

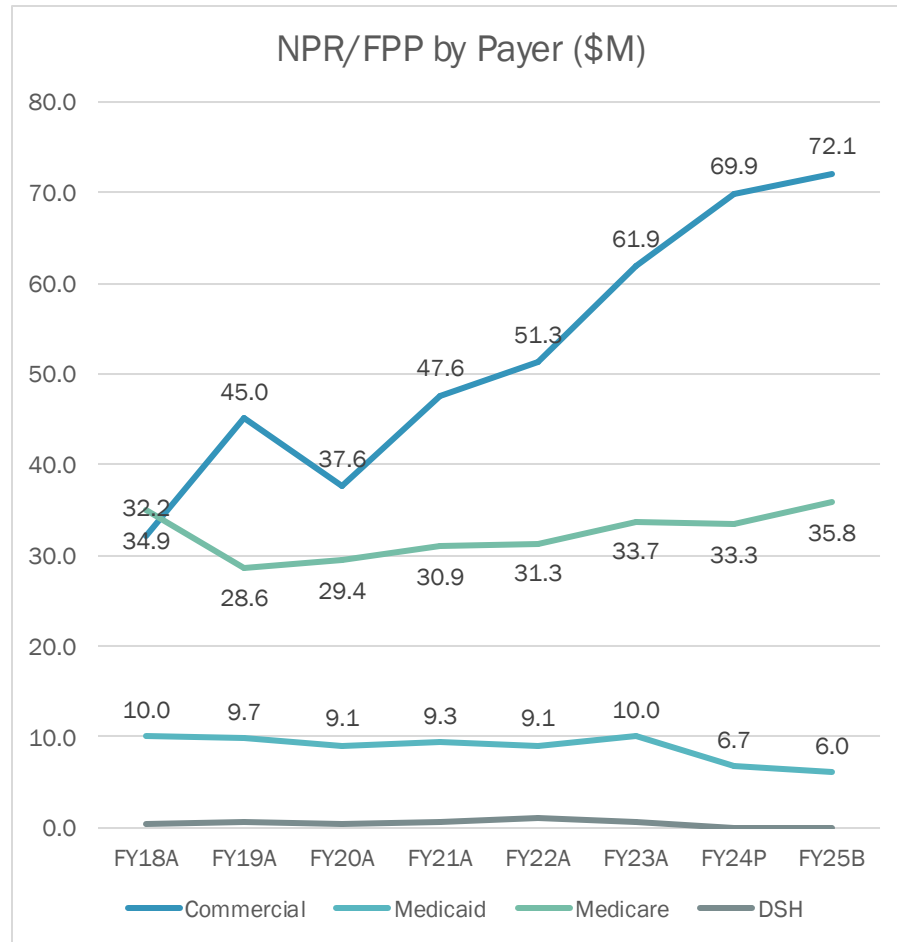
Revenue Trends: Medicare Adv. adjusted for historical reporting

Note: In the FY25 budgets submissions, hospitals were required to report Medicare Advantage (MA) rolling up to Commercial revenue. For some hospitals, this was a change from how they've historically reported MA revenues. The following slides mirror the Revenue Trend slides from the 9/6 and 9/9 staff presentations, however Medicare Advantage has been moved from Commercial to Medicare where necessary for consistency with historical reporting.

For hospitals where the FY24 projected/FY25 submitted MA revenues have been adjusted, a note is included at the bottom of the slide.

Revenue Trends: NPR Growth by Payer

Brattleboro Memorial Hospital



		FY18 Δ	FY19 Δ	FY20 Δ	FY21 Δ	FY22 Δ	FY23 Δ
Commercial	Budget	42.03	41.23	48.22	43.30	44.35	61.94
	Actual	32.20	45.04	37.59	47.65	51.34	61.90
	<i>Budget-to-PY Budget Growth</i>	-	-1.9%	17.0%	-10.2%	2.4%	39.6%
	<i>Actual-to-PY Actual Growth</i>	-	39.9%	-16.5%	26.8%	7.7%	20.6%
Medicaid	Budget	9.86	10.71	9.45	11.27	13.07	9.83
	Actual	9.98	9.74	9.06	9.31	9.05	9.99
	<i>Budget-to-PY Budget Growth</i>	-	8.6%	-11.8%	19.3%	16.0%	-24.8%
	<i>Actual-to-PY Actual Growth</i>	-	-2.5%	-7.0%	2.7%	-2.7%	10.3%
Medicare	Budget	26.47	31.41	29.95	37.71	35.14	33.10
	Actual	34.88	28.63	29.41	30.90	31.33	33.74
	<i>Budget-to-PY Budget Growth</i>	-	18.6%	-4.6%	25.9%	-6.8%	-5.8%
	<i>Actual-to-PY Actual Growth</i>	-	-17.9%	2.7%	5.1%	1.4%	7.7%
DSH	Budget	0.52	0.60	0.53	0.53	0.53	0.62
	Actual	0.54	0.59	0.53	0.63	1.01	0.58
	<i>Budget-to-PY Budget Growth</i>	-	16.8%	-12.1%	0.0%	0.0%	16.3%
	<i>Actual-to-PY Actual Growth</i>	-	8.6%	-9.1%	18.7%	59.6%	-42.2%
Total	Budget	78.88	83.95	88.15	92.80	93.09	105.48
	Actual	77.60	83.99	76.59	88.49	92.73	106.21
	<i>Budget-to-PY Budget Growth</i>	-	6.4%	5.0%	5.3%	0.3%	13.3%
	<i>Actual-to-PY Actual Growth</i>	-	8.2%	-8.8%	15.5%	4.8%	14.5%
	<i>Budget-to-PY Actual Growth</i>		8.2%	4.9%	21.2%	5.2%	13.8%

Revenue Trends: Actual vs. Budgeted NPR

Brattleboro Memorial Hospital

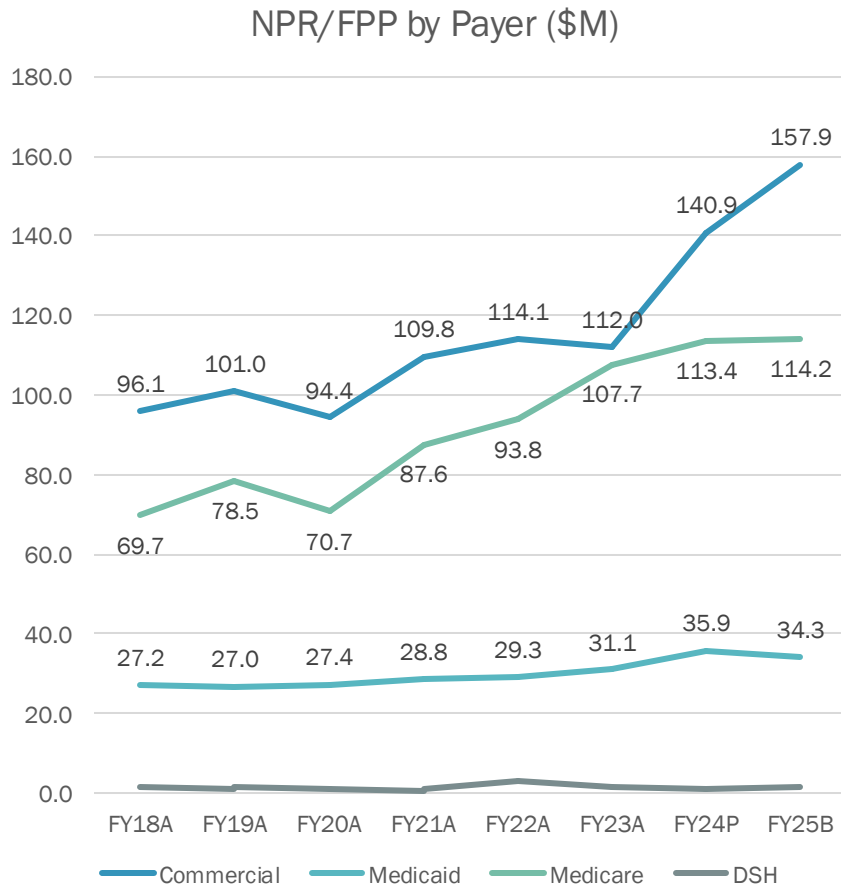


	FY18 Δ		FY19 Δ		FY20 Δ		FY21 Δ		FY22 Δ		FY23 Δ	
Commercial	(9.83)	-23.4%	3.81	9.2%	(10.63)	-22.0%	4.35	10.0%	6.99	15.8%	(0.04)	-0.1%
Medicaid	0.12	1.2%	(0.97)	-9.1%	(0.39)	-4.1%	(1.96)	-17.4%	(4.02)	-30.7%	0.16	1.6%
Medicare	8.41	31.8%	(2.78)	-8.8%	(0.54)	-1.8%	(6.80)	-18.0%	(3.81)	-10.8%	0.64	1.9%
DSH	0.02	4.2%	(0.02)	-3.1%	0.00	0.2%	0.10	19.0%	0.48	90.0%	(0.03)	-5.6%
	(1.28)	-1.62%	0.05	0.06%	(11.55)	-13.10%	(4.31)	-4.65%	(0.36)	-0.39%	0.72	0.69%

Note: *Negative values* reflect over-budgeted revenues (actuals less than budget), positive values, under-budgeted.

Revenue Trends: NPR Growth by Payer

Central Vermont Medical Center



		FY18 Δ	FY19 Δ	FY20 Δ	FY21 Δ	FY22 Δ	FY23 Δ
Commercial	Budget	96.60	101.51	113.31	114.40	127.51	132.93
	Actual	96.09	101.05	94.39	109.77	114.11	112.02
	Budget-to-PY Budget Growth	-	5.1%	11.6%	1.0%	11.5%	4.3%
	Actual-to-PY Actual Growth	-	5.2%	-6.6%	16.3%	4.0%	-1.8%
	Budget-to-PY Actual Growth		5.6%	12.1%	21.2%	16.2%	16.5%
Medicaid	Budget	28.62	28.21	28.80	30.69	32.01	26.24
	Actual	27.18	27.01	27.42	28.79	29.31	31.06
	Budget-to-PY Budget Growth	-	-1.4%	2.1%	6.6%	4.3%	-18.0%
	Actual-to-PY Actual Growth	-	-0.6%	1.5%	5.0%	1.8%	6.0%
	Budget-to-PY Actual Growth		3.8%	6.6%	11.9%	11.2%	-10.5%
Medicare	Budget	71.61	80.17	74.60	89.73	90.13	106.93
	Actual	69.69	78.51	70.73	87.64	93.76	107.69
	Budget-to-PY Budget Growth	-	12.0%	-6.9%	20.3%	0.5%	18.6%
	Actual-to-PY Actual Growth	-	12.7%	-9.9%	23.9%	7.0%	14.9%
	Budget-to-PY Actual Growth		15.0%	-5.0%	26.9%	2.8%	14.1%
DSH	Budget	1.63	1.49	1.33	1.26	1.30	3.14
	Actual	1.63	1.44	1.28	1.15	3.21	1.35
	Budget-to-PY Budget Growth	-	-8.3%	-11.0%	-5.2%	3.4%	140.4%
	Actual-to-PY Actual Growth	-	-11.5%	-11.0%	-10.5%	180.0%	-57.9%
	Budget-to-PY Actual Growth		-8.3%	-7.7%	-1.7%	13.6%	-2.4%
Total	Budget	198.45	211.39	218.04	236.08	250.95	269.23
	Actual	194.59	208.01	193.82	227.35	240.39	252.13
	Budget-to-PY Budget Growth	-	6.5%	3.1%	8.3%	6.3%	7.3%
	Actual-to-PY Actual Growth	-	6.9%	-6.8%	17.3%	5.7%	4.9%
	Budget-to-PY Actual Growth		8.6%	4.8%	21.8%	10.4%	12.0%

Revenue Trends: Actual vs. Budgeted NPR

Central Vermont Medical Center



	FY18 Δ		FY19 Δ		FY20 Δ		FY21 Δ		FY22 Δ		FY23 Δ	
Commercial	(0.51)	-0.5%	(0.46)	-0.5%	(18.93)	-16.7%	(4.63)	-4.0%	(13.40)	-10.5%	(20.91)	-15.7%
Medicaid	(1.44)	-5.0%	(1.21)	-4.3%	(1.38)	-4.8%	(1.91)	-6.2%	(2.70)	-8.4%	4.83	18.4%
Medicare	(1.92)	-2.7%	(1.66)	-2.1%	(3.87)	-5.2%	(2.09)	-2.3%	3.62	4.0%	0.76	0.7%
DSH	-	0.0%	(0.05)	-3.5%	(0.05)	-3.5%	(0.11)	-9.0%	1.91	146.4%	(1.78)	-56.9%
	(3.87)	-1.95%	(3.38)	-1.60%	(24.22)	-11.11%	(8.74)	-3.70%	(10.57)	-4.21%	(17.11)	-6.35%

Note: *Negative values* reflect over-budgeted revenues (actuals less than budget), positive values, under-budgeted.

Revenue Trends: NPR Growth by Payer

Copley Hospital



GREEN MOUNTAIN CARE BOARD



		FY18 Δ	FY19 Δ	FY20 Δ	FY21 Δ	FY22 Δ	FY23 Δ
Commercial	Budget	39.37	42.96	42.66	36.49	48.79	44.57
	Actual	38.26	39.75	41.09	52.51	37.07	41.94
	<i>Budget-to-PY Budget Growth</i>	-	9.1%	-0.7%	-14.5%	33.7%	-8.6%
	<i>Actual-to-PY Actual Growth</i>	-	3.9%	3.4%	27.8%	-29.4%	13.1%
	<i>Budget-to-PY Actual Growth</i>		12.3%	7.3%	-11.2%	-7.1%	20.2%
Medicaid	Budget	6.64	5.71	6.28	9.67	11.64	16.84
	Actual	6.29	6.17	6.30	7.46	15.23	9.83
	<i>Budget-to-PY Budget Growth</i>	-	-14.1%	10.1%	53.9%	20.4%	44.7%
	<i>Actual-to-PY Actual Growth</i>	-	-2.0%	2.2%	18.3%	104.3%	-35.4%
	<i>Budget-to-PY Actual Growth</i>		-9.4%	1.8%	53.4%	56.1%	10.6%
Medicare	Budget	21.25	21.07	23.27	29.58	24.78	34.14
	Actual	20.92	20.61	21.26	24.31	38.28	44.43
	<i>Budget-to-PY Budget Growth</i>	-	-0.8%	10.4%	27.1%	-16.2%	37.8%
	<i>Actual-to-PY Actual Growth</i>	-	-1.5%	3.1%	14.3%	57.5%	16.0%
	<i>Budget-to-PY Actual Growth</i>		0.7%	12.9%	39.1%	1.9%	-10.8%
DSH	Budget	0.76	0.46	0.45	0.46	0.46	0.48
	Actual	0.76	0.46	0.46	0.50	0.79	0.44
	<i>Budget-to-PY Budget Growth</i>	-	-39.5%	-0.9%	0.1%	0.0%	5.9%
	<i>Actual-to-PY Actual Growth</i>	-	-39.5%	-0.7%	10.0%	58.8%	-44.9%
	<i>Budget-to-PY Actual Growth</i>		-39.5%	-0.9%	0.0%	-9.1%	-39.4%
Total	Budget	68.02	70.20	72.66	76.19	85.66	96.03
	Actual	66.23	66.99	69.11	84.77	91.38	96.64
	<i>Budget-to-PY Budget Growth</i>	-	3.2%	3.5%	4.9%	12.4%	12.1%
	<i>Actual-to-PY Actual Growth</i>	-	1.2%	3.2%	22.7%	7.8%	5.8%
	<i>Budget-to-PY Actual Growth</i>		6.0%	8.5%	10.2%	1.0%	5.1%

Note: For FY24P and FY25B, Medicare Advantage was deducted from Commercial and added to Medicare for consistency with historical reporting.

Revenue Trends: Actual vs. Budgeted NPR

Copley Hospital

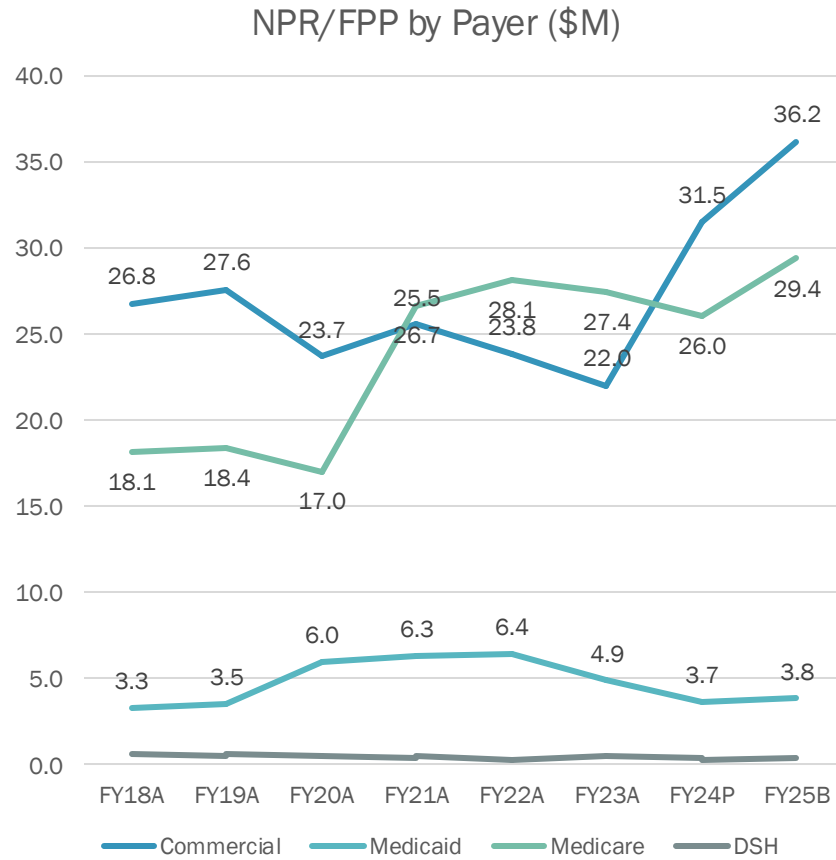


	FY18 Δ		FY19 Δ		FY20 Δ		FY21 Δ		FY22 Δ		FY23 Δ	
Commercial	(1.12)	-2.8%	(3.21)	-7.5%	(1.56)	-3.7%	16.02	43.9%	(11.71)	-24.0%	(2.63)	-5.9%
Medicaid	(0.35)	-5.2%	0.46	8.1%	0.02	0.3%	(2.21)	-22.9%	3.59	30.9%	(7.01)	-41.6%
Medicare	(0.33)	-1.6%	(0.46)	-2.2%	(2.01)	-8.6%	(5.27)	-17.8%	13.50	54.5%	10.28	30.1%
DSH	(0.00)	0.0%	-	0.0%	0.00	0.2%	0.05	10.0%	0.34	74.7%	(0.04)	-9.2%
	(1.80)	-2.64%	(3.21)	-4.57%	(3.55)	-4.88%	8.58	11.26%	5.72	6.68%	0.61	0.63%

*Note: **Negative values** reflect over-budgeted revenues (actuals less than budget), positive values, under-budgeted.*

Revenue Trends: NPR Growth by Payer

Gifford Medical Center



		FY18 Δ	FY19 Δ	FY20 Δ	FY21 Δ	FY22 Δ	FY23 Δ
Commercial	Budget	33.10	31.55	27.83	28.85	27.71	25.28
	Actual	26.79	27.60	23.68	25.55	23.82	22.04
	<i>Budget-to-PY Budget Growth</i>	-	-4.7%	-11.8%	3.7%	-4.0%	-8.8%
	<i>Actual-to-PY Actual Growth</i>	-	3.0%	-14.2%	7.9%	-6.8%	-7.5%
	<i>Budget-to-PY Actual Growth</i>		17.8%	0.8%	21.9%	8.5%	6.1%
Medicaid	Budget	4.86	4.11	5.11	4.28	7.18	4.31
	Actual	3.27	3.51	5.98	6.34	6.44	4.88
	<i>Budget-to-PY Budget Growth</i>	-	-15.5%	24.4%	-16.2%	67.7%	-40.0%
	<i>Actual-to-PY Actual Growth</i>	-	7.2%	70.4%	5.9%	1.6%	-24.3%
	<i>Budget-to-PY Actual Growth</i>		25.5%	45.5%	-28.5%	13.3%	-33.1%
Medicare	Budget	20.91	19.69	18.90	18.42	18.82	28.07
	Actual	18.14	18.39	17.03	26.66	28.12	27.45
	<i>Budget-to-PY Budget Growth</i>	-	-5.8%	-4.0%	-2.6%	2.2%	49.2%
	<i>Actual-to-PY Actual Growth</i>	-	1.4%	-7.4%	56.5%	5.5%	-2.4%
	<i>Budget-to-PY Actual Growth</i>		8.5%	2.8%	8.1%	-29.4%	-0.2%
DSH	Budget	0.65	0.55	0.54	0.54	0.52	0.36
	Actual	0.65	0.55	0.54	0.52	0.30	0.45
	<i>Budget-to-PY Budget Growth</i>	-	-14.1%	-2.6%	-0.8%	-3.0%	-31.2%
	<i>Actual-to-PY Actual Growth</i>	-	-14.1%	-2.4%	-4.0%	-41.7%	48.8%
	<i>Budget-to-PY Actual Growth</i>		-14.1%	-2.6%	-1.1%	-0.1%	17.8%
Total	Budget	59.51	55.89	52.38	52.08	54.22	58.01
	Actual	48.84	50.05	47.23	59.06	58.68	54.81
	<i>Budget-to-PY Budget Growth</i>	-	-6.1%	-6.3%	-0.6%	4.1%	7.0%
	<i>Actual-to-PY Actual Growth</i>	-	2.5%	-5.6%	25.0%	-0.6%	-6.6%
	<i>Budget-to-PY Actual Growth</i>		14.4%	4.7%	10.3%	-8.2%	-1.1%

Note: For FY24P and FY25B, Medicare Advantage was deducted from Commercial and added to Medicare for consistency with historical reporting.

Revenue Trends: Actual vs. Budgeted NPR

Gifford Medical Center

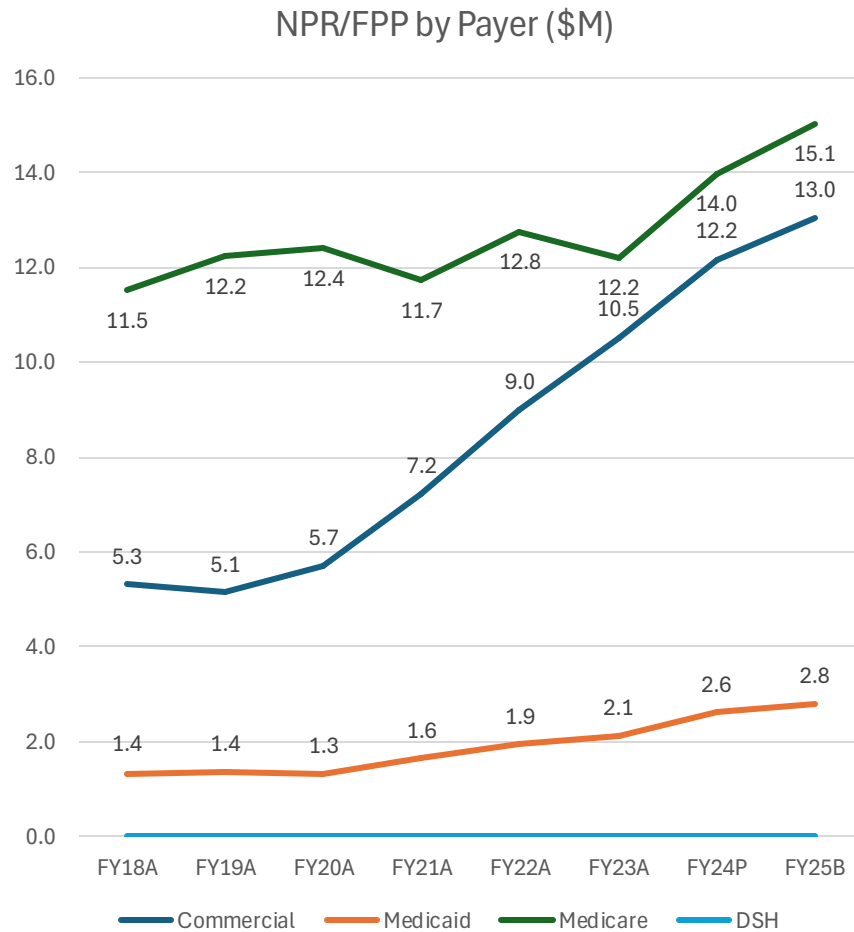


	FY18 Δ		FY19 Δ		FY20 Δ		FY21 Δ		FY22 Δ		FY23 Δ	
Commercial	(6.31)	-19.1%	(3.95)	-12.5%	(4.16)	-14.9%	(3.31)	-11.5%	(3.89)	-14.0%	(3.24)	-12.8%
Medicaid	(1.59)	-32.7%	(0.60)	-14.5%	0.87	17.1%	2.06	48.1%	(0.74)	-10.3%	0.57	13.1%
Medicare	(2.77)	-13.2%	(1.30)	-6.6%	(1.87)	-9.9%	8.24	44.7%	9.30	49.4%	(0.62)	-2.2%
DSH	(0.00)	0.0%	(0.00)	0.0%	0.00	0.3%	(0.02)	-2.9%	(0.22)	-41.6%	0.09	26.3%
	(10.67)	-17.93%	(5.84)	-10.45%	(5.15)	-9.83%	6.98	13.40%	4.46	8.22%	(3.20)	-5.51%

*Note: **Negative values** reflect over-budgeted revenues (actuals less than budget), positive values, under-budgeted.*

Revenue Trends: NPR Growth by Payer

Grace Cottage Hospital



		FY18 Δ	FY19 Δ	FY20 Δ	FY21 Δ	FY22 Δ	FY23 Δ
Commercial	Budget	5.01	5.57	5.55	6.96	7.17	9.28
	Actual	5.30	5.14	5.70	7.21	8.99	10.53
	<i>Budget-to-PY Budget Growth</i>	-	11.2%	-0.4%	25.3%	3.0%	29.6%
	<i>Actual-to-PY Actual Growth</i>	-	-3.1%	10.9%	26.6%	24.6%	17.1%
	<i>Budget-to-PY Actual Growth</i>		5.1%	8.1%	22.0%	-0.7%	3.3%
Medicaid	Budget	1.56	1.49	1.60	1.45	1.52	1.88
	Actual	1.37	1.37	1.31	1.64	1.93	2.12
	<i>Budget-to-PY Budget Growth</i>	-	-4.7%	7.4%	-9.4%	4.5%	23.8%
	<i>Actual-to-PY Actual Growth</i>	-	0.2%	-4.2%	25.1%	17.4%	9.9%
	<i>Budget-to-PY Actual Growth</i>		9.2%	16.9%	10.6%	-7.6%	-2.6%
Medicare	Budget	12.07	12.23	12.81	12.26	13.39	14.22
	Actual	11.52	12.23	12.41	11.73	12.77	12.21
	<i>Budget-to-PY Budget Growth</i>	-	1.3%	4.8%	-4.3%	9.2%	6.2%
	<i>Actual-to-PY Actual Growth</i>	-	6.1%	1.5%	-5.5%	8.9%	-4.4%
	<i>Budget-to-PY Actual Growth</i>		6.1%	4.8%	-1.2%	14.1%	11.3%
DSH	Budget	0.00	0.00	0.00	0.00	0.00	0.00
	Actual	0.00	0.00	0.00	0.00	0.00	0.00
	<i>Budget-to-PY Budget Growth</i>	-					
	<i>Actual-to-PY Actual Growth</i>	-					
	<i>Budget-to-PY Actual Growth</i>						
Total	Budget	18.65	19.29	19.97	20.67	22.07	25.38
	Actual	18.19	18.73	19.43	20.59	23.69	24.86
	<i>Budget-to-PY Budget Growth</i>	-	3.5%	3.5%	3.5%	6.8%	15.0%
	<i>Actual-to-PY Actual Growth</i>	-	3.0%	3.7%	6.0%	15.1%	4.9%
	<i>Budget-to-PY Actual Growth</i>		6.0%	6.6%	6.4%	7.2%	7.1%

Revenue Trends: Actual vs. Budgeted NPR

Grace Cottage Hospital

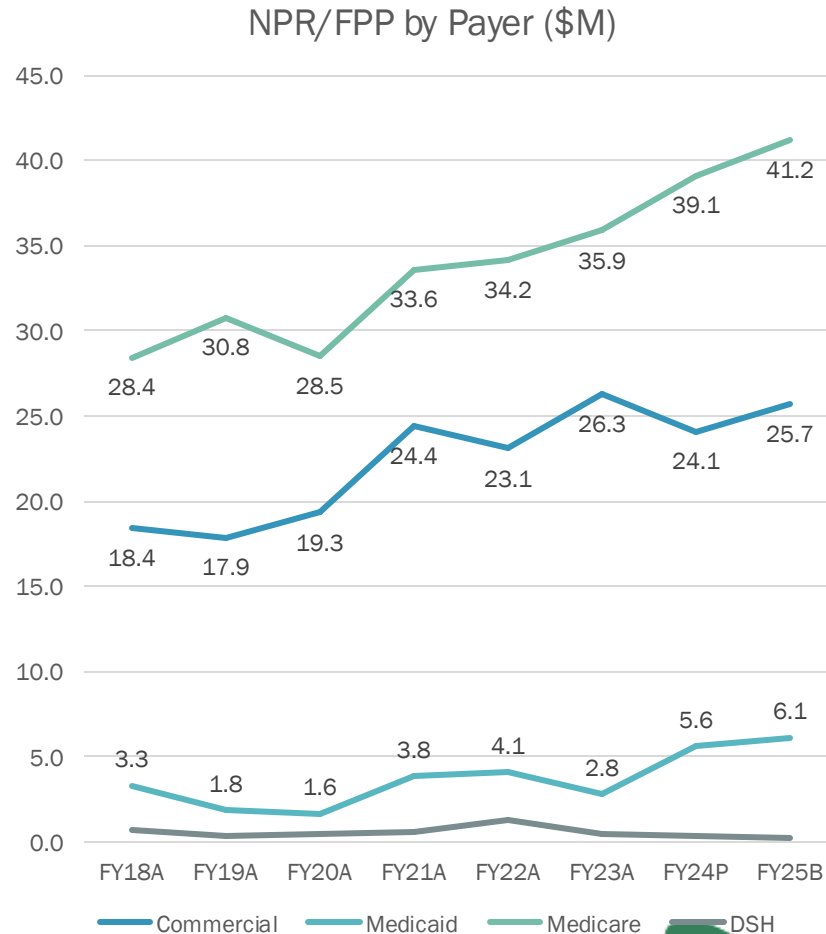


	FY18 Δ		FY19 Δ		FY20 Δ		FY21 Δ		FY22 Δ		FY23 Δ	
Commercial	0.29	5.9%	(0.44)	-7.8%	0.15	2.7%	0.26	3.7%	1.82	25.4%	1.24	13.4%
Medicaid	(0.20)	-12.7%	(0.12)	-8.2%	(0.29)	-18.1%	0.19	13.1%	0.41	27.1%	0.24	12.8%
Medicare	(0.55)	-4.6%	(0.00)	0.0%	(0.40)	-3.1%	(0.53)	-4.3%	(0.62)	-4.6%	(2.00)	-14.1%
DSH	-		-		-		-		-		-	
	(0.46)	-2.44%	(0.56)	-2.89%	(0.54)	-2.72%	(0.08)	-0.39%	1.61	7.31%	(0.52)	-2.04%

*Note: **Negative values** reflect over-budgeted revenues (actuals less than budget), positive values, under-budgeted.*

Revenue Trends: NPR Growth by Payer

Mt. Ascutney Hospital & Health Ctr



		FY18 Δ	FY19 Δ	FY20 Δ	FY21 Δ	FY22 Δ	FY23 Δ
Commercial	Budget	20.77	20.43	18.51	19.74	22.52	25.13
	Actual	18.42	17.88	19.30	24.39	23.09	26.29
	<i>Budget-to-PY Budget Growth</i>	-	-1.6%	-9.4%	6.6%	14.1%	11.6%
	<i>Actual-to-PY Actual Growth</i>	-	-2.9%	8.0%	26.3%	-5.3%	13.9%
	<i>Budget-to-PY Actual Growth</i>		11.0%	3.5%	2.2%	-7.7%	8.8%
Medicaid	Budget	2.92	1.86	4.10	3.46	5.12	5.96
	Actual	3.27	1.82	1.63	3.81	4.07	2.76
	<i>Budget-to-PY Budget Growth</i>	-	-36.1%	120.1%	-15.6%	47.9%	16.4%
	<i>Actual-to-PY Actual Growth</i>	-	-44.2%	-10.6%	133.7%	6.8%	-32.2%
	<i>Budget-to-PY Actual Growth</i>		-43.1%	124.8%	112.2%	34.3%	46.4%
Medicare	Budget	24.31	28.60	30.81	32.67	31.60	34.24
	Actual	28.44	30.80	28.50	33.62	34.16	35.88
	<i>Budget-to-PY Budget Growth</i>	-	17.7%	7.7%	6.1%	-3.3%	8.3%
	<i>Actual-to-PY Actual Growth</i>	-	8.3%	-7.5%	18.0%	1.6%	5.0%
	<i>Budget-to-PY Actual Growth</i>		0.6%	0.0%	14.6%	-6.0%	0.2%
DSH	Budget	0.68	0.30	0.34	0.34	0.40	0.54
	Actual	0.68	0.34	0.45	0.51	1.27	0.42
	<i>Budget-to-PY Budget Growth</i>	-	-56.1%	13.3%	0.0%	17.6%	35.0%
	<i>Actual-to-PY Actual Growth</i>	-	-50.2%	31.0%	15.4%	145.9%	-66.5%
	<i>Budget-to-PY Actual Growth</i>		-56.1%	-0.2%	-23.8%	-22.3%	-57.3%
Total	Budget	48.68	51.20	53.76	56.21	59.64	65.87
	Actual	50.81	50.85	49.88	62.33	62.58	65.35
	<i>Budget-to-PY Budget Growth</i>	-	5.2%	5.0%	4.6%	6.1%	10.4%
	<i>Actual-to-PY Actual Growth</i>	-	0.1%	-1.9%	25.0%	0.4%	4.4%
	<i>Budget-to-PY Actual Growth</i>		0.8%	5.7%	12.7%	-4.3%	5.3%

Revenue Trends: Actual vs. Budgeted NPR

Mt. Ascutney Hospital & Health Ctr



	FY18 Δ		FY19 Δ		FY20 Δ		FY21 Δ		FY22 Δ		FY23 Δ	
Commercial	(2.36)	-11.3%	(2.55)	-12.5%	0.80	4.3%	4.65	23.6%	0.57	2.5%	1.16	4.6%
Medicaid	0.35	12.2%	(0.04)	-2.1%	(2.47)	-60.2%	0.35	10.1%	(1.05)	-20.5%	(3.20)	-53.7%
Medicare	4.13	17.0%	2.20	7.7%	(2.31)	-7.5%	0.94	2.9%	2.55	8.1%	1.64	4.8%
DSH	0.00	0.0%	0.04	13.5%	0.11	31.2%	0.17	51.4%	0.87	216.3%	(0.12)	-21.4%
	2.13	4.37%	(0.35)	-0.68%	(3.87)	-7.21%	6.12	10.89%	2.94	4.93%	(0.52)	-0.78%

*Note: **Negative values** reflect over-budgeted revenues (actuals less than budget), positive values, under-budgeted.*

Revenue Trends: NPR Growth by Payer

North Country Hospital



		FY18 Δ	FY19 Δ	FY20 Δ	FY21 Δ	FY22 Δ	FY23 Δ
Commercial	Budget	42.77	39.35	39.82	41.32	40.83	46.68
	Actual	32.57	37.74	33.65	45.52	32.97	45.30
	<i>Budget-to-PY Budget Growth</i>	-	-8.0%	1.2%	3.8%	-1.2%	14.3%
	<i>Actual-to-PY Actual Growth</i>	-	15.9%	-10.8%	35.3%	-27.6%	37.4%
Medicaid	Budget	11.25	13.07	12.74	12.83	12.96	18.45
	Actual	11.99	12.29	11.83	15.48	15.62	12.74
	<i>Budget-to-PY Budget Growth</i>	-	16.1%	-2.6%	0.8%	1.0%	42.3%
	<i>Actual-to-PY Actual Growth</i>	-	2.5%	-3.7%	30.8%	1.0%	-18.5%
Medicare	Budget	24.64	28.22	30.16	27.67	33.41	33.01
	Actual	31.34	29.72	30.48	31.39	35.75	36.50
	<i>Budget-to-PY Budget Growth</i>	-	14.5%	6.9%	-8.3%	20.7%	-1.2%
	<i>Actual-to-PY Actual Growth</i>	-	-5.2%	2.5%	3.0%	13.9%	2.1%
DSH	Budget	0.40	0.88	0.91	0.91	0.69	0.72
	Actual	0.52	0.89	0.85	0.67	1.37	0.69
	<i>Budget-to-PY Budget Growth</i>	-	117.7%	3.1%	0.0%	-24.3%	5.1%
	<i>Actual-to-PY Actual Growth</i>	-	69.5%	-3.9%	-21.0%	103.4%	-49.5%
Total	Budget	79.07	81.52	83.62	82.74	87.89	98.85
	Actual	76.43	80.63	76.81	93.06	85.71	95.23
	<i>Budget-to-PY Budget Growth</i>	-	3.1%	2.6%	-1.1%	6.2%	12.5%
	<i>Actual-to-PY Actual Growth</i>	-	5.5%	-4.7%	21.2%	-7.9%	11.1%
	<i>Budget-to-PY Actual Growth</i>		6.7%	3.7%	7.7%	-5.6%	15.3%

Note: For FY24P and FY25B, Medicare Advantage was deducted from Commercial and added to Medicare for consistency with historical reporting.

Revenue Trends: Actual vs. Budgeted NPR

North Country Hospital



	FY18 Δ		FY19 Δ		FY20 Δ		FY21 Δ		FY22 Δ		FY23 Δ	
Commercial	(10.20)	-23.9%	(1.61)	-4.1%	(6.17)	-15.5%	4.19	10.1%	(7.86)	-19.3%	(1.38)	-3.0%
Medicaid	0.74	6.5%	(0.78)	-6.0%	(0.90)	-7.1%	2.64	20.6%	2.66	20.5%	(5.71)	-31.0%
Medicare	6.70	27.2%	1.50	5.3%	0.32	1.0%	3.72	13.4%	2.34	7.0%	3.50	10.6%
DSH	0.12	29.4%	0.01	0.8%	(0.06)	-6.1%	(0.23)	-25.8%	0.68	99.3%	(0.03)	-4.2%
	(2.65)	-3.35%	(0.89)	-1.09%	(6.81)	-8.15%	10.32	12.47%	(2.18)	-2.48%	(3.63)	-3.67%

Note: *Negative values* reflect over-budgeted revenues (actuals less than budget), positive values, under-budgeted.

Revenue Trends: NPR Growth by Payer

Northeastern VT Regional Hospital



		FY18 Δ	FY19 Δ	FY20 Δ	FY21 Δ	FY22 Δ	FY23 Δ
Commercial	Budget	36.79	36.87	38.69	39.52	45.22	47.59
	Actual	36.57	37.64	41.46	42.11	51.05	42.84
	Budget-to-PY Budget Growth	-	0.2%	4.9%	2.1%	14.4%	5.2%
	Actual-to-PY Actual Growth	-	2.9%	10.1%	1.6%	21.2%	-16.1%
	Budget-to-PY Actual Growth		0.8%	2.8%	-4.7%	7.4%	-6.8%
Medicaid	Budget	10.41	11.99	12.03	14.62	15.89	16.57
	Actual	11.00	12.12	11.02	17.82	17.27	13.68
	Budget-to-PY Budget Growth	-	15.2%	0.3%	21.5%	8.7%	4.3%
	Actual-to-PY Actual Growth	-	10.2%	-9.1%	61.8%	-3.1%	-20.8%
	Budget-to-PY Actual Growth		9.0%	-0.7%	32.7%	-10.8%	-4.1%
Medicare	Budget	28.81	31.76	35.55	35.47	35.34	44.97
	Actual	29.80	33.96	32.33	30.56	35.38	49.87
	Budget-to-PY Budget Growth	-	10.2%	11.9%	-0.2%	-0.4%	27.3%
	Actual-to-PY Actual Growth	-	14.0%	-4.8%	-5.5%	15.8%	41.0%
	Budget-to-PY Actual Growth		6.6%	4.7%	9.7%	15.6%	27.1%
DSH	Budget	1.08	0.95	0.99	0.92	0.93	0.93
	Actual	1.08	0.96	0.97	0.92	1.96	0.96
	Budget-to-PY Budget Growth	-	-11.4%	3.6%	-6.9%	0.7%	0.0%
	Actual-to-PY Actual Growth	-	-10.8%	1.4%	-5.4%	113.6%	-51.3%
	Budget-to-PY Actual Growth		-11.4%	3.0%	-5.4%	0.7%	-52.8%
Total	Budget	77.08	81.57	87.25	90.53	97.37	110.06
	Actual	78.45	84.68	85.78	91.41	105.67	107.35
	Budget-to-PY Budget Growth	-	5.8%	7.0%	3.7%	7.6%	13.0%
	Actual-to-PY Actual Growth	-	8.0%	1.3%	6.6%	15.6%	1.6%
	Budget-to-PY Actual Growth		4.0%	3.0%	5.5%	6.5%	4.2%

Note: For FY24P and FY25B, Medicare Advantage was deducted from Commercial and added to Medicare for consistency with historical reporting.

Revenue Trends: Actual vs. Budgeted NPR

Northeastern VT Regional Hospital

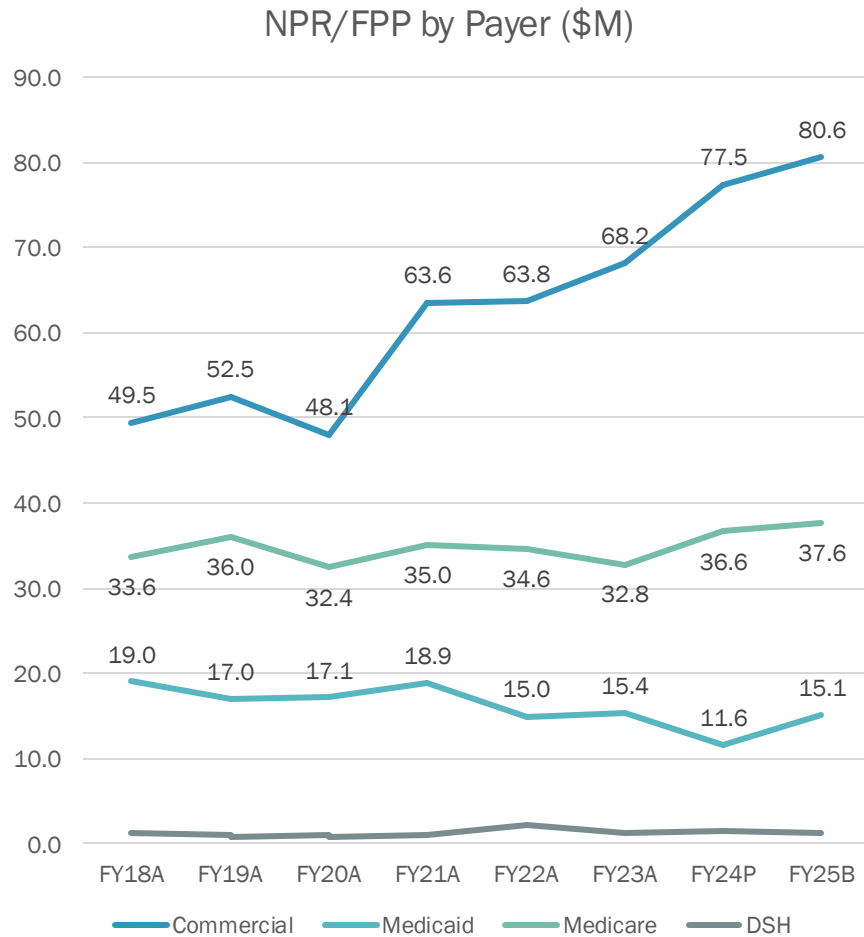


	FY18 Δ		FY19 Δ		FY20 Δ		FY21 Δ		FY22 Δ		FY23 Δ	
Commercial	(0.22)	-0.6%	0.77	2.1%	2.78	7.2%	2.59	6.6%	5.83	12.9%	(4.75)	-10.0%
Medicaid	0.59	5.7%	0.13	1.1%	(1.01)	-8.4%	3.20	21.9%	1.39	8.7%	(2.89)	-17.4%
Medicare	0.99	3.4%	2.21	7.0%	(3.23)	-9.1%	(4.91)	-13.8%	0.04	0.1%	4.90	10.9%
DSH	-	0.0%	0.01	0.6%	(0.02)	-1.5%	0.00	0.0%	1.04	112.1%	0.03	3.3%
	1.37	1.77%	3.12	3.82%	(1.48)	-1.69%	0.88	0.98%	8.30	8.52%	(2.71)	-2.46%

Note: *Negative values* reflect over-budgeted revenues (actuals less than budget), positive values, under-budgeted.

Revenue Trends: NPR Growth by Payer

Northwestern Medical Center



		FY18 Δ	FY19 Δ	FY20 Δ	FY21 Δ	FY22 Δ	FY23 Δ
Commercial	Budget	55.05	54.58	58.08	60.18	65.73	73.53
	Actual	49.48	52.54	48.11	63.61	63.77	68.15
	<i>Budget-to-PY Budget Growth</i>	-	-0.9%	6.4%	3.6%	9.2%	11.9%
	<i>Actual-to-PY Actual Growth</i>	-	6.2%	-8.4%	32.2%	0.3%	6.9%
	<i>Budget-to-PY Actual Growth</i>		10.3%	10.5%	25.1%	3.3%	15.3%
Medicaid	Budget	17.80	19.89	20.50	19.91	15.26	15.75
	Actual	19.03	17.03	17.10	18.91	14.96	15.40
	<i>Budget-to-PY Budget Growth</i>	-	11.8%	3.0%	-2.9%	-23.3%	3.2%
	<i>Actual-to-PY Actual Growth</i>	-	-10.5%	0.4%	10.6%	-20.9%	2.9%
	<i>Budget-to-PY Actual Growth</i>		4.5%	20.3%	16.4%	-19.3%	5.3%
Medicare	Budget	32.00	37.36	37.42	31.17	33.89	30.67
	Actual	33.62	36.01	32.39	35.05	34.59	32.79
	<i>Budget-to-PY Budget Growth</i>	-	16.7%	0.2%	-16.7%	8.7%	-9.5%
	<i>Actual-to-PY Actual Growth</i>	-	7.1%	-10.1%	8.2%	-1.3%	-5.2%
	<i>Budget-to-PY Actual Growth</i>		11.1%	3.9%	-3.8%	-3.3%	-11.3%
DSH	Budget	1.28	0.94	0.93	0.75	1.05	1.14
	Actual	1.19	0.94	0.96	1.03	2.27	1.19
	<i>Budget-to-PY Budget Growth</i>	-	-26.1%	-1.1%	-19.7%	39.7%	8.4%
	<i>Actual-to-PY Actual Growth</i>	-	-21.1%	1.6%	7.5%	120.6%	-47.5%
	<i>Budget-to-PY Actual Growth</i>		-20.9%	-0.9%	-21.7%	1.8%	-50.0%
Total	Budget	106.13	112.77	116.93	112.02	115.93	121.09
	Actual	103.32	106.53	98.56	118.59	115.59	117.53
	<i>Budget-to-PY Budget Growth</i>	-	6.3%	3.7%	-4.2%	3.5%	4.5%
	<i>Actual-to-PY Actual Growth</i>	-	3.1%	-7.5%	20.3%	-2.5%	1.7%
	<i>Budget-to-PY Actual Growth</i>		9.2%	9.8%	13.7%	-2.2%	4.8%

Revenue Trends: Actual vs. Budgeted NPR

Northwestern Medical Center



	FY18 Δ		FY19 Δ		FY20 Δ		FY21 Δ		FY22 Δ		FY23 Δ	
Commercial	(5.57)	-10.1%	(2.03)	-3.7%	(9.97)	-17.2%	3.42	5.7%	(1.95)	-3.0%	(5.38)	-7.3%
Medicaid	1.23	6.9%	(2.86)	-14.4%	(3.40)	-16.6%	(1.00)	-5.0%	(0.30)	-2.0%	(0.36)	-2.3%
Medicare	1.62	5.1%	(1.35)	-3.6%	(5.03)	-13.4%	3.88	12.4%	0.70	2.1%	2.12	6.9%
DSH	(0.08)	-6.5%	(0.00)	-0.2%	0.02	2.5%	0.28	37.2%	1.22	116.7%	0.06	5.0%
	(2.81)	-2.65%	(6.24)	-5.54%	(18.37)	-15.71%	6.57	5.87%	(0.34)	-0.29%	(3.56)	-2.94%

Note: *Negative values* reflect over-budgeted revenues (actuals less than budget), positive values, under-budgeted.

Revenue Trends: NPR Growth by Payer

Porter Medical Center



		FY18 Δ	FY19 Δ	FY20 Δ	FY21 Δ	FY22 Δ	FY23 Δ
Commercial	Budget	41.97	45.55	46.14	46.62	46.60	48.68
	Actual	40.17	42.30	36.93	42.54	43.08	53.66
	<i>Budget-to-PY Budget Growth</i>	-	8.5%	1.3%	1.0%	0.0%	4.5%
	<i>Actual-to-PY Actual Growth</i>	-	5.3%	-12.7%	15.2%	1.3%	24.6%
	<i>Budget-to-PY Actual Growth</i>		13.4%	9.1%	26.2%	9.6%	13.0%
Medicaid	Budget	7.29	7.36	10.27	8.15	9.46	11.25
	Actual	8.78	8.65	7.83	9.41	10.41	10.04
	<i>Budget-to-PY Budget Growth</i>	-	1.1%	39.5%	-20.7%	16.1%	18.9%
	<i>Actual-to-PY Actual Growth</i>	-	-1.5%	-9.5%	20.3%	10.6%	-3.6%
	<i>Budget-to-PY Actual Growth</i>		-16.1%	18.7%	4.0%	0.5%	8.0%
Medicare	Budget	28.28	31.18	30.58	34.57	37.65	44.08
	Actual	30.66	33.51	32.25	39.15	44.41	51.32
	<i>Budget-to-PY Budget Growth</i>	-	10.3%	-1.9%	13.0%	8.9%	17.1%
	<i>Actual-to-PY Actual Growth</i>	-	9.3%	-3.8%	21.4%	13.4%	15.6%
	<i>Budget-to-PY Actual Growth</i>		1.7%	-8.7%	7.2%	-3.8%	-0.7%
DSH	Budget	0.81	0.44	0.50	0.48	0.46	0.45
	Actual	0.74	0.50	0.46	0.42	0.81	0.45
	<i>Budget-to-PY Budget Growth</i>	-	-46.0%	13.4%	-3.9%	-3.7%	-2.1%
	<i>Actual-to-PY Actual Growth</i>	-	-32.3%	-7.3%	-9.0%	92.1%	-44.9%
	<i>Budget-to-PY Actual Growth</i>		-40.6%	-0.5%	3.1%	9.1%	-44.4%
Total	Budget	78.35	84.53	87.49	89.81	94.17	104.46
	Actual	80.35	84.96	77.47	91.52	98.71	115.46
	<i>Budget-to-PY Budget Growth</i>	-	7.9%	3.5%	2.7%	4.9%	10.9%
	<i>Actual-to-PY Actual Growth</i>	-	5.7%	-8.8%	18.1%	7.9%	17.0%
	<i>Budget-to-PY Actual Growth</i>		5.2%	3.0%	15.9%	2.9%	5.8%

Revenue Trends: Actual vs. Budgeted NPR

Porter Medical Center

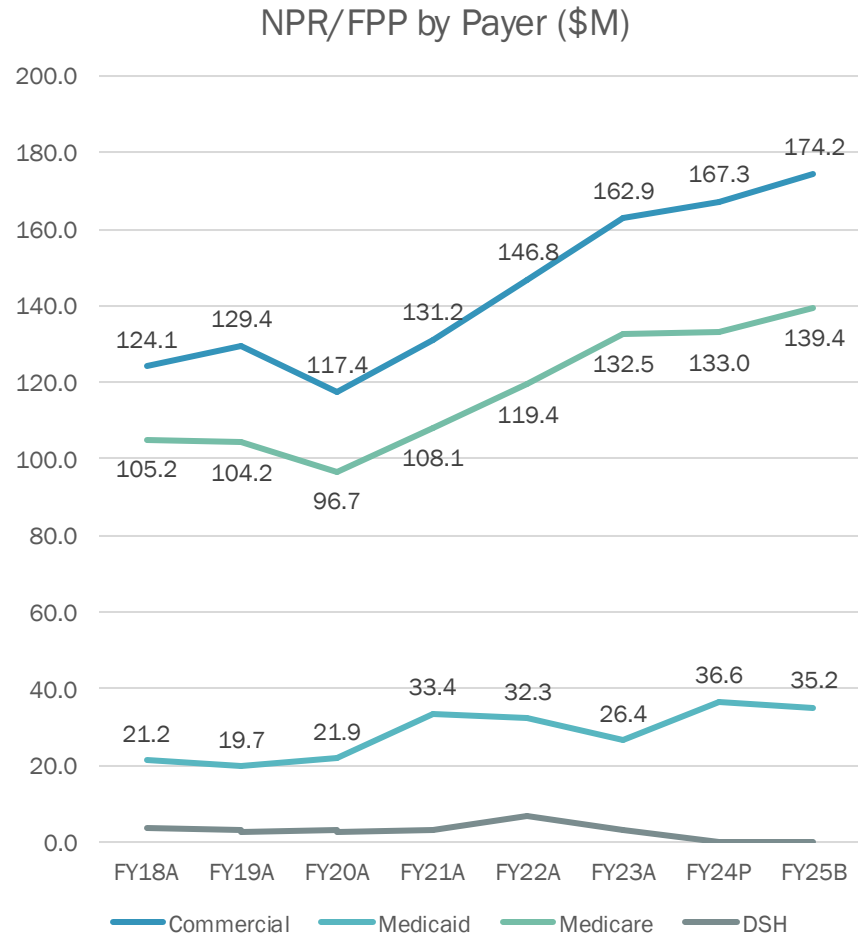


	FY18 Δ		FY19 Δ		FY20 Δ		FY21 Δ		FY22 Δ		FY23 Δ	
Commercial	(1.80)	-4.3%	(3.25)	-7.1%	(9.21)	-20.0%	(4.08)	-8.8%	(3.52)	-7.6%	4.97	10.2%
Medicaid	1.49	20.5%	1.29	17.5%	(2.44)	-23.8%	1.27	15.6%	0.95	10.1%	(1.21)	-10.7%
Medicare	2.39	8.4%	2.33	7.5%	1.67	5.5%	4.58	13.2%	6.76	18.0%	7.24	16.4%
DSH	(0.07)	-9.2%	0.06	14.0%	(0.03)	-6.8%	(0.06)	-11.7%	0.35	76.1%	(0.00)	-0.8%
	2.00	2.55%	0.43	0.51%	(10.01)	-11.45%	1.71	1.90%	4.54	4.83%	11.00	10.53%

Note: *Negative values* reflect over-budgeted revenues (actuals less than budget), positive values, under-budgeted.

Revenue Trends: NPR Growth by Payer

Rutland Regional Medical Center



		FY18 Δ	FY19 Δ	FY20 Δ	FY21 Δ	FY22 Δ	FY23 Δ
Commercial	Budget	130.25	128.29	139.52	127.74	125.85	170.15
	Actual	124.05	129.42	117.42	131.18	146.84	162.85
	<i>Budget-to-PY Budget Growth</i>	-	-1.5%	8.8%	-8.4%	-1.5%	35.2%
	<i>Actual-to-PY Actual Growth</i>	-	4.3%	-9.3%	11.7%	11.9%	10.9%
	<i>Budget-to-PY Actual Growth</i>		3.4%	7.8%	8.8%	-4.1%	15.9%
Medicaid	Budget	24.69	26.36	24.61	23.97	30.48	33.18
	Actual	21.23	19.67	21.85	33.38	32.28	26.42
	<i>Budget-to-PY Budget Growth</i>	-	6.8%	-6.6%	-2.6%	27.2%	8.9%
	<i>Actual-to-PY Actual Growth</i>	-	-7.4%	11.1%	52.7%	-3.3%	-18.1%
	<i>Budget-to-PY Actual Growth</i>		24.1%	25.1%	9.7%	-8.7%	2.8%
Medicare	Budget	92.03	100.98	100.49	92.41	110.60	105.95
	Actual	105.19	104.24	96.73	108.10	119.37	132.53
	<i>Budget-to-PY Budget Growth</i>	-	9.7%	-0.5%	-8.0%	19.7%	-4.2%
	<i>Actual-to-PY Actual Growth</i>	-	-0.9%	-7.2%	11.7%	10.4%	11.0%
	<i>Budget-to-PY Actual Growth</i>		-4.0%	-3.6%	-4.5%	2.3%	-11.2%
DSH	Budget	4.00	3.09	3.17	3.37	3.44	3.34
	Actual	3.76	3.07	3.24	3.35	6.87	3.23
	<i>Budget-to-PY Budget Growth</i>	-	-22.6%	2.6%	6.3%	1.9%	-2.7%
	<i>Actual-to-PY Actual Growth</i>	-	-18.2%	5.5%	3.2%	105.4%	-53.0%
	<i>Budget-to-PY Actual Growth</i>		-17.7%	3.1%	3.9%	2.7%	-51.4%
Total	Budget	250.96	258.72	267.79	247.49	270.36	312.62
	Actual	254.24	256.40	239.26	276.01	305.37	325.04
	<i>Budget-to-PY Budget Growth</i>	-	3.1%	3.5%	-7.6%	9.2%	15.6%
	<i>Actual-to-PY Actual Growth</i>	-	0.9%	-6.7%	15.4%	10.6%	6.4%
	<i>Budget-to-PY Actual Growth</i>		1.8%	4.4%	3.4%	-2.0%	2.4%

Note: For FY24P and FY25B, Medicare Advantage was deducted from Commercial and added to Medicare for consistency with historical reporting.

Revenue Trends: Actual vs. Budgeted NPR

Rutland Regional Medical Center

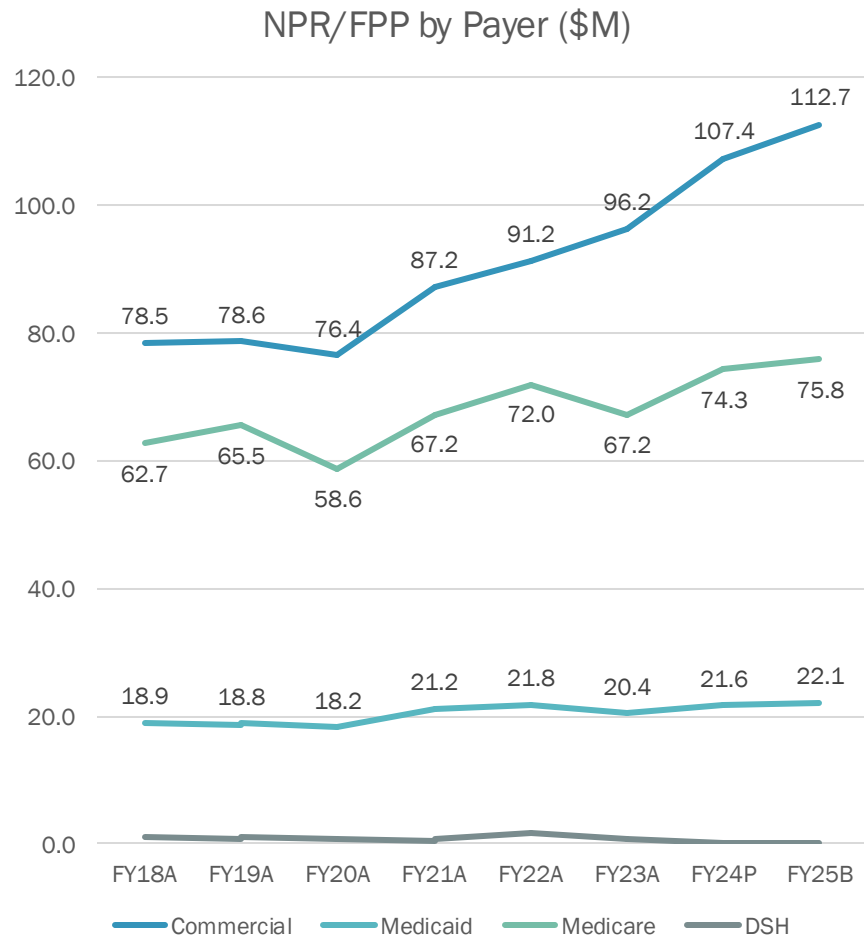


	FY18 Δ		FY19 Δ		FY20 Δ		FY21 Δ		FY22 Δ		FY23 Δ	
Commercial	(6.20)	-4.8%	1.14	0.9%	(22.10)	-15.8%	3.44	2.7%	20.99	16.7%	(7.30)	-4.3%
Medicaid	(3.46)	-14.0%	(6.69)	-25.4%	(2.75)	-11.2%	9.42	39.3%	1.81	5.9%	(6.75)	-20.3%
Medicare	13.17	14.3%	3.25	3.2%	(3.76)	-3.7%	15.68	17.0%	8.77	7.9%	26.58	25.1%
DSH	(0.24)	-6.0%	(0.02)	-0.6%	0.07	2.3%	(0.02)	-0.7%	3.44	100.1%	(0.11)	-3.4%
	3.27	1.30%	(2.32)	-0.90%	(28.53)	-10.65%	28.52	11.52%	35.01	12.95%	12.42	3.97%

*Note: **Negative values** reflect over-budgeted revenues (actuals less than budget), positive values, under-budgeted.*

Revenue Trends: NPR Growth by Payer

Southwestern VT Medical Center



		FY18 Δ	FY19 Δ	FY20 Δ	FY21 Δ	FY22 Δ	FY23 Δ
Commercial	Budget	82.06	83.22	86.76	83.60	92.11	99.81
	Actual	78.48	78.64	76.42	87.15	91.20	96.22
	<i>Budget-to-PY Budget Growth</i>	-	1.4%	4.3%	-3.6%	10.2%	8.4%
	<i>Actual-to-PY Actual Growth</i>	-	0.2%	-2.8%	14.0%	4.6%	5.5%
	<i>Budget-to-PY Actual Growth</i>		6.0%	10.3%	9.4%	5.7%	9.4%
Medicaid	Budget	17.63	18.65	18.70	17.97	18.27	18.34
	Actual	18.94	18.84	18.17	21.19	21.78	20.42
	<i>Budget-to-PY Budget Growth</i>	-	5.8%	0.3%	-3.9%	1.7%	0.4%
	<i>Actual-to-PY Actual Growth</i>	-	-0.5%	-3.6%	16.6%	2.8%	-6.2%
	<i>Budget-to-PY Actual Growth</i>		-1.5%	-0.7%	-1.1%	-13.8%	-15.8%
Medicare	Budget	58.77	62.31	65.98	64.68	66.48	69.94
	Actual	62.66	65.49	58.64	67.24	71.99	67.20
	<i>Budget-to-PY Budget Growth</i>	-	6.0%	5.9%	-2.0%	2.8%	5.2%
	<i>Actual-to-PY Actual Growth</i>	-	4.5%	-10.5%	14.7%	7.1%	-6.7%
	<i>Budget-to-PY Actual Growth</i>		-0.6%	0.7%	10.3%	-1.1%	-2.8%
DSH	Budget	1.04	1.02	0.84	0.84	0.74	0.78
	Actual	1.04	0.98	0.84	0.76	1.77	0.86
	<i>Budget-to-PY Budget Growth</i>	-	-2.1%	-17.9%	0.0%	-12.3%	6.1%
	<i>Actual-to-PY Actual Growth</i>	-	-5.9%	-13.9%	-9.6%	132.4%	-51.2%
	<i>Budget-to-PY Actual Growth</i>		-1.6%	-14.1%	-0.2%	-3.2%	-55.8%
Total	Budget	159.50	165.20	172.28	167.09	177.59	188.87
	Actual	161.12	163.95	154.07	176.34	186.73	184.70
	<i>Budget-to-PY Budget Growth</i>	-	3.6%	4.3%	-3.0%	6.3%	6.4%
	<i>Actual-to-PY Actual Growth</i>	-	1.8%	-6.0%	14.5%	5.9%	-1.1%
	<i>Budget-to-PY Actual Growth</i>		2.5%	5.1%	8.5%	0.7%	1.1%

Revenue Trends: Actual vs. Budgeted NPR

Southwestern VT Medical Center

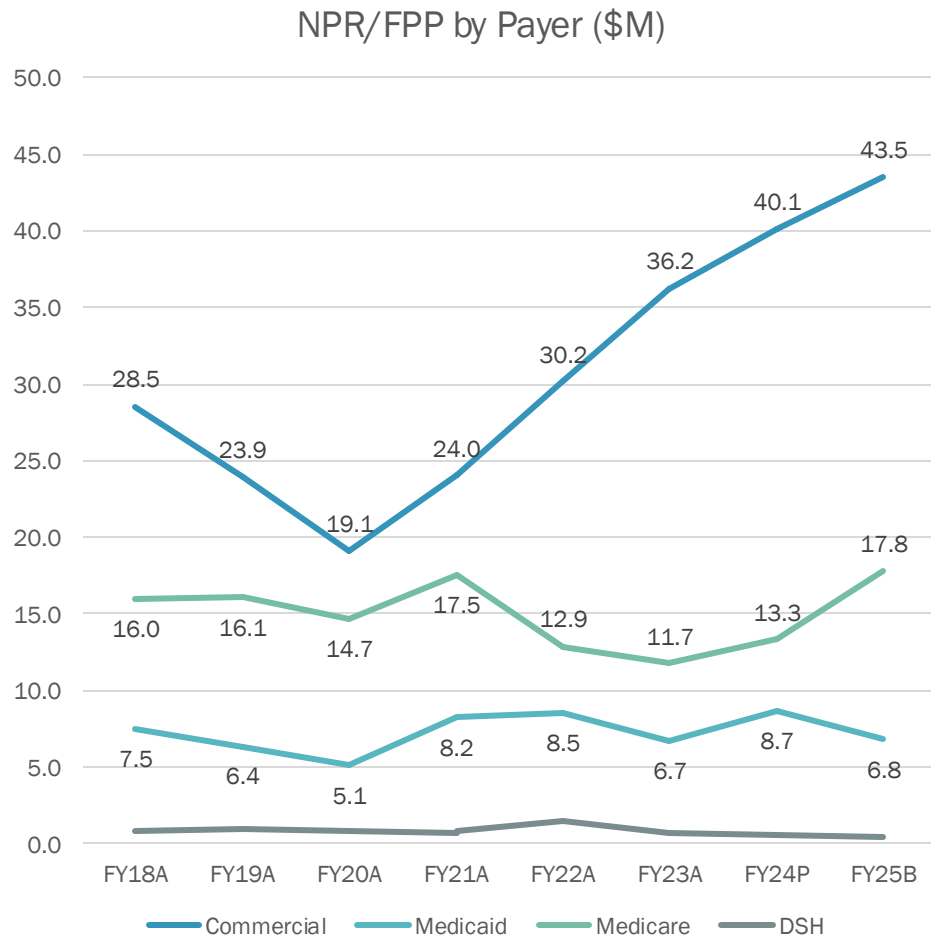


	FY18 Δ		FY19 Δ		FY20 Δ		FY21 Δ		FY22 Δ		FY23 Δ	
Commercial	(3.58)	-4.4%	(4.58)	-5.5%	(10.34)	-11.9%	3.55	4.2%	(0.91)	-1.0%	(3.58)	-3.6%
Medicaid	1.31	7.4%	0.20	1.1%	(0.54)	-2.9%	3.22	17.9%	3.51	19.2%	2.08	11.3%
Medicare	3.90	6.6%	3.17	5.1%	(7.34)	-11.1%	2.56	4.0%	5.51	8.3%	(2.74)	-3.9%
DSH	(0.01)	-0.5%	(0.05)	-4.4%	0.00	0.2%	(0.08)	-9.4%	1.03	140.1%	0.08	10.4%
	1.62	1.01%	(1.25)	-0.76%	(18.22)	-10.57%	9.25	5.54%	9.13	5.14%	(4.17)	-2.21%

*Note: **Negative values** reflect over-budgeted revenues (actuals less than budget), positive values, under-budgeted.*

Revenue Trends: NPR Growth by Payer

Springfield Hospital



	FY18 Δ	FY19 Δ	FY20 Δ	FY21 Δ	FY22 Δ	FY23 Δ
Budget	25.49	25.69	21.95	26.29	27.32	24.15
Actual	28.54	23.93	19.11	24.03	30.17	36.24
Budget-to-PY Budget Growth	-	0.8%	-14.6%	19.7%	3.9%	-11.6%
Actual-to-PY Actual Growth	-	-16.2%	-20.1%	25.7%	25.6%	20.1%
Budget-to-PY Actual Growth	-	-10.0%	-8.3%	37.5%	13.7%	-19.9%
Budget	11.70	11.37	8.80	6.39	6.66	2.93
Actual	7.50	6.37	5.09	8.21	8.51	6.68
Budget-to-PY Budget Growth	-	-2.8%	-22.6%	-27.4%	4.2%	-56.1%
Actual-to-PY Actual Growth	-	-15.0%	-20.1%	61.2%	3.7%	-21.5%
Budget-to-PY Actual Growth	-	51.5%	38.1%	25.4%	-18.9%	-65.6%
Budget	21.31	22.37	17.23	16.92	19.89	28.52
Actual	16.01	16.07	14.70	17.55	12.90	11.74
Budget-to-PY Budget Growth	-	5.0%	-23.0%	-1.8%	17.6%	43.4%
Actual-to-PY Actual Growth	-	0.4%	-8.5%	19.4%	-26.5%	-9.0%
Budget-to-PY Actual Growth	-	39.7%	7.2%	15.1%	13.4%	121.0%
Budget	0.88	1.06	0.90	1.01	0.82	0.75
Actual	0.93	1.02	0.88	0.81	1.48	0.74
Budget-to-PY Budget Growth	-	20.1%	-15.0%	12.1%	-18.3%	-9.0%
Actual-to-PY Actual Growth	-	10.2%	-13.3%	-8.5%	83.5%	-50.4%
Budget-to-PY Actual Growth	-	14.5%	-11.7%	14.2%	1.9%	-49.5%
Budget	59.38	60.49	48.89	50.60	54.69	56.34
Actual	52.98	47.39	39.79	50.59	53.07	55.41
Budget-to-PY Budget Growth	-	1.9%	-19.2%	3.5%	8.1%	3.0%
Actual-to-PY Actual Growth	-	-10.5%	-16.0%	27.1%	4.9%	4.4%
Budget-to-PY Actual Growth	-	14.2%	3.2%	27.2%	8.1%	6.2%

Revenue Trends: Actual vs. Budgeted NPR

Springfield Hospital

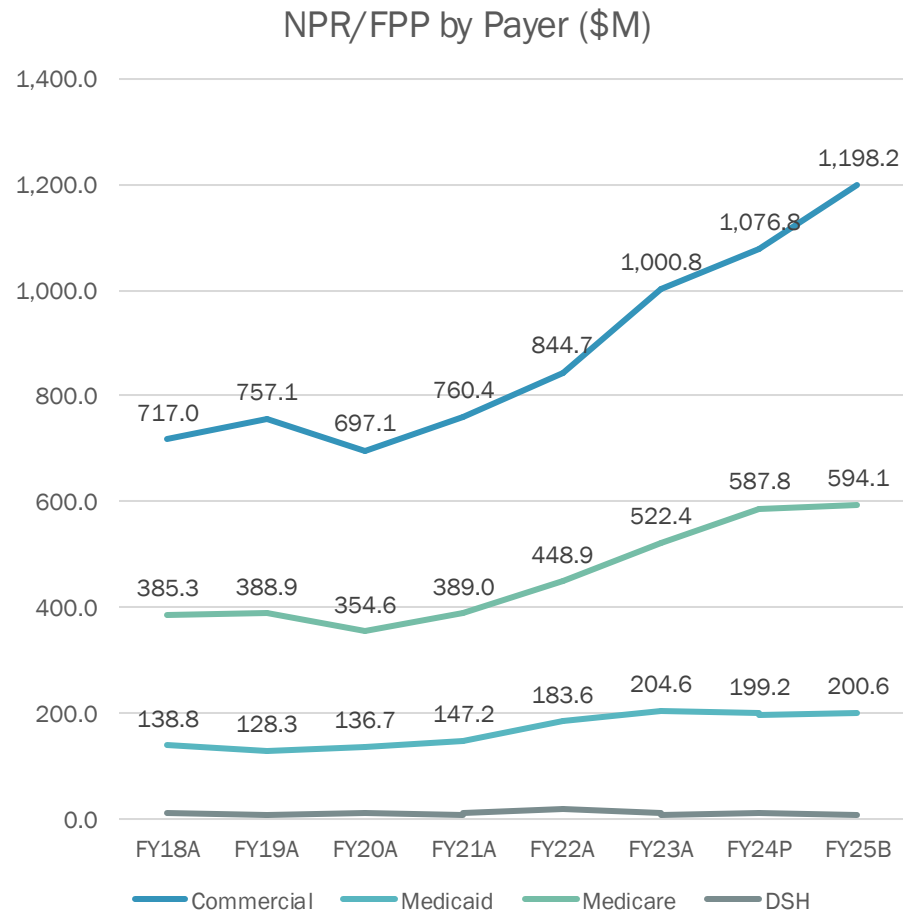


	FY18 Δ		FY19 Δ		FY20 Δ		FY21 Δ		FY22 Δ		FY23 Δ	
Commercial	3.05	12.0%	(1.76)	-6.9%	(2.84)	-12.9%	(2.26)	-8.6%	2.85	10.4%	12.09	50.1%
Medicaid	(4.20)	-35.9%	(4.99)	-43.9%	(3.71)	-42.1%	1.82	28.5%	1.85	27.9%	3.76	128.5%
Medicare	(5.30)	-24.9%	(6.30)	-28.2%	(2.53)	-14.7%	0.63	3.7%	(6.99)	-35.1%	(16.77)	-58.8%
DSH	0.04	5.0%	(0.04)	-3.7%	(0.02)	-1.9%	(0.20)	-19.9%	0.66	80.1%	(0.01)	-1.8%
	(6.40)	-10.77%	(13.09)	-21.65%	(9.10)	-18.61%	(0.01)	-0.02%	(1.62)	-2.97%	(0.94)	-1.66%

Note: *Negative values* reflect over-budgeted revenues (actuals less than budget), positive values, under-budgeted.

Revenue Trends: NPR Growth by Payer

The University of Vermont Medical Center



	FY18 Δ	FY19 Δ	FY20 Δ	FY21 Δ	FY22 Δ	FY23 Δ
Budget	724.59	749.33	804.25	860.55	895.73	1019.14
Actual	716.96	757.08	697.14	760.37	844.67	1000.78
Budget-to-PY Budget Growth	-	3.4%	7.3%	7.0%	4.1%	13.8%
Actual-to-PY Actual Growth	-	5.6%	-7.9%	9.1%	11.1%	18.5%
Budget-to-PY Actual Growth	-	4.5%	6.2%	23.4%	17.8%	20.7%
Budget	130.62	137.06	134.33	130.11	163.27	170.54
Actual	138.79	128.27	136.74	147.16	183.65	204.62
Budget-to-PY Budget Growth	-	4.9%	-2.0%	-3.1%	25.5%	4.5%
Actual-to-PY Actual Growth	-	-7.6%	6.6%	7.6%	24.8%	11.4%
Budget-to-PY Actual Growth	-	-1.2%	4.7%	-4.8%	10.9%	-7.1%
Budget	340.72	376.48	398.19	413.78	438.29	446.03
Actual	385.27	388.90	354.59	388.95	448.90	522.42
Budget-to-PY Budget Growth	-	10.5%	5.8%	3.9%	5.9%	1.8%
Actual-to-PY Actual Growth	-	0.9%	-8.8%	9.7%	15.4%	16.4%
Budget-to-PY Actual Growth	-	-2.3%	2.4%	16.7%	12.7%	-0.6%
Budget	13.72	10.59	11.35	11.21	11.21	23.02
Actual	13.02	10.98	11.26	11.23	20.25	11.19
Budget-to-PY Budget Growth	-	-22.8%	7.2%	-1.2%	0.0%	105.3%
Actual-to-PY Actual Growth	-	-15.6%	2.5%	-0.3%	80.3%	-44.7%
Budget-to-PY Actual Growth	-	-18.6%	3.3%	-0.4%	-0.2%	13.7%
Budget	1209.65	1273.46	1348.13	1415.66	1508.51	1658.73
Actual	1254.04	1285.23	1199.73	1307.72	1497.46	1739.02
Budget-to-PY Budget Growth	-	5.3%	5.9%	5.0%	6.6%	10.0%
Actual-to-PY Actual Growth	-	2.5%	-6.7%	9.0%	14.5%	16.1%
Budget-to-PY Actual Growth	-	1.5%	4.9%	18.0%	15.4%	10.8%

Revenue Trends: Actual vs. Budgeted NPR

The University of Vermont Medical Center



	FY18 Δ		FY19 Δ		FY20 Δ		FY21 Δ		FY22 Δ		FY23 Δ	
Commercial	(7.63)	-1.1%	7.75	1.0%	(107.11)	-13.3%	(100.18)	-11.6%	(51.06)	-5.7%	(18.36)	-1.8%
Medicaid	8.17	6.3%	(8.79)	-6.4%	2.41	1.8%	17.05	13.1%	20.38	12.5%	34.08	20.0%
Medicare	44.55	13.1%	12.41	3.3%	(43.61)	-11.0%	(24.83)	-6.0%	10.61	2.4%	76.40	17.1%
DSH	(0.71)	-5.2%	0.39	3.7%	(0.09)	-0.8%	0.02	0.2%	9.03	80.5%	(11.83)	-51.4%
	44.38	3.67%	11.77	0.92%	(148.40)	-11.01%	(107.94)	-7.62%	(11.04)	-0.73%	80.29	4.84%

Note: *Negative values* reflect over-budgeted revenues (actuals less than budget), positive values, under-budgeted.