

Required Tables

When completing the tables please note that you need only fill-in the **shaded fields**. Fields with diagonal lines indicating **N/A** do not require an entry. The CON Application Form tables, when completed electronically, are set up to calculate totals as well as pre-populate fields in other tables for you. If you have any questions please contact Division staff. Also, please contact Division staff prior to determining if a given table may not be applicable for your project.

Applicants are encouraged to submit an electronic version of a completed application via attachment to email. Please send electronic versions as attachments to email addressed to: Donna.Jerry@state.vt.us

<u>Table</u>	<u>Description</u>
1	Project Costs
2	Debt Financing Arrangement: Sources & Uses of Funds
3A	Income Statement: Without Project
3B	Income Statement: Project Only
3C	Income Statement: With Project (no 'fill-in' required)
4A	Balance Sheet - Unrestricted Funds: Without Project
4B	Balance Sheet - Unrestricted Funds: Project Only
4C	Balance Sheet - Unrestricted Funds: With Project (no 'fill-in' required)
5A	Statement of Cash Flows: Without Project
5B	Statement of Cash Flows: Project Only
5C	Statement of Cash Flows: With Project (no 'fill-in' required)
6A	Revenue Source Projections: Without Project
6B	Revenue Source Projections: Project Only
6C	Revenue Source Projections: With Project (no 'fill-in' required)
7	Utilization Projections: Totals
8	Utilization Projections: Project Specific
9	Staffing Projections: Totals

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

University of Vermont Medical Center
DaVinci Replacement
TABLE 1
PROJECT COSTS

Construction Costs	
1. New Construction	
2. Renovation	
3. Site Work	
4. Fixed Equipment	2,395,000
5. Design/Bidding Contingency	
6. Construction Contingency	
7. Construction Manager Fee	
8. Other (please specify)	
Subtotal	\$ 2,395,000
Related Project Costs	
1. Major Moveable Equipment	
2. Furnishings, Fixtures & Other Equip.	
3. Architectural/Engineering Fees	
4. Land Acquisition	
5. Purchase of Buildings	
6. Administrative Expenses & Permits	2,994
7. Debt Financing Expenses (see below)	-
8. Debt Service Reserve Fund	-
9. Working Capital	-
10. Other (please specify)	-
Subtotal	\$ 2,994
Total Project Costs	\$ 2,397,994

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	

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

**University of Vermont Medical Center
DaVinci Replacement**

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			-
3. Other Sources			
a. Working Capital ¹			2,397,994
b. Fundraising			-
c. Grants			-
d. Other			-
Total Required Funds			\$ 2,397,994

Uses of Funds			
<u>Project Costs (feeds from Table 1)</u>			
1. New Construction		\$	-
2. Renovation			-
3. Site Work			-
4. Fixed Equipment			2,395,000
5. Design/Bidding Contingency			-
6. Construction Contingency			-
7. Construction Manager Fee			-
8. Major Moveable Equipment			-
9. Furnishings, Fixtures & Other Equip.			-
10. Architectural/Engineering Fees			-
11. Land Acquisition			-
12. Purchase of Buildings			-
13. Administrative Expenses & Permits			2,994
14. Debt Financing Expenses			-
15. Debt Service Reserve Fund			-
16. Working Capital			-
17. Other (please specify)			-
Total Uses of Funds		\$	2,397,994

Total sources should equal total uses of funds.

1) Funding Sources - Our current plan is that this would be funded through working capital. However, upon approval of the project, if the equipment vendor were to present more favorable financing options to us that would not increase the overall cost of the project (i.e., capital lease), we may decide to pursue such an option.

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

University of Vermont Medical Center
DaVinci Replacement
TABLE 3A
INCOME STATEMENT
WITHOUT PROJECT

	Latest Actual 2015	Budget 2016	Proposed Year 1 2017	Proposed Year 2 2018	Proposed Year 3 2019
Revenues					
Inpatient Care Revenue	\$ 120,460,020	\$ 120,107,587	\$ 120,107,587	\$ 120,107,587	\$ 120,107,587
Outpatient Care Revenue	\$ 65,556,453	66,235,902	\$ 66,235,902	\$ 66,235,902	\$ 66,235,902
Chronic/Rehab Revenue	-	-	-	-	-
SNF/ECF Patient Care Revenue	-	-	-	-	-
Swing Beds Patient Care Revenue	-	-	-	-	-
Gross Patient Care Revenue	\$ 186,016,473	\$ 186,343,489	\$ 186,343,489	\$ 186,343,489	\$ 186,343,489
Disproportionate Share Payments	(914,613)	(911,488)	(911,488)	(911,488)	(911,488)
Free Care & Bad Debt	1,810,260	2,714,698	2,714,698	2,714,698	2,714,698
Deductions from Revenue	89,654,109	86,011,263	86,011,263	86,011,263	86,011,263
Net Patient Care Revenue	\$ 95,466,718	\$ 98,529,016	\$ 98,529,016	\$ 98,529,016	\$ 98,529,016
Other Operating Revenue	14,982	-	-	-	-
Total Operating Revenue	\$ 95,481,700	\$ 98,529,016	\$ 98,529,016	\$ 98,529,016	\$ 98,529,016
Operating Expense					
Salaries (Non-MD)	\$ 7,768,476	\$ 7,845,354	\$ 7,845,354	\$ 7,845,354	\$ 7,845,354
Fringes Benefits (Non-MD)	2,585,060	2,607,505	\$ 2,607,505	\$ 2,607,505	\$ 2,607,505
Physician Fees/Salaries/Contracts/Fringe	-	-	-	-	-
Health Care Provider Tax	5,728,003	5,911,741	5,911,741	5,911,741	5,911,741
Depreciation/Amortization					
Interest					
Other Operating Expense	28,146,781	28,709,693	\$ 28,709,693	\$ 28,709,693	\$ 28,709,693
Total Operating Expense	\$ 44,228,320	\$ 45,074,293	\$ 45,074,293	\$ 45,074,293	\$ 45,074,293
Net Operating Income (Loss)	\$ 51,253,380	\$ 53,454,723	\$ 53,454,723	\$ 53,454,723	\$ 53,454,723
Non-Operating Revenue					
Excess (Deficit) of Rev Over Exp	\$ 51,253,380	\$ 53,454,723	\$ 53,454,723	\$ 53,454,723	\$ 53,454,723

- Latest actual numbers should tie to the hospital budget process.

- Gross revenue includes revenue billed through the Perioperative department, which includes all OR rooms but excludes any room and board charges as well as any charges for ancillary services.

- Total operating expenses only includes expenses directly charged to the Perioperative department, which includes all OR rooms but excludes any room and board expenses, any expenses for ancillary services, and indirect overhead expenses.

- Health Care Provider Tax is listed on this form as an expense. Please note on the University of VT Medical Center Audited Financial Statements it is treated as a contractual allowance.

- Other Operating Expense break down is as follows: FY15 \$26,891,984 is med/surg expense, \$108,063 is pharmaceutical expense, \$745,447 is for equipment service agreements, and the remaining \$401,287 is all other. FY16 through FY19 \$27,448,393 is med/surg expense, \$142,145 is pharmaceutical expense, \$763,550 is for equipment service agreements, and the remaining \$355,605 is all other expense.

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

Universtiy of Vermont Medical Center
DaVinci Replacement
TABLE 3B
INCOME STATEMENT
PROJECT ONLY

	Latest Actual 2015	Budget 2016	Proposed Year 1 2017	Proposed Year 2 2018	Proposed Year 3 2019
Revenues					
Inpatient Care Revenue		\$ -	\$ -	\$ -	\$ -
Outpatient Care Revenue		-	-	-	-
Chronic/Rehab Revenue		-	-	-	-
SNF/ECF Patient Care Revenue		-	-	-	-
Swing Beds Patient Care Revenue		-	-	-	-
Gross Patient Care Revenue		\$ -	\$ -	\$ -	\$ -
Disproportionate Share Payments		\$ -	\$ -	\$ -	\$ -
Free Care & Bad Debt		-	-	-	-
Deductions from Revenue		-	-	-	-
Net Patient Care Revenue		\$ -	\$ -	\$ -	\$ -
Other Operating Revenue		-	-	-	-
Total Operating Revenue		\$ -	\$ -	\$ -	\$ -
Operating Expense					
Salaries (Non-MD)		\$ -	\$ -	\$ -	\$ -
Fringes Benefits (Non-MD)		-	-	-	-
Physician Fees/Salaries/Contracts/Fringes		-	-	-	-
Health Care Provider Tax		-	-	-	-
Depreciation/Amortization		-	342,143	342,143	342,143
Interest		-	-	-	-
Other Operating Expense		-	(144,000)	30,000	30,000
Total Operating Expense		\$ -	\$ 198,143	\$ 373,143	\$ 373,143
Net Operating Income (Loss)		\$ -	\$ (198,143)	\$ (373,143)	\$ (373,143)
Non-Operating Revenue		-	-	-	-
Excess (Deficit) of Rev Over Exp		\$ -	\$ (198,143)	\$ (373,143)	\$ (373,143)

Notes:

- This is a replacement project only so no additional revenue will be realized from this purchase.
- Additional expense is for depreciation
- FY 2017 includes one year of savings for equipment maintenance expense in the amount of \$144,000 during the warranty period.
- FY 2018 and 2019 include the increase of \$30,000 per year for the maintenance agreement for the new DaVinci.

NOTE: This table requires no 'fill-in' as it is populated automatically from Tables 3A & 3B.

Universtiy of Vermont Medical Center
DaVinci Replacement
TABLE 3C
INCOME STATEMENT
WITH PROJECT

	Latest Actual	Budget	Proposed	Proposed	Proposed
	2015	2016	Year 1	Year 2	Year 3
	2017		2018		2019
Revenues					
Inpatient Care Revenue	\$ 120,460,020	\$ 120,107,587	\$ 120,107,587	\$ 120,107,587	\$ 120,107,587
Outpatient Care Revenue	65,556,453	66,235,902	66,235,902	66,235,902	66,235,902
Chronic/Rehab Revenue	-	-	-	-	-
SNF/ECF Patient Care Revenue	-	-	-	-	-
Swing Beds Patient Care Revenue	-	-	-	-	-
Gross Patient Care Revenue	\$ 186,016,473	\$ 186,343,489	\$ 186,343,489	\$ 186,343,489	\$ 186,343,489
Disproportionate Share Payments	\$ (914,613)	\$ (911,488)	\$ (911,488)	\$ (911,488)	\$ (911,488)
Free Care & Bad Debt	1,810,260	2,714,698	2,714,698	2,714,698	2,714,698
Deductions from Revenue	89,654,109	86,011,263	86,011,263	86,011,263	86,011,263
Net Patient Care Revenue	\$ 95,466,718	\$ 98,529,016	\$ 98,529,016	\$ 98,529,016	\$ 98,529,016
Other Operating Revenue	14,982	-	-	-	-
Total Operating Revenue	\$ 95,481,700	\$ 98,529,016	\$ 98,529,016	\$ 98,529,016	\$ 98,529,016
Operating Expense					
Salaries (Non-MD)	\$ 7,768,476	\$ 7,845,354	\$ 7,845,354	\$ 7,845,354	\$ 7,845,354
Fringes Benefits (Non-MD)	2,585,060	2,607,505	2,607,505	2,607,505	2,607,505
Physician Fees/Salaries/Contracts/Fringe	-	-	-	-	-
Health Care Provider Tax	5,728,003	5,911,741	5,911,741	5,911,741	5,911,741
Depreciation/Amortization	-	-	342,143	342,143	342,143
Interest	-	-	-	-	-
Other Operating Expense	28,146,781	28,709,693	28,565,693	28,740,693	28,740,693
Total Operating Expense	\$ 44,228,320	\$ 45,074,293	\$ 45,272,436	\$ 45,447,436	\$ 45,447,436
Net Operating Income (Loss)	\$ 51,253,380	\$ 53,454,723	\$ 53,256,581	\$ 53,081,581	\$ 53,081,581
Non-Operating Revenue	-	-	-	-	-
Excess (Deficit) of Rev Over Exp	\$ 51,253,380	\$ 53,454,723	\$ 53,256,581	\$ 53,081,581	\$ 53,081,581

Latest actual numbers should tie to the hospital budget process.

GMCB
FY15 Actual

ASSETS

CURRENT ASSETS

CASH & INVESTMENTS	186,606,000
PATIENT ACCOUNTS RECEIVABLE, GROSS	150,889,000
LESS: ALLOWANCE FOR UNCOLLECTIBLE ACCTS	(23,064,000)
DUE FROM THIRD PARTIES	2,830,000
OTHER CURRENT ASSETS	48,795,000

TOTAL CURRENT ASSETS	366,056,000
-----------------------------	-------------

BOARD DESIGNATED ASSETS

FUNDED DEPRECIATION	353,940,000
ESCROWED BOND FUNDS	21,597,000
OTHER	54,571,000

TOTAL BOARD DESIGNATED ASSETS	430,108,000
--------------------------------------	-------------

PROPERTY, PLANT AND EQUIPMENT

LAND, BUILDINGS & IMPROVEMENTS	633,266,000.00
FIXED EQUIPMENT	
MAJOR MOVABLE EQUIPMENT	314,061,000
CONSTRUCTION IN PROGRESS	14,899,000
TOTAL PROPERTY, PLANT & EQUIPMENT	962,226,000

LESS: ACCUMULATED DEPRECIATION

LAND, BUILDINGS & IMPROVEMENTS	(295,143,000)
EQUIPMENT - FIXED	
EQUIPMENT - MAJOR MOVEABLE	(235,759,000)
TOTAL ACCUMULATED DEPRECIATION ()	(530,902,000)

TOTAL PROPERTY, PLANT AND EQUIPMENT, NET	431,324,000
---	-------------

OTHER LONG-TERM ASSETS

31,951,000

TOTAL ASSETS

1,259,439,000

LIABILITIES AND FUND BALANCE

CURRENT LIABILITIES

ACCOUNTS PAYABLE	23,667,000
SALARIES, WAGES AND PAYROLL TAXES PAYABLE	91,790,000
ESTIMATED THIRD-PARTY SETTLEMENTS	12,695,000
OTHER CURRENT LIABILITIES	44,393,000
CURRENT PORTION OF LONG-TERM DEBT	11,346,000
TOTAL CURRENT LIABILITIES	183,891,000

LONG-TERM DEBT

BONDS & MORTGAGES PAYABLE	339,803,000
CAPITAL LEASE OBLIGATIONS	
OTHER LONG-TERM DEBT	
TOTAL LONG-TERM DEBT	339,803,000

TOTAL OTHER NONCURRENT LIABILITIES

29,951,000

TOTAL LIABILITIES

553,645,000

FUND BALANCE

705,794,000

TOTAL LIABILITIES & FUND BALANCE

1,259,439,000

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

University of Vermont Medical Center
DaVinci Replacement
TABLE 5A
STATEMENT OF CASH FLOWS
WITHOUT PROJECT

	Latest Actual 2015	Budget 2016	Proposed Year 1 2017	Proposed Year 2 2018	Proposed Year 3 2019
Beginning Cash	\$ -	\$ -	\$ -	\$ -	\$ -
Operations					
Excess revenues over expenses	51,253,380	53,454,723	53,454,723	53,454,723	53,454,723
Depreciation / Amortization	-	-	-	-	-
(Increase)/Decrease Patient A/R	-	-	-	-	-
(Increase)/Decrease Other Changes	-	-	-	-	-
Subtotal Cash from Operations	\$ 51,253,380	\$ 53,454,723	\$ 53,454,723	\$ 53,454,723	\$ 53,454,723
Investing Activity					
Capital Spending					
Capital					
Capitalized Interest					
Change in accum depr less depreciation	-	-	-	-	-
(Increase) Decrease in capital assets	-	-	-	-	-
Subtotal Capital Spending	\$ -	\$ -	\$ -	\$ -	\$ -
(Increase) / Decrease					
Funded Depreciation		-	-	-	-
Other LT assets & escrowed bonds & other		-	-	-	-
Subtotal (Increase) / Decrease	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal Cash from Investing Activity	\$ -	\$ -	\$ -	\$ -	\$ -
Financing Activity					
Debt (increase) decrease					
Bonds & mortgages		-	-	-	-
Repayment		-	-	-	-
Capital lease & other long term debt	-	-	-	-	-
Subtotal Cash from Financing Activity	\$ -	\$ -	\$ -	\$ -	\$ -
Other Changes (please describe)					
Manual adjustment					
Other					
Change in fund balance less net income		(53,454,723)	(53,454,723)	(53,454,723)	(53,454,723)
Other					
Subtotal Other Changes	\$ -	\$ (53,454,723)	\$ (53,454,723)	\$ (53,454,723)	\$ (53,454,723)
Net Increase (Decrease) in Cash	\$ 51,253,380	\$ -	\$ -	\$ -	\$ -
Ending Cash	\$ 51,253,380	\$ -	\$ -	\$ -	\$ -

Notes:

- Excess revenue over expenses is populated from table 3A and is the net income for the Perioperative department.
- The remaining operational expenses related to this cash flow statement are not obtainable at the departmental level.
- Investing Activity including capitalized interest is not stored at the departmental level and thus cannot be included on this cash flow statement.
- Financing Activity is not stored at the departmental level and thus cannot be included on this cash flow statement.

NOTE: This table requires no 'fill-in' as it automatically populates from Tables 4B, 5A and 5B.

Universtiy of Vermont Medical Center
DaVinci Replacement
TABLE 5B
STATEMENT OF CASH FLOWS
PROJECT ONLY

	Latest Actual 2015	Budget 2016	Proposed Year 1 2017	Proposed Year 2 2018	Proposed Year 3 2019
Beginning Cash		\$ -	\$ -	\$ (2,253,994)	\$ (2,284,994)
Operations					
Excess revenues over expenses		-	(198,143)	(373,143)	(373,143)
Depreciation / Amortization		-	342,143	342,143	342,143
(Increase)/Decrease Patient A/R		-	-	-	-
(Increase)/Decrease Other Changes		-	-	-	-
Subtotal Cash from Operations		\$ -	\$ 144,000	\$ (31,000)	\$ (31,000)
Investing Activity					
Capital Spending					
Capital					
Capitalized Interest					
Change in accum depr less depreciation		-			
(Increase) Decrease in capital assets		-	(2,397,994)	-	-
Subtotal Capital Spending		\$ -	\$ (2,397,994)	\$ -	\$ -
(Increase) / Decrease					
Funded Depreciation		-	-	-	-
Other LT assets & escrowed bonds & other		-	-	-	-
Subtotal (Increase) / Decrease		\$ -	\$ -	\$ -	\$ -
Subtotal Cash from Investing Activity		\$ -	\$ (2,397,994)	\$ -	\$ -
Financing Activity					
Debt (increase) decrease					
Bonds & mortgages		-	-	-	-
Repayment					
Capital lease & other long term debt		-	-	-	-
Subtotal Cash from Financing Activity		\$ -	\$ -	\$ -	\$ -
Other Changes (please describe)					
Manual adjustment					
Other					
Change in fund balance less net income		-			
Other					
Subtotal Other Changes		\$ -	\$ -	\$ -	\$ -
Net Increase (Decrease) in Cash		\$ -	\$ (2,253,994)	\$ (31,000)	\$ (31,000)
Ending Cash		\$ -	\$ (2,253,994)	\$ (2,284,994)	\$ (2,315,994)

NOTE: This table requires no 'fill-in' as it is populated automatically from Tables 5A & 5B.

University of Vermont Medical Center
DaVinci Replacement
TABLE 5C
STATEMENT OF CASH FLOWS
WITH PROJECT

	Latest Actual 2015	Budget 2016	Proposed Year 1 2017	Proposed Year 2 2018	Proposed Year 3 2019
Beginning Cash	\$ -	\$ -	\$ -	\$ (2,253,994)	\$ (2,284,994)
Operations					
Excess revenues over expenses	51,253,380	53,454,723	53,256,581	53,081,581	53,081,581
Depreciation / Amortization	-	-	342,143	342,143	342,143
(Increase)/Decrease Patient A/R	-	-	-	-	-
(Increase)/Decrease Other Changes	-	-	-	-	-
Subtotal Cash from Operations	\$ 51,253,380	\$ 53,454,723	\$ 53,598,723	\$ 53,423,723	\$ 53,423,723
Investing Activity					
Capital Spending					
Capital	-	-	-	-	-
Capitalized Interest	-	-	-	-	-
Change in accum depr less depreciation	-	-	-	-	-
(Increase) Decrease in capital assets	-	-	(2,397,994)	-	-
Subtotal Capital Spending	\$ -	\$ -	\$ (2,397,994)	\$ -	\$ -
(Increase) / Decrease					
Funded Depreciation	-	-	-	-	-
Other LT assets & escrowed bonds & other	-	-	-	-	-
Subtotal (Increase) / Decrease	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal Cash from Investing Activity	\$ -	\$ -	\$ (2,397,994)	\$ -	\$ -
Financing Activity					
Debt (increase) decrease					
Bonds & mortgages	-	-	-	-	-
Repayment	-	-	-	-	-
Capital lease & other long term debt	-	-	-	-	-
Subtotal Cash from Financing Activity	\$ -	\$ -	\$ -	\$ -	\$ -
Other Changes (please describe)					
Manual adjustment	-	-	-	-	-
Other	-	-	-	-	-
Change in fund balance less net income	-	(53,454,723)	(53,454,723)	(53,454,723)	(53,454,723)
Other	-	-	-	-	-
Subtotal Other Changes	\$ -	\$ (53,454,723)	\$ (53,454,723)	\$ (53,454,723)	\$ (53,454,723)
Net Increase (Decrease) in Cash	\$ 51,253,380	\$ -	\$ (2,253,994)	\$ (31,000)	\$ (31,000)
Ending Cash	\$ 51,253,380	\$ -	\$ (2,253,994)	\$ (2,284,994)	\$ (2,315,994)

Notes:

- Refer to Tables 5A and 5B Notes

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

University of Vermont Medical Center
DaVinci Replacement
TABLE 6A
REVENUE SOURCE PROJECTIONS
WITHOUT PROJECT

	Latest Actual 2015	% of Total	Budget 2016	% of Total	Proposed Year 1 2017	% of Total	Proposed Year 2 2018	% of Total	Proposed Year 3 2019	% of Total
Gross Inpatient Revenue										
Medicare	\$ 46,573,893	38.7%	\$ 44,620,545	37.2%	\$ 44,620,545	37.2%	\$ 44,620,545	37.2%	\$ 44,620,545	37.2%
Medicaid	\$ 13,325,982	11.1%	\$ 12,312,577	10.3%	\$ 12,312,577	10.3%	\$ 12,312,577	10.3%	\$ 12,312,577	10.3%
Commercial	\$ 53,528,194	44.4%	\$ 54,020,500	45.0%	\$ 54,020,500	45.0%	\$ 54,020,500	45.0%	\$ 54,020,500	45.0%
Self Pay	\$ 301,492	0.3%	\$ 136,482	0.1%	\$ 136,482	0.1%	\$ 136,482	0.1%	\$ 136,482	0.1%
Free Care / Bad Debt	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Other	\$ 6,730,459	5.6%	\$ 9,017,483	7.5%	\$ 9,017,483	7.5%	\$ 9,017,483	7.5%	\$ 9,017,483	7.5%
	\$ 120,460,020	100.0%	\$ 120,107,587	100.0%	\$ 120,107,587	100.0%	\$ 120,107,587	100.0%	\$ 120,107,587	100.0%
Gross Outpatient Revenue										
Medicare	\$ 15,202,575	23.2%	\$ 15,358,993	23.2%	\$ 15,358,993	23.2%	\$ 15,358,993	23.2%	\$ 15,358,993	23.2%
Medicaid	\$ 9,238,520	14.1%	\$ 8,439,706	12.7%	\$ 8,439,706	12.7%	\$ 8,439,706	12.7%	\$ 8,439,706	12.7%
Commercial	\$ 37,566,258	57.3%	\$ 39,191,851	59.2%	\$ 39,191,851	59.2%	\$ 39,191,851	59.2%	\$ 39,191,851	59.2%
Self Pay	\$ 488,703	0.7%	\$ 783,510	1.2%	\$ 783,510	1.2%	\$ 783,510	1.2%	\$ 783,510	1.2%
Free Care / Bad Debt	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Other	\$ 3,060,397	4.7%	\$ 2,461,842	3.7%	\$ 2,461,842	3.7%	\$ 2,461,842	3.7%	\$ 2,461,842	3.7%
	\$ 65,556,453	100.0%	\$ 66,235,902	100.0%	\$ 66,235,902	100.0%	\$ 66,235,902	100.0%	\$ 66,235,902	100.0%
Gross Other Revenue										
Medicare	\$ -		\$ -		\$ -		\$ -		\$ -	
Medicaid	\$ -		\$ -		\$ -		\$ -		\$ -	
Commercial	\$ -		\$ -		\$ -		\$ -		\$ -	
Self Pay	\$ -		\$ -		\$ -		\$ -		\$ -	
Free Care / Bad Debt	\$ -		\$ -		\$ -		\$ -		\$ -	
Other	\$ 14,982		\$ -		\$ -		\$ -		\$ -	
	\$ 14,982		\$ -		\$ -		\$ -		\$ -	
Gross Patient Revenue										
Medicare	\$ 61,776,468	33.2%	\$ 59,979,539	32.2%	\$ 59,979,539	32.2%	\$ 59,979,539	32.2%	\$ 59,979,539	32.2%
Medicaid	\$ 22,564,502	12.1%	\$ 20,752,283	11.1%	\$ 20,752,283	11.1%	\$ 20,752,283	11.1%	\$ 20,752,283	11.1%
Commercial	\$ 91,094,452	49.0%	\$ 93,212,351	50.0%	\$ 93,212,351	50.0%	\$ 93,212,351	50.0%	\$ 93,212,351	50.0%
Self Pay	\$ 790,195	0.4%	\$ 919,992	0.5%	\$ 919,992	0.5%	\$ 919,992	0.5%	\$ 919,992	0.5%
Free Care / Bad Debt	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Other	\$ 9,790,855	5.3%	\$ 11,479,325	6.2%	\$ 11,479,325	6.2%	\$ 11,479,325	6.2%	\$ 11,479,325	6.2%
	\$ 186,016,473	100.0%	\$ 186,343,489	100.0%	\$ 186,343,489	100.0%	\$ 186,343,489	100.0%	\$ 186,343,489	100.0%
Deductions from Revenue										
Medicare	\$ 37,940,616	41.5%	\$ 37,939,544	42.8%	\$ 37,939,544	42.8%	\$ 37,939,544	42.8%	\$ 37,939,544	42.8%
Medicaid	\$ 17,914,507	19.6%	\$ 16,348,727	18.4%	\$ 16,348,727	18.4%	\$ 16,348,727	18.4%	\$ 16,348,727	18.4%
Commercial	\$ 30,185,354	33.0%	\$ 28,004,420	31.6%	\$ 28,004,420	31.6%	\$ 28,004,420	31.6%	\$ 28,004,420	31.6%
Self Pay	\$ 314,813	0.3%	\$ 324,316	0.4%	\$ 324,316	0.4%	\$ 324,316	0.4%	\$ 324,316	0.4%
Free Care / Bad Debt	\$ 1,810,260	2.0%	\$ 2,714,698	3.1%	\$ 2,714,698	3.1%	\$ 2,714,698	3.1%	\$ 2,714,698	3.1%
Other	\$ 3,298,819	3.6%	\$ 3,394,255	3.8%	\$ 3,394,255	3.8%	\$ 3,394,255	3.8%	\$ 3,394,255	3.8%
	\$ 91,464,369	100.0%	\$ 88,725,961	100.0%	\$ 88,725,961	100.0%	\$ 88,725,961	100.0%	\$ 88,725,961	100.0%
Net Patient Revenue										
Medicare	\$ 23,835,852	25.0%	\$ 22,039,994	22.4%	\$ 22,039,994	22.4%	\$ 22,039,994	22.4%	\$ 22,039,994	22.4%
Medicaid	\$ 4,649,995	4.9%	\$ 4,403,555	4.5%	\$ 4,403,555	4.5%	\$ 4,403,555	4.5%	\$ 4,403,555	4.5%
Commercial	\$ 60,909,098	63.8%	\$ 65,207,931	66.2%	\$ 65,207,931	66.2%	\$ 65,207,931	66.2%	\$ 65,207,931	66.2%
Self Pay	\$ 475,382	0.5%	\$ 595,676	0.6%	\$ 595,676	0.6%	\$ 595,676	0.6%	\$ 595,676	0.6%
Free Care / Bad Debt	\$ (1,810,260)	-1.9%	\$ (2,714,698)	-2.8%	\$ (2,714,698)	-2.8%	\$ (2,714,698)	-2.8%	\$ (2,714,698)	-2.8%
Other	\$ 6,492,037	6.8%	\$ 8,085,070	8.2%	\$ 8,085,070	8.2%	\$ 8,085,070	8.2%	\$ 8,085,070	8.2%
DSP*	\$ 914,613	1.0%	\$ 911,488	0.9%	\$ 911,488	0.9%	\$ 911,488	0.9%	\$ 911,488	0.9%
	\$ 95,466,718	100.0%	\$ 98,529,016	100.0%	\$ 98,529,016	100.0%	\$ 98,529,016	100.0%	\$ 98,529,016	100.0%

Notes:

- Gross revenue includes revenue billed through the Perioperative department, but excludes any room and board charges as well as any charges for ancillary services.
- Gross Other Revenue is from client service billings in which Provider tax should not be applied.
- Deductions are calculated using the total UVMC deduction percentages by payer

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

University of Vermont Medical Center
DaVinci Replacement
 TABLE 6B
 REVENUE SOURCE PROJECTIONS
 PROJECT ONLY

	Latest Actual 2015	% of Total	Budget 2016	% of Total	Proposed Year 1 2017	% of Total	Proposed Year 2 2018	% of Total	Proposed Year 3 2019	% of Total
Gross Inpatient Revenue										
Medicare			\$ -		\$ -		\$ -		\$ -	
Medicaid			-		-		-		-	
Commercial			-		-		-		-	
Self Pay			-		-		-		-	
Free Care / Bad Debt			-		-		-		-	
Other			-		-		-		-	
			\$ -		\$ -		\$ -		\$ -	
Gross Outpatient Revenue										
Medicare			\$ -		\$ -		\$ -		\$ -	
Medicaid			-		-		-		-	
Commercial			-		-		-		-	
Self Pay			-		-		-		-	
Free Care / Bad Debt			-		-		-		-	
Other			-		-		-		-	
			\$ -		\$ -		\$ -		\$ -	
Gross Other Revenue										
Medicare			\$ -		\$ -		\$ -		\$ -	
Medicaid			-		-		-		-	
Commercial			-		-		-		-	
Self Pay			-		-		-		-	
Free Care / Bad Debt			-		-		-		-	
Other			-		-		-		-	
			\$ -		\$ -		\$ -		\$ -	
Gross Patient Revenue										
Medicare			\$ -		\$ -		\$ -		\$ -	
Medicaid			-		-		-		-	
Commercial			-		-		-		-	
Self Pay			-		-		-		-	
Free Care / Bad Debt			-		-		-		-	
Other			-		-		-		-	
			\$ -		\$ -		\$ -		\$ -	
Deductions from Revenue										
Medicare			\$ -		\$ -		\$ -		\$ -	
Medicaid			-		-		-		-	
Commercial			-		-		-		-	
Self Pay			-		-		-		-	
Free Care / Bad Debt			-		-		-		-	
Other			-		-		-		-	
			\$ -		\$ -		\$ -		\$ -	
Net Patient Revenue										
Medicare			\$ -		\$ -		\$ -		\$ -	
Medicaid			-		-		-		-	
Commercial			-		-		-		-	
Self Pay			-		-		-		-	
Free Care / Bad Debt			-		-		-		-	
Other			-		-		-		-	
DSP*										
			\$ -	0.0%	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%

Notes:

- There is no additional revenue associated with the replacement.

NOTE: This table requires no 'fill-in' as it will automatically populate from Tables 6A & 6B.

University of Vermont Medical Center
DaVinci Replacement
TABLE 6C
REVENUE SOURCE PROJECTIONS
WITH PROJECT

	Latest Actual 2015	% of Total	Budget 2016	% of Total	Proposed Year 1 2017	% of Total	Proposed Year 2 2018	% of Total	Proposed Year 3 2019	% of Total
Gross Inpatient Revenue										
Medicare	\$ 46,573,893	38.7%	\$ 44,620,545	37.2%	\$ 44,620,545	37.2%	\$ 44,620,545	37.2%	\$ 44,620,545	37.2%
Medicaid	13,325,982	11.1%	12,312,577	10.3%	12,312,577	10.3%	12,312,577	10.3%	12,312,577	10.3%
Commercial	53,528,194	44.4%	54,020,500	45.0%	54,020,500	45.0%	54,020,500	45.0%	54,020,500	45.0%
Self Pay	301,492	0.3%	136,482	0.1%	136,482	0.1%	136,482	0.1%	136,482	0.1%
Free Care / Bad Debt	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
Other	6,730,459	5.6%	9,017,483	7.5%	9,017,483	7.5%	9,017,483	7.5%	9,017,483	7.5%
	\$ 120,460,020	100.0%	\$ 120,107,587	100.0%	\$ 120,107,587	100.0%	\$ 120,107,587	100.0%	\$ 120,107,587	100.0%
Gross Outpatient Revenue										
Medicare	\$ 15,202,575	23.2%	\$ 15,358,993	23.2%	\$ 15,358,993	23.2%	\$ 15,358,993	23.2%	\$ 15,358,993	23.2%
Medicaid	9,238,520	14.1%	8,439,706	12.7%	8,439,706	12.7%	8,439,706	12.7%	8,439,706	12.7%
Commercial	37,566,258	57.3%	39,191,851	59.2%	39,191,851	59.2%	39,191,851	59.2%	39,191,851	59.2%
Self Pay	488,703	0.7%	783,510	1.2%	783,510	1.2%	783,510	1.2%	783,510	1.2%
Free Care / Bad Debt	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
Other	3,060,397	4.7%	2,461,842	3.7%	2,461,842	3.7%	2,461,842	3.7%	2,461,842	3.7%
	\$ 65,556,453	100.0%	\$ 66,235,902	100.0%	\$ 66,235,902	100.0%	\$ 66,235,902	100.0%	\$ 66,235,902	100.0%
Gross Other Revenue										
Medicare	\$ -		\$ -		\$ -		\$ -		\$ -	
Medicaid	-		-		-		-		-	
Commercial	-		-		-		-		-	
Self Pay	-		-		-		-		-	
Free Care / Bad Debt	-		-		-		-		-	
Other	14,982		-		-		-		-	
	\$ 14,982		\$ -		\$ -		\$ -		\$ -	
Gross Patient Revenue										
Medicare	\$ 61,776,468	33.2%	\$ 59,979,539	32.2%	\$ 59,979,539	32.2%	\$ 59,979,539	32.2%	\$ 59,979,539	32.2%
Medicaid	22,564,502	12.1%	20,752,283	11.1%	20,752,283	11.1%	20,752,283	11.1%	20,752,283	11.1%
Commercial	91,094,452	49.0%	93,212,351	50.0%	93,212,351	50.0%	93,212,351	50.0%	93,212,351	50.0%
Self Pay	790,195	0.4%	919,992	0.5%	919,992	0.5%	919,992	0.5%	919,992	0.5%
Free Care / Bad Debt	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
Other	9,805,837	5.3%	11,479,325	6.2%	11,479,325	6.2%	11,479,325	6.2%	11,479,325	6.2%
	\$ 186,031,455	100.0%	\$ 186,343,489	100.0%	\$ 186,343,489	100.0%	\$ 186,343,489	100.0%	\$ 186,343,489	100.0%
Deductions from Revenue										
Medicare	\$ 37,940,616	41.5%	\$ 37,939,544	42.8%	\$ 37,939,544	42.8%	\$ 37,939,544	42.8%	\$ 37,939,544	42.8%
Medicaid	17,914,507	19.6%	16,348,727	18.4%	16,348,727	18.4%	16,348,727	18.4%	16,348,727	18.4%
Commercial	30,185,354	33.0%	28,004,420	31.6%	28,004,420	31.6%	28,004,420	31.6%	28,004,420	31.6%
Self Pay	314,813	0.3%	324,316	0.4%	324,316	0.4%	324,316	0.4%	324,316	0.4%
Free Care / Bad Debt	1,810,260	2.0%	2,714,698	3.1%	2,714,698	3.1%	2,714,698	3.1%	2,714,698	3.1%
Other	3,298,819	3.6%	3,394,255	3.8%	3,394,255	3.8%	3,394,255	3.8%	3,394,255	3.8%
	\$ 91,464,369	100.0%	\$ 88,725,961	100.0%	\$ 88,725,961	100.0%	\$ 88,725,961	100.0%	\$ 88,725,961	100.0%
Net Patient Revenue										
Medicare	\$ 23,835,852	25.0%	\$ 22,039,994	22.4%	\$ 22,039,994	22.4%	\$ 22,039,994	22.4%	\$ 22,039,994	22.4%
Medicaid	4,649,995	4.9%	4,403,555	4.5%	4,403,555	4.5%	4,403,555	4.5%	4,403,555	4.5%
Commercial	60,909,098	63.8%	65,207,931	66.2%	65,207,931	66.2%	65,207,931	66.2%	65,207,931	66.2%
Self Pay	475,382	0.5%	595,676	0.6%	595,676	0.6%	595,676	0.6%	595,676	0.6%
Free Care / Bad Debt	(1,810,260)	-1.9%	(2,714,698)	-2.8%	(2,714,698)	-2.8%	(2,714,698)	-2.8%	(2,714,698)	-2.8%
Other	6,507,019	6.8%	8,085,070	8.2%	8,085,070	8.2%	8,085,070	8.2%	8,085,070	8.2%
DSP*	914,613	1.0%	911,488	0.9%	911,488	0.9%	911,488	0.9%	911,488	0.9%
	\$ 95,481,700	100.0%	\$ 98,529,016	100.0%	\$ 98,529,016	100.0%	\$ 98,529,016	100.0%	\$ 98,529,016	100.0%

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

University of Vermont Medical Center
DaVinci Replacement
TABLE 7
UTILIZATION PROJECTIONS
TOTALS

A: WITHOUT PROJECT		Latest Actual	Budget	Proposed	Proposed	Proposed
		2015	2016	Year 1	Year 2	Year 3
				2017	2018	2019
Inpatient Utilization						
Staffed Beds						
Admissions						
Patient Days						
Average Length of Stay						
Outpatient Utilization						
All Outpatient Visits						
OR Procedures						
Observation Units						
Physician Office Visits						
Ancillary						
All OR Procedures		11,983	11,985	11,985	11,985	11,985
Emergency Room Visits						
Adjusted Statistics						
Adjusted Admissions						
Adjusted Patient Days						

B: PROJECT ONLY		Latest Actual	Budget	Proposed	Proposed	Proposed
		2015	2016	Year 1	Year 2	Year 3
				2017	2018	2019
Inpatient Utilization						
Staffed Beds			-	-	-	-
Admissions			-	-	-	-
Patient Days			-	-	-	-
Average Length of Stay			-	-	-	-
Outpatient Utilization						
All Outpatient Visits			-	-	-	-
OR Procedures			-	-	-	-
Observation Units			-	-	-	-
Physician Office Visits			-	-	-	-
Ancillary						
All OR Procedures			-	-	-	-
Emergency Room Visits			-	-	-	-
Adjusted Statistics						
Adjusted Admissions			-	-	-	-
Adjusted Patient Days			-	-	-	-

C: WITH PROJECT		Latest Actual	Budget	Proposed	Proposed	Proposed
		2015	2016	Year 1	Year 2	Year 3
				2017	2018	2019
Inpatient Utilization						
Staffed Beds		-				
Admissions		-	-	-	-	-
Patient Days		-	-	-	-	-
Average Length of Stay		-				
Outpatient Utilization						
All Outpatient Visits		-	-	-	-	-
OR Procedures		-	-	-	-	-
Observation Units		-	-	-	-	-
Physician Office Visits		-	-	-	-	-
Ancillary						
All OR Procedures		11,983	11,985	11,985	11,985	11,985
Emergency Room Visits		-	-	-	-	-
Adjusted Statistics						
Adjusted Admissions		-				
Adjusted Patient Days		-				

5/4/2016

Health Care Administration

Exhibit 2 - da Vinci CON Tables, Table 7

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

University of Vermont Medical Center
DaVinci Replacement
 TABLE 8
 UTILIZATION PROJECTIONS
 PROJECT SPECIFIC

A: WITHOUT PROJECT		Latest Actual	Budget	Proposed	Proposed	Proposed
You may wish to enter your own categories below:		2015	2016	Year 1 2017	Year 2 2018	Year 3 2019
Acute						
Acute Care Admissions						
Acute Patient Days						
Acute Staffed Beds						
Imaging						
Radiology - Diagnostic Procedures						
Nuclear Medicine Procedures				-	-	-
Cat Scan Procedures						
Magnetic Resonance Imaging						
Other						
Laboratory Tests						
Catheterization Lab Procedures						
Division staff can assist in determining the amount of detail required to support your proposal.						

B: PROJECT ONLY		Latest Actual	Budget	Proposed	Proposed	Proposed
		2015	2016	Year 1 2017	Year 2 2018	Year 3 2019
Acute						
Acute Care Admissions			-	-	-	-
Acute Patient Days			-	-	-	-
Acute Staffed Beds			-	-	-	-
Imaging						
Radiology - Diagnostic Procedures			-	-	-	-
Nuclear Medicine Procedures			-	-	-	-
Cat Scan Procedures			-	-	-	-
Magnetic Resonance Imaging			-	-	-	-
Other						
Laboratory Tests			-	-	-	-

C: WITH PROJECT		Latest Actual	Budget	Proposed	Proposed	Proposed
		2015	2016	Year 1 2017	Year 2 2018	Year 3 2019
Acute						
Acute Care Admissions		-	-	-	-	-
Acute Patient Days		-	-	-	-	-
Acute Staffed Beds		-	-	-	-	-
Imaging						
Radiology - Diagnostic Procedures		-	-	-	-	-
Nuclear Medicine Procedures		-	-	-	-	-
Cat Scan Procedures		-	-	-	-	-
Magnetic Resonance Imaging		-	-	-	-	-
Other						
Laboratory Tests		-	-	-	-	-
Catheterization Lab Procedures		-	-	-	-	-
		-	-	-	-	-
		-	-	-	-	-
		-	-	-	-	-

Notes:

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

Universtiy of Vermont Medical Center
DaVinci Replacement
 TABLE 9
 STAFFING PROJECTIONS
 TOTALS

A: WITHOUT PROJECT					
	Latest Actual	Budget	Proposed	Proposed	Proposed
	2015	2016	Year 1	Year 2	Year 3
			2017	2018	2019
Non-MD FTEs					
Total General Services					
Total Inpatient Routine Services					
Total Outpatient Routine Services					
Total Ancillary Services					
Total Other Services ¹	48.2	47.6	47.6	47.6	47.6
Total Non-MD FTEs	48.2	47.6	47.6	47.6	47.6
Physician FTEs					
Direct Service Nurse FTEs	66.6	68.7	68.7	68.7	68.7

B: PROJECT ONLY					
	Latest Actual	Budget	Proposed	Proposed	Proposed
	2015	2016	Year 1	Year 2	Year 3
			2017	2018	2019
Non-MD FTEs					
Total General Services					
Total Inpatient Routine Services					
Total Outpatient Routine Services					
Total Ancillary Services					
Total Other Services					
Total Non-MD FTEs		0.0	0.0	0.0	0.0
Physician Services					
Direct Service Nurse FTEs					

C: WITH PROJECT					
	Latest Actual	Budget	Proposed	Proposed	Proposed
	2015	2016	Year 1	Year 2	Year 3
			2017	2018	2019
Non-MD FTEs					
Total General Services	0.0	0.0	0.0	0.0	0.0
Total Inpatient Routine Services	0.0	0.0	0.0	0.0	0.0
Total Outpatient Routine Services	0.0	0.0	0.0	0.0	0.0
Total Ancillary Services	0.0	0.0	0.0	0.0	0.0
Total Other Services	48.2	47.6	47.6	47.6	47.6
Total Non-MD FTEs	48.2	47.6	47.6	47.6	47.6
Physician Services	0.0	0.0	0.0	0.0	0.0
Direct Service Nurse FTEs	66.6	68.7	68.7	68.7	68.7

- Other services FTEs include Patient Care Associates, OR Technicians, Perfusionists, Managers, Unit Secretaries, and OR Equipment Maintenance Specialists