

# North Country Hospital

## Fiscal Year 2023 YTD Summary

**Year to Date Submission #1 (October 2022 through February 2023)**



| North Country Hospital                                   |                      |                      |                      |                      |                      |                      |                      |                      |                      |                      |               |                  |  |
|--|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|---------------|------------------|--|
| Fiscal Year 2023 YTD Summary                             |                      |                      |                      |                      |                      |                      |                      |                      |                      |                      |               |                  |  |
| Draft Submission #1 (October 2022 through February 2023) |                      |                      |                      |                      |                      |                      |                      |                      |                      |                      |               |                  |  |
| BALANCE SHEET  | FY2021 A             | FY2022 B             | FY2022 A             | FY2023 B             | Oct-2022             | Nov-2022             | Dec-2022             | Jan-2023             | Feb-2023             | 2023 Projection      | 2023 B-2023 P | 2022 A-2023 P    |  |
| Cash & Investments                                       | \$18,444,348         | \$14,793,641         | \$3,769,055          | \$6,453,645          | \$2,455,498          | \$1,469,693          | \$1,405,641          | \$1,271,032          | \$713,831            | \$713,831            | -88.9%        | -81.1%           |  |
| Net Patient Accounts Receivable                          | \$9,674,057          | \$7,158,885          | \$21,059,532         | \$10,065,276         | \$14,766,912         | \$13,856,873         | \$14,459,389         | \$15,407,696         | \$16,470,941         | \$16,470,941         | 63.6%         | -21.8%           |  |
| Due From Third Parties                                   | \$0                  | \$60,289             | \$101,314            | \$87,938             | \$63,460             | \$7,389              | \$119,445            | \$129,149            | \$133,374            | \$133,374            | 51.7%         | 31.6%            |  |
| Risk Reserve Receivable                                  | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  | #DIV/0!       | #DIV/0!          |  |
| Other Current Assets                                     | \$4,489,140          | \$6,903,026          | \$4,402,844          | \$7,353,276          | \$3,922,956          | \$6,313,343          | \$4,246,776          | \$6,373,913          | \$5,352,304          | \$5,352,304          | -27.2%        | 21.6%            |  |
| <b>Current Assets</b>                                    | <b>\$32,607,544</b>  | <b>\$28,915,841</b>  | <b>\$29,332,745</b>  | <b>\$23,960,134</b>  | <b>\$21,208,826</b>  | <b>\$21,647,298</b>  | <b>\$20,231,251</b>  | <b>\$23,181,790</b>  | <b>\$22,670,450</b>  | <b>\$22,670,450</b>  | <b>-5.4%</b>  |                  |  |
| Board Designated Assets                                  | \$59,722,151         | \$51,706,772         | \$52,385,195         | \$53,543,802         | \$53,956,828         | \$53,998,637         | \$54,233,532         | \$54,305,753         | \$54,156,268         | \$54,156,268         | 1.1%          | 3.4%             |  |
| Net, Property, Plant And Equipment                       | \$23,039,014         | \$25,615,994         | \$22,672,548         | \$24,155,989         | \$22,666,262         | \$22,594,891         | \$22,984,591         | \$22,865,683         | \$22,686,749         | \$22,686,749         | -6.1%         | 0.1%             |  |
| Other Long-Term Assets                                   | \$5,642,484          | \$4,675,406          | \$4,707,317          | \$5,675,799          | \$4,903,337          | \$5,074,598          | \$4,917,921          | \$5,077,655          | \$5,000,841          | \$5,000,841          | -11.9%        | 6.2%             |  |
| <b>Assets</b>  | <b>\$121,011,194</b> | <b>\$110,914,014</b> | <b>\$109,097,805</b> | <b>\$107,335,724</b> | <b>\$102,735,254</b> | <b>\$103,315,424</b> | <b>\$102,367,295</b> | <b>\$105,430,881</b> | <b>\$104,514,308</b> | <b>\$104,514,308</b> | <b>-2.6%</b>  | <b>-4.2%</b>     |  |
| Accounts Payable   | \$3,852,944          | \$3,108,249          | \$6,807,016          | \$4,713,463          | \$8,304,788          | \$7,938,679          | \$9,269,524          | \$10,021,361         | \$10,344,875         | \$10,344,875         | 119.5%        | 52.0%            |  |
| Current Liabilities COVID-19                             | \$44,000             | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  | #DIV/0!       | #DIV/0!          |  |
| Salaries, Wages And Payroll Taxes Payable                | \$6,632,123          | \$6,499,422          | \$4,816,898          | \$6,330,036          | \$5,095,036          | \$5,596,480          | \$4,080,694          | \$4,491,058          | \$4,397,434          | \$4,397,434          | -30.5%        | -8.7%            |  |
| Other Third Party Settlements                            | \$2,163,838          | \$1,975,310          | \$2,597,533          | \$2,255,212          | \$255,212            | \$255,212            | \$255,212            | \$255,212            | \$255,212            | \$255,212            | -88.7%        | -90.2%           |  |
| ACO Risk Reserve   | \$460,826            | \$460,826            | \$342,321            | \$205,393            | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  | -100.0%       | -100.0%          |  |
| Other Current Liabilities                                | \$4,386,782          | \$4,573,874          | \$12,078,686         | \$5,122,572          | \$8,130,889          | \$8,568,937          | \$8,508,732          | \$8,948,528          | \$9,671,819          | \$9,671,819          | 88.8%         | -19.9%           |  |
| <b>Current Liabilities</b>                               | <b>\$17,540,513</b>  | <b>\$16,617,681</b>  | <b>\$26,642,454</b>  | <b>\$18,626,676</b>  | <b>\$21,785,926</b>  | <b>\$22,359,309</b>  | <b>\$22,114,163</b>  | <b>\$23,716,159</b>  | <b>\$24,669,340</b>  | <b>\$24,669,340</b>  | <b>32.4%</b>  | <b>-7.4%</b>     |  |
| Long Term Liabilities COVID-19                           | \$8,467,503          | \$2,595,483          | \$3,898,301          | \$0                  | \$3,258,000          | \$2,939,737          | \$2,939,737          | \$2,939,737          | \$2,297,876          | \$2,297,876          | #DIV/0!       | -41.1%           |  |
| Long Term Liabilities                                    | \$15,509,927         | \$15,119,819         | \$11,378,514         | \$13,785,798         | \$14,369,799         | \$12,741,557         | \$14,112,404         | \$13,542,010         | \$13,467,952         | \$13,467,952         | -2.3%         | 18.4%            |  |
| Other Noncurrent Liabilities                             | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  | #DIV/0!       | #DIV/0!          |  |
| <b>Long Term Liabilities</b>                             | <b>\$23,977,430</b>  | <b>\$17,715,301</b>  | <b>\$15,276,815</b>  | <b>\$13,785,798</b>  | <b>\$17,627,807</b>  | <b>\$15,681,294</b>  | <b>\$17,052,141</b>  | <b>\$16,481,747</b>  | <b>\$15,765,829</b>  | <b>\$15,765,829</b>  | <b>14.4%</b>  | <b>3.2%</b>      |  |
| <b>Total Liabilities</b>                                 | <b>\$41,517,943</b>  | <b>\$34,332,982</b>  | <b>\$41,919,269</b>  | <b>\$32,412,474</b>  | <b>\$39,413,733</b>  | <b>\$38,040,603</b>  | <b>\$39,166,303</b>  | <b>\$40,197,906</b>  | <b>\$40,435,169</b>  | <b>\$40,435,169</b>  | <b>24.8%</b>  |                  |  |
| Net Assets   | \$70,924,949         | \$74,759,922         | \$67,770,232         | \$72,836,091         | \$64,763,902         | \$65,925,908         | \$62,999,506         | \$65,603,882         | \$63,971,868         | \$66,234,752         | -9.1%         | -2.3%            |  |
| YTD Change in Net Assets                                 | \$8,568,302          | \$1,821,109          | \$253,213            | \$2,087,118          | -\$1,442,380         | -\$651,087           | \$201,486            | -\$370,908           | \$107,271            | -\$2,155,613         | -203.3%       | -\$951.3%        |  |
| <b>Fund Balance</b>                                      | <b>\$79,493,251</b>  | <b>\$76,581,031</b>  | <b>\$68,023,445</b>  | <b>\$74,923,209</b>  | <b>\$63,321,522</b>  | <b>\$65,274,821</b>  | <b>\$63,200,992</b>  | <b>\$65,232,974</b>  | <b>\$64,079,139</b>  | <b>\$64,079,139</b>  | <b>-14.5%</b> | <b>-5.8%</b>     |  |
| <b>Liabilities and Equities</b>                          | <b>\$121,011,194</b> | <b>\$110,914,013</b> | <b>\$109,942,714</b> | <b>\$107,335,683</b> | <b>\$102,735,255</b> | <b>\$103,315,424</b> | <b>\$102,367,295</b> | <b>\$105,430,880</b> | <b>\$104,514,308</b> | <b>\$104,514,308</b> | <b>-2.6%</b>  | <b>-4.9%</b>     |  |
| <b>Balance Sheet Metrics</b>                             |                      |                      |                      |                      |                      |                      |                      |                      |                      |                      |               | Change in Points |  |
| Days Cash on Hand  | 315.3                | 270.4                | 211.9                | 221.3                | 184.0                | 198.0                | 178.0                | 197.0                | 172.0                | 172.0                | -49.3         | -39.9            |  |
| Debt Service Coverage Ratio                              | 5.2                  | 3.2                  | (1.3)                | 3.8                  | (2.0)                | (4.1)                | (5.8)                | (5.6)                | (5.5)                | (5.5)                | -9.3          | -4.2             |  |
| Long Term Debt to Capitalization                         | 0.2                  | 0.2                  | 0.2                  | 0.2                  | 0.2                  | 0.2                  | 0.2                  | 0.2                  | 0.2                  | 0.2                  | 0.0           | -0.0             |  |
| Days Payable   | 70.7                 | 67.6                 | 100.5                | 68.7                 | 28.4                 | 28.3                 | 30.9                 | 35.5                 | 33.2                 | 33.2                 | -35.5         | -67.4            |  |
| Days Receivable  | 45.5                 | 34.1                 | 99.5                 | 42.0                 | 63.7                 | 59.4                 | 55.4                 | 61.4                 | 55.3                 | 55.3                 | 13.4          | -44.2            |  |

| North Country Hospital                                   |        |        |       |        |                            |                              |          |          |          |          |          |           |
|--|--------|--------|-------|--------|----------------------------|------------------------------|----------|----------|----------|----------|----------|-----------|
| Fiscal Year 2023 YTD Summary                             |        |        |       |        |                            |                              |          |          |          |          |          |           |
| Draft Submission #1 (October 2022 through February 2023) |        |        |       |        |                            |                              |          |          |          |          |          |           |
| Utilization & Staffing                                   |        |        |       |        | 2023 B YTD                 | Oct-2022                     | Nov-2022 | Dec-2022 | Jan-2023 | Feb-2023 | 2023 YTD | 2023 PROJ |
| 2021 A   | 2022 B | 2022 A | 2023B |        |                            |                              |          |          |          |          |          |           |
| <b>Utilization Monthly</b>                               |        |        |       |        | <b>Utilization Monthly</b> |                              |          |          |          |          |          |           |
| Total Average Daily Census                               |        |        |       |        |                            | 18                           | 13       | 21       | 16       | 20       | 17       | 17        |
| Total Admissions   | 2,034  | 2,014  | -     | 1,662  | 693                        | 143                          | 103      | 149      | 137      | 103      | 635      | 1,524     |
| Total Patient Days                                       | 6,172  | 5,894  | -     | 6,125  | 2,552                      | 547                          | 386      | 643      | 495      | 548      | 2,619    | 6,286     |
| Magnetic Resonance Image Proce                           | 1,312  | 1,256  | -     | 1,893  | 789                        | 119                          | 129      | 132      | 123      | 126      | 629      | 1,510     |
| Cat Scan Procedures                                      | 5,563  | 6,241  | -     | 9,078  | 3,783                      | 572                          | 593      | 635      | 591      | 511      | 2,902    | 6,965     |
| Radiology - Diagnostic #                                 | 11,907 | 11,050 | -     | 22,180 | 9,242                      | 1,110                        | 1,037    | 1,197    | 1,125    | 1,063    | 5,532    | 13,277    |
| Emergency Room Visits                                    | 12,277 | 12,006 | -     | 13,870 | 5,779                      | 1,327                        | 1,213    | 1,287    | 1,277    | 1,055    | 6,159    | 14,782    |
| Operating Room Proce                                     | 3,310  | 3,456  | -     | 5,923  | 2,468                      | 233                          | 186      | 237      | 228      | 233      | 1,117    | 2,681     |
| Operating Room Cases                                     | -      | -      | -     | -      | -                          | -                            | -        | -        | -        | -        | -        | -         |
| Physician Office Visits                                  | 48,566 | 47,736 | -     | 41,374 | 17,239                     | 1,724                        | 1,673    | 1,729    | 1,559    | 1,566    | 8,251    | 19,802    |
| Primary Care Visits                                      |        |        |       |        |                            | 2,435                        | 2,524    | 2,441    | 2,540    | 2,709    | 12,649   | 30,358    |
| Specialty Visits   |        |        |       |        |                            | 392                          | 474      | 423      | 488      | 445      | 2,222    | 5,333     |
|  |        |        |       |        | U.1.07%                    |                              |          |          |          |          |          |           |
| <b>Staffing Year to Date</b>                             |        |        |       |        | 0                          | <b>Staffing Year to Date</b> |          |          |          |          |          |           |
| Non MD FTEs  | 428.0  | 441.3  | -     | 454.1  | 2,270.4                    | 412.7                        | 405.6    | 410.5    | 411.8    | 414.8    | 411      |           |
| MLPs   | -      | -      | -     | -      | -                          | -                            | -        | -        | -        | -        |          |           |
| Residents & Fellows                                      | -      | -      | -     | -      | -                          | -                            | -        | -        | -        | -        |          |           |
| Physician FTEs   | 31.2   | 32.7   | -     | 33.7   | 168.3                      | 31                           | 30       | 30       | 31       | 31       | 31       |           |
| Travelers, Travelers MD                                  | -      | -      | -     | -      | -                          | -                            | -        | -        | -        | -        |          |           |

| North Country Hospital   |                     |                      |                     |                     |                     |                     |                     |                      |                      |
|--|---------------------|----------------------|---------------------|---------------------|---------------------|---------------------|---------------------|----------------------|----------------------|
| Fiscal Year 2023 YTD Summary                                   |                     |                      |                     |                     |                     |                     |                     |                      |                      |
| Submission #1 (October 2022 through February 2023)             |                     |                      |                     |                     |                     |                     |                     |                      |                      |
| Payer Mix  | Feb-2023            | 2023 B YTD           | Oct-2022            | Nov-2022            | Dec-2022            | Jan-2023            | Feb-2023            | 2023 YTD             | 2023 PROJ            |
| <b>Total Revenue</b>   | <b>\$20,594,219</b> | <b>\$102,971,095</b> | <b>\$20,655,560</b> | <b>\$19,628,206</b> | <b>\$21,728,687</b> | <b>\$21,343,929</b> | <b>\$20,072,393</b> | <b>\$103,428,775</b> | <b>\$248,229,060</b> |
| Disproportionate Share Payments                                | 60,138              | 300,689              | 60,205              | 60,205              | 60,205              | 60,205              | 60,205              | 301,025              | 722,460              |
| Graduate Medical Education                                     | -                   | -                    | -                   | -                   | -                   | -                   | -                   | -                    | -                    |
| Bad Debt   | (191,277)           | (956,387)            | (698,392)           | (300,263)           | (228,219)           | (138,782)           | 1,651,131           | 285,475              | 685,140              |
| Free Care  | (172,921)           | (864,607)            | (4,688)             | 425                 | (59,376)            | (164,585)           | (45,138)            | (273,362)            | (656,069)            |
| Deductions from Revenue  | (12,993,760)        | (64,968,802)         | (13,685,121)        | (13,219,986)        | (14,164,155)        | (14,202,891)        | (14,364,565)        | (69,636,718)         | (167,128,123)        |
| <b>Net Payer Revenue</b>                                       | <b>7,296,398</b>    | <b>36,481,989</b>    | <b>6,327,564</b>    | <b>6,168,587</b>    | <b>7,337,142</b>    | <b>6,897,876</b>    | <b>7,374,026</b>    | <b>34,105,195</b>    | <b>81,852,468</b>    |
| Fixed Prospective Payments                                     | 863,974             | 4,319,872            | 914,738             | 896,118             | 814,068             | 941,753             | 1,023,778           | 4,590,455            | 11,017,092           |
| Reserves   | -                   | -                    | -                   | -                   | -                   | -                   | -                   | -                    | -                    |
| Other Reform Payments  | 77,474              | 387,368              | 62,404              | 347,432             | 9,239               | 88,874              | 90,239              | 598,188              | 1,435,651            |
| <b>Fixed Prospective Payments and Reserves</b>                 | <b>941,448</b>      | <b>4,707,240</b>     | <b>977,142</b>      | <b>1,243,550</b>    | <b>823,307</b>      | <b>1,030,627</b>    | <b>1,114,017</b>    | <b>5,188,643</b>     | <b>12,452,743</b>    |
| <b>Total Net Payer Revenue &amp; Fixed Prospective Payment</b> | <b>8,237,846</b>    | <b>41,189,228</b>    | <b>7,304,706</b>    | <b>7,412,137</b>    | <b>8,160,449</b>    | <b>7,928,503</b>    | <b>8,488,043</b>    | <b>39,293,838</b>    | <b>94,305,211</b>    |
| <b>Above From the Income Statement</b>                         |                     |                      |                     |                     |                     |                     |                     |                      |                      |
| <b>Medicare</b>  |                     |                      |                     |                     |                     |                     |                     |                      |                      |
| <b>Gross Revenue</b>   | <b>\$9,355,602</b>  | <b>\$46,778,011</b>  | <b>\$9,922,868</b>  | <b>\$8,729,637</b>  | <b>\$9,770,530</b>  | <b>\$9,651,534</b>  | <b>\$8,405,210</b>  | <b>\$46,479,779</b>  | <b>\$111,551,470</b> |
| Disproportionate Share Payments                                | \$0                 | \$0                  | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                  | \$0                  |
| Graduate Medical Education                                     | \$0                 | \$0                  | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                  | \$0                  |
| Bad Debt   | \$0                 | \$0                  | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                  | \$0                  |
| Free Care  | \$0                 | \$0                  | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                  | \$0                  |
| Deductions from Revenue  | -\$6,605,155        | -\$33,025,773        | -\$6,510,198        | -\$5,949,468        | -\$6,970,812        | -\$6,776,691        | -\$5,807,988        | -\$32,015,157        | -\$76,836,377        |
| <b>Net Payer Revenue</b>                                       | <b>\$2,750,448</b>  | <b>\$13,752,238</b>  | <b>\$3,412,670</b>  | <b>\$2,780,169</b>  | <b>\$2,799,718</b>  | <b>\$2,874,843</b>  | <b>\$2,597,222</b>  | <b>\$14,464,622</b>  | <b>\$34,715,093</b>  |
| Fixed Prospective Payments                                     | \$0                 | \$0                  | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                  | \$0                  |
| Reserves - Risk Portion  | \$0                 | \$0                  | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                  | \$0                  |
| Other Reform Payments  | \$0                 | \$0                  | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                  | \$0                  |
| <b>Total Net Payer Revenue &amp; Fixed Prospective Payment</b> | <b>\$2,750,448</b>  | <b>\$13,752,238</b>  | <b>\$3,412,670</b>  | <b>\$2,780,169</b>  | <b>\$2,799,718</b>  | <b>\$2,874,843</b>  | <b>\$2,597,222</b>  | <b>\$14,464,622</b>  | <b>\$34,715,093</b>  |
| <b>Medicaid</b>  |                     |                      |                     |                     |                     |                     |                     |                      |                      |
| <b>Gross Revenue</b>   | <b>\$4,847,098</b>  | <b>\$24,235,489</b>  | <b>\$4,694,295</b>  | <b>\$5,321,597</b>  | <b>\$5,284,126</b>  | <b>\$5,142,662</b>  | <b>\$5,374,310</b>  | <b>\$25,816,990</b>  | <b>\$61,960,776</b>  |
| Disproportionate Share Payments                                | \$0                 | \$0                  | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                  | \$0                  |
| Graduate Medical Education                                     | \$0                 | \$0                  | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                  | \$0                  |
| Bad Debt   | \$0                 | \$0                  | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                  | \$0                  |
| Free Care  | \$0                 | \$0                  | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                  | \$0                  |
| Deductions from Revenue  | -\$4,251,194        | -\$21,255,972        | -\$5,172,533        | -\$5,487,272        | -\$5,068,262        | -\$5,318,783        | -\$4,565,901        | -\$25,612,751        | -\$61,470,602        |
| <b>Net Payer Revenue</b>                                       | <b>\$595,903</b>    | <b>\$2,979,517</b>   | <b>-\$478,238</b>   | <b>-\$165,675</b>   | <b>\$215,864</b>    | <b>-\$176,121</b>   | <b>\$808,409</b>    | <b>\$204,239</b>     | <b>\$490,174</b>     |
| Fixed Prospective Payments                                     | \$863,974           | \$4,319,872          | \$914,738           | \$896,118           | \$814,068           | \$941,753           | \$1,023,778         | \$4,590,455          | \$11,017,092         |
| Reserves - Risk Portion  | \$0                 | \$0                  | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                  | \$0                  |
| Other Reform Payments  | \$77,474            | \$387,368            | \$62,404            | \$347,432           | \$9,239             | \$88,874            | \$90,239            | \$598,188            | \$1,435,651          |
| <b>Total Net Payer Revenue &amp; Fixed Prospective Payment</b> | <b>\$1,537,351</b>  | <b>\$7,686,756</b>   | <b>\$498,904</b>    | <b>\$1,077,875</b>  | <b>\$1,039,171</b>  | <b>\$854,506</b>    | <b>\$1,922,426</b>  | <b>\$5,392,882</b>   | <b>\$12,942,917</b>  |
| <b>Commercial</b>  |                     |                      |                     |                     |                     |                     |                     |                      |                      |
| <b>Gross Revenue</b>   | <b>\$6,391,519</b>  | <b>\$31,957,595</b>  | <b>\$6,038,397</b>  | <b>\$5,576,972</b>  | <b>\$6,674,031</b>  | <b>\$6,549,733</b>  | <b>\$6,292,873</b>  | <b>\$31,132,006</b>  | <b>\$74,716,814</b>  |
| Disproportionate Share Payments                                | \$0                 | \$0                  | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                  | \$0                  |
| Graduate Medical Education                                     | \$0                 | \$0                  | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                  | \$0                  |
| Bad Debt   | -\$191,277          | -\$956,387           | -\$698,392          | -\$300,263          | -\$228,219          | -\$138,782          | \$1,651,131         | \$285,475            | \$685,140            |
| Free Care  | -\$172,921          | -\$864,607           | -\$4,688            | \$425               | -\$59,376           | -\$164,585          | -\$45,138           | -\$273,362           | -\$656,069           |
| Deductions from Revenue  | -\$2,137,411        | -\$10,687,057        | -\$2,002,390        | -\$1,783,246        | -\$2,125,081        | -\$2,107,417        | -\$3,990,676        | -\$12,008,810        | -\$28,821,144        |
| <b>Net Payer Revenue</b>                                       | <b>\$3,889,909</b>  | <b>\$19,449,545</b>  | <b>\$3,332,927</b>  | <b>\$3,493,888</b>  | <b>\$4,261,355</b>  | <b>\$4,138,949</b>  | <b>\$3,908,190</b>  | <b>\$19,135,309</b>  | <b>\$45,924,742</b>  |
| Fixed Prospective Payments                                     | \$0                 | \$0                  | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                  | \$0                  |
| Reserves - Risk Portion  | \$0                 | \$0                  | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                  | \$0                  |
| Other Reform Payments  | \$0                 | \$0                  | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                  | \$0                  |
| <b>Total Net Payer Revenue &amp; Fixed Prospective Payment</b> | <b>\$3,889,909</b>  | <b>\$19,449,545</b>  | <b>\$3,332,927</b>  | <b>\$3,493,888</b>  | <b>\$4,261,355</b>  | <b>\$4,138,949</b>  | <b>\$3,908,190</b>  | <b>\$19,135,309</b>  | <b>\$45,924,742</b>  |
| Disproportionate Share Payments                                | \$60,138            | \$300,689            | \$60,205            | \$60,205            | \$60,205            | \$60,205            | \$60,205            | \$301,025            | \$722,460            |

Question:

Please address the financial performance seen in your quarterly reporting.

Utilization through February of fiscal year 2023 approximated budget. We had a positive variance of .44%. ACO or FPP revenue was over budget by 6.3%. The emergency department continues to drive utilization, but is offset by surgical services, which continues to lag target. We continued to have significant variances in salaries/benefits/travelers of nearly 1.1 million dollars through February. Repairs and maintenance, utilities and depreciation were all under budget for the quarter.

Physician Acquisitions or Transfers: <https://gmcboard.vermont.gov/sites/gmcb/files/files/hospital-budget/Physician%20Transfer%20Schedules%20A%20%26%20B.xls>

FY2020 Budget Guidance: <https://gmcboard.vermont.gov/sites/gmcb/files/FY2020%20Hospital%20Budget%20Guidance%20Final%20as%20of%202019-03-27%20Updated%204%208%2019.pdf>