

**ATTACHMENT NO. 3**

**MOHAWK VALLEY HEALTH SYSTEM**

**SCHEDULE 13D (TABLE 13D-4) DOCUMENTATION**

Table 13D - 4

**St. Luke's**

Oupatient Services** Source of Revenue		Total Current Year*			First Year Incremental			Third Year Incremental		
		Visits	Net Revenue		Visits	Net Revenue		Visits	Net Revenue	
			%	Dollars (\$)		%	Dollars (\$)		%	Dollars (\$)
Commercial	Fee for Service	12,746	3.9%	9,644,640						
	Managed Care	63,611	19.3%	67,512,664						
Medicare	Fee for Service	104,623	31.8%	31,630,624						
	Managed Care	46,186	14.0%	17,636,624						
Medicaid	Fee for Service	15,375	4.7%	1,168,743						
	Managed Care	68,268	20.8%	20,704,849						
Private Pay		4,525	1.4%	283,970						
OASAS										
OMH										
Charity Care		1,911	0.6%	319						
Bad Debt										
All Other		11,664	3.5%	1,260,496						
<b>Total</b>		<b>328,909</b>	<b>100.0%</b>	<b>\$149,842,929</b>						

\* Information taken directly from the facility's 2016 Cost Report.

Total of Inpatient and Outpatient Services			\$267,183,516						
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	Title of Attachment	Filename of Attachment
1. In an attachment, provide the basis and supporting calculations for all revenues by payor.	Based upon the experience of SEMC and FSLH.	N/A
2. In an attachment, provide the basis for charity care.	Based upon the experience of SEMC and FSLH.	N/A

Table 13D - 4

**St. Elizabeth**

Outpatient Services** Source of Revenue		Total Current Year*			First Year Incremental			Third Year Incremental		
		Visits	Net Revenue		Visits	Net Revenue		Visits	Net Revenue	
			%	Dollars (\$)		%	Dollars (\$)		%	Dollars (\$)
Commercial	Fee for Service	16,925	4.7%	3,915,499						
	Managed Care	90,540	25.2%	27,408,493						
Medicare	Fee for Service	75,090	20.9%	19,014,785						
	Managed Care	50,621	14.1%	15,844,133						
Medicaid	Fee for Service	10,450	2.9%	(410,210)						
	Managed Care	89,815	25.0%	16,346,560						
Private Pay		16,303	4.5%	9,206,725						
OASAS										
OMH										
Charity Care		129	0.0%	(73,066)						
Bad Debt										
All Other		8,849	2.5%	2,769,304						
<b>Total</b>		<b>358,722</b>	<b>100.0%</b>	<b>\$94,022,223</b>						

\* Information taken directly from the facility's 2016 Cost Report.

Total of Inpatient and Outpatient Services			\$210,690,062						
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	Title of Attachment	Filename of Attachment
1. In an attachment, provide the basis and supporting calculations for all revenues by payor.	Based upon the experience of SEMC and FSLH.	N/A
2. In an attachment, provide the basis for charity care.	Based upon the experience of SEMC and FSLH.	N/A

Table 13D - 4

**St. Luke's + St. Elizabeth**

Outpatient Services** Source of Revenue		Total Current Year*			First Year Incremental			Third Year Incremental		
		Visits	Net Revenue		Visits	Net Revenue		Visits	Net Revenue	
			%	Dollars (\$)		%	Dollars (\$)		%	Dollars (\$)
Commercial	Fee for Service	27,393	4.0%	\$16,272,167	28,426	4.0%	\$18,769,672	28,426	4.0%	\$19,533,711
	Managed Care	155,224	22.6%	\$92,208,949	161,076	22.6%	\$106,361,477	161,076	22.6%	\$110,691,030
Medicare	Fee for Service	180,020	26.2%	\$50,645,409	186,807	26.2%	\$58,418,630	186,807	26.2%	\$60,796,620
	Managed Care	97,049	14.1%	\$33,480,757	100,708	14.1%	\$38,619,492	100,708	14.1%	\$40,191,538
Medicaid	Fee for Service	25,778	3.7%	\$758,533	26,750	3.7%	\$874,955	26,750	3.7%	\$910,571
	Managed Care	158,825	23.1%	\$37,051,409	164,813	23.1%	\$42,738,179	164,813	23.1%	\$44,477,880
Private Pay		20,808	3.0%	\$9,490,695	21,592	3.0%	\$10,947,358	21,592	3.0%	\$11,392,981
OASAS										
OMH										
Charity Care		1,996	0.3%	(\$42,154)	2,071	0.3%	(\$48,624)	2,071	0.3%	(\$50,603)
Bad Debt										
All Other		20,538	3.0%	\$3,999,387	21,312	3.0%	\$4,613,226	21,312	3.0%	\$4,801,012
<b>Total</b>		<b>687,631</b>	<b>100.0%</b>	<b>\$243,865,152</b>	<b>713,555</b>	<b>100.0%</b>	<b>\$281,294,365</b>	<b>713,555</b>	<b>100.0%</b>	<b>\$292,744,740</b>

\* Information taken directly from the facility's 2016 Cost Report.

Total of Inpatient and Outpatient Services			\$477,873,578			\$550,578,789			\$572,990,662
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	Title of Attachment	Filename of Attachment
1. In an attachment, provide the basis and supporting calculations for all revenues by payor.	Based upon the experience of St. Elizabeth and St. Luke's	N/A
2. In an attachment, provide the basis for charity care.	Based upon the experience of St. Elizabeth and St. Luke's	N/A

**MOHAWK VALLEY HEALTH SYSTEM**

**❖ HOSPITAL BALANCE SHEETS**

**DECEMBER 2017**

	UNAUDITED DEC 2017	DEC 2016	CHANGE YTD
<b>CURRENT ASSETS:</b>			
Cash and cash equivalents	11,439,439	14,359,772	(2,920,333)
Unrestricted Investments	101,151,562	92,830,863	8,320,699
Patient accounts receivable, net	60,401,470	55,602,157	4,799,313
Insurances, related party, grants, & other receivables	18,841,870	12,649,460	6,192,410
Inventory	12,251,003	12,072,827	178,176
Prepaid & other assets	8,924,015	4,914,649	4,009,366
<b>Total Current Assets</b>	<b>213,009,359</b>	<b>192,429,729</b>	<b>20,579,631</b>
Investment in Foundations	(10,393)	-	(10,393)
Investment in Paraffin	91,322	86,480	4,842
Investment in MVEC	885,544	907,544	(22,000)
Assets limited as to use	4,557,707	2,557,473	2,000,234
Investments	6,331,300	5,802,337	528,963
Property & equipment, net	129,617,503	142,957,146	(13,339,643)
Unamortized debt issuance	833,639	947,630	(113,991)
Insurances, direct financing lease, goodwill, & other	23,966,258	23,999,738	(33,480)
<b>Total Assets</b>	<b>379,282,240</b>	<b>369,688,079</b>	<b>9,594,161</b>
<b>LIABILITIES AND NET ASSETS</b>			
Short term borrowings	-	-	-
Current long-term debt	4,248,629	4,805,456	(556,827)
Capital lease obligations- current	2,972,824	4,420,488	(1,447,664)
Self-insured liabilities- current	12,203,041	10,464,039	1,739,002
Accounts payable	35,813,844	31,728,676	4,085,168
Accrued payroll, taxes	20,836,364	19,967,695	868,669
Due to (from) third party	3,337,068	1,905,967	1,431,101
Other current liabilities	5,236,596	4,735,614	500,982
<b>Total Current Liabilities</b>	<b>84,648,366</b>	<b>78,027,935</b>	<b>6,620,431</b>
Notes payable	4,504,595	6,710,970	(2,206,375)
Civic facility revenue bonds	37,837,135	38,542,029	(704,894)
Capital lease obligations	3,965,396	6,068,949	(2,103,553)
Insurances, accrued ESLB, interest rate swaps	37,694,046	37,557,042	137,004
Estimated self-insured liabilities, net	4,699,408	5,726,525	(1,027,117)
Deferred pension liability	45,664,318	46,815,314	(1,150,996)
<b>Total Liabilities</b>	<b>219,013,264</b>	<b>219,448,764</b>	<b>(435,500)</b>
Unrestricted	150,469,309	140,466,158	10,003,152
Restricted	9,799,667	9,773,158	26,510
<b>Total Net Assets</b>	<b>160,268,976</b>	<b>150,239,315</b>	<b>10,029,661</b>
<b>Total Liabilities and Net Assets</b>	<b>379,282,240</b>	<b>369,688,079</b>	<b>9,594,161</b>

❖ Faxon-St. Luke's Healthcare and St. Elizabeth Medical Center combined. Does not include eliminations.

**MOHAWK VALLEY HEALTH SYSTEM  
AFFILIATE BALANCE SHEETS  
DECEMBER 2017**

	UNAUDITED DEC 2017	DEC 2016	Change YTD	UNAUDITED DEC 2017	DEC 2016	Change YTD
	Faxton-St. Luke's	Faxton-St. Luke's	Faxton-St. Luke's	St. Elizabeth	St. Elizabeth	St. Elizabeth
<b>CURRENT ASSETS:</b>						
Cash and cash equivalents	2,421,933	5,706,867	(3,284,934)	9,017,446	8,652,905	364,541
Unrestricted investments	95,627,189	83,178,139	12,451,059	5,524,364	9,654,724	(4,130,360)
Patient accounts receivable, net	35,867,658	31,329,584	4,538,074	24,533,812	24,272,573	261,239
Insurances, related party, grants, & other receivables	17,823,919	12,043,722	5,780,197	1,017,951	412,213	605,738
Inventory	6,304,140	6,280,789	23,351	5,946,863	5,792,038	154,825
Prepaid & other assets	3,708,143	3,335,551	372,592	5,215,872	1,579,098	3,636,774
<b>Total Current Assets</b>	<b>161,753,051</b>	<b>141,872,653</b>	<b>19,880,398</b>	<b>51,266,308</b>	<b>50,557,076</b>	<b>699,232</b>
Investment in Foundations	(4,701)	-	(4,701)	(5,692)	-	(5,692)
Investment in Paraffin	91,322	86,480	4,842	-	-	-
Investment in MVEC	442,772	453,772	(11,000)	442,772	453,772	(11,000)
Assets limited as to use	25,233	25,233	(0)	4,532,474	2,532,240	2,000,234
Investments	5,196,888	4,706,529	490,359	1,134,412	1,095,808	38,604
Property & equipment, net	69,283,867	78,352,207	(9,068,340)	60,333,636	64,604,939	(4,271,303)
Unamortized debt issuance	344,936	370,486	(25,550)	488,703	577,144	(88,441)
Insurances, direct financing lease, goodwill, & other	23,966,258	23,999,738	(33,480)	-	-	-
<b>Total Assets</b>	<b>281,039,626</b>	<b>249,867,100</b>	<b>11,232,527</b>	<b>118,182,613</b>	<b>119,820,979</b>	<b>(1,638,366)</b>
<b>LIABILITIES AND NET ASSETS</b>						
Short term borrowings	2,620,329	3,186,208	(565,879)	1,628,300	1,619,248	9,052
Current long-term debt	2,875,976	4,076,863	(1,200,887)	96,846	343,825	(246,977)
Capital lease obligations-current	6,306,966	4,623,835	1,683,131	5,886,076	5,840,384	45,691
Self-insured liabilities-current	17,958,164	14,960,208	2,997,956	17,855,680	16,768,470	1,087,210
Accounts payable	12,519,808	12,098,897	420,911	8,316,556	7,868,798	447,758
Accrued payroll, taxes	(87,125)	(1,948,925)	1,861,800	3,424,193	3,854,892	(430,699)
Due to (from) third party	4,476,164	4,485,150	(8,986)	760,432	250,464	509,968
Other current liabilities	46,670,282	41,481,854	5,188,428	37,978,094	36,546,081	1,432,013
<b>Total Current Liabilities</b>	<b>108,533,653</b>	<b>108,640,119</b>	<b>(106,466)</b>	<b>110,479,611</b>	<b>110,808,646</b>	<b>(329,034)</b>
Notes payable	3,540,893	5,218,966	(1,678,073)	1,492,002	1,492,002	(528,300)
Civic facility revenue bonds	13,800,000	14,520,000	(720,000)	24,022,029	24,022,029	15,105
Capital lease obligations	3,476,355	5,483,061	(2,006,706)	489,041	585,888	(96,847)
Insurances, accrued ESLB, interest rate swaps	37,015,548	36,679,544	337,004	678,498	678,498	0
Estimated self-insured liabilities, net	4,030,575	5,057,692	(1,027,117)	668,833	668,833	0
Deferred pension liability	-	-	-	45,664,318	46,815,314	(1,150,996)
<b>Total Liabilities</b>	<b>144,208,680</b>	<b>132,869,688</b>	<b>11,338,992</b>	<b>199,122,162</b>	<b>199,122,162</b>	<b>0</b>
Unrestricted	8,357,293	8,357,293	-	7,703,002	7,703,002	-
<b>Total Net Assets</b>	<b>152,565,973</b>	<b>141,226,981</b>	<b>11,339,992</b>	<b>118,182,613</b>	<b>119,820,979</b>	<b>(1,638,366)</b>
<b>Total Liabilities and Net Assets</b>	<b>281,039,626</b>	<b>249,867,100</b>	<b>11,232,527</b>	<b>217,304,775</b>	<b>218,943,141</b>	<b>(1,638,366)</b>

**MOHAWK VALLEY HEALTH SYSTEM  
HOSPITAL STATEMENTS OF OPERATIONS  
DECEMBER 2017**

	YTD UNAUDITED Faxton-St. Luke's	YTD UNAUDITED St. Elizabeth	YTD UNAUDITED Hospital Combined
Net Patient Service Revenue	286,411,249	215,688,967	502,100,216
Bad Debts	(6,069,068)	(7,576,215)	(13,645,283)
<b>Patient Service Revenue Net of Bad Debts</b>	<b>280,342,181</b>	<b>208,112,752</b>	<b>488,454,933</b>
Other Operating Revenue	23,068,091	7,507,805	30,575,896
<b>Total Operating Revenue</b>	<b>303,410,272</b>	<b>215,620,557</b>	<b>519,030,829</b>
<b>Operating Expenses:</b>			
Salaries & Wages	118,902,542	87,219,586	206,122,128
Provider Salaries	24,121,562	17,007,636	41,129,198
Employee benefits	33,574,399	25,251,489	58,825,888
Medical Supplies	24,858,398	37,564,673	62,423,071
Non-Medical Supplies	3,810,541	3,583,995	7,394,536
Purchased Services	32,070,455	17,169,437	49,239,892
Utilities	3,494,942	2,037,907	5,532,849
Drugs	24,422,231	6,297,448	30,719,679
Other Expenses	23,137,711	10,866,425	34,004,136
Depreciation & amortization	13,967,365	10,169,784	24,137,149
Taxes	1,329,498	642,445	1,971,943
Interest Expense	1,598,795	1,247,256	2,846,051
<b>Total Operating Expenses</b>	<b>305,288,439</b>	<b>219,058,081</b>	<b>524,346,520</b>
<b>Income (loss) from Operations</b>	<b>(1,878,167)</b>	<b>(3,437,524)</b>	<b>(5,315,691)</b>
Operating Margin	-0.62%	-1.59%	-1.02%
Realized Investment gain(loss) & interest income	1,330,028	1,969,604	3,299,632
Contributions for operations	11,202	77,719	88,921
<b>Net excess (deficiency)</b>	<b>(536,937)</b>	<b>(1,390,201)</b>	<b>(1,927,138)</b>
Bottom Line Margin	-0.18%	-0.64%	-0.37%