

**Name Entity: Bristol Hospital and Health Care Group, Inc.**  
**Financial Attachment I (A):**

Please provide one year of actual results and three years of projections of **Total Entity** revenue, expense and volume statistics without, incremental to and with the CON proposal in the following reporting format:

LINE	Total Entity:	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)
		FY 2013	FY 2014	FY 2014	FY 2014	FY 2015	FY 2015	FY 2015	FY 2016	FY 2016	FY 2016	FY 2017	FY 2017	FY 2017
	Description	Actual Results	Projected W/out CON	Projected Incremental	Projected With CON	Projected W/out CON	Projected Incremental	Projected With CON	Projected W/out CON	Projected Incremental	Projected With CON	Projected W/out CON	Projected Incremental	Projected With CON
<b>A. OPERATING REVENUE</b>														
1	Total Gross Patient Revenue	\$477,829,177	\$497,934,568	\$0	\$497,934,568	\$507,880,562	\$5,091,630	\$512,972,192	\$518,025,222	\$10,438,730	\$528,463,952	\$528,372,517	\$16,051,046	\$544,423,564
2	Less: Allowances	\$313,081,711	\$322,277,392	\$0	\$322,277,392	\$330,504,789	\$3,313,393	\$333,818,182	\$338,487,798	\$6,820,870	\$345,308,668	\$345,248,922	\$10,488,067	\$355,736,990
3	Less: Charity Care	\$5,306,457	\$5,556,279	\$0	\$5,556,279	\$5,667,263	\$56,816	\$5,724,078	\$5,780,463	\$116,482	\$5,896,945	\$5,895,925	\$179,108	\$6,075,033
4	Less: Other Deductions	(\$2,210,522)	(\$4,181,207)	\$0	(\$4,181,207)	(\$4,264,724)	(\$42,755)	(\$4,307,479)	(\$4,349,910)	(\$87,655)	(\$4,437,565)	(\$4,436,797)	(\$134,782)	(\$4,571,579)
	<b>Net Patient Service Revenue</b>	<b>\$161,651,531</b>	<b>\$174,282,104</b>	<b>\$0</b>	<b>\$174,282,104</b>	<b>\$175,973,235</b>	<b>\$1,764,176</b>	<b>\$177,737,410</b>	<b>\$178,106,871</b>	<b>\$3,589,033</b>	<b>\$181,695,904</b>	<b>\$181,664,467</b>	<b>\$5,518,653</b>	<b>\$187,183,120</b>
5	Medicare	\$53,509,264	\$62,363,241	\$0	\$62,363,241	\$61,631,642	\$608,982	\$62,240,624	\$61,481,362	\$1,238,911	\$62,720,273	\$62,709,422	\$1,905,004	\$64,614,426
6	Medicaid	\$32,327,882	\$32,948,244	\$0	\$32,948,244	\$32,068,412	\$323,987	\$32,392,400	\$32,708,963	\$659,119	\$33,368,082	\$33,362,308	\$1,013,489	\$34,375,798
7	CHAMPUS & TriCare	\$320,057	\$346,138	\$0	\$346,138	\$360,614	\$3,643	\$364,257	\$367,817	\$7,412	\$375,229	\$375,164	\$11,397	\$386,561
8	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	<b>Total Government</b>	<b>\$86,157,203</b>	<b>\$95,657,623</b>	<b>\$0</b>	<b>\$95,657,623</b>	<b>\$94,060,668</b>	<b>\$936,613</b>	<b>\$94,997,281</b>	<b>\$94,558,142</b>	<b>\$1,905,442</b>	<b>\$96,463,584</b>	<b>\$96,446,894</b>	<b>\$2,929,890</b>	<b>\$99,376,784</b>
9	Commercial Insurers	\$72,393,696	\$75,397,535	\$0	\$75,397,535	\$78,550,669	\$793,598	\$79,344,267	\$80,119,680	\$1,614,492	\$81,734,172	\$81,720,030	\$2,482,514	\$84,202,544
10	Uninsured	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
11	Self Pay	\$340,603	\$342,003	\$0	\$342,003	\$356,306	\$3,600	\$359,905	\$363,423	\$7,323	\$370,746	\$370,682	\$11,261	\$381,942
12	Workers Compensation	\$2,760,029	\$2,884,943	\$0	\$2,884,943	\$3,005,592	\$30,366	\$3,035,957	\$3,065,627	\$61,775	\$3,127,402	\$3,126,861	\$94,989	\$3,221,850
13	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	<b>Total Non-Government</b>	<b>\$75,494,328</b>	<b>\$78,624,481</b>	<b>\$0</b>	<b>\$78,624,481</b>	<b>\$81,912,566</b>	<b>\$827,563</b>	<b>\$82,740,129</b>	<b>\$83,548,729</b>	<b>\$1,683,591</b>	<b>\$85,232,320</b>	<b>\$85,217,573</b>	<b>\$2,588,763</b>	<b>\$87,806,336</b>
	<b>Net Patient Service Revenue<sup>a</sup> (Government+Non-Government)</b>	<b>\$161,651,531</b>	<b>\$174,282,104</b>	<b>\$0</b>	<b>\$174,282,104</b>	<b>\$175,973,235</b>	<b>\$1,764,176</b>	<b>\$177,737,410</b>	<b>\$178,106,871</b>	<b>\$3,589,033</b>	<b>\$181,695,904</b>	<b>\$181,664,467</b>	<b>\$5,518,653</b>	<b>\$187,183,120</b>
14	Less: Provision for Bad Debts	\$6,182,431	\$5,144,132	\$0	\$5,144,132	\$5,246,883	\$52,601	\$5,299,485	\$5,351,687	\$107,842	\$5,459,529	\$5,458,585	\$165,822	\$5,624,407
	<b>Net Patient Service Revenue less provision for bad debts</b>	<b>\$155,469,100</b>	<b>\$169,137,972</b>	<b>\$0</b>	<b>\$169,137,972</b>	<b>\$170,726,351</b>	<b>\$1,711,574</b>	<b>\$172,437,926</b>	<b>\$172,755,184</b>	<b>\$3,481,191</b>	<b>\$176,236,375</b>	<b>\$176,205,882</b>	<b>\$5,352,831</b>	<b>\$181,558,713</b>
15	Other Operating Revenue	\$5,734,284	\$4,963,183	\$0	\$4,963,183	\$5,012,814	\$0	\$5,012,814	\$5,062,943	\$0	\$5,062,943	\$5,113,572	\$0	\$5,113,572
17	Net Assets Released from Restrictions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	<b>TOTAL OPERATING REVENUE</b>	<b>\$161,203,384</b>	<b>\$174,101,155</b>	<b>\$0</b>	<b>\$174,101,155</b>	<b>\$175,739,166</b>	<b>\$1,711,574</b>	<b>\$177,450,740</b>	<b>\$177,818,126</b>	<b>\$3,481,191</b>	<b>\$181,299,317</b>	<b>\$181,319,454</b>	<b>\$5,352,831</b>	<b>\$186,672,285</b>
<b>B. OPERATING EXPENSES</b>														
1	Salaries and Wages	\$73,893,829	\$79,583,644	\$0	\$79,583,644	\$80,361,575	\$805,645	\$81,167,220	\$81,556,924	\$1,643,454	\$83,200,378	\$82,770,053	\$2,514,412	\$85,284,464
2	Fringe Benefits	\$21,368,688	\$22,620,693	\$0	\$22,620,693	\$22,841,810	(\$5,160,391)	\$17,681,419	\$23,181,574	(\$5,030,042)	\$18,151,532	\$23,526,391	(\$4,892,426)	\$18,633,965
3	Physicians Fees	\$5,010,391	\$5,668,277	\$0	\$5,668,277	\$5,781,643	\$0	\$5,781,643	\$5,897,276	\$0	\$5,897,276	\$6,015,221	\$0	\$6,015,221
4	Supplies and Drugs	\$23,758,520	\$26,410,372	\$0	\$26,410,372	\$27,108,188	(\$644,308)	\$26,463,880	\$27,920,735	(\$371,765)	\$27,548,971	\$28,757,639	(\$79,476)	\$28,678,163
5	Depreciation and Amortization	\$7,216,366	\$7,837,551	\$0	\$7,837,551	\$7,533,446	\$285,714	\$7,819,160	\$6,827,209	\$571,429	\$7,398,637	\$6,029,708	\$857,143	\$6,886,851
6	Provision for Bad Debts-Other <sup>b</sup>	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
7	Interest Expense	\$1,681,759	\$1,931,548	\$0	\$1,931,548	\$1,814,555	(\$1,814,555)	\$0	\$1,700,512	(\$1,700,512)	\$0	\$1,583,025	(\$1,583,025)	\$0
8	Malpractice Insurance Cost	\$1,339,349	\$1,733,256	\$0	\$1,733,256	\$1,767,921	\$0	\$1,767,921	\$1,803,280	\$0	\$1,803,280	\$1,839,345	\$0	\$1,839,345
9	Lease Expense	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
10	Other Operating Expenses	\$26,243,592	\$28,200,360	\$0	\$28,200,360	\$28,804,155	\$433,226	\$29,237,380	\$29,380,238	\$412,892	\$29,793,129	\$29,967,842	\$392,151	\$30,359,993
	<b>TOTAL OPERATING EXPENSES</b>	<b>\$160,512,494</b>	<b>\$173,985,701</b>	<b>\$0</b>	<b>\$173,985,701</b>	<b>\$176,013,293</b>	<b>(\$6,094,669)</b>	<b>\$169,918,624</b>	<b>\$178,267,747</b>	<b>(\$4,474,544)</b>	<b>\$173,793,203</b>	<b>\$180,489,225</b>	<b>(\$2,791,222)</b>	<b>\$177,698,003</b>
	Provision for Income Taxes <sup>c</sup>	\$0	\$0	\$0	\$0	\$0	\$3,015,410	\$3,015,410	\$0	\$3,005,061	\$3,005,061	\$0	\$3,592,381	\$3,592,381
	<b>Earnings Before Interest, Taxes, Depreciation &amp; Amortization (EBITDA)</b>	<b>\$9,589,015</b>	<b>\$9,884,552</b>	<b>\$0</b>	<b>\$9,884,552</b>	<b>\$9,073,874</b>	<b>\$6,277,403</b>	<b>\$15,351,276</b>	<b>\$8,078,100</b>	<b>\$6,826,651</b>	<b>\$14,904,752</b>	<b>\$8,442,963</b>	<b>\$7,418,171</b>	<b>\$15,861,134</b>
	<b>INCOME / (LOSS) FROM OPERATIONS</b>	<b>\$690,890</b>	<b>\$115,453</b>	<b>\$0</b>	<b>\$115,453</b>	<b>(\$274,127)</b>	<b>\$4,790,833</b>	<b>\$4,516,705</b>	<b>(\$449,620)</b>	<b>\$4,950,674</b>	<b>\$4,501,053</b>	<b>\$830,229</b>	<b>\$4,551,672</b>	<b>\$5,381,902</b>
	<b>NON-OPERATING INCOME / REVENUE</b>	<b>\$853,360</b>	<b>\$1,304,411</b>	<b>\$0</b>	<b>\$1,304,411</b>	<b>\$1,330,499</b>	<b>(\$1,324,089)</b>	<b>\$6,410</b>	<b>\$1,357,109</b>	<b>(\$1,350,570)</b>	<b>\$6,538</b>	<b>\$1,384,251</b>	<b>(\$1,377,582)</b>	<b>\$6,669</b>
	<b>NET INCOME / EXCESS (DEFICIENCY) OF REVENUE OVER EXPENSES</b>	<b>\$1,544,250</b>	<b>\$1,419,864</b>	<b>\$0</b>	<b>\$1,419,864</b>	<b>\$1,056,371</b>	<b>\$3,466,744</b>	<b>\$4,523,116</b>	<b>\$907,489</b>	<b>\$3,600,103</b>	<b>\$4,507,592</b>	<b>\$2,214,480</b>	<b>\$3,174,091</b>	<b>\$5,388,571</b>
	Retained Earnings/ Net Assets, beginning of year	\$28,607,725	\$30,151,975	\$0	\$30,151,975	\$497,934,568	\$497,934,568	\$995,869,136	\$32,628,210	\$3,466,744	\$36,094,955	\$33,535,699	\$7,066,848	\$40,602,546
	<b>Retained Earnings / Net Assets, end of year</b>	<b>\$30,151,975</b>	<b>\$31,571,839</b>	<b>\$0</b>	<b>\$31,571,839</b>	<b>\$497,934,568</b>	<b>\$497,934,568</b>	<b>\$995,869,136</b>	<b>\$33,535,699</b>	<b>\$7,066,848</b>	<b>\$40,602,546</b>	<b>\$35,750,179</b>	<b>\$10,240,938</b>	<b>\$45,991,118</b>

Principal Payments	\$1,053,525	\$1,938,897	\$0	\$1,938,897	\$1,838,161	(\$1,838,161)	\$0	\$1,905,032	(\$1,905,032)	\$0	\$1,962,553	(\$1,962,553)	\$0
<b>D. PROFITABILITY SUMMARY</b>													
1 Hospital Operating Margin	0.4%	0.1%	0.0%	0.1%	-0.2%	1236.4%	2.5%	-0.3%	232.4%	2.5%	0.5%	114.5%	2.9%
2 Hospital Non Operating Margin	0.5%	0.7%	0.0%	0.7%	0.8%	-341.7%	0.0%	0.8%	-63.4%	0.0%	0.8%	-34.7%	0.0%
3 Hospital Total Margin	1.0%	0.8%	0.0%	0.8%	0.6%	894.7%	2.5%	0.5%	169.0%	2.5%	1.2%	79.8%	2.9%
<b>E. FTEs</b>													
	1,156	1,245	0	1,245	1,257	13	1,270	1,251	25	1,276	1,245	38	1,282
<b>F. VOLUME STATISTICS<sup>d</sup></b>													
1 Inpatient Discharges	7,798	7,813	0	7,813	7,774	39	7,813	7,735	78	7,813	7,697	117	0
2 Outpatient Visits	294,479	297,713	0	297,713	299,202	1,489	300,690	300,698	2,999	303,697	302,201	4,533	306,734
<b>TOTAL VOLUME</b>	<b>302,277</b>	<b>305,526</b>	<b>0</b>	<b>305,526</b>	<b>306,976</b>	<b>1,528</b>	<b>308,503</b>	<b>308,433</b>	<b>3,077</b>	<b>311,510</b>	<b>309,898</b>	<b>4,650</b>	<b>306,734</b>

<sup>a</sup>Total amount should equal the total amount on cell line "Net Patient Revenue" Row 14.

<sup>b</sup>Provide the amount of any transaction associated with Bad Debts not related to the provision of direct services to patients. For additional information, refer to FASB, No.2011-07, July 2011.

<sup>c</sup>Provide the amount of income taxes as defined by the Internal Revenue Services for for-profit entities.

<sup>d</sup>Provide projected inpatient and/or outpatient statistics for any new services and provide actual and projected inpatient and/or outpatient statistics for any existing services which will change due to the proposal.

## FINANCIAL ATTACHMENT DESCRIPTIONS

### Financial Attachment I:

A – Conversion Form Total Entity (Not-for-Profit to **For-Profit**)

#### Cells Legend:

	Indicates input cell
	Indicates calculated cell

Columns 1,2,5,8 & 11: Add Not-for-Profit data (without CON)

Columns 3,4,6,7,9,10,12 & 13: Add **For-Profit** data (with CON & incremental to CON)