

Name Entity: ECHN  
 Financial Worksheet (C):

Sale of Non-Profit Hospital to For-Profit Entity

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)
		FY 2014	FY 2017	FY 2017	FY 2017	FY 2018	FY 2018	FY 2018	FY 2019	FY 2019	FY 2019
		Actual	Projected	Projected	Projected	Projected	Projected	Projected	Projected	Projected	Projected
	Description	Results	W/out CON	Incremental	With CON	W/out CON	Incremental	With CON	W/out CON	Incremental	With CON
<b>A. OPERATING REVENUE</b>											
1	Total Gross Patient Revenue	\$929,318,695	\$927,844,907	\$17,635,006	\$945,479,913	\$945,508,033	\$28,243,993	\$973,752,026	\$964,300,815	\$38,852,980	\$1,003,153,795
2	Less: Allowances	\$613,774,825	\$611,398,847	\$12,229,890	\$623,628,737	\$623,626,824	\$19,589,415	\$643,216,239	\$636,099,361	\$26,948,940	\$663,048,301
3	Less: Charity Care	\$4,833,207	\$4,824,900	\$75,815	\$4,900,715	\$4,921,398	\$122,094	\$5,043,492	\$5,019,826	\$168,374	\$5,188,200
4	Less: Other Deductions	\$739,349	\$696,698	\$0	\$696,698	\$710,632	\$0	\$710,632	\$724,844	\$0	\$724,844
	<b>Net Patient Service Revenue</b>	<b>\$309,971,314</b>	<b>\$310,924,462</b>	<b>\$5,329,301</b>	<b>\$316,253,763</b>	<b>\$316,249,179</b>	<b>\$8,532,484</b>	<b>\$324,781,663</b>	<b>\$322,456,784</b>	<b>\$11,735,666</b>	<b>\$334,192,450</b>
5	Medicare	\$112,234,172	\$116,032,810	\$1,955,888	\$117,988,698	\$118,019,923	\$3,134,443	\$121,154,366	\$120,336,517	\$4,313,000	\$124,649,517
6	Medicaid	\$48,469,631	\$49,778,976	\$776,499	\$50,555,475	\$50,631,462	\$1,234,950	\$51,866,412	\$51,625,299	\$1,693,402	\$53,318,701
7	CHAMPUS & TriCare	\$1,895,490	\$1,872,728	\$19,948	\$1,892,676	\$1,904,799	\$31,962	\$1,936,761	\$1,942,188	\$43,975	\$1,986,163
8	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	<b>Total Government</b>	<b>\$162,599,293</b>	<b>\$167,684,514</b>	<b>\$2,752,335</b>	<b>\$170,436,849</b>	<b>\$170,556,184</b>	<b>\$4,401,355</b>	<b>\$174,957,539</b>	<b>\$173,904,004</b>	<b>\$6,050,377</b>	<b>\$179,954,381</b>
9	Commercial Insurers	\$137,108,151	\$134,248,284	\$2,485,974	\$136,734,258	\$136,547,345	\$3,984,510	\$140,531,855	\$139,227,611	\$5,483,046	\$144,710,657
10	Uninsured	\$666,816	\$529,477	\$11,120	\$540,597	\$538,544	\$17,931	\$556,475	\$549,115	\$24,741	\$573,856
11	Self Pay	\$4,893,477	\$4,077,244	\$0	\$4,077,244	\$4,147,068	\$0	\$4,147,068	\$4,228,470	\$0	\$4,228,470
12	Workers Compensation	\$4,507,382	\$4,084,401	\$79,872	\$4,164,273	\$4,154,348	\$128,687	\$4,283,035	\$4,235,893	\$177,502	\$4,413,395
13	Other	\$196,195	\$300,543	\$0	\$300,543	\$305,689	\$0	\$305,689	\$311,690	\$0	\$311,690
	<b>Total Non-Government</b>	<b>\$147,372,021</b>	<b>\$143,239,949</b>	<b>\$2,576,966</b>	<b>\$145,816,915</b>	<b>\$145,692,994</b>	<b>\$4,131,128</b>	<b>\$149,824,122</b>	<b>\$148,552,779</b>	<b>\$5,685,289</b>	<b>\$154,238,068</b>
	<b>Net Patient Service Revenue<sup>a</sup> (Government+Non-Government)</b>	<b>\$309,971,314</b>	<b>\$310,924,463</b>	<b>\$5,329,301</b>	<b>\$316,253,764</b>	<b>\$316,249,178</b>	<b>\$8,532,483</b>	<b>\$324,781,661</b>	<b>\$322,456,783</b>	<b>\$11,735,666</b>	<b>\$334,192,449</b>
14	Less: Provision for Bad Debts	\$10,216,094	\$6,059,932	\$112,360	\$6,172,292	\$6,181,131	\$180,494	\$6,361,625	\$6,304,753	\$248,637	\$6,553,390
	<b>Net Patient Service Revenue less provision for bad debts</b>	<b>\$299,755,220</b>	<b>\$304,864,530</b>	<b>\$5,216,941</b>	<b>\$310,081,471</b>	<b>\$310,068,048</b>	<b>\$8,351,990</b>	<b>\$318,420,038</b>	<b>\$316,152,031</b>	<b>\$11,487,029</b>	<b>\$327,639,060</b>
15	Other Operating Revenue	\$28,166,459	\$15,972,139	(\$152,102)	\$15,820,037	\$16,019,290	(\$152,102)	\$15,867,188	\$16,067,383	(\$26,102)	\$16,041,281
17	Net Assets Released from Restrictions	\$833,650	\$913,370	(\$913,370)	\$0	\$913,370	(\$913,370)	\$0	\$913,370	(\$913,370)	\$0
	<b>TOTAL OPERATING REVENUE</b>	<b>\$328,755,329</b>	<b>\$321,750,039</b>	<b>\$4,151,469</b>	<b>\$325,901,508</b>	<b>\$327,000,708</b>	<b>\$7,286,518</b>	<b>\$334,287,226</b>	<b>\$333,132,784</b>	<b>\$10,547,557</b>	<b>\$343,680,341</b>
<b>B. OPERATING EXPENSES</b>											
1	Salaries and Wages	\$162,727,445	\$150,778,127	\$1,410,518	\$152,188,645	\$153,793,689	\$2,257,113	\$156,050,802	\$156,869,563	\$3,103,708	\$159,973,271
2	Fringe Benefits	\$43,859,398	\$49,260,250	(\$284,122)	\$48,976,128	\$49,710,250	\$324,373	\$50,034,623	\$50,160,250	\$639,204	\$50,799,454
3	Physicians Fees	\$14,478,331	\$15,043,821	\$0	\$15,043,821	\$15,495,135	\$0	\$15,495,135	\$15,959,989	\$0	\$15,959,989
4	Supplies and Drugs	\$34,194,649	\$35,677,473	(\$913,733)	\$34,763,740	\$36,034,248	(\$474,183)	\$35,560,065	\$36,394,590	(\$34,635)	\$36,359,955
5	Depreciation and Amortization	\$12,196,877	\$11,958,956	\$714,285	\$12,673,241	\$11,958,956	\$1,428,571	\$13,387,527	\$11,958,956	\$2,142,857	\$14,101,813
6	Provision for Bad Debts-Other <sup>b</sup>	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
7	Interest Expense	\$3,764,488	\$3,570,511	(\$2,847,514)	\$722,997	\$3,570,511	(\$2,925,174)	\$645,337	\$3,570,511	(\$2,978,049)	\$592,462
8	Malpractice Insurance Cost	\$3,807,147	\$3,922,507	\$0	\$3,922,507	\$3,961,732	\$0	\$3,961,732	\$4,001,350	\$0	\$4,001,350
9	Lease Expense	\$6,622,257	\$6,371,114	\$0	\$6,371,114	\$6,434,825	\$0	\$6,434,825	\$6,499,173	\$0	\$6,499,173
10	Other Operating Expenses	\$44,932,012	\$45,412,457	(\$451,595)	\$44,960,862	\$45,946,581	(\$3,616)	\$45,942,965	\$46,486,047	\$444,362	\$46,930,409
	<b>TOTAL OPERATING EXPENSES</b>	<b>\$326,582,604</b>	<b>\$321,995,216</b>	<b>(\$2,372,161)</b>	<b>\$319,623,055</b>	<b>\$326,905,927</b>	<b>\$607,084</b>	<b>\$327,513,011</b>	<b>\$331,900,429</b>	<b>\$3,317,447</b>	<b>\$335,217,876</b>
	Provision for Income Taxes <sup>c</sup>			\$2,426,950	\$2,426,950		\$2,635,170	\$2,635,170		\$3,344,235	\$3,344,235
	Earnings Before Interest, Taxes, Depreciation & Amortization (EBITDA)	\$18,134,090	\$15,284,290	\$4,390,401	\$19,674,691	\$15,624,248	\$5,182,831	\$20,807,079	\$16,761,822	\$6,394,918	\$23,156,740
	<b>INCOME / (LOSS) FROM OPERATIONS</b>	<b>\$2,172,725</b>	<b>(\$245,177)</b>	<b>\$4,096,680</b>	<b>\$3,851,503</b>	<b>\$94,781</b>	<b>\$4,044,264</b>	<b>\$4,139,045</b>	<b>\$1,232,355</b>	<b>\$3,885,875</b>	<b>\$5,118,230</b>
	<b>NON-OPERATING INCOME / REVENUE</b>	<b>(\$2,125,751)</b>	<b>(\$500,000)</b>	<b>\$0</b>	<b>(\$500,000)</b>	<b>(\$500,000)</b>	<b>\$0</b>	<b>(\$500,000)</b>	<b>(\$500,000)</b>	<b>\$0</b>	<b>(\$500,000)</b>
	<b>NET INCOME / EXCESS (DEFICIENCY) OF REVENUE OVER EXPENSES</b>	<b>\$46,974</b>	<b>(\$745,177)</b>	<b>\$4,096,680</b>	<b>\$3,351,503</b>	<b>(\$405,219)</b>	<b>\$4,044,264</b>	<b>\$3,639,045</b>	<b>\$732,355</b>	<b>\$3,885,875</b>	<b>\$4,618,230</b>

**Sale of Non-Profit Hospital to For-Profit Entity**

**Name Entity: ECHN**

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:

**Financial Worksheet (C):**

LINE	Total Entity:	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)
		FY 2014	FY 2017	FY 2017	FY 2017	FY 2018	FY 2018	FY 2018	FY 2019	FY 2019	FY 2019
	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
C.	Retained Earnings/ Net Assets, beginning of year	\$85,849,149	\$67,059,776	\$0	\$67,059,776	\$66,314,599	\$4,096,680	\$70,411,279	\$65,909,381	\$8,140,943	\$74,050,324
	Retained Earnings / Net Assets, end of year	\$77,693,789	\$66,314,599	\$4,096,680	\$70,411,279	\$65,909,381	\$8,140,943	\$74,050,324	\$66,641,736	\$12,026,818	\$78,668,554
	Principal Payments	\$7,235,595	\$6,382,582	(\$6,382,582)	\$0	\$6,771,353	(\$6,771,353)	\$0	\$6,058,092	(\$6,058,092)	\$0
<b>D. PROFITABILITY SUMMARY</b>											
1	Hospital Operating Margin	0.7%	-0.1%	98.7%	1.2%	0.0%	55.5%	1.2%	0.4%	36.8%	1.5%
2	Hospital Non Operating Margin	-0.7%	-0.2%	0.0%	-0.2%	-0.2%	0.0%	-0.1%	-0.2%	0.0%	-0.1%
3	Hospital Total Margin	0.0%	-0.2%	98.7%	1.0%	-0.1%	55.5%	1.1%	0.2%	36.8%	1.3%
E.	FTEs	2,298	2,117	21	2,138	2,117	32	2,149	2,117	44	2,161
<b>F. VOLUME STATISTICS<sup>d</sup></b>											
1	Inpatient Discharges	11,451	11,202	213	11,415	11,202	325	11,527	11,202	438	11,640
2	Outpatient Visits	2,052,425	2,085,348	2,170	2,087,518	2,085,348	4,340	2,089,688	2,085,348	6,510	2,091,858
	<b>TOTAL VOLUME</b>	<b>2,063,876</b>	<b>2,096,550</b>	<b>2,383</b>	<b>2,098,933</b>	<b>2,096,550</b>	<b>4,665</b>	<b>2,101,215</b>	<b>2,096,550</b>	<b>6,948</b>	<b>2,103,498</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.

**Sale of Non-Profit Hospital to For-Profit Entity**

**Name Entity: MMH**

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:

**Financial Worksheet (C):**

LINE	Total Entity: Description	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)
		FY 2014	FY 2017	FY 2017	FY 2017	FY 2018	FY 2018	FY 2018	FY 2019	FY 2019	FY 2019
		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
<b>A. OPERATING REVENUE</b>											
1	Total Gross Patient Revenue	\$601,959,668	\$596,688,762	\$13,369,792	\$610,058,554	\$606,832,471	\$20,855,080	\$627,687,551	\$618,362,288	\$28,340,367	\$646,702,655
2	Less: Allowances	\$421,521,668	\$413,239,291	\$9,259,305	\$422,498,596	\$420,264,359	\$14,443,273	\$434,707,632	\$428,249,382	\$19,627,240	\$447,876,622
3	Less: Charity Care	\$2,411,263	\$2,391,895	\$53,594	\$2,445,489	\$2,432,557	\$83,600	\$2,516,157	\$2,478,776	\$113,606	\$2,592,382
4	Less: Other Deductions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	<b>Net Patient Service Revenue</b>	<b>\$178,026,737</b>	<b>\$181,057,576</b>	<b>\$4,056,893</b>	<b>\$185,114,469</b>	<b>\$184,135,555</b>	<b>\$6,328,207</b>	<b>\$190,463,762</b>	<b>\$187,634,130</b>	<b>\$8,599,521</b>	<b>\$196,233,651</b>
5	Medicare	\$63,378,038	\$65,681,589	\$1,471,704	\$67,153,293	\$66,798,176	\$2,295,660	\$69,093,836	\$68,067,341	\$3,119,617	\$71,186,958
6	Medicaid	\$27,585,570	\$28,518,872	\$639,012	\$29,157,884	\$29,003,692	\$996,773	\$30,000,465	\$29,554,763	\$1,354,534	\$30,909,297
7	CHAMPUS & TriCare	\$664,283	\$671,526	\$15,047	\$686,573	\$682,942	\$23,471	\$706,413	\$695,918	\$31,895	\$727,813
8	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	<b>Total Government</b>	<b>\$91,627,891</b>	<b>\$94,871,987</b>	<b>\$2,125,763</b>	<b>\$96,997,750</b>	<b>\$96,484,811</b>	<b>\$3,315,904</b>	<b>\$99,800,715</b>	<b>\$98,318,022</b>	<b>\$4,506,046</b>	<b>\$102,824,068</b>
9	Commercial Insurers	\$83,212,124	\$83,336,142	\$1,867,283	\$85,203,425	\$84,752,856	\$2,912,711	\$87,665,567	\$86,363,160	\$3,958,139	\$90,321,299
10	Uninsured	\$413,470	\$344,838	\$7,727	\$352,565	\$350,700	\$12,053	\$362,753	\$357,364	\$16,378	\$373,742
11	Self Pay	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
12	Workers Compensation	\$2,773,252	\$2,504,610	\$56,120	\$2,560,730	\$2,547,188	\$87,539	\$2,634,727	\$2,595,585	\$118,959	\$2,714,544
13	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	<b>Total Non-Government</b>	<b>\$86,398,846</b>	<b>\$86,185,589</b>	<b>\$1,931,130</b>	<b>\$88,116,719</b>	<b>\$87,650,744</b>	<b>\$3,012,303</b>	<b>\$90,663,047</b>	<b>\$89,316,108</b>	<b>\$4,093,476</b>	<b>\$93,409,584</b>
	<b>Net Patient Service Revenue<sup>a</sup> (Government+Non-Government)</b>	<b>\$178,026,737</b>	<b>\$181,057,576</b>	<b>\$4,056,893</b>	<b>\$185,114,469</b>	<b>\$184,135,555</b>	<b>\$6,328,207</b>	<b>\$190,463,762</b>	<b>\$187,634,130</b>	<b>\$8,599,522</b>	<b>\$196,233,652</b>
14	Less: Provision for Bad Debts	\$5,822,470	\$3,657,793	\$81,969	\$3,739,762	\$3,719,975	\$127,845	\$3,847,820	\$3,790,655	\$173,731	\$3,964,386
	<b>Net Patient Service Revenue less provision for bad debts</b>	<b>\$172,204,267</b>	<b>\$177,399,783</b>	<b>\$3,974,924</b>	<b>\$181,374,707</b>	<b>\$180,415,579</b>	<b>\$6,200,362</b>	<b>\$186,615,941</b>	<b>\$183,843,475</b>	<b>\$8,425,790</b>	<b>\$192,269,265</b>
15	Other Operating Revenue	\$16,853,888	\$10,846,346	(\$140,125)	\$10,706,221	\$11,063,272	(\$140,125)	\$10,923,147	\$11,284,538	(\$14,125)	\$11,270,413
17	Net Assets Released from Restrictions	\$486,908	\$776,365	(\$776,365)	\$0	\$776,365	(\$776,365)	\$0	\$776,365	(\$776,365)	\$0
	<b>TOTAL OPERATING REVENUE</b>	<b>\$189,545,063</b>	<b>\$189,022,494</b>	<b>\$3,058,434</b>	<b>\$192,080,928</b>	<b>\$192,255,217</b>	<b>\$5,283,872</b>	<b>\$197,539,089</b>	<b>\$195,904,378</b>	<b>\$7,635,300</b>	<b>\$203,539,678</b>
<b>B. OPERATING EXPENSES</b>											
1	Salaries and Wages	\$83,606,297	\$80,068,003	\$1,080,696	\$81,148,699	\$81,669,364	\$1,685,741	\$83,355,105	\$83,302,751	\$2,290,786	\$85,593,537
2	Fringe Benefits	\$25,720,253	\$28,485,372	(\$186,999)	\$28,298,373	\$28,770,225	\$330,795	\$29,101,020	\$29,057,928	\$554,925	\$29,612,853
3	Physicians Fees	\$9,813,958	\$10,339,627	\$0	\$10,339,627	\$10,649,816	\$0	\$10,649,816	\$10,969,310	\$0	\$10,969,310
4	Supplies and Drugs	\$25,775,974	\$24,410,603	(\$901,009)	\$23,509,594	\$24,654,709	(\$593,572)	\$24,061,137	\$24,901,256	(\$286,136)	\$24,615,120
5	Depreciation and Amortization	\$7,116,905	\$7,114,038	\$488,896	\$7,602,934	\$7,114,038	\$977,792	\$8,091,830	\$7,114,038	\$1,466,689	\$8,580,727
6	Provision for Bad Debts-Other <sup>b</sup>	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
7	Interest Expense	\$2,589,201	\$2,353,201	(\$2,175,156)	\$178,045	\$2,353,201	(\$2,252,816)	\$100,385	\$2,353,201	(\$2,305,691)	\$47,510
8	Malpractice Insurance Cost	\$2,774,065	\$2,858,122	\$0	\$2,858,122	\$2,886,703	\$0	\$2,886,703	\$2,915,570	\$0	\$2,915,570
9	Lease Expense	\$2,328,809	\$2,251,371	\$0	\$2,251,371	\$2,273,885	\$0	\$2,273,885	\$2,296,623	\$0	\$2,296,623
10	Other Operating Expenses	\$25,584,097	\$25,802,892	(\$419,554)	\$25,383,338	\$26,060,921	(\$94,582)	\$25,966,339	\$26,321,531	\$230,389	\$26,551,920
	<b>TOTAL OPERATING EXPENSES</b>	<b>\$185,309,559</b>	<b>\$183,683,229</b>	<b>(\$2,113,126)</b>	<b>\$181,570,103</b>	<b>\$186,432,862</b>	<b>\$53,358</b>	<b>\$186,486,220</b>	<b>\$189,232,208</b>	<b>\$1,950,962</b>	<b>\$191,183,170</b>
	Provision for Income Taxes <sup>c</sup>			\$4,254,950	\$4,254,950		\$4,482,606	\$4,482,606		\$5,030,134	\$5,030,134
	Earnings Before Interest, Taxes, Depreciation & Amortization (EBITDA)	\$13,941,610	\$14,806,503	\$3,485,300	\$18,291,803	\$15,289,594	\$3,955,490	\$19,245,084	\$16,139,409	\$4,845,336	\$20,984,745
	<b>INCOME / (LOSS) FROM OPERATIONS</b>	<b>\$4,235,504</b>	<b>\$5,339,265</b>	<b>\$916,610</b>	<b>\$6,255,875</b>	<b>\$5,822,355</b>	<b>\$747,908</b>	<b>\$6,570,263</b>	<b>\$6,672,171</b>	<b>\$654,204</b>	<b>\$7,326,375</b>
	<b>NON-OPERATING INCOME / REVENUE</b>	<b>(\$1,743,322)</b>	<b>(\$380,000)</b>		<b>(\$380,000)</b>	<b>(\$380,000)</b>		<b>(\$380,000)</b>	<b>(\$380,000)</b>		<b>(\$380,000)</b>
	<b>NET INCOME / EXCESS (DEFICIENCY) OF REVENUE OVER EXPENSES</b>	<b>\$2,492,182</b>	<b>\$4,959,265</b>	<b>\$916,610</b>	<b>\$5,875,875</b>	<b>\$5,442,355</b>	<b>\$747,908</b>	<b>\$6,190,263</b>	<b>\$6,292,171</b>	<b>\$654,204</b>	<b>\$6,946,375</b>

**Sale of Non-Profit Hospital to For-Profit Entity**

**Name Entity: MMH**

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:

**Financial Worksheet (C):**

LINE	Total Entity:	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)
		FY 2014	FY 2017	FY 2017	FY 2017	FY 2018	FY 2018	FY 2018	FY 2019	FY 2019	FY 2019
	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
C.	Retained Earnings/ Net Assets, beginning of year	\$37,731,740	\$29,692,165	\$0	\$29,692,165	\$34,651,429	\$916,610	\$35,568,039	\$40,093,784	\$1,664,518	\$41,758,302
	Retained Earnings / Net Assets, end of year	\$24,798,417	\$34,651,429	\$916,610	\$35,568,039	\$40,093,784	\$1,664,518	\$41,758,302	\$46,385,955	\$2,318,722	\$48,704,677
	Principal Payments	\$4,145,905	\$4,234,565	(\$4,234,565)	\$0	\$4,781,812	(\$4,781,812)	\$0	\$4,061,758	(\$4,061,758)	\$0
<b>D. PROFITABILITY SUMMARY</b>											
1	Hospital Operating Margin	2.3%	2.8%	30.0%	3.3%	3.0%	14.2%	3.3%	3.4%	8.6%	3.6%
2	Hospital Non Operating Margin	-0.9%	-0.2%	0.0%	-0.2%	-0.2%	0.0%	-0.2%	-0.2%	0.0%	-0.2%
3	Hospital Total Margin	1.3%	2.6%	30.0%	3.1%	2.8%	14.2%	3.1%	3.2%	8.6%	3.4%
E.	FTEs	1,177	1,052	16	1,068	1,052	24	1,076	1,052	33	1,085
<b>F. VOLUME STATISTICS<sup>d</sup></b>											
1	Inpatient Discharges	9,110	9,043	181	9,224	9,043	271	9,314	9,043	362	9,405
2	Outpatient Visits	1,631,301	1,651,094	1,640	1,652,734	1,651,094	3,280	1,654,374	1,651,094	4,920	1,656,014
<b>TOTAL VOLUME</b>		<b>1,640,411</b>	<b>1,660,137</b>	<b>1,821</b>	<b>1,661,958</b>	<b>1,660,137</b>	<b>3,551</b>	<b>1,663,688</b>	<b>1,660,137</b>	<b>5,282</b>	<b>1,665,419</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.

**Sale of Non-Profit Hospital to For-Profit Entity**

Name Entity: **RGH**

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:

Financial Worksheet (C):

LINE	Total Entity: Description	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)
		FY 2014 Actual Results	FY 2017 Projected W/out CON	FY 2017 Projected Incremental	FY 2017 Projected With CON	FY 2018 Projected W/out CON	FY 2018 Projected Incremental	FY 2018 Projected With CON	FY 2019 Projected W/out CON	FY 2019 Projected Incremental	FY 2019 Projected With CON
<b>A. OPERATING REVENUE</b>											
1	Total Gross Patient Revenue	\$227,300,072	\$231,499,118	\$4,265,214	\$235,764,332	\$235,434,603	\$7,388,913	\$242,823,516	\$239,907,860	\$10,512,613	\$250,420,473
2	Less: Allowances	\$154,781,564	\$161,231,756	\$2,970,585	\$164,202,341	\$163,972,696	\$5,146,142	\$169,118,838	\$167,088,177	\$7,321,700	\$174,409,877
3	Less: Charity Care	\$1,188,543	\$1,206,052	\$22,221	\$1,228,273	\$1,226,555	\$38,494	\$1,265,049	\$1,249,859	\$54,768	\$1,304,627
4	Less: Other Deductions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	<b>Net Patient Service Revenue</b>	<b>\$71,329,965</b>	<b>\$69,061,310</b>	<b>\$1,272,408</b>	<b>\$70,333,718</b>	<b>\$70,235,352</b>	<b>\$2,204,277</b>	<b>\$72,439,629</b>	<b>\$71,569,824</b>	<b>\$3,136,145</b>	<b>\$74,705,969</b>
5	Medicare	\$25,494,325	\$26,279,589	\$484,184	\$26,763,773	\$26,726,342	\$838,783	\$27,565,125	\$27,234,142	\$1,193,383	\$28,427,525
6	Medicaid	\$7,614,784	\$7,462,245	\$137,487	\$7,599,732	\$7,589,103	\$238,177	\$7,827,280	\$7,733,296	\$338,868	\$8,072,164
7	CHAMPUS & TriCare	\$300,295	\$266,022	\$4,901	\$270,923	\$270,544	\$8,491	\$279,035	\$275,684	\$12,080	\$287,764
8	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	<b>Total Government</b>	<b>\$33,409,404</b>	<b>\$34,007,855</b>	<b>\$626,572</b>	<b>\$34,634,427</b>	<b>\$34,585,989</b>	<b>\$1,085,451</b>	<b>\$35,671,440</b>	<b>\$35,243,123</b>	<b>\$1,544,331</b>	<b>\$36,787,454</b>
9	Commercial Insurers	\$36,237,003	\$33,580,104	\$618,691	\$34,198,795	\$34,150,966	\$1,071,799	\$35,222,765	\$34,799,834	\$1,524,907	\$36,324,741
10	Uninsured	\$252,693	\$184,169	\$3,393	\$187,562	\$187,300	\$5,878	\$193,178	\$190,859	\$8,363	\$199,222
11	Self Pay	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
12	Workers Compensation	\$1,430,865	\$1,289,181	\$23,752	\$1,312,933	\$1,311,098	\$41,148	\$1,352,246	\$1,336,008	\$58,543	\$1,394,551
13	Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	<b>Total Non-Government</b>	<b>\$37,920,561</b>	<b>\$35,053,455</b>	<b>\$645,836</b>	<b>\$35,699,291</b>	<b>\$35,649,363</b>	<b>\$1,118,825</b>	<b>\$36,768,188</b>	<b>\$36,326,701</b>	<b>\$1,591,813</b>	<b>\$37,918,514</b>
	<b>Net Patient Service Revenue<sup>a</sup> (Government+Non-Government)</b>	<b>\$71,329,965</b>	<b>\$69,061,310</b>	<b>\$1,272,408</b>	<b>\$70,333,718</b>	<b>\$70,235,352</b>	<b>\$2,204,276</b>	<b>\$72,439,628</b>	<b>\$71,569,824</b>	<b>\$3,136,144</b>	<b>\$74,705,968</b>
14	Less: Provision for Bad Debts	\$2,801,283	\$1,649,516	\$30,391	\$1,679,907	\$1,677,558	\$52,649	\$1,730,207	\$1,709,431	\$74,906	\$1,784,337
	<b>Net Patient Service Revenue less provision for bad debts</b>	<b>\$68,528,682</b>	<b>\$67,411,794</b>	<b>\$1,242,017</b>	<b>\$68,653,811</b>	<b>\$68,557,795</b>	<b>\$2,151,628</b>	<b>\$70,709,423</b>	<b>\$69,860,393</b>	<b>\$3,061,239</b>	<b>\$72,921,632</b>
15	Other Operating Revenue	\$6,342,519	\$2,093,797	(\$11,977)	\$2,081,820	\$2,135,673	(\$11,977)	\$2,123,696	\$2,178,387	(\$11,977)	\$2,166,410
17	Net Assets Released from Restrictions	\$49,147	\$77,636	(\$77,636)	\$0	\$77,636	(\$77,636)	\$0	\$77,636	(\$77,636)	\$0
	<b>TOTAL OPERATING REVENUE</b>	<b>\$74,920,348</b>	<b>\$69,583,227</b>	<b>\$1,152,404</b>	<b>\$70,735,631</b>	<b>\$70,771,104</b>	<b>\$2,062,015</b>	<b>\$72,833,119</b>	<b>\$72,116,415</b>	<b>\$2,971,626</b>	<b>\$75,088,041</b>
<b>B. OPERATING EXPENSES</b>											
1	Salaries and Wages	\$32,460,253	\$29,718,015	\$329,822	\$30,047,837	\$30,312,375	\$571,372	\$30,883,747	\$30,918,622	\$812,922	\$31,731,544
2	Fringe Benefits	\$9,360,797	\$10,717,021	(\$97,123)	\$10,619,898	\$10,824,191	(\$6,422)	\$10,817,769	\$10,932,433	\$84,279	\$11,016,712
3	Physicians Fees	\$3,728,005	\$4,439,562	\$0	\$4,439,562	\$4,572,749	\$0	\$4,572,749	\$4,709,932	\$0	\$4,709,932
4	Supplies and Drugs	\$9,776,421	\$9,752,308	(\$12,724)	\$9,739,584	\$9,849,831	\$119,389	\$9,969,220	\$9,948,330	\$251,501	\$10,199,831
5	Depreciation and Amortization	\$3,281,014	\$3,234,649	\$225,389	\$3,460,038	\$3,234,649	\$450,779	\$3,685,428	\$3,234,649	\$676,168	\$3,910,817
6	Provision for Bad Debts-Other <sup>b</sup>	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
7	Interest Expense	\$689,882	\$672,358	(\$672,358)	(\$0)	\$672,358	(\$672,358)	(\$0)	\$672,357.89	(\$672,358)	(\$0)
8	Malpractice Insurance Cost	\$1,033,082	\$1,064,385	\$0	\$1,064,385	\$1,075,029	\$0	\$1,075,029	\$1,085,780	\$0	\$1,085,780
9	Lease Expense	\$1,013,626	\$1,212,722	\$0	\$1,212,722	\$1,224,849	\$0	\$1,224,849	\$1,237,098	\$0	\$1,237,098
10	Other Operating Expenses	\$10,816,575	\$9,080,177	(\$32,041)	\$9,048,136	\$9,170,979	\$90,966	\$9,261,945	\$9,262,689	\$213,973	\$9,476,662
	<b>TOTAL OPERATING EXPENSES</b>	<b>\$72,159,655</b>	<b>\$69,891,198</b>	<b>(\$259,035)</b>	<b>\$69,632,163</b>	<b>\$70,937,011</b>	<b>\$553,726</b>	<b>\$71,490,737</b>	<b>\$72,001,890</b>	<b>\$1,366,485</b>	<b>\$73,368,375</b>
	Provision for Income Taxes <sup>c</sup>			\$419,357	\$419,357		\$607,900	\$607,900		\$766,359	\$766,359
	<b>Earnings Before Interest, Taxes, Depreciation &amp; Amortization (EBITDA)</b>	<b>\$6,731,589</b>	<b>\$3,599,036</b>	<b>\$964,470</b>	<b>\$4,563,506</b>	<b>\$3,741,100</b>	<b>\$1,286,710</b>	<b>\$5,027,810</b>	<b>\$4,021,532</b>	<b>\$1,608,951</b>	<b>\$5,630,483</b>
	<b>INCOME / (LOSS) FROM OPERATIONS</b>	<b>\$2,760,693</b>	<b>(\$307,971)</b>	<b>\$992,082</b>	<b>\$684,111</b>	<b>(\$165,908)</b>	<b>\$900,389</b>	<b>\$734,481</b>	<b>\$114,525</b>	<b>\$838,782</b>	<b>\$953,307</b>
	<b>NON-OPERATING INCOME / REVENUE</b>	<b>(\$378,564)</b>	<b>(\$105,000)</b>		<b>(\$105,000)</b>	<b>\$105,000</b>		<b>\$105,000</b>	<b>\$105,000</b>		<b>\$105,000</b>
	<b>NET INCOME / EXCESS (DEFICIENCY) OF REVENUE OVER EXPENSES</b>	<b>\$2,382,129</b>	<b>(\$412,971)</b>	<b>\$992,082</b>	<b>\$579,111</b>	<b>(\$60,908)</b>	<b>\$900,389</b>	<b>\$839,481</b>	<b>\$219,525</b>	<b>\$838,782</b>	<b>\$1,058,307</b>

**Sale of Non-Profit Hospital to For-Profit Entity**

**Name Entity: RGH**

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:

**Financial Worksheet (C):**

LINE	Total Entity:	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)
		FY 2014 Actual Results	FY 2017 Projected W/out CON	FY 2017 Projected Incremental	FY 2017 Projected With CON	FY 2018 Projected W/out CON	FY 2018 Projected Incremental	FY 2018 Projected With CON	FY 2019 Projected W/out CON	FY 2019 Projected Incremental	FY 2019 Projected With CON
C.	Retained Earnings/ Net Assets, beginning of year	\$31,052,463	\$25,587,845	\$0	\$25,587,845	\$25,174,874	\$992,082	\$26,166,956	\$25,113,967	\$1,892,471	\$27,006,438
	Retained Earnings / Net Assets, end of year	\$28,334,302	\$25,174,874	\$992,082	\$26,166,956	\$25,113,967	\$1,892,471	\$27,006,438	\$25,333,492	\$2,731,253	\$28,064,745
	Principal Payments	\$874,828	\$984,173	(\$984,173)	\$0	\$1,110,055	(\$1,110,055)	\$0	\$1,132,025		\$1,132,025
<b>D. PROFITABILITY SUMMARY</b>											
1	Hospital Operating Margin	3.7%	-0.4%	86.1%	1.0%	-0.2%	43.7%	1.0%	0.2%	28.2%	1.3%
2	Hospital Non Operating Margin	-0.5%	-0.2%	0.0%	-0.1%	0.1%	0.0%	0.1%	0.1%	0.0%	0.1%
3	Hospital Total Margin	3.2%	-0.6%	86.1%	0.8%	-0.1%	43.7%	1.2%	0.3%	28.2%	1.4%
E.	FTEs	405	348	5	353	348	8	356	348	11	359
<b>F. VOLUME STATISTICS<sup>d</sup></b>											
1	Inpatient Discharges	2,341	2,159	32	2,191	2,159	54	2,213	2,159	76	2,235
2	Outpatient Visits	421,124	434,254	530	434,784	434,254	1,060	435,314	434,254	1,590	435,844
	<b>TOTAL VOLUME</b>	<b>423,465</b>	<b>436,413</b>	<b>562</b>	<b>436,975</b>	<b>436,413</b>	<b>1,114</b>	<b>437,527</b>	<b>436,413</b>	<b>1,666</b>	<b>438,079</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.

FY 2015 and FY 2016 Projected Results (Reference)

LINE	Total Entity:	ECHN	MMH	RGH	ECHN	MMH	RGH
		FY 2015	FY 2015	FY 2015	FY 2016	FY 2016	FY 2016
	Description	Projected Results	Projected Results	Projected Results	Projected Results	Projected Results	Projected Results
<b>A. OPERATING REVENUE</b>							
1	Total Gross Patient Revenue	\$919,861,607	\$594,394,400	\$229,450,128	\$911,417,931	\$588,450,456	\$228,302,877
2	Less: Allowances	\$605,465,288	\$411,650,321	\$159,804,700	\$599,410,635	\$407,533,818	\$159,005,677
3	Less: Charity Care	\$4,778,075	\$2,382,698	\$1,195,377	\$4,730,294	\$2,358,871	\$1,189,400
4	Less: Other Deductions	\$689,936	\$0	\$0	\$683,037	\$0	\$0
	<b>Net Patient Service Revenue</b>	<b>\$308,928,308</b>	<b>\$180,361,381</b>	<b>\$68,450,051</b>	<b>\$306,593,965</b>	<b>\$178,557,767</b>	<b>\$68,107,801</b>
5	Medicare	\$115,287,873	\$65,429,033	\$26,046,989	\$114,416,727	\$64,774,743	\$25,916,754
6	Medicaid	\$49,459,392	\$28,409,212	\$7,396,197	\$49,085,664	\$28,125,120	\$7,359,216
7	CHAMPUS & TriCare	\$1,860,705	\$668,944	\$263,667	\$1,846,645	\$662,255	\$262,349
8	Other	\$0	\$0	\$0	\$0	\$0	\$0
	<b>Total Government</b>	<b>\$166,607,970</b>	<b>\$94,507,189</b>	<b>\$33,706,853</b>	<b>\$165,349,036</b>	<b>\$93,562,117</b>	<b>\$33,538,319</b>
9	Commercial Insurers	\$133,386,403	\$83,015,701	\$33,282,888	\$132,378,500	\$82,185,544	\$33,116,474
10	Uninsured	\$526,077	\$343,512	\$182,539	\$522,102	\$340,077	\$181,626
11	Self Pay	\$4,051,067	\$0	\$0	\$4,020,456	\$0	\$0
12	Workers Compensation	\$4,058,179	\$2,494,979	\$1,277,771	\$4,027,514	\$2,470,029	\$1,271,382
13	Other	\$298,613	\$0	\$0	\$296,357	\$0	\$0
	<b>Total Non-Government</b>	<b>\$142,320,339</b>	<b>\$85,854,192</b>	<b>\$34,743,198</b>	<b>\$141,244,929</b>	<b>\$84,995,650</b>	<b>\$34,569,482</b>
	<b>Net Patient Service Revenue<sup>a</sup> (Government+Non-Government)</b>	<b>\$308,928,309</b>	<b>\$180,361,381</b>	<b>\$68,450,051</b>	<b>\$306,593,965</b>	<b>\$178,557,767</b>	<b>\$68,107,801</b>
14	Less: Provision for Bad Debts	\$6,060,538	\$3,643,728	\$1,643,173	\$5,999,933	\$3,607,291	\$1,626,741
	<b>Net Patient Service Revenue less provision for bad debts</b>	<b>\$302,867,770</b>	<b>\$176,717,653</b>	<b>\$66,806,878</b>	<b>\$300,594,032</b>	<b>\$174,950,476</b>	<b>\$66,481,059</b>
15	Other Operating Revenue	\$16,802,913	\$11,023,919	\$2,128,076	\$15,925,913	\$10,633,672	\$2,052,742
17	Net Assets Released from Restrictions	\$913,370	\$646,366	\$78,358	\$913,370	\$776,365	\$91,337
	<b>TOTAL OPERATING REVENUE</b>	<b>\$320,584,053</b>	<b>\$188,387,937</b>	<b>\$69,013,312</b>	<b>\$317,433,315</b>	<b>\$186,360,513</b>	<b>\$68,625,139</b>
<b>B. OPERATING EXPENSES</b>							
1	Salaries and Wages	\$156,292,474	\$82,578,386	\$30,649,768	\$150,021,693	\$79,275,251	\$29,423,777
2	Fringe Benefits	\$47,762,750	\$27,704,116	\$10,423,090	\$50,610,250	\$29,366,363	\$11,048,475
3	Physicians Fees	\$14,605,651	\$10,038,473	\$4,310,255	\$14,605,651	\$10,038,473	\$4,310,255
4	Supplies and Drugs	\$34,974,486	\$23,929,618	\$9,560,149	\$35,324,231	\$24,168,914	\$9,655,751
5	Depreciation and Amortization	\$11,958,956	\$7,114,038	\$3,234,649	\$11,958,956	\$7,114,038	\$3,234,649
6	Provision for Bad Debts-Other <sup>b</sup>	\$0	\$0	\$0	\$0	\$0	\$0
7	Interest Expense	\$3,570,511	\$2,451,251	\$700,373	\$3,570,511	\$2,353,201	\$672,358
8	Malpractice Insurance Cost	\$3,845,218	\$2,801,806	\$1,043,413	\$3,883,671	\$2,829,824	\$1,053,847
9	Lease Expense	\$6,245,578	\$2,207,010	\$1,188,827	\$6,308,033	\$2,229,080	\$1,200,715
10	Other Operating Expenses	\$44,334,273	\$25,294,474	\$8,901,262	\$44,883,620	\$25,547,418	\$8,990,275
	<b>TOTAL OPERATING EXPENSES</b>	<b>\$323,589,897</b>	<b>\$184,119,170</b>	<b>\$70,011,785</b>	<b>\$321,166,616</b>	<b>\$182,922,561</b>	<b>\$69,590,101</b>
	Provision for Income Taxes <sup>c</sup>						
	<b>Earnings Before Interest, Taxes, Depreciation &amp; Amortization (EBITDA)</b>	<b>\$12,523,623</b>	<b>\$13,834,056</b>	<b>\$2,936,549</b>	<b>\$11,796,166</b>	<b>\$12,905,191</b>	<b>\$2,942,045</b>
	<b>INCOME / (LOSS) FROM OPERATIONS</b>	<b>(\$3,005,844)</b>	<b>\$4,268,767</b>	<b>(\$998,473)</b>	<b>(\$3,733,301)</b>	<b>\$3,437,952</b>	<b>(\$964,962)</b>
	<b>NON-OPERATING INCOME / REVENUE</b>	<b>(\$2,394,868)</b>	<b>(\$1,672,972)</b>	<b>(\$468,022)</b>	<b>(\$1,500,000)</b>	<b>(\$1,140,000)</b>	<b>(\$315,000)</b>

FY 2015 and FY 2016 Projected Results (Reference)

LINE	Total Entity:	ECHN	MMH	RGH	ECHN	MMH	RGH
		FY 2015	FY 2015	FY 2015	FY 2016	FY 2016	FY 2016
	Description	Projected Results					
	<b>NET INCOME / EXCESS (DEFICIENCY) OF REVENUE OVER EXPENSES</b>	(\$5,400,712)	\$2,595,795	(\$1,466,495)	(\$5,233,301)	\$2,297,952	(\$1,279,962)
C.	Retained Earnings/ Net Assets, beginning of year	\$77,693,789	\$24,798,417	\$28,334,302	\$72,293,077	\$27,394,212	\$26,867,807
	Retained Earnings / Net Assets, end of year	\$72,293,077	\$27,394,212	\$26,867,807	\$67,059,776	\$29,692,165	\$25,587,845
	Principal Payments	\$7,086,082	\$4,883,195	\$881,957	\$7,163,415	\$4,924,258	\$926,631
	<b>D. PROFITABILITY SUMMARY</b>						
1	Hospital Operating Margin	-2.4%	8.1%	-2.6%	-3.0%	6.1%	-2.5%
2	Hospital Non Operating Margin	-1.9%	-3.2%	-1.2%	-1.2%	-2.0%	-0.8%
3	Hospital Total Margin	-4.3%	4.9%	-3.8%	-4.3%	4.0%	-3.4%
	<b>E. FTEs</b>	2,240	1,140	377	2,117	1,052	348
	<b>F. VOLUME STATISTICS<sup>d</sup></b>						
1	Inpatient Discharges	10,927	8,768	2,159	11,202	9,043	2,159
2	Outpatient Visits	2,085,348	1,651,094	434,254	2,085,348	1,651,094	434,254
	<b>TOTAL VOLUME</b>	<b>2,096,275</b>	<b>1,659,862</b>	<b>436,413</b>	<b>2,096,550</b>	<b>1,660,137</b>	<b>436,413</b>