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dhmc.org

February 14, 2017

Re: Dartmouth-Hitchcock Obligated Group - Report for the Quarter Ended December 31, 2016

Dear Investor and/or Interested Party:

In accordance with Section 5.11 of the various Loan Agreements and the various Continuing Disclosure Agreements relating to the members of the Dartmouth-Hitchcock Obligated Group: Dartmouth-Hitchcock Clinic, Mary Hitchcock Memorial Hospital, Cheshire Medical Center, New London Hospital and Mt. Ascutney Hospital and Health Center this is to advise the interim financial statements including utilization statistics and payor mix information for the six months ended December 31, 2016, are now available to you through the DAC website.

If you have any questions or would like further detail, please do not hesitate to call Bruce Adams (603-653-1152) or me (603-650-5634).

Very truly yours,

Damel P. Janten
Chief Financial Officer

DPJ/ao Enclosures

cc: Bruce A. Adams Janet M. West

### DARTMOUTH-HITCHCOCK OBLIGATED GROUP

## QUARTERLY REPORT FOR

For the Quarter Ended December 31, 2016

Unaudited

### Dartmouth-Hitchcock Obligated Group Quarterly Report December 31, 2016 Unaudited

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Effective July 1, 2016, Cheshire Medical Center (Cheshire), New London Hospital (NLH) and Mt. Ascutney Hospital and Health Center (MAHHC) became members of the Dartmouth-Hitchcock Obligated Group. Prior year information is for Dartmouth-Hitchcock (D-H) (Mary Hitchcock Memorial Hospital and Dartmouth-Hitchcock Clinic) only.

### Dartmouth-Hitchcock Obligated Group Consolidated Balance Sheets (000's Omitted)

|   |    | December 31, 2016 Unaudited | June 30, 2016<br>Audited |
|---|----|-----------------------------|--------------------------|
| Assets  | •  |                             |                          |
| Current Assets  |    |                             |                          |
| Cash and cash equivalents                               | \$ | 70,818                      | 1,535                    |
| Patient accounts receivable, net                        |    | 232,611                     | 220,173                  |
| Prepaid expenses and other current assets               |    | 123,405                     | 95,158                   |
| Total current assets                                    | ,  | 426,834                     | 316,866                  |
| Assets limited as to use                                |    |                             |                          |
| Internally designated by board                          |    | 504,233                     | 474,066                  |
| Held by captive insurance company                       |    | 76,993                      | 76,993                   |
| Under bond indenture agreement - held by trustee        |    | 2,834                       | 664                      |
| Total assets limited as to use                          | ,  | 584,060                     | 551,724                  |
| Other investments for temporarily and permanently       |    |                             |                          |
| restricted activities                                   |    | 112,930                     | 91,879                   |
| Property, plant and equipment, net                      |    | 581,484                     | 454,894                  |
| Other assets  |    | 83,401                      | 68,752                   |
| Total assets  | \$ | 1,788,709                   | 1,484,115                |
| Liabilities and Net Assets                              |    |                             |                          |
| Current Liabilities                                     |    |                             |                          |
| Current portion of long-term debt                       | \$ | 17,633                      | 15,638                   |
| Current portion of liability for                        | Ψ. | 21,000                      | 25,000                   |
| other postretirement plan benefits                      |    | 3,176                       | 3,176                    |
| Line of credit  |    | 75,000                      | 35,000                   |
| Accounts payable and accrued expenses                   |    | 104,251                     | 87,373                   |
| Accrued compensation and related benefits               |    | 111,384                     | 86,997                   |
| Estimated third-party settlements                       |    | 24,602                      | 21,434                   |
| Total current liabilities                               | ,  | 336,046                     | 249,618                  |
| Long-term debt, excluding current portion               |    | 602,975                     | 553,229                  |
| Insurance deposits and related liabilities              |    | 56,887                      | 56,887                   |
| Interest rate swaps                                     |    | 21,800                      | 24,148                   |
| Liability for pension and other                         |    |                             |                          |
| postretirement plan benefits, excluding current portion |    | 274,150                     | 246,816                  |
| Other liabilities                                       |    | 76,416                      | 54,218                   |
| Total liabilities                                       | ,  | 1,368,274                   | 1,184,916                |
| Net assets  |    | 318 000                     | A4# 044                  |
| Unrestricted  |    | 312,908                     | 217,033                  |
| Temporarily restricted                                  |    | 66,609                      | 51,173                   |
| Permanently restricted                                  |    | 40,918                      | 30,993                   |
| Total net assets  | ,  | 420,435                     | 299,199                  |
| Total liabilities and net assets                        | \$ | 1,788,709                   | 1,484,115                |

### Dartmouth-Hitchcock Obligated Group Consolidated Statement of Operations and Changes in Unrestricted Net Assets December 31, 2016

(000's Omitted)

Unaudited

|  | _    | Qtr - to - Date | Year - to - Date |
|--|------|-----------------|------------------|
| Unrestricted revenues and other support        |      |                 |                  |
| Net patient service revenue                    | \$   | 424,875         | 846,412          |
| Contracted revenue                             |      | 20,651          | 42,993           |
| Other operating revenue                        |      | 28,437          | 51,496           |
| Net assets released from restrictions          |      | 2,462           | 4,181            |
| Total unrestricted revenues and other support  | _    | 476,425         | 945,082          |
| Operating expenses                             |      |                 |                  |
| Salaries, contracted services and              |      |                 |                  |
| related employee benefits                      |      | 298,633         | 587,681          |
| Materials, supplies and other                  |      | 138,690         | 276,096          |
| Medicaid Enhancement Tax                       |      | 15,774          | 31,848           |
| Depreciation and amortization                  |      | 20,541          | 41,243           |
| Interest                                       |      | 4,855           | 9,694            |
| Operating expenses before Restructuring costs  |      | 478,493         | 946,562          |
| Operating loss before Restructuring costs      |      | (2,068)         | (1,480)          |
| Restructuring costs (Note 1)                   | _    | 17,657          | 17,657           |
| Operating loss                                 |      | (19,725)        | (19,137)         |
| Nonoperating (loss) gains                      | _    | (4,354)         | 13,023           |
| Deficiency of revenues over expenses           |      | (24,079)        | (6,114)          |
| Net assets released from restrictions          |      |                 |                  |
| for capital acquisition                        |      | 3,822           | 5,123            |
| Change in funded status of pension and other   |      |                 |                  |
| postretirement benefits                        |      | -               | (321)            |
| Net assets transferred to affiliate            |      | (5,496)         | (9,810)          |
| Increase due to addition of new members        |      | -               | 99,705           |
| Unrealized gain on interest rate swaps         | _    | 6,003           | 7,292            |
| (Decrease) increase in unrestricted net assets | \$ _ | (19,750)        | 95,875           |

Note (1) D-H developed and began implementing a financial Performance Improvement Plan in July of 2016 in response to its negative operating margin incurred in fiscal year 2016. The Plan was designed to produce an operating margin for fiscal year 2017 that is break-even or better, before investment income. The overall goal of the Improvement Plan is to create sustainable long-term improvement in operating results. For the six months ended December 31, 2016, D-H posted an operating margin of \$305,000, before the impact of the Restructuring Costs (see D-H operating margin before restructuring costs, page 7); these results are tracking well with year-to-date expectations. The year-to-date positive operating margin was due in large part to continued growth in patient services as compared to the prior year, including surgical cases, inpatient discharges, case mix index, patient appointments and cost management initiatives.

### Dartmouth-Hitchcock Obligated Group Consolidated Utilization Statistics For the Six Months Ended December 31, 2016 and the Fiscal Year Ended June 30, 2016

|  | December 31, 2016<br>Unaudited | June 30, 2016<br>Audited |
|--|--------------------------------|--------------------------|
| Licensed Beds, excluding all bassinets (as of this date) | 625                            | 396                      |
| Staffed Beds, including ICN bassinets (as of this date)* | 557                            | 417                      |
| Total Discharges - excludes newborn**                    | 16,373                         | 26,194                   |
| Total Patient Days - includes ICN**                      | 78,151                         | 127,416                  |
| Occupancy (as a percentage of staffed beds)              | 76.3%                          | 83.7%                    |
| Average Length of Stay (days)                            | 4.8                            | 4.9                      |
| Surgical Cases   | 14,928                         | 21,478                   |
| <b>Emergency Room Visits</b>                             | 33,816                         | 30,929                   |
| <b>Total Appointments</b>                                | 836,571                        | 1,334,411                |

<sup>\*</sup> Staffed beds includes ICN bassinets whereas licensed beds do not

### **Sources of Revenue:**

The following table categorizes payors into five groups and their respective percentages of gross patient service revenue.

| Payor                       | <u> </u> |      |
|-----------------------------|----------|------|
| Medicare                    | 42%      | 40%  |
| Blue Cross                  | 19%      | 20%  |
| <b>Commercial Insurance</b> | 21%      | 19%  |
| Medicaid                    | 13%      | 15%  |
| Other                       | 5%       | 6%   |
|                             | 100%     | 100% |

<sup>\*\*</sup> Includes Acute Care, Rehab, Swing, Sub-Acute and ICF

# Dartmouth-Hitchcock Obligated Group Consolidated Summary Statement of Unrestricted Liquidity December 31, 2016 (000's Omitted) Unaudited

### Annual Debt Service Coverage Ratio (Covenant >1.10x)

| Deficiency of revenues over expenses                               | \$<br>(6,114) |
|--|---------------|
| Add: unrealized ineffectiveness on hedge                           | 251           |
| Less: net unrealized gains on investments                          | (7,504)       |
| Add: Loss on advance refunding                                     | 381           |
| Excluded from expenses:  |               |
| Depreciation and amortization                                      | 41,360        |
| Interest expense on long-term indebtedness - operating expense     | 9,694         |
| Interest expense on long-term indebtedness - non-operating revenue | 1,573         |
| Interest expense related to swap agreements                        | <br>(1,609)   |
| Aggregate Income Available for Debt Service                        | \$<br>38,032  |
| Annual Debt Service (two quarters)                                 | \$<br>16,787  |
| Coverage of Annual Debt Service (x)                                | \$<br>2.27    |

### **Days Cash on Hand** (Covenant > 75)

|  | _    | Qtr - to - Date | Year - to - Date |
|--|------|-----------------|------------------|
| Cash and cash equivalents per MTI                | \$   | 70,475          | 70,475           |
| Less: short term borrowing/line of credit        |      | (75,000)        | (75,000)         |
| Assets whose use is limited by Board Designation | _    | 504,233         | 504,233          |
| <b>Total Unrestricted Cash</b>                   | \$ = | 499,708         | 499,708          |
| Days Cash on Hand                                | _    | 97              | 100              |

#### Dartmouth-Hitchcock Obligated Group Consolidating Balance Sheets December 31, 2016 (000's Omitted) Unaudited

|   | _   | D-H       | Cheshire | NLH    | МАННС  | ELIM     | D-HOG     |
|---|-----|-----------|----------|--------|--------|----------|-----------|
| Assets  |     |           |          |        |        |          |           |
| Current Assets  |     |           |          |        |        |          |           |
| Cash and cash equivalents                               | \$  | 45,515    | 13,976   | 6,356  | 4,971  | -        | 70,818    |
| Patient accounts receivable, net                        |     | 203,460   | 15,292   | 8,823  | 5,036  | -        | 232,611   |
| Prepaid expenses and other current assets               |     | 130,795   | 1,336    | 3,612  | 1,964  | (14,302) | 123,405   |
| Total current assets                                    | _   | 379,770   | 30,604   | 18,791 | 11,971 | (14,302) | 426,834   |
| Assets limited as to use                                |     |           |          |        |        |          |           |
| Internally designated by board                          |     | 466,927   | 16,666   | 10,819 | 9,821  | -        | 504,233   |
| Held by captive insurance company                       |     | 76,993    |          |        |        | -        | 76,993    |
| Under bond indenture agreement - held by trustee        |     | 638       | 2,196    | -      | -      | -        | 2,834     |
| Total assets limited as to use                          | _   | 544,558   | 18,862   | 10,819 | 9,821  |          | 584,060   |
| Other investments for temporarily and permanently       |     |           |          |        |        |          |           |
| restricted activities                                   |     | 99,920    | 4,425    | 2,843  | 5,742  | -        | 112,930   |
| Property, plant and equipment, net                      |     | 453,078   | 68,379   | 42,584 | 17,443 | -        | 581,484   |
| Other assets  |     | 84,692    | 2,838    | 5,408  | 2,583  | (12,120) | 83,401    |
| Total assets  | \$  | 1,562,018 | 125,108  | 80,445 | 47,560 | (26,422) | 1,788,709 |
| Liabilities and Net Assets                              |     |           |          |        |        |          |           |
| Current Liabilities                                     |     |           |          |        |        |          |           |
| Current portion of long-term debt                       | \$  | 16,158    | 753      | 642    | 80     | _        | 17,633    |
| Current portion of liability for                        | Ψ   | 10,150    | 755      | 042    | 00     | _        | 17,055    |
| other postretirement plan benefits                      |     | 3,176     | _        | _      | _      | _        | 3,176     |
| Line of credit  |     | 75,000    |          | -      | 1,150  | (1,150)  | 75,000    |
| Accounts payable and accrued expenses                   |     | 92,712    | 17,147   | 5,307  | 3,387  | (14,302) | 104,251   |
| Accrued compensation and related benefits               |     | 99,943    | 5,808    | 2,235  | 3,398  | (14,502) | 111,384   |
| Estimated third-party settlements                       |     | 21,176    | (3,579)  | 5,831  | 1,174  | _        | 24,602    |
| Total current liabilities                               | _   | 308,165   | 20,129   | 14,015 | 9,189  | (15,452) | 336,046   |
| Long-term debt, excluding current portion               |     | 550,321   | 27,260   | 25,215 | 11,149 | (10,970) | 602,975   |
| Insurance deposits and related liabilities              |     | 56,887    |          |        |        | (20,5.0) | 56,887    |
| Interest rate swaps                                     |     | 18,418    | _        | 3,382  | _      | _        | 21,800    |
| Liability for pension and other                         |     | 10,110    |          | 0,002  |        |          | 21,000    |
| postretirement plan benefits, excluding current portion |     | 267,061   | _        | _      | 7,089  | _        | 274,150   |
| Other liabilities                                       |     | 56,945    | 18,350   | 1,121  | -,005  | _        | 76,416    |
| Total liabilities                                       | _   | 1,257,797 | 65,739   | 43,733 | 27,427 | (26,422) | 1,368,274 |
| Net assets  |     |           |          |        |        |          |           |
| Unrestricted  |     | 212,803   | 54,944   | 32,271 | 12,890 | _        | 312,908   |
| Temporarily restricted                                  |     | 60,402    | 4,425    | 337    | 1,445  | -        | 66,609    |
| Permanently restricted                                  |     | 31,016    | -,       | 4,104  | 5,798  | -        | 40,918    |
| Total net assets  | _   | 304,221   | 59,369   | 36,712 | 20,133 |          | 420,435   |
| Total liabilities and net assets                        | \$_ | 1,562,018 | 125,108  | 80,445 | 47,560 | (26,422) | 1,788,709 |

# Dartmouth-Hitchcock Obligated Group Consolidating Statement of Operations and Changes in Unrestricted Net Assets For the Quarter Ended December 31, 2016 (000's Omitted) Unaudited

|  | <br>D-H        | Cheshire | NLH     | МАННС         | ELIM     | D-HOG    |
|--|----------------|----------|---------|---------------|----------|----------|
| Unrestricted revenues and other support        |                |          |         |               |          |          |
| Net patient service revenue                    | \$<br>348,364  | 50,118   | 14,858  | 11,535        | -        | 424,875  |
| Contracted revenue                             | 20,651         | -        | -       | -             | -        | 20,651   |
| Other operating revenue                        | 25,341         | 1,224    | 1,136   | 918           | (182)    | 28,437   |
| Net assets released from restrictions          | 2,428          | -        | 21      | 13            | -        | 2,462    |
| Total unrestricted revenues and other support  | <br>396,784    | 51,342   | 16,015  | 12,466        | (182)    | 476,425  |
| Operating expenses                             |                |          |         |               |          |          |
| Salaries, contracted services and              |                |          |         |               |          |          |
| related employee benefits                      | 249,866        | 31,546   | 9,540   | 7,554         | 127      | 298,633  |
| Materials, supplies and other                  | 114,709        | 15,871   | 4,720   | 3,909         | (519)    | 138,690  |
| Medicaid Enhancement Tax                       | 12,840         | 1,784    | 738     | 412           | -        | 15,774   |
| Depreciation and amortization                  | 16,080         | 2,770    | 1,153   | 538           | -        | 20,541   |
| Interest                                       | 4,311          | 281      | 207     | 56            | -        | 4,855    |
| Operating expenses before Restructuring costs  | 397,806        | 52,252   | 16,358  | 12,469        | (392)    | 478,493  |
| Operating loss before Restructuring costs      | (1,022)        | (910)    | (343)   | (3)           | 210      | (2,068)  |
| Restructuring costs (Note 1)                   | <br>17,657     | <u> </u> |         |               |          | 17,657   |
| Operating loss                                 | (18,679)       | (910)    | (343)   | (3)           | 210      | (19,725) |
| Nonoperating (loss) gains                      | <br>(2,799)    | (256)    | (1,343) | 254           | (210)    | (4,354)  |
| (Deficiency) excess of revenues over expenses  | (21,478)       | (1,166)  | (1,686) | 251           | -        | (24,079) |
| Net assets released from restrictions          |                |          |         |               |          |          |
| for capital acquisition                        | 3,604          | -        | 9       | 209           | -        | 3,822    |
| Net assets transferred from (to) affiliate     | (5,843)        | 300      | 47      | -             | -        | (5,496)  |
| Unrealized gain on interest rate swaps         | <br>4,853      | <u> </u> | 1,150   | <del></del> . | <u> </u> | 6,003    |
| (Decrease) increase in unrestricted net assets | \$<br>(18,864) | (866)    | (480)   | 460           | <u> </u> | (19,750) |

Note (1) D-H developed and began implementing a financial Performance Improvement Plan in July of 2016 in response to its negative operating margin incurred in fiscal year 2016. The Plan was designed to produce an operating margin for fiscal year 2017 that is break-even or better, before investment income. The overall goal of the Improvement Plan is to create sustainable long-term improvement in operating results. For the six months ended December 31, 2016, D-H posted an operating margin of \$305,000, before the impact of the Restructuring Costs (see D-H operating margin before restructuring costs, page 7); these results are tracking well with year-to-date expectations. The year-to-date positive operating margin was due in large part to continued growth in patient services as compared to the prior year, including surgical cases, inpatient discharges, case mix index, patient appointments and cost management initiatives.

## Dartmouth-Hitchcock Obligated Group Consolidating Statement of Operations and Changes in Unrestricted Net Assets For the Six Months Ended December 31, 2016 (000's Omitted) Unaudited

|  | D-H      | Cheshire | NLH     | МАННС  | ELIM     | D-HOG    |
|--|----------|----------|---------|--------|----------|----------|
| Unrestricted revenues and other support            |          |          |         |        |          |          |
| Net patient service revenue \$                     | 695,193  | 99,190   | 29,406  | 22,642 | (19)     | 846,412  |
| Contracted revenue                                 | 42,993   | -        | ´-      | ´-     | - ′      | 42,993   |
| Other operating revenue                            | 46,152   | 1,901    | 1,998   | 1,819  | (374)    | 51,496   |
| Net assets released from restrictions              | 4,110    | ´-       | 36      | 35     | •        | 4,181    |
| Total unrestricted revenues and other support      | 788,448  | 101,091  | 31,440  | 24,496 | (393)    | 945,082  |
| Operating expenses                                 |          |          |         |        |          |          |
| Salaries, contracted services and                  |          |          |         |        |          |          |
| related employee benefits                          | 493,971  | 61,188   | 18,692  | 15,106 | (1,276)  | 587,681  |
| Materials, supplies and other                      | 227,258  | 31,785   | 9,457   | 7,117  | 479      | 276,096  |
| Medicaid Enhancement Tax                           | 25,980   | 3,569    | 1,475   | 824    | -        | 31,848   |
| Depreciation and amortization                      | 32,364   | 5,540    | 2,248   | 1,091  | -        | 41,243   |
| Interest   | 8,570    | 563      | 421     | 140    | <u> </u> | 9,694    |
| Operating expenses before Restructuring costs      | 788,143  | 102,645  | 32,293  | 24,278 | (797)    | 946,562  |
| Operating margin (loss) before Restructuring costs | 305      | (1,554)  | (853)   | 218    | 404      | (1,480)  |
| Restructuring costs (Note 1)                       | 17,657   | <u> </u> |         |        | <u> </u> | 17,657   |
| Operating (loss) margin                            | (17,352) | (1,554)  | (853)   | 218    | 404      | (19,137) |
| Nonoperating gains (loss)                          | 13,056   | 454      | (638)   | 555    | (404)    | 13,023   |
| (Deficiency) excess of revenues over expenses      | (4,296)  | (1,100)  | (1,491) | 773    | -        | (6,114)  |
| Net assets released from restrictions              |          |          |         |        |          |          |
| for capital acquisition                            | 4,919    | -        | 9       | 195    | -        | 5,123    |
| Change in funded status of pension and other       |          |          |         |        |          |          |
| postretirement benefits                            | -        | -        | -       | (321)  | -        | (321)    |
| Net assets transferred (to) from affiliate         | (10,834) | 600      | 95      | 329    | -        | (9,810)  |
| Increase due to addition of new members            | -        | 55,444   | 11,867  | 32,394 | -        | 99,705   |
| Unrealized gain on interest rate swaps             | 5,981    | <u> </u> | 1,264   | 47     | <u> </u> | 7,292    |
| (Decrease) increase in unrestricted net assets \$  | (4,230)  | 54,944   | 11,744  | 33,417 | <u> </u> | 95,875   |

Note (1) D-H developed and began implementing a financial Performance Improvement Plan in July of 2016 in response to its negative operating margin incurred in fiscal year 2016. The Plan was designed to produce an operating margin for fiscal year 2017 that is break-even or better, before investment income. The overall goal of the Improvement Plan is to create sustainable long-term improvement in operating results. For the six months ended December 31, 2016, D-H posted an operating margin of \$305,000, before the impact of the Restructuring Costs; these results are tracking well with year-to-date expectations. The year-to-date positive operating margin was due in large part to continued growth in patient services as compared to the prior year, including surgical cases, inpatient discharges, case mix index, patient appointments and cost management initiatives.

### Dartmouth-Hitchcock Obligated Group Utilization Statistics For the Six Months Ended December 31, 2016

|  | D-H     | Cheshire | NLH    | МАННС  | D-HOG   |
|--|---------|----------|--------|--------|---------|
| Licensed Beds, excluding all bassinets (as of this date) | 396     | 169      | 25     | 35     | 625     |
| Staffed Beds, including ICN bassinets (as of this date)* | 422     | 81       | 19     | 35     | 557     |
| Total Discharges - excludes newborn**                    | 13,129  | 2,179    | 570    | 495    | 16,373  |
| Total Patient Days - includes ICN**                      | 62,313  | 9,093    | 1,816  | 4,929  | 78,151  |
| Occupancy (as a percentage of staffed beds)              | 80.3%   | 61.0%    | 51.9%  | 76.5%  | 76.3%   |
| Average Length of Stay (days)                            | 4.7     | 4.2      | 3.2    | 10.0   | 4.8     |
| Surgical Cases   | 10,911  | 2,249    | 875    | 893    | 14,928  |
| Emergency Room Visits                                    | 16,113  | 11,632   | 3,733  | 2,338  | 33,816  |
| Total Appointments                                       | 555,904 | 220,115  | 35,489 | 25,063 | 836,571 |

<sup>\*</sup> Staffed beds includes ICN bassinets whereas licensed beds do not

### **Sources of Revenue:**

The following table categorizes payors into five groups and their respective percentages of gross patient service revenue.

| Payor                |      |      |      |      |      |
|----------------------|------|------|------|------|------|
| Medicare             | 41%  | 49%  | 53%  | 53%  | 42%  |
| Blue Cross           | 20%  | 13%  | 17%  | 20%  | 19%  |
| Commercial Insurance | 21%  | 24%  | 21%  | 16%  | 21%  |
| Medicaid             | 14%  | 10%  | 6%   | 10%  | 13%  |
| Other                | 5%   | 4%   | 3%   | 1%   | 5%   |
|                      | 100% | 100% | 100% | 100% | 100% |

<sup>\*\*</sup> Includes Acute Care, Rehab, Swing, Sub-Acute and ICF