

# 1986 Will Be Challenging Year For Hepburn

Hospitals across the nation have been in a period of transition for a couple of years. In New York State 1986 is the year in which we convert to a totally new method of financing our operation.

A. Barton Hepburn Hospital has withstood the sands of time for over a century while providing, according to our patients, outstanding medical and nursing care. In view of this, I'm confident the next

few years, though a definite challenge, will be positive for all involved.

To remain an effective full service community level hospital providing general medical and surgical care we must have the benefit of a totally qualified professional staff.

On another page you will find a graphic presentation of those who render medical and dental care to the residents of the north country. They comprise specialties including Administrative Medicine, Anesthesiology, Family Practice, Gastroenterology, General Surgery, Internal Medicine, Nephrology, Obstetrics & Gynecology, Ophthalmology, Oral Surgery, Orthopedics, Otolaryngology, Pathology, Pediatrics, Psychology, Pulmonology, Radiology and Urology.

It is our intent to, throughout the year, occasionally feature one of the members of the staff in order that our patients may fully appreciate their qualifications. This will begin next month and will be accomplished by specialty.

To allow the staff to function properly in today's environment the hospital has consistently upgraded the facilities and programs. Purchase of modern equipment has been made on a carefully planned basis. There has also been instituted such activities as ambulatory and home health care in order to provide the proper continuum for those who are not admitted as inpatients or those who experience only a short stay in the institution. In this way we are able to insure quality medical care to all.

The latter portion of the 1980's will truly be a period of transition for those involved in providing health care.

Legislation, at both the state and federal levels, is geared toward the control of costs for rendering health care to the beneficiaries of the various governmental programs.

Hepburn Hospital has taken numerous steps toward meeting the challenge stimulated by this legislation. Programs such as our Certified ambulatory care is an example of how we will provide many procedures on an outpatient rather than inpatient basis.

We are now becoming involved in home health care in an effort to provide the continuum of care following, or in lieu of, in hospital care.

Our entire complex has been for many years, still is, and will always be, geared to providing quality care to our patient population. Today and tomorrow as never

before quality is the buzz word. Shorter stays and higher intensity of care are the effects of cost control measures. While we constantly work toward superior quality we need the help of patients to perfect the system.

The management of Hepburn Hospital realized some years ago that in order to provide acute general hospital level care to the north country, a complete medical staff comprised of a proper variety of specialties was a necessary ingredient. We are extremely proud of their qualifications and expertise.

During the year we will, through Salon Of Today Must Appeal To Wide Variety

The salon of today has to appeal to all types of customers as well as age groups. Owners Joan Martin and Terry McDonald and their staff at Hair Dimensions try to achieve this by working one on one with their customers. Products play an important role in everyone's daily lives. Their goal, with their large retail center, helps to achieve that professional look at home.

Hair Dimensions first opened their doors in June, 1981, with a staff of four. Many salons had reduced the number of services offered while only as a full service salon could we achieve that total look.

In April, 1984, we expanded to almost double the space and added acrylic nails. In March, 1985, not quite one year later, we expanded once again and added a private tanning room. In Sept., 1985, we also added the new Gel Nail System. We offer a complete line of hair services, eyebrow waxing, make-up consultants and application braiding.

Something unique in the North Country is their cutting card. Six haircuts within a nine month period enables the holder of the card to receive a free cut.

The staff has also grown since their opening: the total of employees is now six full time and one part time.

Co-owner Terry McDonald is a graduate of LePonto's Hair Styling School. She previously worked for Hair Hut and has competed in Hair Styling competitions in Syracuse. Two years ago, she won second place in make-up. She has been with Hair Dimensions for four and one half years. In June, 1985, she became a full partner. Congratulations

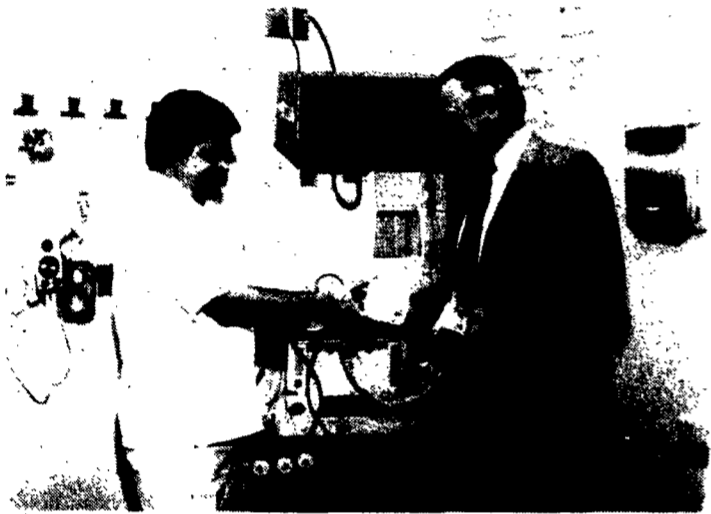
the media, attempt to acquaint you with the untold number of programs that have been established or are contemplated which will impact on your ability to obtain medical care.

The mission of A. Barton Hep-

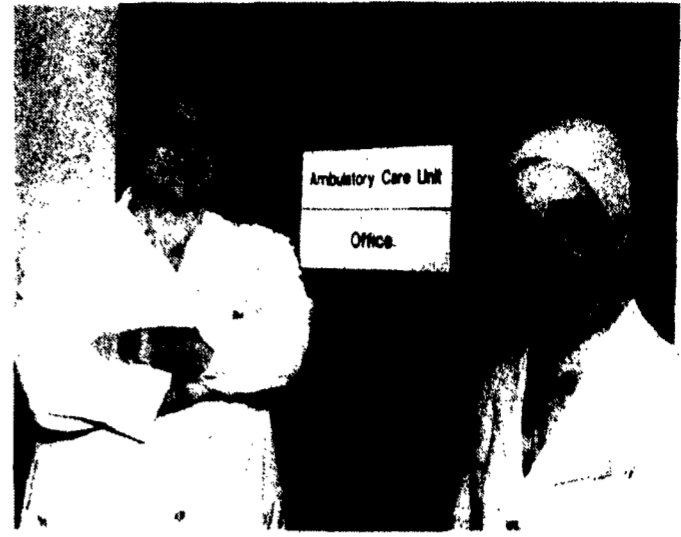
burn Hospital will remain constant throughout this period of transition. Hepburn has served this area for over a century and will continue to provide quality care to our patients at a price consistent with the times.



HEPBURN HEMODIALYSIS UNIT is under the direction of Michael Seidman, MD, nephrologist, (pictured above). The hemo unit provides life support facilities for both the acute and chronic kidney failure patients. Ann McRoberts, RN, head nurse, helps prepare one of the seven dialysis machines for a patient's treatment. The unit first opened in 1968 with one machine. Currently the department works two shifts per day Monday through Saturday.



EMERGENCY ROOM STAFF of Hepburn Hospital did see some 15,000 patients in 1985. Hugh Inness-Brown, MD, chairman of the emergency room committee, and David Delarge, RN, acting head nurse, are shown checking over equipment used in treating cardiac cases. The emergency room suite features a ground level entrance with 10 rooms, i.e. 4 treatment rooms, observation room, nurses station, patient waiting area and a cast room.



AMBULATORY CARE UNIT at Hepburn Hospital was the first one opened in the North Country. This service allows patients to have certain surgical as well as diagnostic procedures performed and to be able to go home the same day. The unit opened May 28, 1985 under the direction of Robert Fentschel, MD, pictured above with Colleen Lago, RN, head nurse in the operating room.

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## REPORT OF CONDITION

### STATEMENT OF EARNINGS

	1978		1985
<b>Operating Income:</b>			
Interest and fees on loans	\$211,913.69		\$594,639.86
Interest on Fed. Funds Sold	41,212.41		125,705.68
Interest on U.S. Gov't. Sec.	41,458.55		27,750.01
Interest on State & Municipals	11,087.93		14,139.56
Interest on other Securities	405.00		405.00
Serv. Chgs. on Dep. Accts.	2,461.90		18,483.88
Other Income	2,495.58		9,551.84
<b>TOTAL INCOME</b>	<b>311,035.07</b>		<b>790,675.83</b>
<b>Operating Expenses:</b>			
Salaries & Employee Benefits	64,709.50		133,620.62
Interest on Deposits	136,349.24		376,819.53
Bank Occupancy Expenses	14,136.99		49,244.02
Provision for Possible Loan Losses	11,799.11		13,125.66
Other Expense	49,636.07		84,483.96
<b>TOTAL EXPENSES</b>	<b>276,630.91</b>		<b>657,293.79</b>
Income before taxes and Sec. gains and losses	34,404.16		133,382.04
Income Tax applicable to earnings	7,447.00		37,476.00
<b>NET OPERATING EARNINGS</b>	<b>26,957.16</b>		<b>95,906.04</b>

Seven Year Growth

### REPORT OF CONDITION

	1978		1985
<b>Resources:</b>			
Cash and due from banks	\$ 288,254.82		\$ 356,579.04
U.S. Treas. Securities	593,716.15		224,219.50
Obligations of States & Political Subdivisions	148,484.53		152,855.61
Other Securities	6,750.00		6,750.00
Federal Funds Sold	600,000.00		2,050,000.00
Total Loans	2,500,352.41		4,886,543.99
Bank Premises & Equip.	36,766.10		54,588.10
Other Assets	24,533.62		32,300.92
<b>TOTAL ASSETS</b>	<b>4,198,857.63</b>		<b>7,743,806.76</b>
<b>Liabilities:</b>			
Deposits:			
A. Demand	1,045,718.50		1,519,802.05
B. Time & Savings	2,677,287.84		5,312,986.84
Other Liabilities	29,282.18		99,429.91
<b>TOTAL LIABILITIES</b>	<b>3,752,288.52</b>		<b>6,929,218.80</b>
<b>Capital Stock:</b>			
Total, Par Value	100,000.00		100,000.00
Surplus	125,000.00		128,000.00
Undivided Profits	221,569.11		589,587.95
<b>TOTAL CAPITAL ACCTS</b>	<b>446,569.11</b>		<b>817,587.95</b>
<b>TOTAL LIABILITIES &amp; CAPITAL ACCTS</b>	<b>4,198,857.63</b>		<b>7,743,806.76</b>

Seven Year Growth

Accrual basis for accounting used. The comparative reports of the condition and earnings of The First National Bank of Lisbon are hereby submitted to its shareholders as directed by the Comptroller of the Currency and are true and correct to the best of my knowledge and belief.

Milton E. Staff, Cashier

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