

**Name Entity: Manchester Memorial Hospital**  
**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: Description	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)
		FY 2013 Actual Results	FY 2014 Projected W/out CON	FY 2014 Projected Incremental	FY 2014 Projected With CON	FY 2015 Projected W/out CON	FY 2015 Projected Incremental	FY 2015 Projected With CON	FY 2016 Projected W/out CON	FY 2016 Projected Incremental	FY 2016 Projected With CON	FY 2017 Projected W/out CON	FY 2017 Projected Incremental	FY 2017 Projected With CON
<b>A. OPERATING REVENUE</b>														
1	Total Gross Patient Revenue	\$563,024	\$601,360	\$0	\$601,360	\$610,365	\$6,119	\$616,484	\$619,505	\$12,484	\$631,989	\$628,782	\$19,101	\$647,883
2	Less: Allowances	\$383,297	\$421,009	\$0	\$421,009	\$435,557	\$4,367	\$439,924	\$443,506	\$8,937	\$452,444	\$450,148	\$13,675	\$463,823
3	Less: Charity Care	\$3,909	\$2,411	\$0	\$2,411	\$2,447	\$25	\$2,472	\$2,484	\$50	\$2,534	\$2,521	\$77	\$2,598
4	Less: Other Deductions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	<b>Net Patient Service Revenue</b>	<b>\$175,818</b>	<b>\$177,940</b>	<b>\$0</b>	<b>\$177,940</b>	<b>\$172,361</b>	<b>\$1,728</b>	<b>\$174,089</b>	<b>\$173,515</b>	<b>\$3,497</b>	<b>\$177,011</b>	<b>\$176,113</b>	<b>\$5,350</b>	<b>\$181,463</b>
5	Medicare	\$60,507	\$65,814	\$0	\$65,814	\$61,487	\$607	\$62,094	\$60,980	\$1,229	\$62,209	\$61,894	\$1,880	\$63,774
6	Medicaid	\$26,249	\$27,283	\$0	\$27,283	\$25,631	\$259	\$25,890	\$26,015	\$524	\$26,539	\$26,405	\$802	\$27,207
7	CHAMPUS & TriCare	\$649	\$674	\$0	\$674	\$684	\$7	\$691	\$694	\$14	\$708	\$705	\$21	\$726
8	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	<b>Total Government</b>	<b>\$87,405</b>	<b>\$93,771</b>	<b>\$0</b>	<b>\$93,771</b>	<b>\$87,802</b>	<b>\$873</b>	<b>\$88,675</b>	<b>\$87,690</b>	<b>\$1,767</b>	<b>\$89,457</b>	<b>\$89,003</b>	<b>\$2,704</b>	<b>\$91,707</b>
9	Commercial Insurers	\$85,604	\$81,444	\$0	\$81,444	\$81,792	\$827	\$82,619	\$83,017	\$1,673	\$84,690	\$84,260	\$2,560	\$86,820
10	Uninsured	\$477	\$369	\$0	\$369	\$375	\$4	\$378	\$380	\$8	\$388	\$386	\$12	\$398
11	Self Pay	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
12	Workers Compensation	\$2,333	\$2,357	\$0	\$2,357	\$2,392	\$24	\$2,416	\$2,428	\$49	\$2,477	\$2,464	\$75	\$2,539
13	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	<b>Total Non-Government</b>	<b>\$88,414</b>	<b>\$84,170</b>	<b>\$0</b>	<b>\$84,170</b>	<b>\$84,559</b>	<b>\$855</b>	<b>\$85,414</b>	<b>\$85,825</b>	<b>\$1,729</b>	<b>\$87,555</b>	<b>\$87,110</b>	<b>\$2,646</b>	<b>\$89,757</b>
	<b>Net Patient Service Revenue<sup>a</sup> (Government+Non-Government)</b>	<b>\$175,819</b>	<b>\$177,941</b>	<b>\$0</b>	<b>\$177,941</b>	<b>\$172,361</b>	<b>\$1,728</b>	<b>\$174,089</b>	<b>\$173,515</b>	<b>\$3,497</b>	<b>\$177,011</b>	<b>\$176,113</b>	<b>\$5,350</b>	<b>\$181,463</b>
14	Provision for Bad Debts	\$5,518	\$3,413	\$0	\$3,413	\$3,464	\$35	\$3,499	\$3,516	\$71	\$3,587	\$3,569	\$108	\$3,677
	<b>Net Patient Service Revenue less provision for bad debts</b>	<b>\$170,300</b>	<b>\$174,527</b>	<b>\$0</b>	<b>\$174,527</b>	<b>\$168,897</b>	<b>\$1,693</b>	<b>\$170,590</b>	<b>\$169,999</b>	<b>\$3,426</b>	<b>\$173,425</b>	<b>\$172,545</b>	<b>\$5,242</b>	<b>\$177,786</b>
15	Other Operating Revenue	\$17,830	\$14,113	\$0	\$14,113	\$13,323	(\$1,655)	\$11,668	\$13,013	(\$1,655)	\$11,358	\$13,143	(\$1,655)	\$11,488
17	Net Assets Released from Restrictions	\$1,459	\$648	\$0	\$648	\$321	(\$321)	\$0	\$324	(\$324)	\$0	\$327	(\$327)	\$0
	<b>TOTAL OPERATING REVENUE</b>	<b>\$189,589</b>	<b>\$189,288</b>	<b>\$0</b>	<b>\$189,288</b>	<b>\$182,540</b>	<b>(\$282)</b>	<b>\$182,258</b>	<b>\$183,336</b>	<b>\$1,447</b>	<b>\$184,783</b>	<b>\$186,015</b>	<b>\$3,260</b>	<b>\$189,275</b>
<b>B. OPERATING EXPENSES</b>														
1	Salaries and Wages	\$83,909	\$83,085	\$0	\$83,085	\$79,807	\$800	\$80,607	\$80,994	\$1,632	\$82,626	\$82,199	\$2,497	\$84,696
2	Fringe Benefits	\$27,659	\$26,168	\$0	\$26,168	\$27,273	(\$5,152)	\$22,122	\$27,679	(\$4,918)	\$22,761	\$28,091	(\$4,674)	\$23,416
3	Physicians Fees	\$7,801	\$9,280	\$0	\$9,280	\$9,466	\$0	\$9,466	\$9,655	\$0	\$9,655	\$9,848	\$0	\$9,848
4	Supplies and Drugs	\$24,979	\$23,663	\$0	\$23,663	\$21,993	(\$423)	\$21,570	\$22,652	(\$200)	\$22,452	\$23,331	\$39	\$23,371
5	Depreciation and Amortization	\$7,115	\$7,306	\$0	\$7,306	\$6,829	\$450	\$7,278	\$6,965	\$899	\$7,865	\$7,105	\$1,349	\$8,454
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	\$2,685	\$2,644	\$0	\$2,644	\$2,697	(\$2,413)	\$284	\$2,751	(\$2,570)	\$181	\$2,806	(\$2,702)	\$104
8	Malpractice Insurance Cost	\$5,929	\$2,932	\$0	\$2,932	\$2,991	\$0	\$2,991	\$3,050	\$0	\$3,050	\$3,111	\$0	\$3,111
9	Lease Expense	\$2,520	\$2,383	\$0	\$2,383	\$2,431	\$0	\$2,431	\$2,479	\$0	\$2,479	\$2,529	\$0	\$2,529
10	Other Operating Expenses	\$25,738	\$26,584	\$0	\$26,584	\$26,727	\$1,213	\$27,940	\$27,262	\$1,187	\$28,448	\$27,807	\$1,159	\$28,966
	<b>TOTAL OPERATING EXPENSES</b>	<b>\$188,335</b>	<b>\$184,045</b>	<b>\$0</b>	<b>\$184,045</b>	<b>\$180,213</b>	<b>(\$5,524)</b>	<b>\$174,689</b>	<b>\$183,488</b>	<b>(\$3,970)</b>	<b>\$179,518</b>	<b>\$186,826</b>	<b>(\$2,331)</b>	<b>\$184,495</b>
	Provision for Income Taxes <sup>c</sup>	\$0	\$0	\$0	\$0	\$0	\$2,854	\$2,854	\$0	\$1,929	\$1,929	\$0	\$1,731	\$1,731

Earnings Before Interest, Taxes, Depreciation & Amortization (EBITDA)		\$11,054	\$15,193	\$0	\$15,193	\$11,853	\$3,279	\$15,132	\$9,564	\$3,746	\$13,310	\$9,099	\$4,238	\$13,337
INCOME / (LOSS) FROM OPERATIONS		\$1,254	\$5,243	\$0	\$5,243	\$2,328	\$2,388	\$4,716	(\$152)	\$3,488	\$3,336	(\$812)	\$3,860	\$3,049
NON-OPERATING INCOME / REVENUE		(\$1,467)	(\$1,476)	\$0	(\$1,476)	(\$435)	\$0	(\$435)	(\$443)	\$0	(\$443)	(\$452)	\$0	(\$452)
NET INCOME / EXCESS (DEFICIENCY) OF REVENUE OVER EXPENSES		(\$213)	\$3,767	\$0	\$3,767	\$1,893	\$2,388	\$4,281	(\$595)	\$3,488	\$2,893	(\$1,264)	\$3,860	\$2,597
C.	Retained Earnings/ Net Assets, beginning of year	\$37,945	\$37,732	\$0	\$37,732	\$41,499	\$0	\$41,499	\$43,392	\$2,388	\$45,780	\$42,797	\$5,876	\$48,673
	Retained Earnings / Net Assets, end of year	\$37,732	\$41,499	\$0	\$41,499	\$43,392	\$2,388	\$45,780	\$42,797	\$5,876	\$48,673	\$41,533	\$9,736	\$51,269
Principal Payments		\$4,050	\$5,142	\$0	\$5,142	\$6,860	(\$6,860)	\$0	\$6,368	(\$6,368)	\$0	\$5,554	(\$5,554)	\$0
<b>D. PROFITABILITY SUMMARY</b>														
1	Hospital Operating Margin	0.7%	2.8%	0.0%	2.8%	1.3%	-846.5%	2.6%	-0.1%	241.0%	1.8%	-0.4%	118.4%	1.6%
2	Hospital Non Operating Margin	-0.8%	-0.8%	0.0%	-0.8%	-0.2%	0.0%	-0.2%	-0.2%	0.0%	-0.2%	-0.2%	0.0%	-0.2%
3	Hospital Total Margin	-0.1%	2.0%	0.0%	2.0%	1.0%	-846.5%	2.4%	-0.3%	241.0%	1.6%	-0.7%	118.4%	1.4%
<b>E. FTEs</b>		1,099	1,097	0	1,097	1,091	11	1,102	1,086	22	1,108	1,081	33	1,113
<b>F. VOLUME STATISTICS<sup>d</sup></b>														
1	Inpatient Discharges	9,342	9,182	0	9,182	9,136	46	9,182	9,090	92	9,182	9,045	137	9,182
2	Outpatient Visits	364,759	358,809	0	358,809	360,603	1,794	362,397	362,406	3,615	366,021	364,218	5,463	369,681
<b>TOTAL VOLUME</b>		<b>374,101</b>	<b>367,991</b>	<b>0</b>	<b>367,991</b>	<b>369,739</b>	<b>1,840</b>	<b>371,579</b>	<b>371,496</b>	<b>3,707</b>	<b>375,203</b>	<b>373,263</b>	<b>5,600</b>	<b>378,863</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 – Long Form Total Facility

#### Cells Legend:

	Indicates input cell
	Indicates calculated cell