer Revenue-Budget to Budget

	Northe	astern VT Regional Hospital			
PAYER REVENUE DETAIL	L	2017 Approved	2017 Actuals	B17-A18	B17-B18
All Payers	Gross Revenue	\$160,421,500.00	\$157,055,100.00	-\$3,366,400.00	-2.1%
All I dyels	Contractual Allowances	-\$79,059,700.00	-\$75,785,900.00	\$3,273,800.00	-4.1%
	Bad debt	-\$2,977,400.00	-\$3,387,300.00	-\$409,900.00	13.8%
	Free Care	-\$3,045,300.00	-\$2,666,000.00	\$379,300.00	-12.5%
	Disproportionate Share Payments	\$1,730,400.00	\$1,578,800.00	-\$151,600.00	-8.8%
	Graduate Medical Education Payments	\$0.00	\$0.00	\$0.00	0.0%
	Net Payer Revenue	\$77,069,500.00	\$76,794,700.00	-\$274,800.00	-0.4%
	Fixed Prospective Payments	\$0.00	\$0.00	\$0.00	0.0%
	Other Reform Payments	\$0.00	\$0.00	\$0.00	0.0%
	Reserves (Risk)	\$0.00	\$0.00	\$0.00	0.0%
	Total NPR & FPP	\$77,069,500.00	\$76,794,700.00	-\$274,800.00	-0.4%
	Total Ni N & TT				-0.470
COMMERCIAL	Gross Revenue	\$0.00	\$0.00 \$57,758,000.00	\$0.00	0.49/
COMMERCIAL		\$57,979,200.00		-\$221,200.00	-0.4%
	Contractual Allowances	-\$12,874,700.00	-\$12,621,400.00	\$253,300.00	-2.0%
	Bad debt	\$0.00	\$0.00	\$0.00	0.0%
	Free Care	\$0.00	\$0.00	\$0.00	0.0%
	Disproportionate Share Payments	\$0.00	\$0.00	\$0.00	0.0%
	Graduate Medical Education Payments	\$0.00	\$0.00	\$0.00	0.0%
	Net Payer Revenue	\$45,104,500.00	\$45,136,600.00	\$32,100.00	0.1%
	Fixed Prospective Payments	\$0.00	\$0.00	\$0.00	0.0%
	Other Reform Payments	\$0.00	\$0.00	\$0.00	0.0%
	Reserves (Risk)	\$0.00	\$0.00	\$0.00	0.0%
	Total NPR & FPP	\$45,104,500.00	\$45,136,600.00	\$32,100.00	0.1%
MEDICAID	Cross Revenue	\$0.00	\$0.00	\$0.00	11 50/
MEDICAID	Gross Revenue Contractual Allowances	\$37,301,100.00	\$33,029,500.00	-\$4,271,600.00	-11.5%
		-\$26,936,200.00	-\$23,684,500.00	\$3,251,700.00	-12.1%
	Bad debt	\$0.00	\$0.00	\$0.00	0.0%
	Free Care	\$0.00	\$0.00	\$0.00	0.0%
	Disproportionate Share Payments	\$1,730,400.00	\$1,578,800.00	-\$151,600.00	-8.8%
	Graduate Medical Education Payments	\$0.00	\$0.00	\$0.00	0.0%
	Net Payer Revenue	\$12,095,300.00	\$10,923,800.00	-\$1,171,500.00	-9.7%
	Fixed Prospective Payments	\$0.00	\$0.00	\$0.00	0.0%
	Other Reform Payments	\$0.00	\$0.00	\$0.00	0.0%
	Reserves (Risk)	\$0.00	\$0.00	\$0.00	0.0%
	Total NPR & FPP	\$12,095,300.00	\$10,923,800.00	-\$1,171,500.00 \$0.00	-9.7%
MEDICARE	Gross Revenue	\$65,141,200.00	\$66,267,600.00	\$1,126,400.00	1.7%
	Contractual Allowances	-\$39,248,800.00	-\$39,480,000.00	-\$231,200.00	0.6%
	Bad debt	\$0.00	\$0.00	\$0.00	0.0%
	Free Care	\$0.00	\$0.00	\$0.00	0.0%
	Disproportionate Share Payments	\$0.00	\$0.00	\$0.00	0.0%
	Graduate Medical Education Payments	\$0.00	\$0.00	\$0.00	0.0%
	Net Payer Revenue	\$25,892,400.00	\$26,787,600.00	\$895,200.00	3.5%
	Fixed Prospective Payments	\$0.00	\$0.00	\$0.00	0.0%
	Other Reform Payments	\$0.00	\$0.00	Ç0.00	0.0%
	Reserves (Risk)	\$0.00	\$0.00	\$0.00	0.0%
		\$25,892,400.00	\$26,787,600.00		
	Total NPR & FPP	\$25,892,400.00	\$26,787,600.00	\$895,200.00	3.5%
Bad Debt/ Free Care	Gross Revenue	\$0.00	\$0.00	\$0.00	0.0%
,	Contractual Allowances	\$0.00	\$0.00	\$0.00	0.0%
	Bad debt	-\$2,977,400.00	-\$3,387,300.00	-\$409,900.00	13.8%
	Free Care	-\$3,045,300.00	-\$2,666,000.00	\$379,300.00	-12.5%
	Disproportionate Share Payments	\$0.00	\$0.00	\$0.00	0.0%
	Graduate Medical Education Payments	\$0.00	\$0.00	\$0.00	0.0%
	Net Payer Revenue	-\$6,022,700.00	-\$6,053,300.00	-\$30,600.00	0.5%
	ajai nevenue	\$0,022,700.00	Ç3,033,300.00	Ç30,000.00	0.57

#### NORTHEASTERN VT REGIONAL HOSPITAL REPORT 3 STAFFING REPORT

	2014A	2015A	2016B	2016A	2017B	2017A	2018B	PERCENT 2016A - 2017A	CHANGE 2017B - 2017A	ANNUALIZED 2012A - 2018B
PHYSICIAN FTEs										
GENERAL SERVICES	-	-	-	-	•		0.3	0.0%	0.0%	100.0%
INPATIENT ROUTINE SERVICES	-	-	-	3.4	3.6	3.3	3.6	-2.9%	-8.3%	0.0%
OUTPATIENT ROUTINE SERVICES	24.7	-	8.6	-	-		-	0.0%	0.0%	34.2%
ANCILLARY SERVICES	-	0.5	-	2.9	3.9	4.7	5.0	62.1%	20.5%	0.0%
OTHER SERVICES	-	-	-	-	-	-	-	0.0%	0.0%	0.0%
PHYSICIAN OFFICE PRACTICE SERVICES	-	24.2	24.8	24.0	23.1	21.5	23.6	-10.4%	-6.9%	0.0%
UNCATEGORIZED TOTAL PHYSICIAN FTES	24.7	24.7	33.4	30.3	30.6	29.5	32.5	0.0% -2.6%	0.0% -3.6%	0.0% 34.2%
TOTAL PRISICIAN FIES	-9.3%	-0.2%	20.1%	22.9%	-8.4%	-2.6%	6.2%	-2.0%	-3.0%	34.276
TRAVELER NON MD FTEs	-9.3%	-0.2%	20.1%	22.9%	-8.4%	-2.0%	6.2%			
GENERAL SERVICES								0.0%	0.0%	0.0%
INPATIENT ROUTINE SERVICES	-	-	-	-	-		-	0.0%	0.0%	0.0%
OUTPATIENT ROUTINE SERVICES				_				0.0%	0.0%	0.0%
ANCILLARY SERVICES								0.0%	0.0%	0.0%
OTHER SERVICES				_				0.0%	0.0%	0.0%
PHYSICIAN OFFICE PRACTICE SERVICES								0.0%	0.0%	0.0%
UNCATEGORIZED								0.0%	0.0%	0.0%
TOTAL TRAVELER FTEs	-	-	-	-	-	-	-	0.0%	0.0%	0.0%
	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!		,.	
TRAVELER MD FTEs	#B1170.	<i>"</i> 21170.	<i>"В</i> 1170.	#B1170.	#B1170.	#B1170.	#B1170.			
GENERAL SERVICES		-	_	_	_	-	_	0.0%	0.0%	0.0%
INPATIENT ROUTINE SERVICES		-		-	_	-	-	0.0%	0.0%	0.0%
OUTPATIENT ROUTINE SERVICES		_	_	_	_	_	-	0.0%	0.0%	0.0%
ANCILLARY SERVICES		-	_	_	_	-	_	0.0%	0.0%	0.0%
OTHER SERVICES		_	_	_	_	_	-	0.0%	0.0%	0.0%
PHYSICIAN OFFICE PRACTICE SERVICES		_	_	_	_	_	-	0.0%	0.0%	0.0%
UNCATEGORIZED	-	-	_	_	-	-	-	0.0%	0.0%	0.0%
TOTAL TRAVELER MD FTEs	-	-	-	-	-	-	-	0.0%	0.0%	0.0%
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%			
TOTAL TRAVELER FTEs										
GENERAL SERVICES	-	-	-	-	-	-	-	0.0%	0.0%	0.0%
GENERAL SERVICES INPATIENT ROUTINE SERVICES	-	-	-	-	-	-		0.0% 0.0%	0.0% 0.0%	0.0% 0.0%
	- -	-		- - -	-	-	-			
INPATIENT ROUTINE SERVICES		- - -	- - -	- - -		- - -		0.0%	0.0%	0.0%
INPATIENT ROUTINE SERVICES OUTPATIENT ROUTINE SERVICES	- - - -	- - - -	- - - -	- - - -	- - - -	- - - -	- - - -	0.0% 0.0%	0.0% 0.0%	0.0% 0.0%
INPATIENT ROUTINE SERVICES OUTPATIENT ROUTINE SERVICES ANCILLARY SERVICES	- - - - -	- - - -	- - - -	- - - -	- - - -	- - - - -	- - - - -	0.0% 0.0% 0.0%	0.0% 0.0% 0.0%	0.0% 0.0% 0.0%
INPATIENT ROUTINE SERVICES OUTPATIENT ROUTINE SERVICES ANCILLARY SERVICES OTHER SERVICES	- - - - -	- - - - -	- - - - -	- - - - -	- - - - -	- - - - -	- - - - -	0.0% 0.0% 0.0% 0.0%	0.0% 0.0% 0.0% 0.0%	0.0% 0.0% 0.0% 0.0%
INPATIENT ROUTINE SERVICES OUTPATIENT ROUTINE SERVICES ANCILLARY SERVICES OTHER SERVICES PHYSICIAN OFFICE PRACTICE SERVICES		- - - - - -	- - - - - - -	- - - - - -	- - - - - - -	- - - - - -	: : : :	0.0% 0.0% 0.0% 0.0% 0.0%	0.0% 0.0% 0.0% 0.0%	0.0% 0.0% 0.0% 0.0% 0.0%
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INPATIENT ROUTINE SERVICES OUTPATIENT ROUTINE SERVICES ANCILLARY SERVICES OTHER SERVICES PHYSICIAN OFFICE PRACTICE SERVICES UNCATEGORIZED TOTAL TRAVELER FTES	#DIV/0!	#DIV/0!	- - - - - - #DIV/0!	- - - - - #DIV/0!	#DIV/0!	- - - - - - #DIV/0!	#DIV/0!	0.0% 0.0% 0.0% 0.0% 0.0%	0.0% 0.0% 0.0% 0.0% 0.0%	0.0% 0.0% 0.0% 0.0% 0.0%
INPATIENT ROUTINE SERVICES OUTPATIENT ROUTINE SERVICES ANCILLARY SERVICES OTHER SERVICES PHYSICIAN OFFICE PRACTICE SERVICES UNCATEGORIZED TOTAL TRAVELER FTES  TOTAL RESIDENTS & FELLOWS FTES	#DIV/0!	- - - - - - #DIV/0!	- - - - - - #DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	0.0% 0.0% 0.0% 0.0% 0.0% 0.0%
INPATIENT ROUTINE SERVICES OUTPATIENT ROUTINE SERVICES ANCILLARY SERVICES OTHER SERVICES PHYSICIAN OFFICE PRACTICE SERVICES UNCATEGORIZED TOTAL TRAVELER FTES  TOTAL RESIDENTS & FELLOWS FTES GENERAL SERVICES	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	0.0% 0.0% 0.0% 0.0% 0.0% 0.0%
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#### NORTHEASTERN VT REGIONAL HOSPITAL REPORT 3 STAFFING REPORT

	2014A	2015A	2016B	2016A	2017B	2017A	2018B	PERCENT 2016A - 2017A	CHANGE 2017B - 2017A	ANNUALIZE 2012A - 2018B
ALL OTHER FTEs	2014A	2013A	2010B	2010A	20176	2017A	20100	2017A	2017A	20100
GENERAL SERVICES	141.8	139.2	136.3	139.6	152.8	154.3	152.2	10.6%	1.0%	2.09
INPATIENT ROUTINE SERVICES	59.8	56.1	55.6	58.6	56.0	67.2	59.5	14.7%	20.0%	1.19
OUTPATIENT ROUTINE SERVICES	90.1	8.5	19.5	9.1	8.9	12.1	13.3	33.0%	36.0%	-24.09
ANCILLARY SERVICES	98.5	105.6	103.1	103.0	105.5	108.5	105.5	5.3%	2.8%	2.09
OTHER SERVICES	90.0	105.6	103.1	103.0	103.5	106.5	105.5	0.0%	0.0%	0.09
PHYSICIAN OFFICE PRACTICE SERVICES	•	84.5	84.4	93.1	87.4	88.6	72.0	-4.8%	1.4%	100.09
UNCATEGORIZED	•	84.5	84.4	93.1	67.4	88.6	72.0	-4.8% 0.0%	0.0%	0.09
TOTAL ALL OTHER FTEs	390.3	393.9	398.9	403.4	410.6	430.7	402.5	6.8%	4.9%	2.29
TOTAL ALL OTHER FIES								0.6%	4.9%	2.2
NON-MD FTEs	0.8%	0.9%	3.2%	2.4%	2.9%	6.8%	-2.0%			
	444.0	400.0	400.0	100.0	450.0	454.0	450.0	40.00/	4.00/	0.00
GENERAL SERVICES	141.8	139.2	136.3	139.6	152.8	154.3	152.2	10.6%	1.0%	2.09
INPATIENT ROUTINE SERVICES	59.8	56.1	55.6	58.6	56.0	67.2	61.0	14.7%	20.0%	1.59
OUTPATIENT ROUTINE SERVICES	90.1	8.5	19.5	9.1	8.9	12.1	13.3	33.0%	36.0%	-24.09
ANCILLARY SERVICES	98.5	105.6	103.1	103.0	109.6	108.5	116.9	5.3%	-1.0%	3.79
OTHER SERVICES	-	-	-	-	-	-	-	0.0%	0.0%	0.09
PHYSICIAN OFFICE PRACTICE SERVICES	-	84.5	84.4	93.1	87.4	88.6	88.4	-4.8%	1.4%	100.09
UNCATEGORIZED								0.0%	0.0%	0.09
TOTAL NON-MD FTEs	390.3	393.9	398.9	403.4	414.7	430.7	431.8	6.8%	3.9%	3.49
	0.8%	0.9%	3.2%	2.4%	4.0%	6.8%	4.1%			
ALL FTEs										
GENERAL SERVICES	141.8	139.2	136.3	139.6	152.8	154.3	152.5	10.6%	1.0%	2.09
INPATIENT ROUTINE SERVICES	59.8	56.1	55.6	62.0	59.6	70.5	64.6	13.7%	18.3%	2.59
OUTPATIENT ROUTINE SERVICES	114.8	8.5	28.1	9.1	8.9	12.1	13.3	33.0%	36.0%	-27.69
ANCILLARY SERVICES	98.5	106.1	103.1	105.9	113.5	113.2	121.9	6.9%	-0.3%	4.49
OTHER SERVICES	90.0	106.1	103.1	105.9	113.3	113.2	121.9	0.9%	0.0%	0.09
PHYSICIAN OFFICE PRACTICE SERVICES	•	108.7	109.2	117.1	110.5	110.1	112.0	-6.0%	-0.4%	100.09
UNCATEGORIZED	•	108.7	109.2	117.1	110.5	110.1	112.0	-6.0%	0.0%	0.09
TOTAL ALL FTES	415.0	418.6	432.3	433.7	445.3	460.2	464.3	6.1%	3.3%	3.59
TOTAL ALL TIES	0.1%	0.9%	4.3%	3.6%	3.0%	6.1%	4.3%	0.176	3.3 /8	3.3
NON-MD WAGES										
GENERAL SERVICES	\$7,128,060	\$7,019,647	\$7,390,000	\$7,614,243	\$8,261,300	\$8,250,898	\$8,685,890	8.4%	-0.1%	4.29
INPATIENT ROUTINE SERVICES	\$3,627,440	\$3,412,748	\$3,732,500	\$3,532,135	\$3,927,100	\$4,097,599	\$3,998,320	16.0%	4.3%	2.99
OUTPATIENT ROUTINE SERVICES	\$814,118	\$664,939	\$4,553,800	\$703,670	\$794,200	\$681,957	\$908,320	-3.1%	-14.1%	-21.99
ANCILLARY SERVICES	\$6,726,485	\$6,356,398	\$6,499,700	\$7,671,324	\$8,209,600	\$8,345,992	\$8,714,411	8.8%	1.7%	7.09
OTHER SERVICES	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%	0.0%	0.09
PHYSICIAN OFFICE PRACTICE SERVICES	\$3,759,614	\$4,839,229	\$0	\$4,721,311	\$4,557,800	\$4,979,951	\$5,376,222	5.5%	9.3%	100.09
UNCATEGORIZED	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%	0.0%	0.09
TOTAL NON-MD WAGES	\$22,055,717	\$22,292,961	\$22,176,000	\$24,242,683	\$25,750,000	\$26,356,397	\$27,683,163	8.7%	2.4%	5.69
	1.7%	1.1%	6.9%	8.7%	16.1%	8.7%	7.5%			
NON-MD WAGES PER FTE										
GENERAL SERVICES	\$50,268	\$50,428	\$54,219	\$54,563	\$54,066	\$53,473	\$57,069	-2.0%	-1.1%	2.29
INPATIENT ROUTINE SERVICES	\$60,629	\$60,833	\$67,131	\$60,275	\$70,127	\$60,976	\$65,546	1.2%	-13.0%	1.39
OUTPATIENT ROUTINE SERVICES	\$9,036	\$78,228	\$233,528	\$77,326	\$89,236	\$56,360	\$68,295	-27.1%	-36.8%	2.79
ANCILLARY SERVICES	\$68,268	\$60,193	\$63,043	\$74,479	\$74,905	\$76,922	\$74,546	3.3%	2.7%	3.29
OTHER SERVICES	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%	0.0%	0.09
PHYSICIAN OFFICE PRACTICE SERVICES	\$0	\$57,269	\$0	\$50,712	\$52,149	\$56,207	\$60,817	10.8%	7.8%	100.09
UNCATEGORIZED	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%	0.0%	0.09
TOTAL NON-MD WAGES PER FTE	\$56,515	\$56,595	\$55,593	\$60,103	\$62,093	\$61,194	\$64,111	1.8%	-1.4%	2.29
•	0.9%	0.1%	3.6%	6.2%	11.7%	1.8%	3.2%			

Note: Mid-Level Providers and Residents are now included in Non-MD Employees, prior to 2013 Actual they were included in Physician FTEs

NORTHEASTERN VT REGIONAL HOSPITAL REPORT 4 KEY HOSPITAL STATISTICS & RATIOS

	ŀ					PERCENT		ANNUALIZED	# CH/	NGE
Type	Statistic	2016A	2017B	2017A	2018B	2016A - 2017A	2017B - 2017A	2014A - 2018B	2016A - 2017A	2017B - 2017A
UTI	AVERAGE DAILY CENSUS	15.4	15.2	15.2	15.3	-1.2%	0.4%		(0.2)	0.1
UTI	AVERAGE LENGTH OF STAY	3.3	3.4	3.5	3.4	5.2%	3.8%	-0.6%	0.2	0.1
UTI	ACUTE ALOS	3.2	3.2	3.4	3.2	5.2%	3.9%	0.9%	0.2	0.1
UTI	ADJUSTED ADMISSIONS	6.374	6.473	6.061	6.477	-4.9%	-6.4%	4.4%	(313.1)	(412.7)
UTI	ADJUSTED DAYS	20.764	20.891	20,916	20.929	0.7%	0.1%	5.3%	152.4	25.0
UTI	ACUTE CARE AVE DAILY CENSUS	11.8	11.8	11.6	11.9	-2.2%	-1.6%	3.7%	(0.3)	(0.2)
UTI	ACUTE CARE AVE DAILT CENSUS  ACUTE ADMISSIONS	1.367.0	1.329.0	1,259.0	1,340.0	-2.2% -7.9%	-5.3%		(108.0)	(70.0)
011	ACUTE ADMISSIONS	1,307.0	1,329.0 [[	1,259.0	1,340.0	PERCENT		ANNUALIZED	(106.0)  # CHA	\ /
						2016A -	2017B -	2014A -	# СП	MINGE
		2016A	2017B	2017A	2018B	2017A	2017A	2018B	2016A - 2017A	2017B - 2017A
CAP	AGE OF PLANT	13.1	13.7	13.0	13.6	-0.8%	-5.6%		(0.1)	(0.8)
CAP	AGE OF PLANT BUILDING	19.6	19.4	20.7	22.0	5.9%	6.8%	6.6%	1.2	1.3
CAP	AGE OF PLANT EQUIPMENT	9.4	10.2	9.2	9.7	-2.2%	-9.6%	-1.8%	(0.2)	(1.0)
CAP	LONG TERM DEBT TO CAPITALIZATION	23.8%	22.0%	22.9%	29.0%	-4.0%	3.9%	0.9%	(0.0)	0.0
CAP	DEBT PER STAFFED BED	924.864	814.459	855,609	1.021.807	-7.5%	5.1%	6.5%	(69.254.8)	41.150.2
CAP	NET PROP. PLANT & EQUIP PER STAFFED BED	781,149	805,135	735,219	948,276	-5.9%	-8.7%	3.3%	(45,929.9)	(69,916.7)
CAP	LONG TERM DEBT TO TOTAL ASSETS	19.0%	17.8%	18.1%	23.7%	-4.3%	2.1%	0.3%	(0.0)	0.0
CAP	DEBT SERVICE COVERAGE RATIO	4.3	4.2	4.6	3.6	7.6%	10.9%	9.0%	0.3	0.5
CAP	DEPRECIATION RATE	4.8	4.5	4.9	4.4	3.6%	9.1%	-0.3%	0.2	0.4
CAP	CAPITAL EXPENDITURES TO DEPRECIATION	119.6%	97.1%	116.8%	205.4%	-2.3%	20.2%	5.2%	(0.0)	0.2
CAP	CAPITAL EXPENDITURE GROWTH RATE	5.7	4.4	5.8	9.0	1.2%	31.1%	4.9%	0.1	1.4
CAP	CAPITAL ACQUISITIONS AS A % OF NET PATIENT REV	4.5%	3.5%	4.5%	7.9%	-0.2%	26.4%		(0.0)	0.0
<b>9</b> 7		,	0.070			PERCENT		ANNUALIZED	# CHA	
						2016A -	2017B -	2014A -		
		2016A	2017B	2017A	2018B	2017A	2017A	2018B	2016A - 2017A	2017B - 2017A
REV	DEDUCTION %	51.0%			EO 40/					
-			52.0%	51.1%	53.1%	0.2%	-1.6%		0.0	(0.0)
REV	BAD DEBT %	2.4%	1.9%	2.2%	2.1%	-8.5%	16.2%	-3.7%	0.0 (0.0)	0.0
REV	FREE CARE %	2.4% 1.8%	1.9% 1.9%	2.2% 1.7%	2.1% 1.7%	-8.5% -7.3%		-3.7% -0.1%	0.0 (0.0) (0.0)	0.0 (0.0)
REV REV	FREE CARE % OPERATING MARGIN %	2.4% 1.8% 2.0%	1.9% 1.9% 2.0%	2.2% 1.7% 1.9%	2.1% 1.7% 1.8%	-8.5% -7.3% -7.7%	16.2% -10.6% -7.1%	-3.7% -0.1% #NUM!	0.0 (0.0) (0.0) (0.0)	0.0 (0.0) (0.0)
REV REV REV	FREE CARE % OPERATING MARGIN % TOTAL MARGIN %	2.4% 1.8% 2.0% 3.2%	1.9% 1.9% 2.0% 2.0%	2.2% 1.7% 1.9% 0.6%	2.1% 1.7% 1.8% 1.8%	-8.5% -7.3% -7.7% -80.6%	16.2% -10.6% -7.1% -69.0%	-3.7% -0.1% #NUM! 17.0%	0.0 (0.0) (0.0) (0.0) (0.0)	0.0 (0.0) (0.0) (0.0)
REV REV REV	FREE CARE %  OPERATING MARGIN %  TOTAL MARGIN %  OUTPATIENT GROSS REVENUE %	2.4% 1.8% 2.0%	1.9% 1.9% 2.0% 2.0% 78.3%	2.2% 1.7% 1.9%	2.1% 1.7% 1.8%	-8.5% -7.3% -7.7%	16.2% -10.6% -7.1%	-3.7% -0.1% #NUM! 17.0% 0.6%	0.0 (0.0) (0.0) (0.0) (0.0) (0.0)	0.0 (0.0) (0.0)
REV REV REV REV	FREE CARE %  OPERATING MARGIN %  TOTAL MARGIN %  OUTPATIENT GROSS REVENUE %  INPATIENT GROSS REVENUE %	2.4% 1.8% 2.0% 3.2% 77.6% 21.4%	1.9% 1.9% 2.0% 2.0% 78.3% 20.5%	2.2% 1.7% 1.9% 0.6% 78.3% 20.8%	2.1% 1.7% 1.8% 1.8% 78.3% 20.7%	-8.5% -7.3% -7.7% -80.6% 0.8% -3.1%	16.2% -10.6% -7.1% -69.0% -0.1% 1.2%	-3.7% -0.1% #NUM! 17.0% 0.6% -1.5%	0.0 (0.0) (0.0) (0.0) (0.0)	0.0 (0.0) (0.0) (0.0)
REV REV REV	FREE CARE %  OPERATING MARGIN %  TOTAL MARGIN %  OUTPATIENT GROSS REVENUE %	2.4% 1.8% 2.0% 3.2% 77.6%	1.9% 1.9% 2.0% 2.0% 78.3% 20.5% 0.0%	2.2% 1.7% 1.9% 0.6% 78.3%	2.1% 1.7% 1.8% 1.8% 78.3%	-8.5% -7.3% -7.7% -80.6% 0.8%	16.2% -10.6% -7.1% -69.0% -0.1%	-3.7% -0.1% #NUM! 17.0% 0.6%	0.0 (0.0) (0.0) (0.0) (0.0) (0.0)	0.0 (0.0) (0.0) (0.0) (0.0)
REV REV REV REV	FREE CARE %  OPERATING MARGIN %  TOTAL MARGIN %  OUTPATIENT GROSS REVENUE %  INPATIENT GROSS REVENUE %	2.4% 1.8% 2.0% 3.2% 77.6% 21.4%	1.9% 1.9% 2.0% 2.0% 78.3% 20.5%	2.2% 1.7% 1.9% 0.6% 78.3% 20.8%	2.1% 1.7% 1.8% 1.8% 78.3% 20.7%	-8.5% -7.3% -7.7% -80.6% 0.8% -3.1%	16.2% -10.6% -7.1% -69.0% -0.1% 1.2%	-3.7% -0.1% #NUM! 17.0% 0.6% -1.5%	0.0 (0.0) (0.0) (0.0) (0.0) (0.0) 0.0 (0.0)	0.0 (0.0) (0.0) (0.0) (0.0) (0.0)
REV REV REV REV REV	FREE CARE %  OPERATING MARGIN %  TOTAL MARGIN %  OUTPATIENT GROSS REVENUE %  INPATIENT GROSS REVENUE %  PHYSICIAN GROSS REVENUE %	2.4% 1.8% 2.0% 3.2% 77.6% 21.4%	1.9% 1.9% 2.0% 2.0% 78.3% 20.5% 0.0%	2.2% 1.7% 1.9% 0.6% 78.3% 20.8%	2.1% 1.7% 1.8% 1.8% 78.3% 20.7%	-8.5% -7.3% -7.7% -80.6% 0.8% -3.1% 0.0%	16.2% -10.6% -7.1% -69.0% -0.1% 1.2% 0.0%	-3.7% -0.1% #NUM! 17.0% 0.6% -1.5% 0.0%	0.0 (0.0) (0.0) (0.0) (0.0) (0.0) 0.0 (0.0)	0.0 (0.0) (0.0) (0.0) (0.0) (0.0)
REV REV REV REV REV REV	FREE CARE %  OPERATING MARGIN %  TOTAL MARGIN %  OUTPATIENT GROSS REVENUE %  INPATIENT GROSS REVENUE %  PHYSICIAN GROSS REVENUE %  SNF/REHAB/SWING GROSS REVENUE %	2.4% 1.8% 2.0% 3.2% 77.6% 21.4% 0.0% 0.9%	1.9% 1.9% 2.0% 2.0% 78.3% 20.5% 0.0% 1.2%	2.2% 1.7% 1.9% 0.6% 78.3% 20.8% 0.0%	2.1% 1.7% 1.8% 1.8% 78.3% 20.7% 0.0%	-8.5% -7.3% -7.7% -80.6% 0.8% -3.1% 0.0% 5.6%	16.2% -10.6% -7.1% -69.0% -0.1% 1.2% 0.0% -16.9%	-3.7% -0.1% #NUM! 17.0% 0.6% -1.5% 0.0% -10.3%	0.0 (0.0) (0.0) (0.0) (0.0) (0.0) (0.0) -	0.0 (0.0) (0.0) (0.0) (0.0) (0.0) - (0.0)
REV REV REV REV REV REV REV	FREE CARE %  OPERATING MARGIN %  TOTAL MARGIN %  OUTPATIENT GROSS REVENUE %  INPATIENT GROSS REVENUE %  PHYSICIAN GROSS REVENUE %  SNF/REHAB/SWING GROSS REVENUE %  ALL NET PATIENT REVENUE % WITH DSH & GME	2.4% 1.8% 2.0% 3.2% 77.6% 21.4% 0.0% 0.9% 49.0%	1.9% 1.9% 2.0% 2.0% 78.3% 20.5% 0.0% 1.2% 48.0%	2.2% 1.7% 1.9% 0.6% 78.3% 20.8% 0.0% 1.0% 48.9%	2.1% 1.7% 1.8% 1.8% 78.3% 20.7% 0.0% 1.0% 46.9%	-8.5% -7.3% -7.7% -80.6% 0.8% -3.1% 0.0% 5.6% -0.2%	16.2% -10.6% -7.1% -69.0% -0.1% 1.2% 0.0% -16.9%	-3.7% -0.1% #NUM! 17.0% 0.6% -1.5% 0.0% -10.3% -2.4%	0.0 (0.0) (0.0) (0.0) (0.0) 0.0 (0.0) - 0.0 (0.0)	0.0 (0.0) (0.0) (0.0) (0.0) (0.0) - (0.0) 0.0
REV REV REV REV REV REV REV	FREE CARE %  OPERATING MARGIN %  TOTAL MARGIN %  OUTPATIENT GROSS REVENUE %  INPATIENT GROSS REVENUE %  PHYSICIAN GROSS REVENUE %  SNF/REHAB/SWING GROSS REVENUE %  ALL NET PATIENT REVENUE % WITH DSH & GME  MEDICARE NET PATIENT REVENUE % INCLUDING PHYS	2.4% 1.8% 2.0% 3.2% 77.6% 21.4% 0.0% 0.9% 49.0% 40.3% 31.2%	1.9% 1.9% 2.0% 2.0% 78.3% 20.5% 0.0% 1.2% 48.0% 39.7%	2.2% 1.7% 1.9% 0.6% 78.3% 20.8% 0.0% 1.0% 48.9%	2.1% 1.7% 1.8% 1.8% 78.3% 20.7% 0.0% 1.0% 46.9% 41.3%	-8.5% -7.3% -7.7% -80.6% 0.8% -3.1% 0.0% 5.6% -0.2% 0.3%	16.2% -10.6% -7.1% -69.0% -0.1% 1.2% 0.0% -16.9% 1.8% 1.7%	-3.7% -0.1% #NUM! 17.0% 0.6% -1.5% 0.0% -10.3% -2.4% 0.0% -2.0%	0.0 (0.0) (0.0) (0.0) (0.0) 0.0 (0.0) - 0.0 (0.0)	0.0 (0.0) (0.0) (0.0) (0.0) 0.0 - (0.0) 0.0
REV REV REV REV REV REV REV REV REV	FREE CARE %  OPERATING MARGIN %  TOTAL MARGIN %  OUTPATIENT GROSS REVENUE %  INPATIENT GROSS REVENUE %  PHYSICIAN GROSS REVENUE %  SNF/REHAB/SWING GROSS REVENUE %  ALL NET PATIENT REVENUE % WITH DSH & GME  MEDICARE NET PATIENT REVENUE % INCLUDING PHYS  MEDICAID NET PATIENT REVENUE % INCLUDING PHYS	2.4% 1.8% 2.0% 3.2% 77.6% 21.4% 0.0% 0.9% 49.0% 40.3% 31.2%	1.9% 1.9% 2.0% 2.0% 78.3% 20.5% 0.0% 1.2% 48.0% 39.7% 27.8%	2.2% 1.7% 1.9% 0.6% 78.3% 20.8% 0.0% 1.0% 48.9% 40.4% 28.3%	2.1% 1.7% 1.8% 1.8% 78.3% 20.7% 0.0% 1.0% 46.9% 41.3% 30.2%	-8.5% -7.3% -7.7% -80.6% 0.8% -3.1% 0.0% 5.6% -0.2% 0.3% -9.2% 0.4% PERCENT	16.2% -10.6% -7.1% -69.0% -0.1% 1.2% 0.0% -16.9% 1.8% 1.7% 1.8% 0.4% CHANGE	-3.7% -0.1% #NUM! 17.0% 0.6% -1.5% 0.0% -10.3% -2.4% 0.0% -2.0% -3.3% ANNUALIZED	0.0 (0.0) (0.0) (0.0) (0.0) 0.0 (0.0) - 0.0 (0.0) 0.0 (0.0)	0.0 (0.0) (0.0) (0.0) (0.0) (0.0) - (0.0) 0.0 0.0 0.0
REV REV REV REV REV REV REV REV REV	FREE CARE %  OPERATING MARGIN %  TOTAL MARGIN %  OUTPATIENT GROSS REVENUE %  INPATIENT GROSS REVENUE %  PHYSICIAN GROSS REVENUE %  SNF/REHAB/SWING GROSS REVENUE %  ALL NET PATIENT REVENUE % WITH DSH & GME  MEDICARE NET PATIENT REVENUE % INCLUDING PHYS  MEDICAID NET PATIENT REVENUE % INCLUDING PHYS	2.4% 1.8% 2.0% 3.2% 77.6% 21.4% 0.0% 0.9% 49.0% 40.3% 31.2% 67.4%	1.9% 1.9% 2.0% 2.0% 78.3% 20.5% 0.0% 1.2% 48.0% 39.7% 27.8% 67.4%	2.2% 1.7% 1.9% 0.6% 78.3% 20.8% 0.0% 1.0% 48.9% 40.4% 28.3% 67.7%	2.1% 1.7% 1.8% 1.8% 78.3% 20.7% 0.0% 1.0% 46.9% 41.3% 30.2% 61.3%	-8.5% -7.3% -7.7% -80.6% 0.8% -3.1% 0.0% 5.6% -0.2% 0.3% -9.2% 0.4% PERCENT 2016A -	16.2% -10.6% -7.1% -69.0% -0.1% 1.2% 0.0% -16.9% 1.8% 1.7% 0.4% CHANGE 2017B -	-3.7% -0.1% #NUM! 17.0% 0.6% -1.5% 0.0% -10.3% -2.4% 0.0% -2.0% -3.3%  ANNUALIZED 2014A -	0.0 (0.0) (0.0) (0.0) (0.0) (0.0) - 0.0 (0.0) 0.0 (0.0) 0.0 (0.0)	0.0 (0.0) (0.0) (0.0) (0.0) (0.0) 0.0 - (0.0) 0.0 0.0 0.0
REV REV REV REV REV REV REV REV REV REV	FREE CARE %  OPERATING MARGIN %  TOTAL MARGIN %  OUTPATIENT GROSS REVENUE %  INPATIENT GROSS REVENUE %  PHYSICIAN GROSS REVENUE %  SNF/REHAB/SWING GROSS REVENUE %  ALL NET PATIENT REVENUE % WITH DSH & GME  MEDICARE NET PATIENT REVENUE % INCLUDING PHYS  MEDICAID NET PATIENT REVENUE % INCLUDING PHYS  COMMERCIAL/SELF PAY NET PATIENT REV % INCLUDING PHYS	2.4% 1.8% 2.0% 3.2% 77.6% 21.4% 0.0% 0.9% 49.0% 40.3% 31.2% 67.4%	1.9% 1.9% 2.0% 2.0% 78.3% 20.5% 0.0% 1.2% 48.0% 39.7% 27.8% 67.4%	2.2% 1.7% 1.9% 0.6% 78.3% 20.8% 0.0% 1.0% 48.9% 40.4% 28.3% 67.7%	2.1% 1.7% 1.8% 1.8% 78.3% 20.7% 0.0% 1.0% 46.9% 41.3% 30.2% 61.3%	-8.5% -7.3% -7.7% -80.6% 0.8% -3.1% 0.0% 5.6% -0.2% 0.3% -9.2% 0.4% PERCENT 2016A - 2017A	16.2% -10.6% -7.1% -69.0% -0.1% 1.2% 0.0% -16.9% 1.8% 0.4%  CHANGE 2017B - 2017A	-3.7% -0.1% #NUM! 17.0% 0.6% -1.5% 0.0% -10.3% -2.4% 0.0% -2.0% -3.3% ANNUALIZED 2014A - 2018B	0.0 (0.0) (0.0) (0.0) (0.0) (0.0) - 0.0 (0.0) 0.0 (0.0) 0.0 # CHA	0.0 (0.0) (0.0) (0.0) (0.0) (0.0) 0.0 - (0.0) 0.0 0.0 0.0 0.0
REV REV REV REV REV REV REV REV REV REV	FREE CARE %  OPERATING MARGIN %  TOTAL MARGIN %  OUTPATIENT GROSS REVENUE %  INPATIENT GROSS REVENUE %  PHYSICIAN GROSS REVENUE %  SNF/REHAB/SWING GROSS REVENUE %  ALL NET PATIENT REVENUE % WITH DSH & GME  MEDICARE NET PATIENT REVENUE % INCLUDING PHYS  MEDICAID NET PATIENT REVENUE % INCLUDING PHYS  COMMERCIAL/SELF PAY NET PATIENT REV % INCLUDING PHYS	2.4% 1.8% 2.0% 3.2% 77.6% 21.4% 0.0% 49.0% 49.0% 40.3% 31.2% 67.4%	1.9% 1.9% 2.0% 2.0% 78.3% 20.5% 0.0% 1.2% 48.0% 39.7% 27.8% 67.4%	2.2% 1.7% 1.9% 0.6% 78.3% 20.8% 0.0% 1.0% 48.9% 40.4% 28.3% 67.7%	2.1% 1.7% 1.8% 1.8% 78.3% 20.7% 0.0% 1.0% 46.9% 41.3% 30.2% 61.3%	-8.5% -7.3% -7.7% -80.6% 0.8% -3.1% 0.0% 5.6% -0.2% 0.3% -9.2% 0.4% PERCENT 2016A - 2017A -11.0%	16.2% -10.6% -7.1% -69.0% -0.1% 1.2% 0.0% -16.9% 1.8% 0.4% 0.4% CHANGE 2017B - 2017A -9.9%	-3.7% -0.1% #NUM! 17.0% 0.6% -1.5% 0.0% -10.3% -2.4% 0.0% -2.0% -3.3% ANNUALIZED 2014A - 2018B 1.7%	0.0 (0.0) (0.0) (0.0) (0.0) (0.0) - 0.0 (0.0) 0.0 (0.0) 0.0 # CHA	0.0 (0.0) (0.0) (0.0) (0.0) (0.0) 0.0 - (0.0) 0.0 0.0 0.0 0.0
REV	FREE CARE %  OPERATING MARGIN %  TOTAL MARGIN %  OUTPATIENT GROSS REVENUE %  INPATIENT GROSS REVENUE %  PHYSICIAN GROSS REVENUE %  SNF/REHAB/SWING GROSS REVENUE %  ALL NET PATIENT REVENUE % WITH DSH & GME  MEDICARE NET PATIENT REVENUE % INCLUDING PHYS  MEDICAID NET PATIENT REVENUE % INCLUDING PHYS  COMMERCIAL/SELF PAY NET PATIENT REV % INCLUDING PHYS  ADJUSTED ADMISSIONS PER FTE  FTES PER 100 ADJ DISCHARGES	2.4% 1.8% 2.0% 3.2% 77.6% 21.4% 0.0% 49.0% 49.0% 40.3% 31.2% 67.4%  2016A 15.8 6.3	1.9% 1.9% 2.0% 2.0% 78.3% 20.5% 0.0% 1.2% 48.0% 39.7% 27.8% 67.4%	2.2% 1.7% 1.9% 0.6% 78.3% 20.8% 0.0% 1.0% 48.9% 40.4% 28.3% 67.7%  2017A 14.1 7.1	2.1% 1.7% 1.8% 1.8% 78.3% 20.7% 0.0% 1.0% 46.9% 41.3% 30.2% 61.3%  2018B 15.0 6.7	-8.5% -7.3% -7.7% -80.6% 0.8% -3.1% 0.0% 5.6% -0.2% 0.3% -9.2% 0.4% PERCENT 2016A - 2017A -11.0% 12.3%	16.2% -10.6% -7.1% -69.0% -0.1% 1.2% 0.0% -16.9% 1.8% 1.7% 1.8% 0.4%  CHANGE 2017B - 2017A -9.9% 10.9%	-3.7% -0.1% #NUM! 17.0% 0.6% -1.5% 0.0% -10.3% -2.4% 0.0% -2.0% -3.3% ANNUALIZED 2014A - 2018B 1.7% -1.7%	0.0 (0.0) (0.0) (0.0) (0.0) (0.0) - 0.0 (0.0) 0.0 (0.0) 0.0 # CHA 2016A - 2017A (1.7)	0.0 (0.0) (0.0) (0.0) (0.0) (0.0) 0.0 - (0.0) 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0
REV	FREE CARE %  OPERATING MARGIN %  TOTAL MARGIN %  OUTPATIENT GROSS REVENUE %  INPATIENT GROSS REVENUE %  PHYSICIAN GROSS REVENUE %  SNF/REHAB/SWING GROSS REVENUE %  ALL NET PATIENT REVENUE % WITH DSH & GME  MEDICARE NET PATIENT REVENUE % INCLUDING PHYS  MEDICAID NET PATIENT REVENUE % INCLUDING PHYS  COMMERCIAL/SELF PAY NET PATIENT REV % INCLUDING PHYS  ADJUSTED ADMISSIONS PER FTE  FTES PER 100 ADJ DISCHARGES  FTES PER ADJUSTED OCCUPIED BED	2.4% 1.8% 2.0% 3.2% 77.6% 21.4% 0.0% 49.0% 49.0% 40.3% 31.2% 67.4%  2016A 15.8 6.3 7.1	1.9% 1.9% 2.0% 2.0% 78.3% 20.5% 0.0% 1.2% 48.0% 39.7% 27.8% 67.4%  2017B 15.6 6.4 7.2	2.2% 1.7% 1.9% 0.6% 78.3% 20.8% 0.0% 1.0% 48.9% 40.4% 28.3% 67.7%  2017A 14.1 7.1 7.5	2.1% 1.7% 1.8% 1.8% 78.3% 20.7% 0.0% 1.0% 46.9% 41.3% 30.2% 61.3%  2018B 15.0 6.7 7.5	-8.5% -7.3% -7.7% -80.6% 0.8% -3.1% 0.0% 5.6% -0.2% 0.3% -9.2% 0.4% PERCENT 2016A - 2017A -11.0% 12.3% 6.0%	16.2% -10.6% -7.1% -69.0% -0.1% 1.2% 0.0% -16.9% 1.8% 1.7% 2017B - 2017A -9.9% 10.9% 3.7%	-3.7% -0.1% #NUM! 17.0% 0.6% -1.5% 0.0% -10.3% -2.4% 0.0% -2.0% -3.3% ANNUALIZED 2014A - 2018B 1.7% -1.7% -2.6%	0.0 (0.0) (0.0) (0.0) (0.0) (0.0) - 0.0 (0.0) 0.0 (0.0) 0.0 # CHA 2016A - 2017A (1.7) 0.8	0.0 (0.0) (0.0) (0.0) (0.0) (0.0) 0.0 - (0.0) 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0
REV	FREE CARE %  OPERATING MARGIN %  TOTAL MARGIN %  OUTPATIENT GROSS REVENUE %  INPATIENT GROSS REVENUE %  PHYSICIAN GROSS REVENUE %  SNF/REHAB/SWING GROSS REVENUE %  ALL NET PATIENT REVENUE % WITH DSH & GME  MEDICARE NET PATIENT REVENUE % INCLUDING PHYS  MEDICAID NET PATIENT REVENUE % INCLUDING PHYS  COMMERCIAL/SELF PAY NET PATIENT REV % INCLUDING PHYS  ADJUSTED ADMISSIONS PER FTE  FTES PER 100 ADJ DISCHARGES  FTES PER ADJUSTED OCCUPIED BED  RETURN ON ASSETS	2.4% 1.8% 2.0% 3.2% 77.6% 21.4% 0.0% 49.0% 49.0% 40.3% 31.2% 67.4%  2016A 15.8 6.3 7.1 3.8%	1.9% 1.9% 2.0% 2.0% 78.3% 20.5% 0.0% 1.2% 48.0% 39.7% 27.8% 67.4%  2017B 15.6 6.4 7.2 2.5%	2.2% 1.7% 1.9% 0.6% 78.3% 20.8% 0.0% 1.0% 48.9% 40.4% 28.3% 67.7%  2017A 14.1 7.1 7.5 0.8%	2.1% 1.7% 1.8% 1.8% 78.3% 20.7% 0.0% 1.0% 46.9% 41.3% 30.2% 61.3%  2018B 15.0 6.7 7.5 2.0%	-8.5% -7.3% -7.7% -80.6% 0.8% -3.1% 0.0% 5.6% -0.2% 0.3% -9.2% 0.4% PERCENT 2016A - 2017A -11.0% 12.3% 6.0% -79.8%	16.2% -10.6% -7.1% -69.0% -0.1% 1.2% 0.0% -16.9% 1.8% 0.4%  CHANGE 2017B - 2017A -9.9% 10.9% 3.7% -69.4%	-3.7% -0.1% #NUM! 17.0% 0.6% -1.5% 0.0% -10.3% -2.4% 0.0% -2.0% -3.3% ANNUALIZED 2014A - 2018B 1.7% -1.7% -2.6% 17.2%	0.0 (0.0) (0.0) (0.0) (0.0) (0.0) - 0.0 (0.0) 0.0 (0.0) 0.0 # CHA 2016A - 2017A (1.7) 0.8 0.4	0.0 (0.0) (0.0) (0.0) (0.0) (0.0) 0.0 
REV	FREE CARE %  OPERATING MARGIN %  TOTAL MARGIN %  OUTPATIENT GROSS REVENUE %  INPATIENT GROSS REVENUE %  PHYSICIAN GROSS REVENUE %  SNF/REHAB/SWING GROSS REVENUE %  ALL NET PATIENT REVENUE % WITH DSH & GME  MEDICARE NET PATIENT REVENUE % INCLUDING PHYS  MEDICAID NET PATIENT REVENUE % INCLUDING PHYS  COMMERCIAL/SELF PAY NET PATIENT REV % INCLUDING PHYS  ADJUSTED ADMISSIONS PER FTE  FTES PER 100 ADJ DISCHARGES  FTES PER ADJUSTED OCCUPIED BED	2.4% 1.8% 2.0% 3.2% 77.6% 21.4% 0.0% 49.0% 49.0% 40.3% 31.2% 67.4%  2016A 15.8 6.3 7.1 3.8%	1.9% 1.9% 2.0% 2.0% 78.3% 20.5% 0.0% 1.2% 48.0% 39.7% 27.8% 67.4%  2017B 15.6 6.4 7.2	2.2% 1.7% 1.9% 0.6% 78.3% 20.8% 0.0% 1.0% 48.9% 40.4% 28.3% 67.7%  2017A 14.1 7.1 7.5	2.1% 1.7% 1.8% 1.8% 78.3% 20.7% 0.0% 1.0% 46.9% 41.3% 30.2% 61.3%  2018B 15.0 6.7 7.5	-8.5% -7.3% -7.7% -80.6% 0.8% -3.1% 0.0% 5.6% -0.2% 0.3% -9.2% 0.4% PERCENT 2016A - 2017A -11.0% 12.3% 6.0% -79.8% 2.1%	16.2% -10.6% -7.1% -69.0% -0.1% 1.2% 0.0% -16.9% 1.8% 0.4%  CHANGE 2017B - 2017A -9.9% 10.9% 3.7% -69.4% -0.4%	-3.7% -0.1% #NUM! 17.0% 0.6% -1.5% 0.0% -10.3% -2.4% 0.0% -2.0% -3.3% ANNUALIZED 2014A - 2018B 1.7% -1.7% -2.6%	0.0 (0.0) (0.0) (0.0) (0.0) (0.0) - 0.0 (0.0) 0.0 (0.0) 0.0 # CHA 2016A - 2017A (1.7) 0.8	0.0 (0.0) (0.0) (0.0) (0.0) (0.0) 0.0 

						2016A -	2017B -	2014A -		
		2016A	2017B	2017A	2018B	2017A	2017A	2018B	2016A - 2017A	2017B - 2017A
COST	COST PER ADJUSTED ADMISSION	11,269	11,906	12,770	12,184	13.3%	7.3%	0.6%	1,501.0	864.5
COST	SALARY PER FTE - NON-MD	60,103	62,093	61,194	64,111	1.8%	-1.4%	3.2%	1,091.0	(898.8)
COST	SALARY & BENEFITS PER FTE - NON-MD	80,758	83,104	81,114	83,934	0.4%	-2.4%	1.9%	355.5	(1,990.6)
COST	FRINGE BENEFIT % - NON-MD	34.4%	33.8%	32.6%	30.9%	-5.3%	-3.8%	-5.0%	(0.0)	(0.0)
COST	COMPENSATION RATIO	58.7%	58.7%	58.9%	60.0%	0.3%	0.3%	-1.7%	0.0	0.0
COST	CAPITAL COST % OF TOTAL EXPENSE	4.2%	4.1%	4.2%	4.3%	-0.7%	0.7%	-1.8%	(0.0)	0.0
COST	CAPITAL COST PER ADJUSTED ADMISSION	472	492	531	526	12.6%	8.1%	-1.2%	59.4	39.6
COST	CONTRACTUAL ALLOWANCE %	52.0%	53.0%	52.1%	53.7%	0.1%	-1.8%	2.0%	0.0	(0.0)
						PERCENT		ANNUALIZED	# CH	ANGE
						2016A -	2017B -	2014A -		
		2016A	2017B	2017A	2018B	2017A	2017A	2018B	2016A - 2017A	2017B - 2017A
CASH	CURRENT RATIO	2.7	2.8	2.7	2.8	2.2%	-2.7%		0.1	(0.1)
CASH	DAYS PAYABLE	68.3	60.4	64.8	61.4	-5.1%	7.3%		(3.5)	4.4
CASH	DAYS RECEIVABLE	43.3	38.9	37.7	42.3	-13.0%	-3.1%	-5.3%	(5.7)	(1.2)
CASH	DAYS CASH ON HAND	123.1	119.0	124.0	115.7	0.7%	4.2%	4.4%	0.9	5.0
CASH	CASH FLOW MARGIN	6.1%	6.1%	6.0%	6.0%	-2.9%	-1.7%	12.7%	(0.0)	(0.0)
CASH	CASH TO LONG TERM DEBT	1.9	2.1	2.2	1.4	12.6%	2.1%	4.1%	0.2	0.0
CASH	CASH FLOW TO TOTAL DEBT	0.3	0.3	0.3	0.3	-19.5%	-12.0%	0.5%	(0.1)	(0.0)
						PERCENT		<b>ANNUALIZED</b>	# CH	ANGE
						2016A -	2017B -	2014A -		
		2016A	2017B	2017A	2018B	2017A	2017A	2018B	2016A - 2017A	2017B - 2017A
UNIT	GROSS PRICE PER DISCHARGE	18,493	20,094	20,571	21,057	11.2%	2.4%		2,077.8	476.4
UNIT	GROSS PRICE PER VISIT	1,244	1,379	1,325	1,402	6.5%	-3.9%	6.2%	81.4	(53.7)
UNIT	GROSS REVENUE PER ADJ ADMISSION	22,917	24,782	25,914	25,928	13.1%	4.6%	4.3%	2,996.9	1,132.0
UNIT	NET REVENUE PER ADJUSTED ADMISSION	11,231	11,906	12,671	12,169	12.8%	6.4%	1.8%	1,439.5	765.3

## Northeastern VT Regional Hospital Utilization

	2016	2017	2017	2018	\$ Ch	ange	% Change		
	Actual	Budget	Actual	Budget	Actual - Actual	Budget - Actual	Actual - Actual	Budget - Actua	
npatient				_					
Acute									
Beds (Staffed)	23	23	23	23		-	0.0%	0.0%	
Occupancy % (Staffed Beds)	52%	51%	50%	52%			-2.5%	-1.6%	
Admissions	1,367	1,329	1,259	1,340	(108)	(70)	-7.9%	-5.3%	
Patient Days	4,326	4,289	4,220	4,330	(106)	(69)	-2.5%	-1.6%	
Average Length Of Stay	3.16	3.23	3.35	3.23	(100)	(03)	5.9%	3.9%	
Chronic/Rehab	3.10	3.23	3.33	3.23			3.370	3.576	
Beds (Staffed)			_			_			
Admissions	-	-							
Patient Days						-			
Average Length Of Stay	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!		-	#DIV/0!	#DIV/0!	
SNF/ECF	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!			#DIV/0!	#DIV/0!	
•	_	<u>-</u>	_			_		ı	
Beds (Staffed)	-	-	-			-			
Admissions	-	-	-			-			
Patient Days	-	-	-	-		-			
Average Length Of Stay	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!			#DIV/0!	#DIV/0!	
Nursery									
Beds (Staffed)	4	4	4	4		-	0.0%	0.0%	
Admissions	220	190	196	190	(24)	6	-10.9%	3.2%	
Patient Days	509	470	412	470	(97)	(58)	-19.1%	-12.3%	
Average Length Of Stay	2.31	2.47	2.10	2.47			-9.1%	-15.0%	
Swing Beds									
Beds (Staffed)	-	2	2	2	2	-	#DIV/0!	0.0%	
Admissions	107	120	131	120	24	11	22.4%	9.2%	
Patient Days	814	785	934	785	120	149	14.7%	19.0%	
Average Length Of Stay	7.61	6.54	7.13	6.54			-6.3%	9.0%	
Total									
Beds (Staffed)	27	29	29	29	2	-	7.4%	0.0%	
Admissions	1,694	1,639	1,586	1,650	(108)	(53)	-6.4%	-3.2%	
Patient Days	5,649	5,544	5,566	5,585	(83)	22	-1.5%	0.4%	
Average Length Of Stay	3.33	3.38	3.51	3.38	0.17	0.13	5.2%	3.8%	
Outpatient									
All Outpatient Visits	91,192	91,122	92,769	93,830	1,577	1,647	1.7%	1.8%	
Operating Room Procedure	2,663	2,795	2,748	3,000	85	(47)	3.2%	-1.7%	
Observation Units	827	873	925	900	98	52	11.9%	6.0%	
Physician Office Visits	71,707	73,981	71,565	75,580	(142)	(2,416)	-0.2%	-3.3%	
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All Operating Room Procedure	3,050	3,182	3,112	3,400	62	(70)	2.0%	-2.2%	
Emergency Room Visits	14,358	14,330	14,130	14,300	(228)	(200)	-1.6%	-1.4%	
djusted Statistics	,	,,,,,,	,	,	(==5)	(===)			
Adjusted Admissions	6,561	6,473	6,240	6,477	(321)	(233)	-4.9%	-3.6%	
.,	20,764	20.891	20.916	20.929	152	25	0.7%	0.1%	