

FLETCHER ALLEN HEALTH CARE

Budget and Financial Information

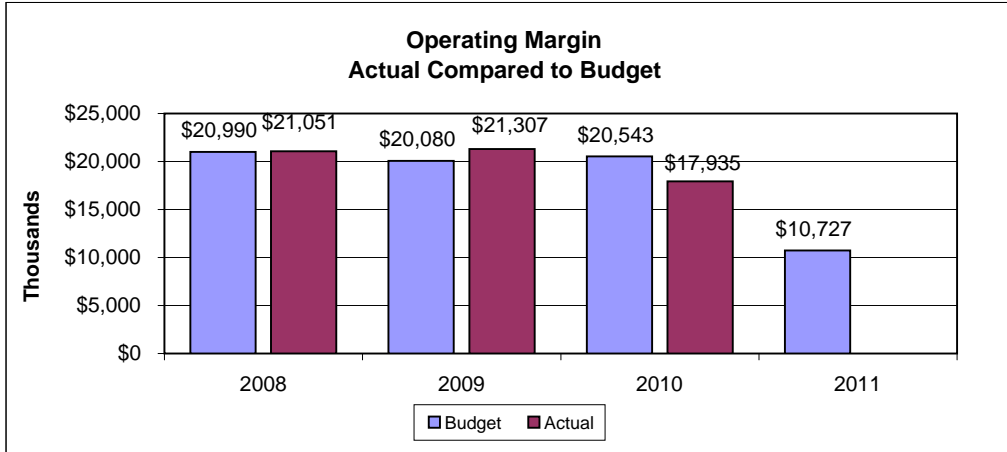
This page provides information about the hospital's finances, workforce, and patient admissions and visits.

Income, Expenses & Margin		(all #'s in thousands; #'s in parentheses are negative)			
	<u>Definition</u>	Actual <u>2008</u>	Actual <u>2009</u>	Actual <u>2010</u>	Budget <u>2011</u>
Gross Patient Revenue	Total of all patients' bills.	\$1,555,385	\$1,747,048	\$1,849,298	\$1,974,835
Uncompensated Care	Total of all patient bills not paid by insurance or patients.	(\$20,665)	(\$20,740)	(\$20,640)	(\$23,314)
Contractual Allowances	Discounts or amounts of charges not paid by insurers, Medicare, and Medicaid.	(\$736,843)	(\$878,964)	(\$944,115)	(\$1,022,840)
Other Operating Revenue	Money collected for non-medical services such as cafeteria services.	\$23,232	\$24,228	\$29,380	\$24,207
Total Net Operating Revenue	Actual money collected for services.	\$821,108	\$871,572	\$913,923	\$952,888
Salaries & Fringe	Wages and benefits for all hospital employees. Includes contracted physicians.	\$460,001	\$495,236	\$527,486	\$542,859
Other Operating Expense	Non-wage costs such as supplies, drugs, utilities, insurance, and bad debt expense.	\$305,831	\$317,520	\$324,773	\$349,485
Depreciation / Amortization	Current costs of buildings, property, and equipment.	\$34,225	\$37,509	\$43,730	\$49,816
Total Operating Expense	Total of the above three items.	\$800,057	\$850,265	\$895,988	\$942,161
Operating Margin	Revenues remaining after expenses are paid.	\$21,051	\$21,307	\$17,935	\$10,727
Non-Operating Revenue	Revenues earned from non-patient services such as investments and contributions.	(\$35,925)	(\$24,170)	\$19,058	\$10,835
Total Margin	The sum of Operating Margin and Non-Operating Revenue.	(\$14,874)	(\$2,863)	\$36,993	\$21,562

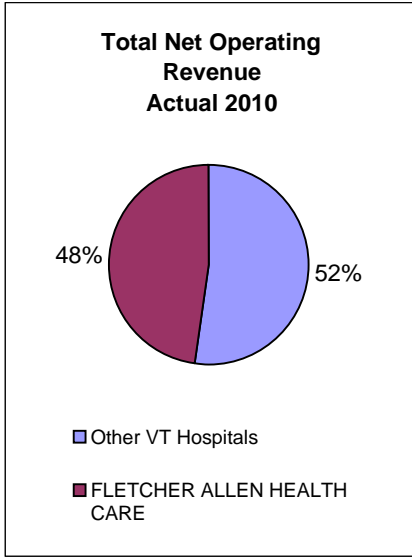
Operating Indicators		Actual <u>2008</u>	Actual <u>2009</u>	Actual <u>2010</u>	Budget <u>2011</u>
	<u>Definition</u>				
Acute Admissions	Number of hospital patients who stay overnight.	20,169	20,457	19,974	20,488
Acute Avg. Length of Stay	How long the average patient stays in the hospital (in days).	5.3	5.2	5.2	5.2
Outpatient Gross Revenue %	Percentage of billings for those receiving care in outpatient settings such as day surgery.	69.6%	70.8%	71.4%	70.9%
Emergency Room Visits	Patient visits to the emergency department.	57,593	58,805	60,356	58,805
Physician Office Visits	Patient visits to hospital-employed doctors. Does not include clinic visits.	1,930,007	2,290,514	2,320,331	2,344,506
Direct Service Nurses	Nurses providing hands-on care. Does not include agency nurses.	1,209	1,249	1,219	1,194
Non-MD Employees	Number of full-time employees who are not doctors.	4,815	4,976	5,063	5,002
Physician Employees	Number of full-time hospital-employed doctors.	721	726	745	757

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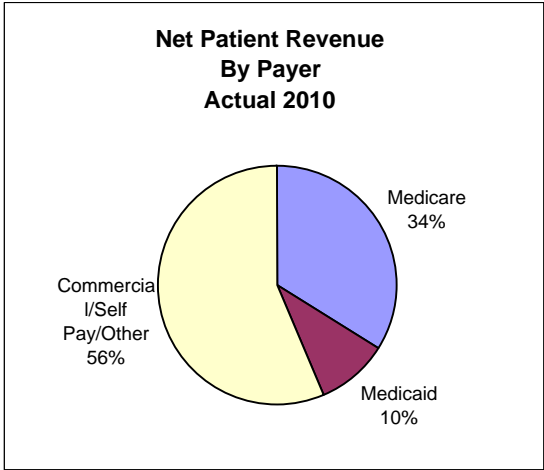
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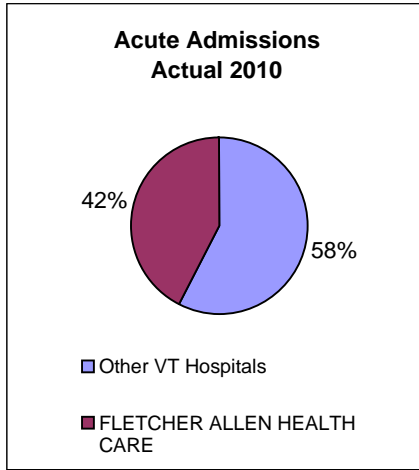
This graph shows the actual total amount the hospital earned as a surplus compared to what it planned to earn. 2011 does not have actual results yet.



This graph shows the hospital's share of the total amount of revenues collected by all Vermont hospitals in 2010.



This graph shows who paid for hospital services by the different payer types (Medicare, Medicaid, commercial insurers, self payers).



This graph shows the hospital's share of all hospital admissions in Vermont in 2010.