

**TABLE G. REVENUES & EXPENSES, UNINFLATED - ENTIRE FACILITY**

*INSTRUCTION: Complete this table for the entire facility, including the proposed project. Table H should reflect inflation. Projected revenues and expenses should be consistent with the projections in Table F. Indicate on the table if the reporting period is Calendar Year (CY) or Fiscal Year (FY). In an attachment to the application, provide an explanation or basis for the projections and specify all assumptions used. Applicants must explain why the assumptions are reasonable. See additional instruction in the column to the right of the table.*

Indicate CY or FY	Two Most Recent Years (Actual)		Current Year Projected	Projected Years (ending at least two years after project completion and full occupancy) Add columns if needed in order to document that the hospital will generate excess revenues over total expenses consistent with the Financial Feasibility standard.						
	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025
<b>1. REVENUE</b>										
a. Inpatient Services	\$ 366,355	\$ 363,195	\$ 390,723	\$ 390,796	\$ 385,797	\$ 383,843	\$ 386,476	\$ 409,491	\$ 411,476	\$ 412,702
b. Outpatient Services	288,473	299,630	300,212	300,351	300,903	298,957	297,239	312,604	313,832	315,081
<b>Gross Patient Service Revenues</b>	<b>\$ 654,828</b>	<b>\$ 662,825</b>	<b>\$ 690,935</b>	<b>\$ 691,147</b>	<b>\$ 686,699</b>	<b>\$ 682,800</b>	<b>\$ 683,715</b>	<b>\$ 722,094</b>	<b>\$ 725,308</b>	<b>\$ 727,783</b>
c. Allowance For Bad Debt	\$ 20,382	\$ 15,681	\$ 16,647	\$ 16,699	\$ 16,639	\$ 16,595	\$ 16,671	\$ 17,666	\$ 17,802	\$ 17,922
d. Contractual Allowance	77,770	79,613	81,783	81,815	81,272	80,796	80,916	85,665	86,069	86,382
e. Charity Care	12,679	14,500	15,906	15,907	15,810	15,725	15,741	16,547	16,611	16,660
<b>Net Patient Services Revenue</b>	<b>\$ 543,997</b>	<b>\$ 553,032</b>	<b>\$ 576,599</b>	<b>\$ 576,725</b>	<b>\$ 572,978</b>	<b>\$ 569,684</b>	<b>\$ 570,388</b>	<b>\$ 602,217</b>	<b>\$ 604,825</b>	<b>\$ 606,819</b>
f. Other Operating Revenue	61,680	54,585	55,190	53,331	53,282	53,232	53,203	53,171	53,141	53,123
<b>NET OPERATING REVENUE</b>	<b>\$ 605,677</b>	<b>\$ 607,617</b>	<b>\$ 631,789</b>	<b>\$ 630,056</b>	<b>\$ 626,259</b>	<b>\$ 622,916</b>	<b>\$ 623,591</b>	<b>\$ 655,387</b>	<b>\$ 657,967</b>	<b>\$ 659,942</b>
<b>2. EXPENSES</b>										
a. Salaries & Wages (including benefits)	\$ 257,755	\$ 256,465	\$ 265,026	\$ 263,106	\$ 261,326	\$ 259,541	\$ 259,276	\$ 265,004	\$ 266,009	\$ 266,521
b. Contractual Services	194,101	198,658	98,506	95,308	93,772	92,347	92,070	87,758	87,879	87,841
c. Interest on Current/Other Debt	2,783	3,018	3,137	3,719	3,620	3,482	3,332	6,094	5,779	5,550
d. Interest on Project Debt			-	-	-	-	-	13,000	12,728	12,442
e. Current Depreciation and Amortization	28,994	29,553	30,683	32,202	32,712	33,231	33,728	34,520	36,416	37,885
f. Project Depreciation and Amortization			-	-	-	-	-	17,309	17,621	17,621
g. Supplies	105,311	105,521	105,441	102,665	100,599	98,685	98,328	93,354	93,558	93,546
h. Malpractice and Other Operating Expense	5,327	5,452	118,995	114,404	114,993	115,664	116,370	111,338	109,060	109,369
i. Project Related Facility Operating Expenses			-	-	-	-	-	11,562	11,562	11,562
j. Service Line Incremental Investments			-	-	2,000	4,500	7,000	-	4,000	5,500
<b>TOTAL OPERATING EXPENSES</b>	<b>\$ 594,271</b>	<b>\$ 598,667</b>	<b>\$ 621,789</b>	<b>\$ 611,404</b>	<b>\$ 609,022</b>	<b>\$ 607,450</b>	<b>\$ 610,103</b>	<b>\$ 639,938</b>	<b>\$ 644,611</b>	<b>\$ 647,837</b>
<b>3. INCOME</b>										
a. Income From Operation	\$ 11,406	\$ 8,950	\$ 10,000	\$ 18,652	\$ 17,237	\$ 15,466	\$ 13,488	\$ 15,449	\$ 13,356	\$ 12,105
b. Non-Operating Income	(5,188)	(8,071)	(10,030)	(16,299)	(5,538)	(1,274)	3,071	6,246	8,620	10,709
<b>SUBTOTAL</b>	<b>\$ 6,218</b>	<b>\$ 879</b>	<b>\$ (30)</b>	<b>\$ 2,354</b>	<b>\$ 11,699</b>	<b>\$ 14,192</b>	<b>\$ 16,559</b>	<b>\$ 21,695</b>	<b>\$ 21,976</b>	<b>\$ 22,813</b>
c. Income Taxes										
<b>NET INCOME (LOSS)</b>	<b>\$ 6,218</b>	<b>\$ 879</b>	<b>\$ (30)</b>	<b>\$ 2,354</b>	<b>\$ 11,699</b>	<b>\$ 14,192</b>	<b>\$ 16,559</b>	<b>\$ 21,695</b>	<b>\$ 21,976</b>	<b>\$ 22,813</b>
<b>4. PATIENT MIX</b>										
<b>a. Percent of Total Revenue</b>										
1) Medicare	37.1%	37.7%	37.7%	37.7%	37.7%	37.7%	37.7%	37.7%	37.7%	37.7%
2) Medicaid	25.6%	26.4%	26.4%	26.4%	26.4%	26.4%	26.4%	26.4%	26.4%	26.4%
3) Blue Cross	10.6%	9.5%	9.5%	9.5%	9.5%	9.5%	9.5%	9.5%	9.5%	9.5%
4) Commercial Insurance	7.1%	8.1%	8.1%	8.1%	8.1%	8.1%	8.1%	8.1%	8.1%	8.1%
5) Self-pay	2.9%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%
6) Other	16.7%	15.7%	15.7%	15.7%	15.7%	15.7%	15.7%	15.7%	15.7%	15.7%
<b>TOTAL</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

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	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025
<b>b. Percent of Equivalent Inpatient Days</b>										
<b>Total MSGA</b>										
1) Medicare	43.4%	47.1%	47.1%	47.1%	47.1%	47.1%	47.1%	47.1%	47.1%	47.1%
2) Medicaid	31.4%	30.4%	30.4%	30.4%	30.4%	30.4%	30.4%	30.4%	30.4%	30.4%
3) Blue Cross	6.3%	5.1%	5.1%	5.1%	5.1%	5.1%	5.1%	5.1%	5.1%	5.1%
4) Commercial Insurance	5.1%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%
5) Self-pay	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%
6) Other	12.3%	11.2%	11.2%	11.2%	11.2%	11.2%	11.2%	11.2%	11.2%	11.2%
<b>TOTAL</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>