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April 11, 2017

VIA EMAIL / ORIGINAL AND TWO COPIES BY OVERNIGHT DELIVERY

Donna Jerry
Senior Health Policy Analyst
Green Mountain Care Board
State of Vermont
89 Main Street
Montpelier, VT 05620-3101

**RE: Docket No. GMCB-004-17con, Proposed Establishment of a 19-Bed
Therapeutic Community Residence (TCR) Treatment Facility for Persons
with Alcohol and Drug Dependency.**

Dear Ms. Jerry:

Enclosed for filing with the Green Mountain Care Board is the original and two copies of OAS, LLC's Certificate of Need Application Subject to Emergency Review for filing in the above-referenced matter. Also enclosed is the original and two copies of the related Verification Under Oath.

Thank you for all of your assistance to date and for the expediency with which you and the Board have addressed this matter.

Sincerely,



Shireen T. Hart

**STATE OF VERMONT
GREEN MOUNTAIN CARE BOARD**

In re:)	
)	
Proposed Establishment of a 19-Bed)	Docket No. GMCB-004-17con
Therapeutic Community Residence)	
(TCR) Treatment Facility for Persons)	
with Alcohol and Drug Dependency)	
)	

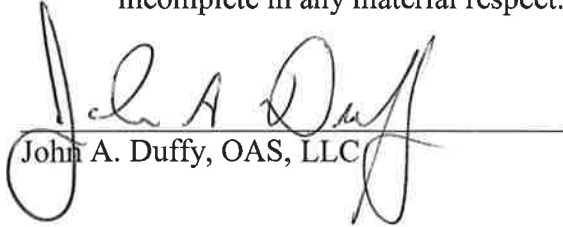
VERIFICATION UNDER OATH

John A. Duffy, being duly sworn, states on oath as follows:


1. My name is John A. Duffy. I am the CEO of OAS, LLC d/b/a Valley Vista. I have reviewed the Certificate of Need application submitted herewith (the "Submission.")
2. Based on my personal knowledge and after diligent inquiry, I attest that the information contained in the Submission is true, accurate, and complete, does not contain any untrue statement of a material fact, and does not omit to state a material fact.
3. My personal knowledge of the truth, accuracy and completeness of the information contained in Submission is based upon either my actual knowledge of the subject information or upon information reasonably believed by me to be true and reliable and provided to me by the individuals identified below in paragraph 4. Each of these individuals has also certified that the information they have provided is true, accurate and complete, does not contain any untrue statement of a material fact and does not omit to state a material fact.
4. The following individuals have provided information or documents to me in connection with the Submission, and each individual has certified, based either upon his or her actual knowledge of the subject information or, where specifically identified in such certification, based on information reasonably believed by the individual to be reliable, that the information or documents provided are true, accurate and complete, do not contain any untrue statement of a material fact, and do not omit to state a material fact:

Richard A. DiStefano

5. In the event that the information contained in the Submission becomes untrue, inaccurate or incomplete in any material respect, I acknowledge my obligation to notify the Green Mountain Care Board and to supplement the Submission as soon as I know, or reasonably should know, that the information or document has become untrue, inaccurate or incomplete in any material respect.


John A. Duffy, OAS, LLC

On April 7, 2017, John A. Duffy appeared before me and swore to the truth, accuracy and completeness of the foregoing.


Notary public
My commission expires 2/10/19

ASHLEY RIEMER
Notary Public - State of Vermont
Orange County
My Comm. Expires Feb. 10, 2019

**STATE OF VERMONT
GREEN MOUNTAIN CARE BOARD**

In re:)	
)	
Proposed Establishment of a 19-Bed)	Docket No. GMCB-004-17con
Therapeutic Community Residence)	
(TCR) Treatment Facility for Persons)	
with Alcohol and Drug Dependency)	
)	

CERTIFICATE OF NEED APPLICATION
SUBJECT TO EMERGENCY REVIEW

Jurisdiction and Emergency Review

On March 2, 2017, OAS, LLC, the Applicant, submitted a Letter of Intent conceding that the Green Mountain Care Board (the "Board") has Certificate of Need jurisdiction to review the proposed project detailed below. The Applicant requested an emergency approval process for the proposed project on the grounds that there was an emergency need in the state of Vermont as a result of the unexpected closure of Maple Leaf Treatment Center ("Maple Leaf") a/k/a Maple Leaf Farm. Maple Leaf had been one of three inpatient drug treatment programs in Vermont. Its 41 beds represented thirty percent (30%) of inpatient drug treatment beds statewide. The closure resulted in the loss of all of its 41 beds for alcohol and chemical dependency treatment, leaving an immediate need in the state to replace these beds.

In a letter dated March 8, 2017, the Board granted emergency review of the project.

Existing program - Valley Vista in Bradford, Vermont

Current operations

The Applicant owns and operates the 80-bed Valley Vista alcohol and chemical dependency treatment center located in Bradford, Vermont ("Valley Vista Bradford"), one of the two remaining inpatient drug treatment programs in Vermont, in the wake of Maple Leaf's closing. Valley Vista Bradford is licensed as a Therapeutic Community Residence. As of March 16, 2017, Valley Vista Bradford had a waiting list of 45 individuals who met the admissions criteria.

Only other provider

Serenity House in Wallingford, Vermont has 24 treatment beds. Upon information and belief, Serenity House may be in the midst of adding a few additional treatment beds to respond to the Maple Leaf closure

State support

The state, specifically, Barbara Cimaglio, Deputy Commissioner, Division of Alcohol and Drug Programs, Vermont Department of Health, approached Valley Vista to determine whether it could help fill the void left by Maple Leaf Treatment 's closing. The Applicant agreed to pursue

the establishment of a 19-bed facility in Vergennes, Vermont, with the possibility to add additional beds at a future date, subject to proper regulatory, licensing and permitting procedures.

New program - Valley Vista in Vergennes, Vermont

Extension of Valley Vista Bradford

The Applicant proposes to use its thirteen years of experience and expertise gained in successfully running Valley Vista Bradford to establish and operate a 19 alcohol and chemical dependency treatment beds, as a licensed Therapeutic Community Residence, out of space located in Vergennes, Vermont ("Valley Vista Vergennes"). The facility is owned by an affiliated company, Vergennes Healthcare LLC. The City of Vergennes has approved the space at this time for 19 treatment beds.

Former use of space

The new space, located at 1 Alden Lane, Vergennes, Vermont, was formerly the Briarwood Nursing Home. After the nursing home closed, Vergennes Healthcare LLC purchased the real and personal property. The property is in almost move-in condition. The Applicant does not expect large, capital expenditures. They will need to add a bathroom and replace flooring in a couple of the rooms. They will also add a camera system in the hallways and a buzzer for the entrance.

Management

The proposed project would be structured as an additional inpatient unit of Valley Vista Bradford. Onsite clinical administration would be provided by a program director located on site, and all clinical, nursing, and administrative functions would be supervised by Valley Vista Bradford management.

Patient base

This program will serve women 18 years of age and older at this time.

Projected start date

The Applicant proposes to start filling the beds on April 17, 2017 in order to relieve the immediate pressure that is being felt in the state of Vermont by the loss of 41 treatment beds.

Inpatient services

There will be a program director and assistant director of nursing on site. The direct patient care staffing to patient ratio would be approximately 1 to 1. The Applicant expects to duplicate the Womens Treatment Program at Valley Vista Bradford. The program is individualized and allows for a variable length of stay of up to 90 days.

Valley Vista Bradford specializes in helping women with co-existing mental health and medical issues. Use of individual and group therapy with the multi-disciplinary team assists in dealing with issues around anxiety, depression, and trauma. Medication management is available as needed. Specialized groups and lectures dealing with these issues occur on a daily basis. The program accepts pregnant women, and, in fact, places the highest priority on admissions of

pregnant, opiate addicted women, in accordance with state mandates. Medical staff will coordinate treatment with outside Obstetrical specialists to manage high risk pregnancies.

Valley Vista detoxification services are provided on site, which enables patient involvement in structured, clinical programs as soon as they are medically cleared. There is a seamless transition to the next level of care which has proven to be vital to patient retention in continued treatment.

Women's services include

- Specialized Opiate Services
- Family Engagement
- Relapse Prevention
- Stress Management
- Psychiatric Services
- Individual Counseling
- Special Variable Topic Groups
- Therapeutic Recreation
- Detoxification
- Dialectical Behavior Therapy
- Yoga
- Meditation
- Seeking Safety
- Psycho-Education Groups
- Spirituality
- Recovery Meetings
- Therapy Dog Services
- Anger Management
- Art Writing Therapy

Outpatient services

Psychiatric services will be provided by Bradford Psychiatric Associates, an affiliated company that also provides these services to Valley Vista Bradford.

Future programming possibilities

The Applicant is open to operating a Medication Assisted Treatment program from Valley Vista Vergennes, at some future date. There is also room for expansion in terms of adding beds. The 19 new beds will be located in the downstairs, leaving approximately 2,300 square feet upstairs. In time, the Applicant anticipates being able to get to 32-34 treatment beds, with proper permits, licenses, etc.

Dietary and housekeeping

All dietary and housekeeping services will be provided by Metz Associates at the same patient per day price as Valley Vista Bradford.

Admissions

Admissions services will be centralized in Valley Vista Bradford.

Patient records

Valley Vista Vergennes will utilize the same EMR (Celerity) that is used in Valley Vista Bradford. Admissions and supervisory staff in Valley Vista Bradford will have access to Valley Vista Vergennes records.

Policies and procedures

All policies and procedures established for Valley Vista Bradford will be duplicated for Valley Vista Vergennes.

Budget

The budget for Valley Vista Vergennes is being duplicated from the 23-bed women's unit in Valley Vista Bradford. The reason the budget at the 19-bed facility is the same as the 23-bed Women's Treatment Program is the need to hire 2-3 additional administrative personnel for reception, to process paperwork and address patient records.

State health care expenditures

This project will not add to the State's expenditures. First, there is a reduction from 3 programs (in terms of ownership) to 2 programs, so there is a savings on administrative expenses. Second, the Applicant and the Vermont Department of Health have reached an agreement. The Applicant will receive the same per diem amount and grant dollars from the State that Maple Leaf was receiving.

Financials

Overview

The Valley Vista Vergennes project involves a minimal outlay of capital and start-up funds and is cash positive within the first month of operation. The reason for this is the building and land are owned by an affiliated company, Vergennes Healthcare LLC (VHC), which has the same ownership as OAS LLC (Valley Vista).

As a result, the building, utility, insurance, and property tax expenditures for the proposed project do not represent cash outlays for the combined companies under the OAS LLC umbrella. These expenses have been funded to date by VHC.

Administrative management of the new program will be provided by the existing management team for Valley Vista Bradford, with virtually no increase from current costs. Therefore, any management fee allocations to the Valley Vista Vergennes project will be offset by savings in Valley Vista Bradford and will not represent increased costs to the project.

Eliminating all management fee allocations, rent, property tax, liability insurance, and utilities from the Valley Vista Vergennes budget results in net income of \$352,360 in 2017 and \$635,070 in 2018. These amounts should not be viewed at profit because a large portion

of these amounts represents the elimination of losses that have occurred to date as a result of the Vergennes facility being vacant.

Funding

This project will be funded by current operations in Bradford. The 2016 preliminary financial statements show sufficient profit to fund this expansion. In 2015 and 2016 \$473,227 of the accumulated expenditures on the vacant Vergennes facility were funded in the same manner. The projected 2017 and 2018 Valley Vista Bradford profit is sufficient to fund any losses or contingencies that might occur.

Cash Flow

Cash flow projections have not been included due to the time constraints in filing the application and the inherent inaccuracy of any projections made at this point. Historically, we know that cash flow closely mirrors net income for facility operations because accounts payable and accounts receivable balances substantially offset each other.

Future Years Financial Data

No financial data is provided for years 2019 and beyond since both facilities will be at functional capacity in 2018. Our expectations are that without expansion or rate increases 2019 and beyond will mirror 2018 with improved payer revenue mix offsetting inflationary costs increases (2-3 %.)

Statutory criteria set forth in 18 V.S.A. § 9437

A certificate of need shall be granted if the applicant demonstrates and the board finds that:

(1) the application is consistent with the health resource allocation plan;

The Health Resource Allocation Plan (HRAP) identifies needs in Vermont's health care system, resources to address those needs, and priorities for addressing them on a statewide basis. 18 V.S.A. § 9437(1).

CON STANDARD 4.4: Applications involving substance abuse treatment services shall include an explanation of how such proposed project is consistent with the Department of Health's recommendations concerning effective substance abuse treatment or explain why such consistency should not be required.

Deputy Commissioner Barbara Cimaglio for the Alcohol and Drug Abuse Programs ("ADAP") submitted a letter dated March 8, 2017 to the Board stating that ADAP feels that the proposed project is "the best possible approach to help . . . address the current crisis in [the] treatment network." (**Attachment 1**).

Based on the representations of Deputy Commissioner Cimaglio, the Applicant submits that this project is consistent with the relevant HRAP standards and therefore satisfies the first criterion of Section 9437.

(2) the cost of the project is reasonable, because:

(A) the applicant's financial condition will sustain any financial burden likely to result from completion of the project;

For the sake of evaluating the fiscal feasibility of this facility, the Applicant has included in its budget a management fee in the amount of \$147,416 and 186,067 for 2017 and 2018, respectively. This fee is an allocation of administrative expenses for budget purposes only. Since this is an allocation of expenses that are currently being incurred in Bradford, they do not represent additional cash expenditures for the combined facilities.

Further, Vergennes Healthcare, an affiliated company, owns the building and will charge rents in the amount of \$110,000 in 2017 and \$181,800 in 2018. Valley Vista Vergennes will also pay property taxes, liability insurance, heat and electrical expenses, under a triple net lease, totaling \$44,250 in 2017 and \$60,380 in 2018. These expenses are currently being absorbed by Vergennes Healthcare and funded through current operations at Valley Vista Bradford.

Essentially, this means that Valley Vista Vergennes could show losses of up to \$267,363 in 2017 and \$428,247 in 2018 and still be cash neutral for the combined organizations. The Applicant projects losses at Valley Vista Vergennes of \$21,931 for fiscal year 2017 and profit in the approximate amount of \$35,306 in fiscal year 2018.

(B) the project will not result in an undue increase in the costs of medical care. In making a finding under this subdivision, the board shall consider and weigh relevant factors, including:

(i) the financial implications of the project on hospitals and other clinical settings, including the impact on their services, expenditures, and charges;

(ii) whether the impact on services, expenditures, and charges is outweighed by the benefit of the project to the public; and

Per agreement with the Department of Health, Valley Vista Vergennes will be paid the same grant amount for uninsured Vermonters that previously was paid to Maple Leaf. This means that Valley Vista Vergennes will not increase state expenditures. In addition, inpatient alcohol and chemical dependency treatment programs provide relief to other clinical settings, such as hospital emergency departments. It is not expected that this project will have any negative financial implications on other health care settings.

Even if one were to argue that there is a negative impact on services, expenditures and/or charges, which there is not, the benefit of the project to the public in terms of offering treatment beds for the current crisis far outweighs any such impact.

(C) less expensive alternatives do not exist, would be unsatisfactory, or are not feasible or appropriate;

At this time, the only alternative is in the form of a few beds being added at the Serenity House in Wallingford. As Deputy Commissioner Cimaglio stated in her letter to the Board,

Since Valley Vista has provided this same type and level of care in their Bradford, VT program, we know the quality of their program and are ensured that they can begin delivering care as soon as the facility is prepared and they have staff hired. The usual start-up time required with a new provider would not be as significant because of Valley Vista's extensive experience. They are already familiar with our and DDAIL's regulations and are prepared to meet all those requirements prior to opening. Thus, we feel this is the best possible approach to help us address the current crisis in our treatment network.

(3) there is an identifiable, existing, or reasonably anticipated need for the proposed project which is appropriate for the applicant to provide;

As confirmed by Barbara Cimaglio in her March 8, 2017 letter, there is an identifiable, existing need for the proposed project which is appropriate for the Applicant to provide.

I am writing to indicate our strong support for the treatment facility proposed for 1 Alden Place in Vergennes, VT. The plans for this facility would provide residential treatment for 19 patients with primary substance use disorders.

There is a high degree of urgency for our Department to address replacement of the treatment capacity that was lost recently when Maple Leaf Treatment Center closed its doors. They provided treatment to 41 patients at their site in Underhill, VT. The proposed Vergennes facility would replace services for half of that number, which ensures that we would not have even longer wait times for this level of care.

As already set forth above, Deputy Cimaglio spoke to the Applicant's appropriateness to fill this void in the same letter dated March 8, 2017.

(4) the project will improve the quality of health care in the state or provide greater access to health care for Vermont's residents, or both;

Given the need for alcohol and chemical dependency treatment beds, as acknowledged by Barbara Cimaglio, and the acknowledged track record of the Applicant, it is submitted that the facility in Vergennes will improve the quality of health care in the state and also provide greater access to health care than currently exists due to Maple Leaf's closure.

(5) the project will not have an undue adverse impact on any other existing services provided by the applicant;

The project will not have an undue impact on any existing services provided at Valley Vista Bradford. The Applicant has already identified hires to fill the newly created positions. Several of the potential hires previously worked at Maple Leaf and are already trained in large part. The Applicant has the financial means to weather the ups and downs of getting the new program up and running. As discussed, the anticipate covering losses through the management fee that is budgeted between the two programs.

(6) the project will serve the public good;

The project will serve the public good in that a current provider in the state of Vermont with a proven track record in the treatment of alcohol and drug dependency has agreed to step in and fill part of the void left by the loss of 41 treatment beds. See letter from Barbara Cimaglio (Attachment 1).

(7) the applicant has adequately considered the availability of affordable, accessible patient transportation services to the facility; and

There is available and affordable transportation from both Addison County and Chittenden County to the vicinity of the proposed project.

(8) if the application is for the purchase or lease of new health care information technology, it conforms with the health information technology plan established under section 9351 of this title.

The Applicant does not propose the purchase of health information technology, and therefore 18 V.S.A. § 9437(8) is not relevant to this application.

Attachments

Attachment No.	Description
1	Letter from Deputy Commission Barbara Cimaglio, March 8, 2017
2	Valley Vista Bradford organizational chart
3	Valley Vista Vergennes organizational chart
4	2013-2016, Valley Vista Bradford Income (Profit and Loss) Statement
5	2013-2016, Valley Vista Bradford Balance Sheet
6	2017-2018 Valley Vista Vergennes Income Statement
7	2017-2018 Valley Vista Vergennes Census Patient Days & Revenue
8	2017-2018 Total Facility Payroll and Fringe Benefits
9	2017-2018 Valley Vista Vergennes Salaries and Wage Detail
10	2017-2018 Valley Vista Vergennes Staffing Model
11	2017-2018 Valley Vista Vergennes Program Expenses
12	2017-2018 Valley Vista Vergennes Medical Expenses
13	2017-2018 Valley Vista Vergennes Nursing Expenses
14	2017-2018 Valley Vista Vergennes Nursing Expenses
15	2017-2018 Valley Vista Vergennes Administrative Expenses
16	2017-2018 Valley Vista Bradford Income Statement
17	2017-2018 Valley Vista Bradford Revenue Projections Statement
18	GMCB Financial Table 1 (Project Costs)
19	GMCB Financial Table 2 (Financing Arrangement)

ATTACHMENT 1



State of Vermont
Department of Health
Commissioner's Office
108 Cherry Street • PO Box 70
Burlington, Vermont 05402
HealthVermont.gov

[phone] 802-863-7280

Agency of Human Services

March 8, 2017

Donna Jerry
Senior Health Policy Analyst
Green Mountain Care Board
89 Main St., City Center
Montpelier, VT 05620

Subject: Valley Vista – Proposed Vergennes Residential Treatment Facility

Dear Donna;

I am writing to indicate our strong support for the treatment facility proposed for 1 Alden Place in Vergennes, VT. The plans for this facility would provide residential treatment for 19 patients with primary substance use disorders.

There is a high degree of urgency for our Department to address replacement of the treatment capacity that was lost recently when Maple Leaf Treatment Center closed its doors. They provided treatment to 41 patients at their site in Underhill, VT. The proposed Vergennes facility would replace services for half of that number, which ensures that we would not have even longer wait times for this level of care.

Since Valley Vista has provided this same type and level of care in their Bradford, VT program, we know the quality of their program and are ensured that they can begin delivering care as soon as the facility is prepared and they have staff hired. The usual start-up time required with a new provider would not be as significant because of Valley Vista's extensive experience. They are already familiar with our and DDAIL's regulations and are prepared to meet all those requirements prior to opening. Thus, we feel this is the best possible approach to help us address the current crisis in our treatment network.

We appreciate your prompt attention to Valley Vista's CON application. If you have any questions that I can help with, please feel free to contact me.

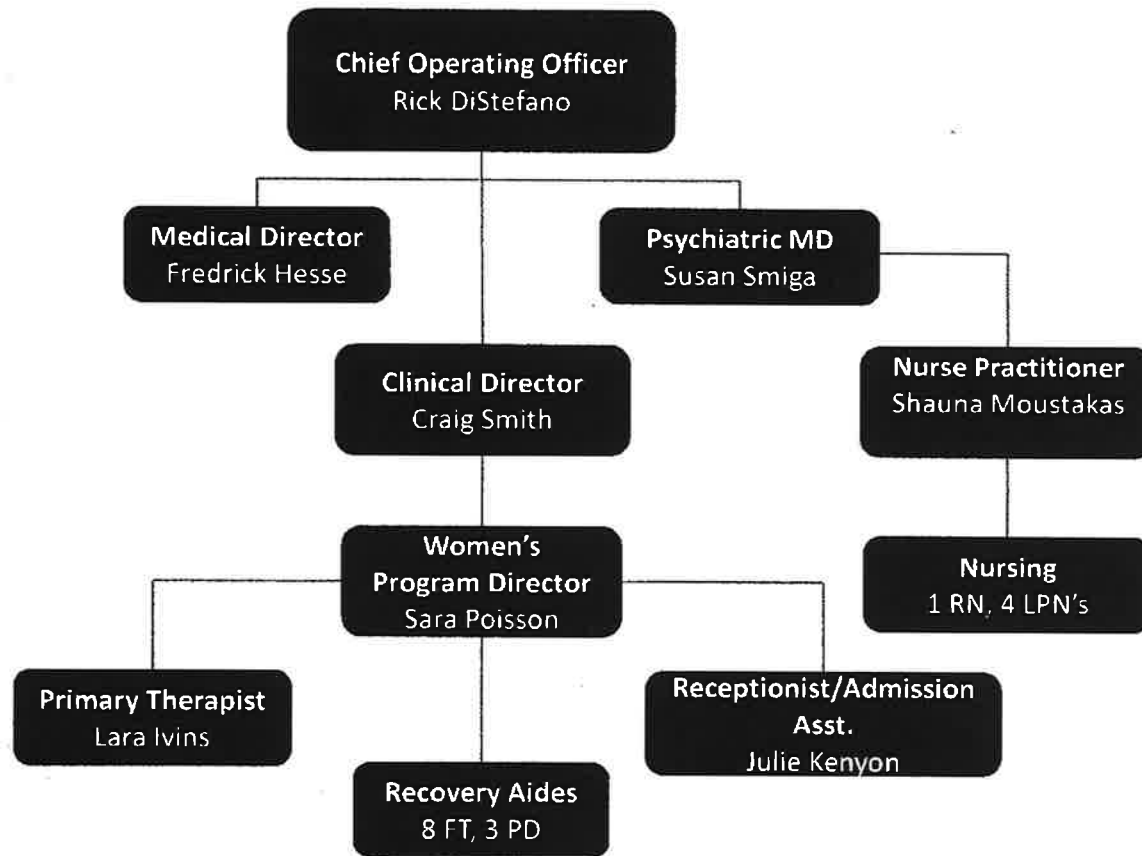
Sincerely,

Barbara Cimaglio
Deputy Commissioner
Alcohol and Drug Abuse Programs



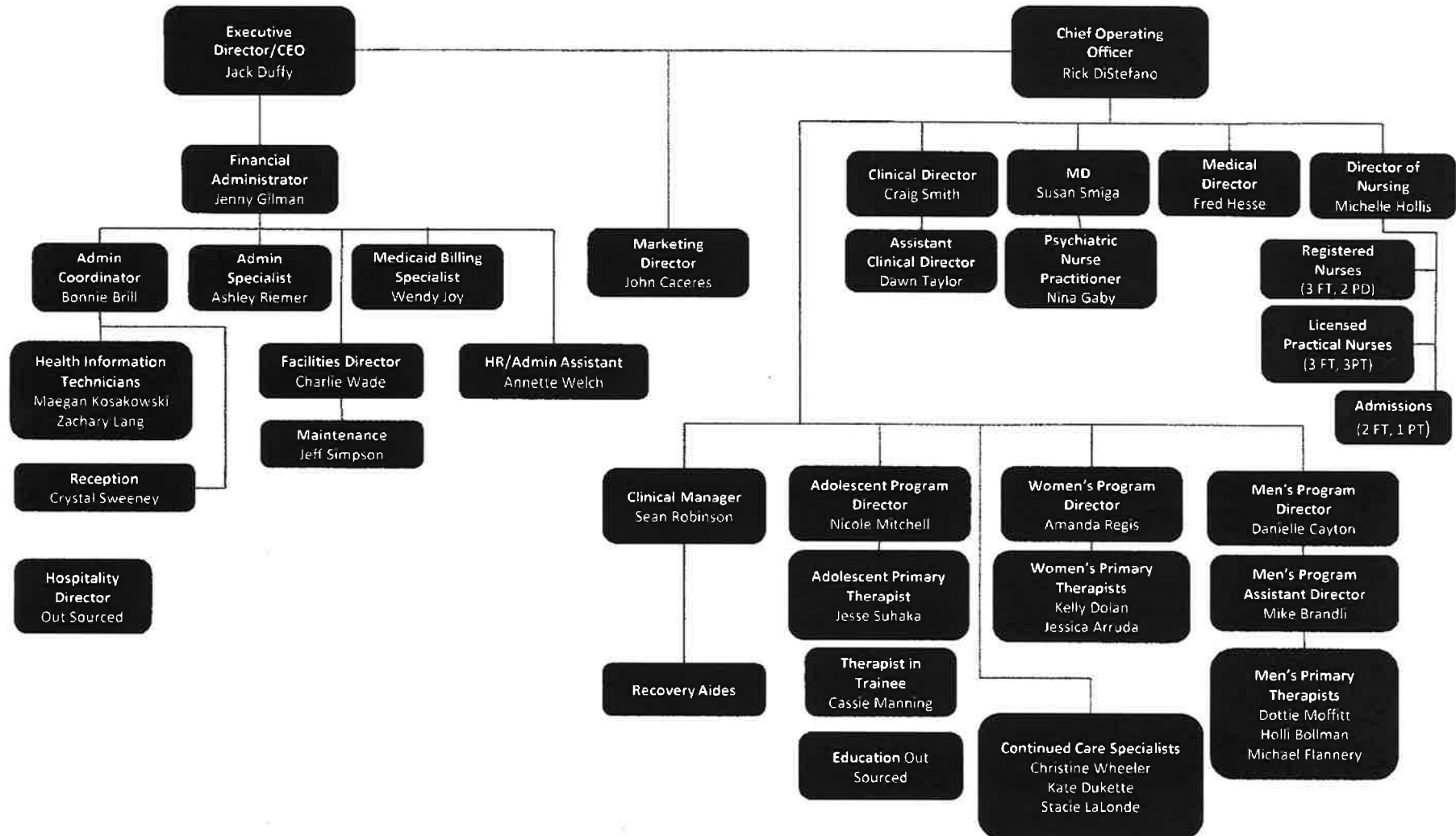
ATTACHMENT 2

VALLEY VISTA - VERGENNES



ATTACHMENT 3

VALLEY VISTA - BRADFORD



ATTACHMENT 4

OAS LLC
Income Statement
12/31/2016

	Internal 2016	Audited 2015	Audited 2014	Audited 2013
REVENUES GAINS AND OTHER SUPPORT				
Adult Revenue	\$6,409,806	\$6,119,968	\$5,504,579	\$4,342,720
Adolescent Revenue	996,386	1,046,541	1,212,079	1,066,330
ADAP Room and Board	20,000	0	0	1,034,910
DCF & DOE	28,198	27,161	45,848	46,271
Interest & Dividends	0	0	332	1,662
Miscellaneous Income	4,878	24,619	40,362	13,229
TOTAL REVENUES GAINS AND OTHER SUPPORT	\$7,459,268	\$7,218,289	\$6,803,200	\$6,505,122
DEPARTMENTAL EXPENSES				
Program Services	\$4,850,116	\$4,914,081	\$4,634,642	\$4,550,255
Administration and General	1,372,408	1,800,443	1,748,473	1,703,424
TOTAL DEPARTMENTAL EXPENSES	6,222,524	6,714,524	6,383,115	6,253,679
OPERATING INCOME	\$1,236,744	\$503,765	\$420,085	\$251,443
OTHER EXPENSES				
Adjustment Prior Year Management Fees	\$0	228,000	0	0
Prior Year's Adjustment Accounts Payable	26,275	0	0	0
Other	20,441	0	0	0
TOTAL OTHER EXPENSES	\$46,717	\$228,000	\$0	\$0
NET INCOME	\$1,190,028	\$275,765	\$420,085	\$251,443
DISTRIBUTIONS	\$457,349	\$102,148	\$220,765	(33,293)
DISTRIBUTION In Lieu Mgt fee	\$300,000			
DISTRIBUTIONS - Vergennes Receivable Offset	\$473,227			
MEMBER EQUITY BEGINNING OF YEAR	\$511,872	\$338,215	\$138,894	(79,256)
MEMBERS EQUITY END OF YEAR	\$471,324	\$511,872	\$338,215	\$138,894

ATTACHMENT 5

OAS LLC
Balance Sheet
12/31/2016

	Internal 2016	Audited 2015	Audited 2014	Audited 2013
ASSETS:				
CURRENT ASSETS:				
Cash	\$77,912	\$100,384	\$3,985	\$67,746
Patient Receivables	1,034,116	1,077,130	999,072	863,647
Less: Allowance	(539,433)	(560,000)	(555,187)	(110,000)
Net Receivable	494,683	517,130	443,885	753,647
Due from Related Parties	478,658	555,560	311,741	142,836
Inventory	4,395	11,004	18,294	14,999
Prepaid Expenses	103,628	154,050	43,644	22,467
Security Deposits	50,000	50,000	50,000	100,000
TOTAL CURRENT ASSETS	\$1,209,276	\$1,388,128	\$871,549	\$1,101,695
PROPERTY AND EQUIPMENT				
Furniture and Fixtures	\$91,668	\$91,668	\$91,668	\$84,778
Equipment	100,493	96,942	95,342	91,950
Vehicles	60,069	56,348	56,348	56,348
Leasehold Improvements	59,191	46,916	46,916	46,916
Less: Accumulated Depreciation	(243,087)	(225,171)	(209,021)	(191,297)
TOTAL PROPERTY AND EQUIPMENT	\$68,334	\$66,703	\$81,253	\$88,695
TOTAL ASSETS	\$1,277,611	\$1,454,831	\$952,802	\$1,190,390
LIABILITIES AND MEMBERS EQUITY				
CURRENT LIABILITIES:				
Accounts Payable	\$364,468	\$451,487	\$398,646	\$616,605
Accrued Expenses	142,828	186,472	195,939	187,352
Medicaid Advance	0	0	0	130,000
Other Current Liabilities	0	20,000	20,000	22,829
Line of Credit	298,991	285,000		
Due to State of Vermont			0	94,709
TOTAL CURRENT LIABILITIES	\$806,287	\$942,959	\$614,585	\$1,051,495
MEMBERS EQUITY	471,324	511,871	338,215	138,895
TOTAL LIABILITIES AND MEMBERS EQUITY	\$1,277,611	\$1,454,830	\$952,802	\$1,190,390

ATTACHMENT 6

Valley Vista Vergennes
2017 - 2018 Budget
Income Statement

4/5/2017

	2017				Total Calendar 2017	2018				Total Calendar 2018
	1st Qtr \$	2nd Qtr \$	3rd Qtr \$	4th Qtr \$		1st Qtr \$	2nd Qtr \$	3rd Qtr \$	4th Qtr \$	
Patient Days	0	701	1,481	1,647	3,829	1,539	1,556	1,527	1,573	6,196
ADC	0.0	7.7	16.1	17.9	10.5	17.1	17.1	16.6	17.1	17.1
Total Patient Revenue	0	237,931	433,951	493,035	1,131,330	461,997	467,130	459,281	472,264	1,860,672
Grants	33,587	33,587	33,587	33,587	134,348	33,587	33,587	33,587	33,587	134,348
Total Revenue	33,587	271,518	467,538	526,622	1,265,678	495,584	500,717	492,868	505,851	1,995,020
Payroll	9,905	165,794	194,791	194,791	565,282	196,000	200,491	200,548	203,633	800,672
Taxes & Fringes	1,425	23,858	52,477	52,477	130,237	54,998	56,258	56,274	57,139	224,669
Women's Expenses	0	812	1,625	1,625	4,063	1,625	1,625	1,625	1,625	6,500
Nursing Expenses	0	375	375	375	1,125	375	375	375	375	1,500
Medical Expenses	0	21,296	39,903	40,483	101,682	40,106	40,208	40,107	40,268	160,688
Administrative Expenses	0	107,746	188,865	202,046	498,657	194,783	196,524	194,531	197,764	783,602
Total Expenses	11,331	319,882	478,036	491,797	1,301,045	487,886	495,481	493,459	500,804	1,977,630
Net Income	(11,331)	(48,364)	(10,498)	34,825	(35,368)	7,698	5,237	(591)	5,047	17,391
Add Back:										
Management Fee allocated from Bradford	0	25,543	54,244	61,629	141,416	57,750	58,391	57,410	59,033	232,584
Rent paid to Affiliate	0	20,000	45,000	45,000	110,000	45,450	45,450	45,450	45,450	181,800
Expenses Currently paid by Vergennes Healthcare										
Property Tax	0	8,229	8,229	8,229	24,686	8,229	8,229	8,229	8,229	32,915
Heat	0	4,500	4,500	4,500	13,500	4,725	4,725	4,725	4,725	18,900
Electricity	0	4,000	4,000	4,000	12,000	4,120	4,120	4,120	4,120	16,480
Liability Insurance	0	2,500	2,500	2,500	7,500	2,500	2,500	2,500	2,500	10,000
Expenses Allocated from Bradford Psychiatric Associates										
MD	0	16,125	31,250	31,250	78,625	31,250	31,250	31,250	31,250	125,000
Net Increased Profitability Combined Affiliates	(11,331)	32,533	139,224	191,933	352,360	161,721	159,902	153,093	160,353	635,070

ATTACHMENT 7

V Valley Vista Vergennes
2017 - 2018 Census Patient Days & Revenue
24 Mo. Revenue

3/16/2017

		Util	1 QTR	2 Qtr	3 Qtr	4 Qtr	Total 2017	Util	1 QTR	2 QTR	3 Qtr	4 Qtr	Total 2018
Days in Quarter			90	91	92	92	365		90	91	92	92	365
ADC WOMEN	Medicaid/ADAP		0.0	7.0	14.8	15.8	9.5		15.0	15.0	14.5	15.0	14.9
	Other		0.0	0.6	1.2	2.0	1.0		2.0	2.0	2.0	2.0	2.0
	Free Care		0.0	0.1	0.1	0.1	0.1		0.1	0.1	0.1	0.1	0.1
	Total	45.6%	0.0	7.7	16.1	17.9	10.5	73.8%	17.1	17.1	16.6	17.1	17.0
PATIENT DAYS		Rate						Rate					
WOMEN	Medicaid/ADAP	282.22	0	637	1,362	1,454	3,452	282.22	1,350	1,365	1,334	1,380	5,429
	Other	450.00	0	55	110	184	349	450.00	180	182	184	184	730
	Free Care	0.00	0	9	9	9	28	0.00	9	9	9	9	37
			0	701	1,481	1,647	3,829		1,539	1,556	1,527	1,573	6,196
TOT PATIENT REVENUE		\$295.49	0	204,344	433,951	493,035	1,131,330	\$300.33	461,997	467,130	459,281	472,264	1,860,672
Uninsured Grant			33,587	33,587	33,587	33,587	134,348		33,587	33,587	33,587	33,587	134,348
TOTAL REVENUE			33,587	237,931	467,538	526,622	1,265,678		495,584	500,717	492,868	505,851	1,995,020

ATTACHMENT 8

Valley Vista Vergennes
2017-2018

3/16/2017

Total Facility Payroll

Department	2017						2018					
	# FTE	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total 2017	# FTE	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total 2018
Women's Program	12.8	5,048	83,260	99,995	99,995	288,299	12.8	100,808	102,995	102,995	104,580	411,378
Nursing	4.7	3,091	59,372	68,172	68,172	198,807	4.7	68,399	70,130	70,130	71,209	279,867
Admin	3.3	1,766	23,162	26,624	26,624	78,176	3.3	26,793	27,366	27,423	27,845	109,427
Total	20.8	9,905	165,794	194,791	194,791	565,282	20.8	196,000	200,491	200,548	203,633	800,672

Valley Vista Vergennes
2017-2018
Fringe Benefits

Department	2017						2018					
	Fringe Rate	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total 2017	Fringe Rate	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total 2018
Taxes & Benefits:												
FICA	7.60%	753	12,600	14,804	14,804	42,961	7.60%	14,896	15,237	15,242	15,476	60,851
SUI	3.60%	357	5,969	7,012	7,012	20,350	3.60%	7,056	7,218	7,220	7,331	28,824
FUI	0.17%	17	282	331	331	961	0.17%	333	341	341	346	1,361
Health Ins.	11.20%	0	0	21,817	21,817	43,633	12.32%	24,147	24,701	24,707	25,088	98,643
Dental	0.63%	0	0	1,227	1,227	2,454	0.63%	1,235	1,263	1,263	1,283	5,044
Vision	0.44%	0	0	857	857	1,714	0.44%	862	882	882	896	3,523
Work. Comp.	2.95%	292	4,891	5,746	5,746	16,676	2.95%	5,782	5,914	5,916	6,007	23,620
Oth. Non. Pay. Rel.	0.07%	7	116	136	136	396	0.07%	137	140	140	143	560
401K Match	0.16%	0	0	312	312	623	0.16%	314	321	321	326	1,281
Aflac	0.03%	0	0	58	58	117	0.03%	59	60	60	61	240
Tuition Reimb	0.09%	0	0	175	175	351	0.09%	176	180	180	183	721
Total Taxes & Benefits	26.94%	1,425	23,858	52,477	52,477	130,237	28.06%	54,998	56,258	56,274	57,139	224,669
		14.39%	14.39%	26.94%	26.94%	23.04%		28.06%	28.06%	28.06%	28.06%	28.06%

ATTACHMENT 9

Valley Vista Vergennes
2017 - 2018
Salaries and Wage Detail

3/16/2017

Standard Increase = ##### Hours per Period										2017				Total 2017		Total 2018			
										Mar		Apr						May	
										184		160						184	
EMPLOYEE	POSITION		Aniv	Annual Salary	Hourly Rate	Hrs/ Wk	FTE	FTE	\$	FTE	\$	FTE	\$	FTE	\$	FTE	\$		
Vacant	Program Director	S	Mar	55,000	0.00	40.0	1.0	0.3	1,460	1.0	4,231	1.0	4,865	0.8	42,713	1.0	56,595		
Vacant	Primary Therapist	S	Apr	47,500	0.00	40.0	1.0	0.0	0	1.0	3,654	1.0	4,202	0.8	35,628	1.0	48,757		
Vacant	Co-Primary Recovery Aide	H	Apr		15.62	40.0	1.0	0.0	0	0.5	1,250	1.0	2,874	0.7	23,120	1.0	33,349		
Vacant	Recovery Aides	H	Mar		13.00	392.0	9.8	1.5	3,588	5.0	10,400	7.5	17,940	6.9	186,870	9.8	272,677		
Total Womens							12.8	1.8	5,048	7.5	19,534	10.5	29,881	9.1	288,331	12.8	411,378		
Vacant	ADN Valley Vista	H	Mar	92,000	30.00	40.0	1.0	0.3	1,656	1.0	4,800	1.0	5,520	0.8	48,459	1.0	64,210		
Vacant	RN 1	H	Mar		26.00	20.0	0.5	0.3	1,435	0.5	2,080	0.5	2,392	0.4	21,717	0.5	27,824		
Vacant	RN 2	H	Apr		27.00	60.0	1.5	0.0	0	0.5	2,160	1.5	7,452	1.0	58,864	1.5	86,469		
Vacant	RN 3	H	Apr		28.00	60.0	1.5	0.0	0	0.5	2,240	1.5	7,728	1.0	61,044	1.5	89,672		
Vacant	Overtime	H			28.00	8.0	0.2	0.0	0	0.2	896	0.2	1,030	0.2	8,737	0.2	11,693		
Total Nursing					0.00		4.7	0.6	3,091	2.7	12,176	4.7	24,122	3.4	198,820	4.7	279,867		
Vacant	Administrative Specialist	H	Mar		17.00	40.0	1.0	0.3	938	1.0	2,720	1.0	3,128	0.8	27,462	1.0	36,385		
Vacant	Facilty Tech.	H	Apr		16.00	20.0	0.5	0.0	0	0.3	640	0.5	1,472	0.4	11,841	0.5	17,080		
Vacant	Reception	H	May		14.00	32.0	0.8	0.0	0	0.0	0	0.4	1,030	0.5	14,651	0.8	23,856		
Vacant	Admissions	H	Mar		15.00	16.0	1.0	0.3	828	1.0	2,400	1.0	2,760	0.8	24,231	1.0	32,105		
Total Adminstration							3.3	0.6	1,766	2.3	5,760	2.9	8,390	2.4	78,185	3.3	109,427		
Total Facility							20.8	3.0	9,905	12.5	37,470	18.1	62,394	15.0	565,336	20.8	800,672		

ATTACHMENT 10

**Valley Vista Vergennes
Staffing Model
2017 - 2018**

3/16/2017

Total Facility					
	Notes	Emp.	Consult.	Interns	Total
Adult Program					
Program Director	4 caseload	1.0			1.0
Primary Therapist	8 Caseload	2.0			2.0
Co-Primary Therapist	2 Caseload	1.0			1.0
Intern	4 caseload	0.0		0.5	0.5
Recovery Aides	2-2-1; 2-2-1	8.7			8.7
		12.7	0.0	0.5	13.2
Nursing					
Asst Director	1-1-1 Avg. Staffing	1.0			1.0
RN's		3.5			3.5
Overtime		0.1			0.1
		4.6	0.0	0.0	4.6
Medical					
NP Consultant		0.0	0.3		0.3
MD Consultant		0.0	0.3		0.3
		0.0	0.6	0.0	0.6
Dietary/Housekeeping					
			5.0		5.0
Admin					
Admin Spec/Admissions		1.0			1.0
Admissions		0.4			0.4
Reception		0.8			0.8
Facility & Maint.		0.5			0.5
		2.7	0.0	0.0	2.7
Total Facility					
		20.0	5.6	0.5	26.1

ATTACHMENT 11

Valley Vista Vergennes
2017 - 2018 Budget
Women's Department 030

3/16/2017

Expense Title	Acct	Infl. %	Total 2017	2017				2018				Total 2018
				1st Qtr \$	2nd Qtr \$	3rd Qtr \$	4th Qtr \$	1st Qtr \$	2nd Qtr \$	3rd Qtr \$	4th Qtr \$	
Payroll	Var.	N/A	288,299	5,048	83,260	99,995	99,995	100,808	102,995	102,995	104,580	411,378
Total Taxes & Benefits			66,585	726	11,981	26,939	26,939	28,287	28,900	28,900	29,345	115,433
Other Supplies	6112	3.00%	2,400	0	300	600	600	600	600	600	600	2,400
Patient Cig & Phone		0.00%	400	0	50	100	100	100	100	100	100	400
Pat Clothes		0.00%	200	0	25	50	50	50	50	50	50	200
Patient Transport	6168	10.00%	2,000	0	250	500	500	500	500	500	500	2,000
Pat. Entertainment	6204	0.00%	1,500	0	188	375	375	375	375	375	375	1,500
Total Expenses			361,384	5,774	96,054	128,559	128,559	130,719	133,521	133,521	135,550	533,311
Total Payroll			288,299	5,048	83,260	99,995	99,995	100,808	102,995	102,995	104,580	411,378
Total Benefits			66,585	726	11,981	26,939	26,939	28,287	28,900	28,900	29,345	115,433
Total Other Expenses			6,500	0	812	1,625	1,625	1,625	1,625	1,625	1,625	6,500
Total			361,384	5,774	96,054	128,559	128,559	130,719	133,521	133,521	135,550	533,311

ATTACHMENT 12

Valley Vista Vergennes
2017 - 2018 Budget
Medical

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Expense Title	Acct	Infl. %	Annual Baseline	2017				Total 2017	2018				Total 2018
				1st Qtr \$	2nd Qtr \$	3rd Qtr \$	4th Qtr \$		1st Qtr \$	2nd Qtr \$	3rd Qtr \$	4th Qtr \$	
Payroll	Var.	N/A	0	0	0	0	0	0	0	0	0	0	0
Total Taxes & Benefits			0	0	0	0	0	0	0	0	0	0	0
Contract Labor	6060	5.00%	0	0	0	0	0	0	0	0	0	0	0
Oth Med. Serv.	6064	0.00%	3,000	0	0	750	750	1,500	750	750	750	750	3,000
Pharmaceuticals	6084	2.00%	20,000	0	2,452	5,184	5,764	13,400	5,387	5,446	5,345	5,506	21,684
Billed From BPA MD			65,000	0	8,125	16,250	16,250	40,625	16,250	16,250	16,250	16,250	65,000
Billed From BPA Psych			60,000	0	8,000	15,000	15,000	38,000	15,000	15,000	15,000	15,000	60,000
Lab Fees	6086	0.00%	375	0	94	94	94	282	94	94	94	94	376
Other Supplies	6116	3.00%	5,000	0	1,250	1,250	1,250	3,750	1,250	1,288	1,288	1,288	5,113
Travel	6240	0.00%	4,000	0	1,000	1,000	1,000	3,000	1,000	1,000	1,000	1,000	4,000
Seminars/Meetings	6246	0.00%	500	0	125	125	125	375	125	125	125	125	500
Waste Removal	6406	2.00%	1,000	0	250	250	250	750	250	255	255	255	1,015
Total Expenses			158,875	0	21,296	39,903	40,483	101,682	40,106	40,208	40,107	40,268	160,688
Total Payroll			0	0	0	0	0	0	0	0	0	0	0
Total Benefits			0	0	0	0	0	0	0	0	0	0	0
Total Other Expenses			158,875	0	21,296	39,903	40,483	101,682	40,106	40,208	40,107	40,268	160,688
Total			158,875	0	21,296	39,903	40,483	101,682	40,106	40,208	40,107	40,268	160,688

ATTACHMENT 13

Valley Vista Vergennes
2017 - 2018 Budget
Nursing Department

3/16/2017

Expense Title	Acct	Infl. %	Annual Baseline	2017				Total 2018	2018				Total 2018
				1st Qtr \$	2nd Qtr \$	3rd Qtr \$	4th Qtr \$		1st Qtr \$	2nd Qtr \$	3rd Qtr \$	4th Qtr \$	
Payroll	Var.	N/A	198,807	3,091	59,372	68,172	68,172	198,807	68,399	70,130	70,130	71,209	279,867
Total Taxes & Benefits			53,559	833	15,995	18,366	18,366	53,559	19,193	19,678	19,678	19,981	78,531
Consultant Fees	6060	3.0%	0	0	0	0	0	0	0	0	0	0	0
Travel	6240	0.0%	500	0	125	125	125	375	125	125	125	125	500
Seminars/Meetings	6246	0.0%	1,000	0	250	250	250	750	250	250	250	250	1,000
Total Expenses			253,866	3,924	75,742	86,913	86,913	253,491	87,967	90,183	90,183	91,565	359,898
Total Payroll			198,807	3,091	59,372	68,172	68,172	198,807	68,399	70,130	70,130	71,209	279,867
Total Benefits			53,559	833	15,995	18,366	18,366	53,559	19,193	19,678	19,678	19,981	78,531
Total Other Expenses			1,500	0	375	375	375	1,125	375	375	375	375	1,500
Total			253,866	3,924	75,742	86,913	86,913	253,491	87,967	90,183	90,183	91,565	359,898

ATTACHMENT 14

Valley Vista Vergennes
2017 - 2018 Budget
Administrative

3/16/2017

Expense Title	Acct	Infl. %	Annual Baseline	2017				Total 2017	2018				Total 2018
				1st Qtr \$	2nd Qtr \$	3rd Qtr \$	4th Qtr \$		1st Qtr \$	2nd Qtr \$	3rd Qtr \$	4th Qtr \$	
Payroll	Var.		78,176	1,766	23,162	26,624	26,624	78,176	26,793	27,366	27,423	27,845	109,427
Total Taxes & Benefits			21,061	476	6,240	7,173	7,173	21,061	7,518	7,679	7,695	7,813	30,705
Management Fee	6001	0.00%	113,133	0	25,543	54,244	61,629	141,416	57,750	58,391	57,410	59,033	186,067
Lab Fees	6086	0.00%	4,700	0	1,175	1,175	1,175	3,525	1,175	1,175	1,175	1,175	4,700
Payroll Fees	6090	0.00%	800	0	100	200	200	500	200	200	200	200	800
Food & Housekeeping	6100	0.00%	134,005	0	24,525	51,842	57,638	134,005	53,865	54,464	53,452	55,062	216,843
Linen & Bedding	6102	0.00%	2,000	0	500	500	500	1,500	0	500	500	500	1,500
Office Supplies	6106	0.00%	6,000	0	1,125	1,125	1,125	3,375	1,125	1,125	1,125	1,125	4,500
Brochures & Forms	6108	0.00%	0	0	0	0	0	0	0	0	0	0	0
Other Supplies	6112	0.00%	3,000	0	750	750	750	2,250	750	750	750	750	3,000
Data Processing Supplies	6114	0.00%	3,000	0	750	750	750	2,250	750	750	750	750	3,000
Educational Supplies	6118	0.00%	2,000	0	500	500	500	1,500	500	500	500	500	2,000
Equip Rental	6120	0.00%	6,500	0	1,625	1,625	1,625	4,875	1,625	1,625	1,625	1,625	6,500
Rep/Maint Bldg	6140	2.00%	5,000	0	1,250	1,250	1,250	3,750	1,275	1,275	1,275	1,275	5,100
Rep/Maint Equip	6142	2.00%	5,000	0	1,250	1,250	1,250	3,750	1,275	1,275	1,275	1,275	5,100
Serv. Contracts	6144	0.00%	1,500	0	375	375	375	1,125	375	375	375	375	1,500
Rep/Maint Vehicles	6160	0.00%	2,000	0	500	500	500	1,500	500	500	500	500	2,000
Parking & Tolls & Misc	6164	0.00%	100	0	25	25	25	75	25	25	25	25	100
Gas & Oil	6166	0.00%	2,500	0	625	625	625	1,875	625	625	625	625	2,500
Personnel Recruitment	6200	0.00%	2,000	0	500	500	500	1,500	500	500	500	500	2,000
Staff Training	6202	0.00%	3,000	0	750	750	750	2,250	750	750	750	750	3,000
Print/Duplicating	6212	0.00%	1,500	0	375	375	375	1,125	375	375	375	375	1,500
Travel	6240	0.00%	2,000	0	500	500	500	1,500	500	500	500	500	2,000
Ent & Meals	6242	0.00%	2,000	0	500	500	500	1,500	500	500	500	500	2,000
Postage	6288	0.00%	500	0	125	125	125	375	125	125	125	125	500
Courier Serv.	6290	0.00%	100	0	25	25	25	75	25	25	25	25	100
Heat	6400	5.00%	18,000	0	4,500	4,500	4,500	13,500	4,725	4,725	4,725	4,725	18,900
Elec.	6402	3.00%	16,000	0	4,000	4,000	4,000	12,000	4,120	4,120	4,120	4,120	16,480
Water & Sewer	6404	3.00%	3,500	0	875	875	875	2,625	901	901	901	901	3,605
Rubbish Removal	6406	3.00%	2,500	0	625	625	625	1,875	644	644	644	644	2,575
Telephone & Data	6408	0.00%	5,000	0	1,250	1,250	1,250	3,750	1,250	1,250	1,250	1,250	5,000
Cellular Phone	6410	0.00%	4,500	0	1,125	1,125	1,125	3,375	1,125	1,125	1,125	1,125	4,500
Depreciation	6612	0.00%	5,000	0	1,250	1,250	1,250	3,750	1,250	1,250	1,250	1,250	5,000
Property Tax	6602	0.00%	32,915	0	8,229	8,229	8,229	24,686	8,229	8,229	8,229	8,229	32,915
Liability Ins.	6606	0.00%	10,000	0	2,500	2,500	2,500	7,500	2,500	2,500	2,500	2,500	10,000
Rent	6610	1.00%	180,000	0	20,000	45,000	45,000	110,000	45,450	45,450	45,450	45,450	181,800
Total Expenses			678,989	2,242	137,148	222,661	235,843	597,894	229,094	231,569	229,648	233,422	877,216
Total Payroll			78,176	1,766	23,162	26,624	26,624	78,176	26,793	27,366	27,423	27,845	109,427
Total Benefits			21,061	476	6,240	7,173	7,173	21,061	7,518	7,679	7,695	7,813	30,705
Total Other Expenses			579,752	0	107,746	188,865	202,046	498,657	194,783	196,524	194,531	197,764	737,085
Total			678,989	2,242	137,148	222,661	235,843	597,894	229,094	231,569	229,648	233,422	877,216

ATTACHMENT 15

Valley Vista
2017 - 2018 Budget
Income Statement

	2017				Total Calendar 2017	2018				Total Calendar 2018
	1st Qtr \$	2nd Qtr \$	3rd Qtr \$	4th Qtr \$		1st Qtr \$	2nd Qtr \$	3rd Qtr \$	4th Qtr \$	
Patient Days	5,778	6,024	5,759	6,081	23,643	6,039	6,288	5,943	6,265	24,536
ADC	64.2	66.2	62.6	66.1	64.8	67.1	69.1	64.6	68.1	67.2
Total Revenue	2,013,760	2,162,688	2,043,225	2,197,741	8,417,414	2,156,683	2,274,376	2,106,545	2,271,497	8,809,100
	<u>\$348.52</u>	<u>\$359.00</u>	<u>\$354.78</u>	<u>\$361.40</u>	<u>\$356.03</u>	<u>\$357.13</u>	<u>\$361.70</u>	<u>\$354.45</u>	<u>\$362.56</u>	<u>\$359.03</u>
Payroll	745,100	761,930	781,024	785,591	3,073,646	779,277	784,652	804,299	796,684	3,164,912
Taxes & Fringes	200,730	205,264	210,408	211,638	828,040	218,665	220,173	225,686	223,550	888,074
Women's Expenses	3,125	3,125	3,125	3,125	12,500	3,294	3,294	3,294	3,294	13,176
Adolescent Expenses	15,163	15,163	15,163	15,163	60,650	15,756	15,756	15,756	15,756	63,025
Men's Expenses	1,340	1,340	1,340	1,340	5,360	1,340	1,340	1,340	1,340	5,360
Clinical Support	0	0	0	0	0	0	0	0	0	0
Nursing Expenses	7,550	7,550	7,550	7,550	30,200	7,775	7,775	7,775	7,775	31,100
Medical Expenses	152,750	156,835	152,647	158,044	620,276	160,387	163,754	158,520	163,095	645,756
Administrative Expenses	680,461	662,996	625,069	628,632	2,597,159	637,967	645,620	634,654	644,116	2,562,356
Total Expenses	1,806,219	1,814,203	1,796,326	1,811,083	7,227,831	1,824,461	1,842,363	1,851,325	1,855,609	7,373,759
Net Income	207,541	348,484	246,900	386,658	1,189,583	332,221	432,012	255,220	415,888	1,435,341
	<u>10.3%</u>	<u>16.1%</u>	<u>12.1%</u>	<u>17.6%</u>	<u>14.1%</u>	<u>15.4%</u>	<u>19.0%</u>	<u>12.1%</u>	<u>18.3%</u>	<u>16.3%</u>

ATTACHMENT 16

Valley Vista
2017 - 2018 Budget
24 Mo. Revenue

		UHI	1 QTR	2 Qtr	3 Qtr	4 Qtr	Total Calendar 2017	UHI	1 QTR	2 QTR	3 Qtr	4 Qtr	Total Calendar 2018
Days in Quarter			90	91	92	92	365		90	91	92	92	365
ADC WOMEN	Medicaid/ADAP		16.0	14.0	13.0	13.0	14.0		13.0	13.0	13.0	13.0	13.0
	NH CAID		0.0	0.0	0.0	0.0	0.0		0.0	0.0	0.0	0.0	0.0
	Other		3.0	4.0	4.0	5.0	4.0		5.0	5.0	5.0	5.0	5.0
	Free Care		0.6	0.5	0.5	0.5	0.5		0.5	0.5	0.5	0.5	0.5
	Total	80.5%	19.6	18.5	17.5	18.5	18.5	80.4%	18.5	18.5	18.5	18.5	18.5
Men	Medicaid/ADAP		31.0	32.0	31.0	32.0	31.5		32.0	32.0	30.0	31.0	31.2
	NH CAID		0.0	0.0	0.0	0.0	0.0		0.0	0.0	0.0	0.0	0.0
	Other		4.0	5.0	5.0	5.0	4.8		5.0	5.0	5.0	5.0	5.0
	Free Care		0.4	0.4	0.4	0.4	0.4		0.4	0.4	0.4	0.4	0.4
	Total	91.6%	35.4	37.4	36.4	37.4	36.7	91.6%	37.4	37.4	35.4	36.4	36.6
ADOLESCENTS	Medicaid/ADAP		2.0	3.0	2.5	3.0	2.6		3.0	4.0	3.5	4.0	3.6
	NH CAID		4.0	3.0	3.0	3.0	3.2		3.0	3.0	3.0	3.0	3.0
	Other		3.0	4.1	3.0	4.0	3.5		5.0	6.0	4.0	6.0	5.2
	Free Care		0.2	0.2	0.2	0.2	0.2		0.2	0.2	0.2	0.2	0.2
	Total	64.0%	9.2	10.3	8.7	10.2	9.6	80.5%	11.2	13.2	10.7	13.2	12.1
TOTAL	Medicaid/ADAP		49.0	49.0	46.5	48.0	48.1		48.0	49.0	46.5	48.0	47.9
	NH CAID		4.0	3.0	3.0	3.0	3.2		3.0	3.0	3.0	3.0	3.0
	Other		10.0	13.1	12.0	14.0	12.3		15.0	16.0	14.0	16.0	15.2
	Free Care		1.2	1.1	1.1	1.1	1.1		1.1	1.1	1.1	1.1	1.1
	Total	84.1%	64.2	66.2	62.6	66.1	64.8	87.3%	67.1	69.1	64.6	68.1	67.2
PATIENT DAYS		Rate						Rate					
WOMEN	Medicaid/ADAP	300.31	1,440	1,274	1,196	1,196	5,106	302.96	1,170	1,183	1,196	1,196	4,745
	NH CAID	300.31	0	0	0	0	0	302.96	0	0	0	0	0
	Other	488.00	270	364	368	460	1,462	480.00	450	455	460	460	1,825
	Free Care	0.00	54	46	46	46	192	0.00	45	46	46	46	183
	Total		1,764	1,684	1,610	1,702	6,760		1,665	1,684	1,702	1,702	6,763
MEN	Medicaid/ADAP	300.31	2,790	2,912	2,852	2,944	11,498	302.96	2,880	2,912	2,760	2,852	11,404
	NH CAID	300.31	0	0	0	0	0	302.96	0	0	0	0	0
	Other	488.00	360	455	460	460	1,735	480.00	450	455	460	460	1,825
	Free Care	0.00	36	36	37	37	146	0.00	36	36	37	37	146
	Total		3,186	3,403	3,349	3,441	13,379		3,366	3,403	3,257	3,349	13,375
ADOLESCENTS	Medicaid/ADAP	482.41	180	273	230	276	959	380.00	270	364	322	368	1,324
	NH CAID	482.41	360	273	276	276	1,185	380.00	270	273	276	276	1,095
	Other	650.00	270	373	276	368	1,287	650.00	450	546	368	552	1,916
	Free Care	0.00	18	18	18	18	73	0.00	18	18	18	18	73
	Total		828	937	800	938	3,504		1,008	1,201	984	1,214	4,408
			5,778	6,024	5,759	6,081	23,643		6,039	6,288	5,943	6,265	24,536
NET REVENUE													
WOMEN		\$332.40	564,209	560,229	538,757	583,653	2,246,848	\$342.62	570,462	576,800	583,139	583,139	2,313,539
Men		\$321.37	1,013,550	1,096,548	1,080,969	1,108,598	4,299,664	\$323.81	1,088,521	1,100,616	1,056,966	1,084,838	4,330,941
ADOLESCENTS		\$370.78	436,001	505,911	423,499	505,490	1,870,902	\$396.67	497,700	596,960	466,440	603,520	2,164,620
TOT REVENUE		\$356.03	2,013,760	2,162,688	2,043,225	2,197,741	8,417,414	\$359.03	2,156,683	2,274,376	2,106,545	2,271,497	8,809,100
Payer Summary													
State	VT		1,357,152	1,388,803	1,326,616	1,376,436	5,449,007		1,329,583	1,378,936	1,320,865	1,366,217	5,395,600
	NH		173,668	131,698	133,145	133,145	571,656		102,600	103,740	104,880	104,880	416,100
	Other		482,940	642,187	583,464	688,160	2,396,751		724,500	791,700	680,800	800,400	2,997,400
			2,013,760	2,162,688	2,043,225	2,197,741	8,417,414		2,156,683	2,274,376	2,106,545	2,271,497	8,809,100

PMNI RATE ESTIMATE				2017 CAID RATE CALCULATION				2018 CAID RATE CALCULATION			
Increase %	Current	2017	2018	Adult		Adolescent		Adult		Adolescent	
		3.0%	6.0%								
Treatment & Edu	\$337.97	\$361.82	\$300.00	Total Cald Days		16,604		Total Cald Days		16,149	
R&B	\$150.68	\$120.59	\$80.00	Current Rate		\$227.74		Current Rate		\$227.74	
Total	\$488.65	\$482.41	\$380.00	Total Cald Treatment & EDU		3,781,395		Total Cald Treatment & EDU		3,677,773	
				Grant \$		1,320,627		Grant \$		1,320,627	
				Less: Adol				Less: Adol			
				R&B @ \$120.59		115,646		R&B @ \$80.00		105,920	
				Adult R&B & Uninsured		1,204,981		Adult R&B & Uninsured		1,214,707	
				Total CAID \$		4,986,376		Total CAID \$		4,892,480	
				Effective Rate Per Day		\$300.31		Effective Rate Per Day		\$302.86	
						\$458.56				\$503.120	

ATTACHMENT 17

NOTE: When completing this table make entries in the shaded fields only.

FACILITY
PROJECT NAME
TABLE 1
PROJECT COSTS

Construction Costs	
1. New Construction	\$ 3,000
2. Renovation	\$30,000
3. Site Work	5,000
4. Fixed Equipment	24,000
5. Design/Bidding Contingency	\$0
6. Construction Contingency	\$0
7. Construction Manager Fee	-
8. Other (please specify)	-
Subtotal	\$ 62,000
Related Project Costs	
1. Major Moveable Equipment	\$ 20,000
2. Furnishings, Fixtures & Other Equip.	\$15,000
3. Architectural/Engineering Fees	\$0
4. Land Acquisition	-
5. Purchase of Buildings	-
6. Administrative Expenses & Permits	\$10,000
7. Debt Financing Expenses (see below)	-
8. Debt Service Reserve Fund	-
9. Working Capital	100,000
10. Other (please specify)	-
Subtotal	\$ 145,000
Total Project Costs	\$ 207,000

Debt Financing Expenses	
1. Capital Interest	\$ -
2. Bond Discount or Placement Fee	-
3. Misc. Financing Fees & Exp. (issuance costs)	-
4. Other	-
Subtotal	\$ -
Less Interest Earnings on Funds	
1. Debt Service Reserve Funds	\$ -
2. Capitalized Interest Account	-
3. Construction Fund	-
4. Other	-
Subtotal	\$ -
Total Debt Financing Expenses	\$ -
feeds to line 7 above	

ATTACHMENT 18

NOTE: When completing this table make entries in the shaded fields only.

FACILITY
PROJECT NAME
TABLE 1
PROJECT COSTS

Construction Costs	
1. New Construction	\$ 3,000
2. Renovation	\$30,000
3. Site Work	5,000
4. Fixed Equipment	24,000
5. Design/Bidding Contingency	\$0
6. Construction Contingency	\$0
7. Construction Manager Fee	-
8. Other (please specify)	-
Subtotal	\$ 62,000
Related Project Costs	
1. Major Moveable Equipment	\$ 20,000
2. Furnishings, Fixtures & Other Equip.	\$15,000
3. Architectural/Engineering Fees	\$0
4. Land Acquisition	-
5. Purchase of Buildings	-
6. Administrative Expenses & Permits	\$10,000
7. Debt Financing Expenses (see below)	-
8. Debt Service Reserve Fund	-
9. Working Capital	100,000
10. Other (please specify)	-
Subtotal	\$ 145,000
Total Project Costs	\$ 207,000

Debt Financing Expenses	
1. Capital Interest	\$ -
2. Bond Discount or Placement Fee	-
3. Misc. Financing Fees & Exp. (issuance costs)	-
4. Other	-
Subtotal	\$ -
Less Interest Earnings on Funds	
1. Debt Service Reserve Funds	\$ -
2. Capitalized Interest Account	-
3. Construction Fund	-
4. Other	-
Subtotal	\$ -
Total Debt Financing Expenses	\$ -
feeds to line 7 above	

ATTACHMENT 19

NOTE: When completing this table make entries in the shaded fields only.

**FACILITY
PROJECT NAME**

**TABLE 2
DEBT FINANCING ARRANGEMENT, SOURCES & USES OF FUNDS**

Sources of Funds			
1. Financing Instrument	Bond		
a. Interest Rate	0.0%		
b. Loan Period		To:	
c. Amount Financed			\$ -
2. Equity Contribution			207,000
3. Other Sources			
a. Working Capital			-
b. Fundraising			-
c. Grants			-
d. Other			-
Total Required Funds			\$ 207,000

Uses of Funds	
<u>Project Costs (feeds from Table 1)</u>	
1. New Construction	\$ 3,000
2. Renovation	30,000
3. Site Work	5,000
4. Fixed Equipment	24,000
5. Design/Bidding Contingency	-
6. Construction Contingency	-
7. Construction Manager Fee	-
8. Major Moveable Equipment	20,000
9. Furnishings, Fixtures & Other Equip.	15,000
10. Architectural/Engineering Fees	-
11. Land Acquisition	-
12. Purchase of Buildings	-
13. Administrative Expenses & Permits	10,000
14. Debt Financing Expenses	-
15. Debt Service Reserve Fund	-
16. Working Capital	100,000
17. Other (please specify)	-
Total Uses of Funds	\$ 207,000

Total sources should equal total uses of funds.