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Item	FY22 Audited Financials	FY23 Approved Budget	FY23 Budget Amendment	Variance Approved Budget to Amendment
VITL Revenue				
CY20 DVHA	588,345	-	-	-
CY21 DVHA	5,169,139	1,443,338	1,439,054	(4,284)
CY22 DVHA-M&O	3,023,188	3,073,188	3,023,188	(50,000)
CY22 DVHA-DDI	587,769	1,747,799	1,791,034	43,235
<u>CY22 DVHA-BiState</u>	17,500	150,000	432,500	282,500
CY22 DVHA Total	3,628,457	4,970,987	5,246,722	275,735
CY23E DVHA-M&O	-	3,491,106	3,223,188	(267,918)
<u>CY23E DVHA-DDI</u>	-	-	763,496	763,496
CY23E DVHA Total	-	3,491,106	3,986,684	495,578
Public Health Grant Revenue	-	262,500	-	(262,500)
Total State Contracts	9,385,941	10,167,931	10,672,460	504,529
OCV Contract	639,998	430,000	394,167	(35,833)
<b>Total Contracts</b>	<b>10,025,939</b>	<b>10,597,931</b>	<b>11,066,627</b>	<b>468,696</b>
Patient Ping Fees	73,756	72,000	67,776	(4,224)
VITL Direct Fees	121,200	45,000	48,210	3,210
Collective Medical	1,375	2,500	2,500	-
Route Notification Fees	54,134	26,693	53,386	26,693
Total Program Fees	250,466	146,193	171,873	25,680
Misc. Revenue	6,592	9,000	57,680	48,680
<b>Total Revenue</b>	<b>\$ 10,282,997</b>	<b>\$ 10,753,124</b>	<b>\$ 11,296,180</b>	<b>\$ 543,056</b>
VITL Expenses				
Labor Related Expenses				
Labor Cost	2,377,919	2,649,637	2,534,958	(114,679)
Fringe	954,180	1,098,875	983,517	(115,357)
Total Labor Related Expenses	3,332,099	3,748,512	3,518,475	(230,037)
Material/Services				
Network Expenses	419,552	678,797	682,802	4,006
Software	3,106,334	3,308,537	3,252,114	(56,423)
Outside Support	2,060,377	2,107,200	2,706,470	599,270
Education & Outreach	45,488	157,076	150,576	(6,500)
Travel	2,965	30,000	30,000	-
Supplies	9,136	10,850	10,590	(260)
Occupancy	116,318	63,120	63,120	-
Telecom	49,576	44,699	44,699	-
Insurance	94,875	163,190	163,190	-
Other	95,819	50,000	50,000	-
Training/Prof. Develop.	77,804	177,438	345,738	168,300
UFF Contract Costs	97,878	-	93,385	93,385
Loss Provision	108,919	-	-	-
<u>Contingency</u>	-	100,000	70,000	(30,000)
Total Material/Services	6,285,041	6,890,906	7,662,684	771,778
<b>Total All Expenses</b>	<b>\$ 9,617,140</b>	<b>\$ 10,639,418</b>	<b>\$ 11,181,159</b>	<b>\$ 541,741</b>
<b>Change in Net Assets</b>	<b>\$ 665,857</b>	<b>\$ 113,706</b>	<b>\$ 115,020</b>	<b>\$ 1,315</b>
Carry Forward Project Investment		\$ 175,000	\$ 175,000	\$ -
Investment: Rhapsody Redesign		(175,000)	(175,000)	-
Add back CAPEX		(40,000)	(40,000)	-
<b>Adjusted Net Assets</b>	<b>\$ 665,857</b>	<b>\$ 73,706</b>	<b>\$ 75,020</b>	<b>\$ 1,315</b>

	FY22 Audited Financials	FY23 Approved Budget	FY23 Budget Amendment	Variance Approved Budget to Amendment
<b>ASSETS</b>				
Current Assets				
Cash-All Accounts	6,114,430	5,015,274	4,799,252	(216,022)
Accounts Receivable	72,840	670,184	490,923	(179,261)
Unbilled Accounts Receivables	1,796,772	617,684	1,728,543	1,110,859
Prepaid Expenses	112,941	314,549	164,368	(150,181)
<u>Deferred Contract Costs</u>	63,385	-	-	-
<b>Total Current Assets</b>	<b>8,160,368</b>	<b>6,617,691</b>	<b>7,183,086</b>	<b>565,395</b>
Property and Equipment				
Construction in Progress	-	-	-	-
Computer Equipment	298,117	334,228	334,228	-
Furniture & Fixtures	14,644	14,644	14,644	-
<u>Accumulated Depreciation</u>	(246,874)	(257,409)	(257,409)	-
<b>Total Property and Equipment</b>	<b>65,887</b>	<b>91,463</b>	<b>91,463</b>	<b>-</b>
Other Assets				
<u>Security Deposits</u>	3,510	3,510	3,510	-
<b>Total Other Assets</b>	<b>3,510</b>	<b>3,510</b>	<b>3,510</b>	<b>-</b>
<b>Total Assets</b>	<b>8,229,765</b>	<b>6,712,664</b>	<b>7,278,059</b>	<b>565,395</b>
<b>LIABILITIES AND CAPITAL</b>				
Current Liabilities				
Accounts Payable	508,989	948,866	1,047,847	98,981
Accrued Expenses	503,587	417,311	580,334	163,023
Accrued loss provisions	108,919	-	-	-
<u>Deferred Revenue</u>	1,469,791	10,083	10,083	-
<b>Total Current Liabilities</b>	<b>2,591,286</b>	<b>1,376,261</b>	<b>1,638,265</b>	<b>262,004</b>
<u>Unrestricted Assets</u>				
Operating Reserve (4 months of Expenses)	-	-	3,675,997	
Platform Maintenance Reserve	-	-	981,898	
Privacy & Security Reserve	-	-	981,898	
<b>Net Assets-All Unrestricted</b>	<b>5,638,479</b>	<b>5,336,403</b>	<b>5,639,794</b>	<b>303,391</b>
<b>Total Liabilities &amp; Net Assets</b>	<b>8,229,765</b>	<b>6,712,664</b>	<b>7,278,059</b>	<b>565,395</b>

Item	FY22 Audited Financials	FY23 Approved Budget	FY23 Budget Amendment	Variance Approved Budget to Amendment
<b>Collections</b>				
CY21	7,970,280	-		
CY22/23	1,867,517	9,764,485	8,774,111	(990,374)
Public Health Grant	-	210,000	-	(210,000)
OCV Mthly Fee	709,997	430,000	430,000	-
Patient Ping	69,527	72,000	67,776	(4,224)
VITL Direct Fees	121,200	45,000	48,210	3,210
Collective Medical	1,375	2,500	2,500	-
Route Notification Fees	62,193	26,693	53,386	26,693
Interface Development Fees	-	-	-	
Other	23,828	-	-	
Interest	6,592	9,000	57,680	48,680
<b>Total Collections</b>	<b>10,832,510</b>	<b>10,559,678</b>	<b>9,433,664</b>	<b>(1,126,014)</b>
<b>Disbursements</b>				
Major Subcontractors	4,390,201	3,567,887	3,867,522	299,635
Payroll	2,576,636	2,950,233	2,766,204	(184,030)
Fringe Expense	624,321	629,036	583,028	(46,007)
All Other	1,594,887	3,222,116	3,247,089	24,973
Contingency	-	100,000	70,000	(30,000)
Investment Project: Rhapsody	-	175,000	175,000	-
Accrued Expenses paid	-	-	-	-
Capital Projects	3,889	40,000	40,000	-
<b>Total Disbursements</b>	<b>9,189,934</b>	<b>10,684,271</b>	<b>10,748,842</b>	<b>64,571</b>
Starting Cash	4,471,854	5,139,867	6,114,430	
Net Collections/Disbursements	1,642,576	(124,594)	(1,315,178)	(1,190,585)
Ending Cash	6,114,430	5,015,274	4,799,252	

<b>Acronym</b>	<b>Description</b>
ACO	Accountable Care Organization
API	Application Programming Interface
BOD	Board of Directors
CAPEX	Capital expense
CI	Cureous Innovations, for profit subsidiary of Maine HIN, provides Rhapsody and Term Atlas (terminology services) software to VITL
CDC	The Centers for Disease Control and Prevention is the national public health agency of the United States.
CMS	The Centers for Medicare & Medicaid Services, is a federal agency within the United States Department of Health and Human Services.
COLA	Cost of Living Adjustment
CSAC	Counseling Service of Addison County
CY	Calendar Year
DBA	Database Administrator
DVHA	Department of Vermont Health Access
E&O	Errors & Omissions Insurance, professional liability insurance
ECW	EClinical Works, electronic health record (EHR)
EE	Employee
EST	Estimate
FC	Forecast
FHIR	Fast Healthcare Interoperability Resources is a standard describing data formats and elements and an application programming interface for exchanging electronic health records
FHIR STU 3	FHIR Release 3 Standard for Trial Use
FSA	Flexible Spending Account (Health Benefit)
FTE	Full Time Equivalent employee
FY	Fiscal Year
HCI	Health Catalyst, Inc. Provides the legacy VHIE platform
HIE	Health Information Exchange
HIN	HealthInfoNet, operates the health information exchange (HIE) for the State of Maine
HL	Health Language, VITL's current terminology services software provider
HRA	Health reimbursement account
HW	Computer hardware
IMR	Immunization Registry
M&O	Maintenance & Operations
MOO	Mutual of Omaha, VITL's life, ADD, and LTD provider
MPI	Master Patient Index, a database which provides a common registry of patients to bring together patient records from multiple sources
MSSP	Managed Security Service Provider implementation
MVP	MVP Health Care, VITL's health care insurance provider
NCQA	National Committee for Quality Assurance
NEDD	Northeast Delta Dental, VITL's dental provider
NEVRH	Northeastern Vermont Regional Hospital
NWMC	Northwestern Medical Center
OCV	OneCareVermont, an accountable care organization (ACO) operating in Vermont
PTO	Paid Time Off, employee paid leave which incorporates vacation, personal days, sick leave, and holidays
RFP	Request For Proposal
ROS	Return on Sales
SaaS	Software as a Service. A subscription model of purchasing software.
SOV	State of Vermont
SOW	Statement of Work
SW	Software
SWVMC	Southwestern Vermont Medical Center
UVMMC	University of Vermont Medical Center
VHIE	Vermont Health Information Exchange
VCCI	Vermont Chronic Care Initiative
VDH	Vermont Department of Health
VSP	Vision Service Plan, VITL's vision insurance provider
WIP	Work in process
YE	Year end
YTD	Year to Date

<b>Glossary of Column Headings</b>	<b>Description</b>
FY22 Audited Financials	VITL's FY22 (July 1st 2011 - June 30th, 2022) Audited Financial Statements.
FY23 Approved Budget	VITL's FY23 Budget approved by VITL's Board of Directors and the GMCB.
FY23 Budget Amendment	VITL's FY23 amended budget incorporating changes to the CY22 contract , approved by it's Board of Director.
Variance Approved Budget to Amendment	Variance between the FY23 Approved Budget and VITL's most recent estimate, the FY23 Budget Amendment.