# EXHIBIT 30





# **Executive Total Compensation Review**

September 28, 2021

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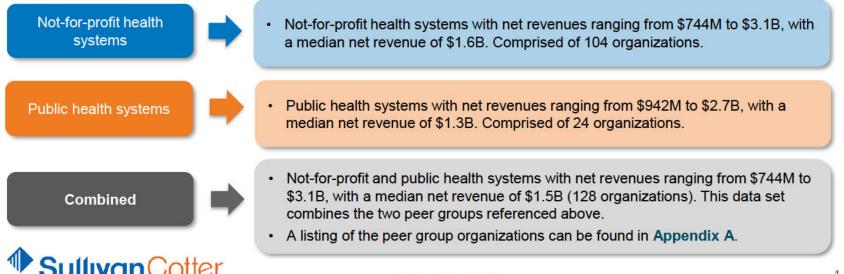
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### Introduction



- SullivanCotter was retained by MetroHealth (MH) management to review the competitiveness of the total compensation levels
  provided to 34 executive positions, including the President and Chief Executive Officer (CEO).
  - Our assessment reflects the impact of MH's increase in revenue from \$1.4 billion to \$1.6 billion.
  - An assessment of MH's benefits program was completed in December 2020. It is our understanding no benefits have changed since the December 2020 assessment.
- Our analysis covers all elements of MH's total compensation (TC defined as base salaries plus variable compensation and the employer costs of standard and supplemental benefits and perquisites).
  - Information provided by MH serves as the basis for our assessment. Our assessment is based on the accuracy of the data
    provided to us, which SullivanCotter has not independently validated. Any additional compensation provided to the covered
    executives and not included or accurately described in this report, is not covered by our assessment.
- This report provides a prospective review of projected calendar year 2021 total compensation levels based on market analysis of three custom peer groups that reflect organizations similar to MH in complexity and size.
  - We note the peer group organizations are consistent with last year's assessment with exception of two organizations (Evergreen Health and The Guthrie Clinic) that were removed as they fell below the low end of the 2020 peer group revenue range.



### **Market Trends**





### **Market Trends**





While MH has improved its competitive position current base salaries still lag the market. However, total compensation is competitive assuming target performance and approximates the 62<sup>nd</sup> percentile for exceptional performance.

|  |             | Aggre              | ggregate Market Position |          |  |
|--|-------------|--------------------|--------------------------|----------|--|
| Component of Cor                               | mpensation  | Not-For-<br>Profit | Public<br>Health         | Combined | Observations   |
| Current Base Salary                            |             | P35                | P49                      | P39      | <ul> <li>MH's aggregate base salary positioning falls below the median of the market but has improved from the last assessment (35<sup>th</sup> percentile).</li> <li>Competitiveness varies by position. Current base salaries for 21 executives fall below the 50<sup>th</sup> percentile.</li> </ul>  |
| Target<br>Projected Total<br>Cash              |             | P48                | P76                      | P53      | <ul> <li>Annual incentive opportunities are competitive for the CEO and most EVP and SVP level executives and slightly less than competitive for the COO, CFO, VP and Director levels.</li> <li>Six executives have target TCC that exceeds the 90<sup>th</sup> percentile in the public health peer group (Rajki, McBride, Wahl, Brown, Gallo and Lewis). No executive exceeds the 90<sup>th</sup> percentile of the combined peer group TCC.</li> </ul>  |
| Compensation<br>(TCC = salary +<br>incentives) | Exceptional | P60                | >90 (4%)                 | P64      | <ul> <li>Three executive exceeds the 90<sup>th</sup> percentile of the combined peer group TCC.</li> <li>Three executives have exceptional TCC that exceeds the 90<sup>th</sup> percentile of the combined peer group (Wahl, Dethloff and Tobin).</li> <li>If base salaries for executives whose current salary is below the market median were brought to median, aggregate target TCC would approximate the 64<sup>th</sup> percentile of the combined peer group (cost at target \$1.2 million).</li> </ul> |
| Projected Total<br>Compensation (TC            | Target      | P47                | P76                      | P53      | <ul> <li>TC compensation is positioned in the mid-range of the market partially due to a shortfall in base salaries.</li> <li>One executive (Wahl) has target TC that slightly exceeds the 90<sup>th</sup> percentile of the combined peer group.</li> </ul>   |
| = TCC + benefits<br>costs)                     | Exceptional | P57                | >90 (1%)                 | P62      | <ul> <li>If base salaries for executives whose current salary is below the market<br/>median were brought to median, aggregate target TC would approximate<br/>the 62<sup>nd</sup> percentile and the 72<sup>nd</sup> percentile TC at maximum (exceptional<br/>performance) of the combined peer group.</li> </ul>  |





As compensation decisions are determined, MH should consider the following:

- While base salary growth is budgeted to be 3% for the executive population in general, we expect to see wide variation on a position-by-position basis reflective of market demand for certain positions, differences in individual performance, retention considerations and efforts to correct inequitable pay.
- Maintain the current annual incentive compensation levels, but also consider implementing a long-term incentive plan (LTIP) to strengthen the alignment between MH's business strategy and executive compensation. In addition, an LTIP will enhance the overall level of pay competitiveness and promote retention.
- Consider conducting a pay equity review to determine the degree to which the compensation philosophy is being
  consistently applied to all and to assure that differences in pay are based on bona fide factors.



# **Market Comparisons**





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- The following findings are based on the methodology described in Appendix B.
- Base salary positioning by peer group for each executive is presented in the following table:

|   | Base Salary    | Market Position by | Peer Group             |
|---|----------------|--------------------|------------------------|
| Title (Incumbent)   | Not-For-Profit | Public Health      | Combined<br>NFP and PH |
| President CEO (Boutros, M.D.)   | 27             | 68                 | 33                     |
| EVP Chief Financial Officer & System Services Officer (Richmond)                  | 30             | 46                 | 34                     |
| EVP Chief Operating Officer (Stern)   | <25 (-1%)      | 44                 | 25                     |
| EVP Chief Clinical Officer (Boulanger, M.D.)                                      | 31             | 27                 | 28                     |
| EVP Chief Clinical Transformation Officer (Chehade, M.D.)                         | <25 (-4%)      |                    | 27                     |
| EVP Administration & Chief Of Staff (Platten)                                     | <25 (-3%)      |                    | 33                     |
| SVP – Quality and Medical Director of Employee and Community Health (Watts, M.D.) | <25 (-6%)      | <25 (-3%)          | <25 (-5%)              |
| SVP Chief Equity Officer (Nevel) (1)  |                |                    | 56                     |
| SVP Chief Strategy & Innovation Officer (Jacono)                                  | 28             |                    | 28                     |
| SVP Patient Care Services & Chief Nursing Officer (Kline)                         | 34             | 38                 | 35                     |
| SVP Co-General Counsel (.9 FTE) (Rajki)   | 45             | 70                 | 49                     |
| SVP Co-General Counsel (.9 FTE) (McBride)   | 45             | 70                 | 49                     |
| SVP Chief Compliance & Ethics Officer (Wahl)                                      | 67             | 90                 | 75                     |
| SVP, Behavioral Health Operations (Bruner, M.D.) (1)                              |                |                    | 72                     |
| SVP Hospital Operation (Sukalac)  | 41             | 47                 | 47                     |
| SVP Campus Transformation (Jones)   | 60             |                    | 62                     |
| SVP Chief Development Officer & President MH Foundation (Brown)                   | 40             | 53                 | 40                     |



### Market Comparisons - Base Salary (Continued)



|   | Base Salary    | Market Position by | / Peer Group           |
|---|----------------|--------------------|------------------------|
| Title (Incumbent)   | Not-For-Profit | Public Health      | Combined<br>NFP and PH |
| SVP Communications (Frolik) (1)                           |                |                    | 50                     |
| VP Chief Medical Informatics Officer (Kaelber, M.D.)      | <25 (-1%)      |                    | 25                     |
| VP Chief Information Officer (Fiser)                      | <25 (-2%)      | 42                 | 26                     |
| VP Supply Chain (Gallo)                                   | 60             | 81                 | 63                     |
| VP Finance (Himes)  | 52             | 63                 | 53                     |
| VP Marketing (Lewis)                                      | 42             | 78                 | 46                     |
| VP Financial Planning & Analysis (McCarthy) (1)           |                |                    | 55                     |
| VP Human Resources (Southerington)                        | 50             |                    | 45                     |
| VP Virtual Care Enterprise (Dalton) (1)                   |                |                    | <25 (-3%)              |
| VP Facilities & Construction (Dethloff)                   | 74             |                    | 74                     |
| VP Communications, Government/Community Relations (Tobin) | 66             | 75                 | 66                     |
| Associate CNO – Ambulatory Care (Sawyer)                  | 58             | 27                 | 57                     |
| Associate CNO – Inpatient Care (Hannu)                    | 53             | <25 (-4%)          | 53                     |
| Executive Director, Revenue Cycle Management (Graham)     | <25 (-8%)      | <25 (-9%)          | <25 (-8%)              |
| Director Patient Financial Services (Davis)               | 46             | 51                 | 46                     |
| Director Regional Perioperative Nursing Services (Sparks) | <25 (-16%)     |                    | <25 (-16%)             |
| Director & Chief Public Safety Officer (Bova)             | 55             | 69                 | 56                     |
| Aggregate Market Position                                 | : 35           | 49                 | 39                     |

(1) Reflects national data as custom peer group data were not available.

### Detailed base salary market comparisons by executive are provided in Appendix C.



### Market Comparisons - Target TCC



• **Target TCC** positioning by peer group for each executive is presented in the following table:

|   | TCC Target     | Market Position by | Peer Group             |
|---|----------------|--------------------|------------------------|
| Title (Incumbent)   | Not-For-Profit | Public Health      | Combined<br>NFP and PH |
| President CEO (Boutros, M.D.)   | 43             | 84                 | 52                     |
| EVP Chief Financial Officer & System Services Officer (Richmond)                  | 42             | 67                 | 48                     |
| EVP Chief Operating Officer (Stern)   | 33             | 64                 | 38                     |
| EVP Chief Clinical Officer (Boulanger, M.D.)                                      | 44             | 66                 | 49                     |
| EVP Chief Clinical Transformation Officer (Chehade, M.D.)                         | 43             |                    | 50                     |
| EVP Administration & Chief Of Staff (Platten)                                     | 37             |                    | 44                     |
| SVP – Quality and Medical Director of Employee and Community Health (Watts, M.D.) | 48             | 58                 | 51                     |
| SVP Chief Equity Officer (Nevel) (1)  |                |                    | 50                     |
| SVP Chief Strategy & Innovation Officer (Jacono)                                  | 34             |                    | 35                     |
| SVP Patient Care Services & Chief Nursing Officer (Kline)                         | 50             | 81                 | 55                     |
| SVP Co-General Counsel (.9 FTE) (Rajki)   | 56             | >90 (+3%)          | 61                     |
| SVP Co-General Counsel (.9 FTE) (McBride)   | 56             | >90 (+3%)          | 61                     |
| SVP Chief Compliance & Ethics Officer (Wahl)                                      | 83             | >90 (+20%)         | 88                     |
| SVP, Behavioral Health Operations (Bruner, M.D.) (1)                              |                |                    | 76                     |
| SVP Hospital Operation (Sukalac)  | 61             | 81                 | 68                     |
| SVP Campus Transformation (Jones)   | 62             |                    | 68                     |
| SVP Chief Development Officer & President MH Foundation (Brown)                   | 47             | >90 (+3%)          | 55                     |



### Market Comparisons - Target TCC (Continued)



|   |                            | TCC Target Market Position by Peer Group |               |                        |  |
|---|----------------------------|--|---------------|------------------------|--|
| Title (Incumbent)   |                            | Not-For-Profit                           | Public Health | Combined<br>NFP and PH |  |
| SVP Communications (Frolik) (1)                           |                            |  |               | 73                     |  |
| VP Chief Medical Informatics Officer (Kaelber, M.D.)      |                            | 41                                       |               | 41                     |  |
| VP Chief Information Officer (Fiser)                      |                            | 29                                       | 58            | 34                     |  |
| VP Supply Chain (Gallo)                                   |                            | 63                                       | >90 (+10%)    | 69                     |  |
| VP Finance (Himes)  |                            | 58                                       | 90            | 62                     |  |
| VP Marketing (Lewis)                                      |                            | 42                                       | >90 (+11%)    | 48                     |  |
| VP Financial Planning & Analysis (McCarthy) (1)           |                            |  |               | 50                     |  |
| VP Human Resources (Southerington)                        |                            | 76                                       |               | 76                     |  |
| VP Virtual Care Enterprise (Dalton) (1)                   |                            |  |               | <25 (-7%)              |  |
| VP Facilities & Construction (Dethloff)                   |                            | 88                                       |               | 86                     |  |
| VP Communications, Government/Community Relations (Tobin) |                            | 77                                       | 87            | 81                     |  |
| Associate CNO – Ambulatory Care (Sawyer)                  |                            | 63                                       | 43            | 60                     |  |
| Associate CNO – Inpatient Care (Hannu)                    |                            | 58                                       | 36            | 55                     |  |
| Executive Director, Revenue Cycle Management (Graham)     |                            | <25 (-1%)                                | 31            | 25                     |  |
| Director Patient Financial Services (Davis)               |                            | 53                                       | 54            | 53                     |  |
| Director Regional Perioperative Nursing Services (Sparks) |                            | <25 (-9%)                                |               | <25 (-9%)              |  |
| Director & Chief Public Safety Officer (Bova)             |                            | 57                                       | 76            | 59                     |  |
|   | Aggregate Market Position: | 48                                       | 76            | 53                     |  |

(1) Reflects national data as custom peer group data were not available.

Detailed TCC market comparisons by peer group for each executive are provided in Appendix C.



### Market Comparisons - Target TC



• **Target Total Compensation** positioning by peer group for each executive is presented in the following table:

|   | TC Target I    | Market Position by | Peer Group             |
|---|----------------|--------------------|------------------------|
| Title (Incumbent)   | Not-For-Profit | Public Health      | Combined<br>NFP and PH |
| President CEO (Boutros, M.D.)   | 44             | 87                 | 58                     |
| EVP Chief Financial Officer & System Services Officer (Richmond)                  | 47             | 76                 | 52                     |
| EVP Chief Operating Officer (Stern)   | 38             | 68                 | 43                     |
| EVP Chief Clinical Officer (Boulanger, M.D.)                                      | 48             | 73                 | 53                     |
| EVP Chief Clinical Transformation Officer (Chehade, M.D.)                         | 53             |                    | 56                     |
| EVP Administration & Chief Of Staff (Platten)                                     | 42             |                    | 47                     |
| SVP – Quality and Medical Director of Employee and Community Health (Watts, M.D.) | 25             | 51                 | 29                     |
| SVP Chief Equity Officer (Nevel) (1)  |                |                    | 56                     |
| SVP Chief Strategy & Innovation Officer (Jacono)                                  | 36             |                    | 39                     |
| SVP Patient Care Services & Chief Nursing Officer (Kline)                         | 56             | 87                 | 62                     |
| SVP Co-General Counsel (.9 FTE) (Rajki)   | 47             | 78                 | 51                     |
| SVP Co-General Counsel (.9 FTE) (McBride)   | 47             | 78                 | 51                     |
| SVP Chief Compliance & Ethics Officer (Wahl)                                      | 87             | >90 (+22%)         | >90 (+1%)              |
| SVP, Behavioral Health Operations (Bruner, M.D.) (1)                              |                |                    | 69                     |
| SVP Hospital Operation (Sukalac)  | 54             | 52                 | 57                     |
| SVP Campus Transformation (Jones)   | 69             |                    | 77                     |
| SVP Chief Development Officer & President MH Foundation (Brown)                   | 53             | >90 (+6%)          | 60                     |



### Market Comparisons - Target TC (Continued)



|   | TC Target      | Market Position by | Peer Group             |
|---|----------------|--------------------|------------------------|
| Title (Incumbent)   | Not-For-Profit | Public Health      | Combined<br>NFP and PH |
| SVP Communications (Frolik) (1)                           |                |                    | 79                     |
| VP Chief Medical Informatics Officer (Kaelber, M.D.)      | 31             |                    | 31                     |
| VP Chief Information Officer (Fiser)                      | <25 (-4%)      | 48                 | 25                     |
| VP Supply Chain (Gallo)                                   | 60             | >90 (+6%)          | 65                     |
| VP Finance (Himes)  | 54             | 74                 | 56                     |
| VP Marketing (Lewis)                                      | 35             | 57                 | 39                     |
| VP Financial Planning & Analysis (McCarthy) (1)           |                |                    | 51                     |
| VP Human Resources (Southerington)                        | 78             |                    | 77                     |
| VP Virtual Care Enterprise (Dalton) (1)                   |                |                    | <25 (-10%)             |
| VP Facilities & Construction (Dethloff)                   | >90 (+1%)      |                    | 89                     |
| VP Communications, Government/Community Relations (Tobin) | 82             | 89                 | 85                     |
| Associate CNO – Ambulatory Care (Sawyer)                  | 66             | 46                 | 64                     |
| Associate CNO – Inpatient Care (Hannu)                    | 61             | 39                 | 58                     |
| Executive Director, Revenue Cycle Management (Graham)     | <25 (-3%)      | 28                 | <25 (-2%)              |
| Director Patient Financial Services (Davis)               | 58             | 58                 | 58                     |
| Director Regional Perioperative Nursing Services (Sparks) | <25 (-13%)     |                    | <25 (-13%)             |
| Director & Chief Public Safety Officer (Bova)             | 54             | 73                 | 56                     |
| Aggregate Market Position                                 | n: 47          | 76                 | 53                     |

(1) Reflects national data as custom peer group data were not available.

### Detailed TC market comparisons by peer group for each executive are provided in Appendix C.



### **Market Comparisons**



#### **Summary of Executive Benefits**

Standard benefits provided by MH to employees:

- Medical, dental, vision and prescription drugs with cost-share.
- Retiree medical through Ohio Public Employees Retirement System (OPERS).
- Basic life insurance of \$50,000 for executives.
- Employee-paid short-term disability coverage.
- Qualified retirement through OPERS with choice of plans.

**Executive benefits** that are provided in addition to or in place of standard benefits:

- Executive life insurance of \$450,000 provided through GVUL policies.
- Executive long-term disability coverage of 75% of base salary up to \$32,500 per month.
- Six weeks vacation for the CEO and five weeks vacation for EVPs and SVPs.
- Supplemental retirement (SERP):
  - Provides 25% of total cash compensation to the CEO.
  - Provides 15% of total cash compensation for SVPs
  - Three-year "block" vesting cycles with immediate vesting on death, disability, termination without cause or termination for good reason.
- Severance benefits:
  - SVPs and higher: 18 months of base salary.
  - VPs: 12 months of base salary.
  - Benefit is mitigated after first three months with earnings from subsequent employment.

### **Findings**

This analysis reflects the information contained in our 2018 executive review. We understand that executive benefits have not materially changed, other than enhancements to the SERP contribution rates and new employer-provided long-term disability coverage.

Overall, MH executive benefits are reasonable.

### Considerations

### D

### **Disability Protection**

The new long-term disability benefit provided to executives is at the upper end of market practice. However, full salary continuation is often provided to executives through the long-term disability elimination period.

### Supplemental Retirement

MH provides strong benefits relative to the market. The use of block vesting is not common, with retention value building over the period but declining on the vesting date. MH might consider other vesting structures that always maintain a level of retention value.

# **Appendix A**

**Custom Peer Groups** 





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### A. Custom Peer Groups - NFP Health Systems



• The 2021 peer groups for MH executives are shown below.

| In 2020 Peer<br>Orq # Group: | 2020 Organization | City                     | State | Net Revenue<br>(\$M) |
|------------------------------|-------------------|--------------------------|-------|----------------------|
|                              |                   |                          |       |                      |
|                              |                   |                          |       |                      |
|                              |                   |                          |       |                      |
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|                              |                   |                          |       |                      |
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### A. Custom Peer Groups - NFP Health Systems



|       | a anti-                |                   |                          |      |       |                      |
|-------|------------------------|-------------------|--------------------------|------|-------|----------------------|
| Org # | In 2020 Peer<br>Group: | 2020 Organization |                          | City | State | Net Revenue<br>(\$M) |
|       |                        |                   |                          |      |       |                      |
|       |                        |                   |                          |      |       |                      |
|       |                        |                   |                          |      |       |                      |
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### A. Custom Peer Groups - NFP Health Systems



| Org # | In 2020 Peer<br>Group: | 2020 Organization |                          | City | State | Net Revenue<br>(\$M) |
|-------|------------------------|-------------------|--------------------------|------|-------|----------------------|
|       |                        |                   |                          |      |       |                      |
|       |                        |                   |                          |      |       |                      |
|       |                        |                   |                          |      |       |                      |
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| Org # | In 2020 Peer<br>Group: | 2020 Organization | City | State | Net Revenue<br>(\$M) |
|-------|------------------------|-------------------|------|-------|----------------------|
|       |                        |                   |      |       |                      |
|       |                        |                   |      |       |                      |
|       |                        |                   |      |       |                      |
|       |                        |                   |      |       |                      |
|       |                        |                   |      |       |                      |
|       |                        |                   |      |       |                      |
|       |                        |                   |      |       |                      |



### A. Custom Peer Group - Public Health Systems



| Org # | In 2020 Peer<br>Group: | 2020 Organization | City | State | Net Revenue<br>(\$M) |
|-------|------------------------|-------------------|------|-------|----------------------|
|       |                        |                   |      |       |                      |
|       |                        |                   |      |       |                      |
|       |                        |                   |      |       |                      |
|       |                        |                   |      |       |                      |
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|       |                        |                   |      |       |                      |
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|       |                        |                   |      |       |                      |



# **Appendix B**

Study Methodology





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- SullivanCotter used a market pricing approach to assess the competitiveness and reasonableness of MH's executive total compensation levels. Specifically, we:
  - Collected background information regarding MH's operations, structure, size, and scope.
  - Collected information on the covered executives' current compensation.
  - Collected design information relative to the administration of the cash compensation programs.
  - Affirmed our understanding of each position's functional responsibilities and role within the organization and confirmed with MH management.
  - Selected the appropriate benchmark position match for each position. In some instances, a market adjustment is applied (i.e., premium or discount) to the market data to better reflect MH's position relative to the available benchmark match.
- Created three custom executive compensation peer groups (reflective of MH's executive talent market) from SullivanCotter's - 2021 Survey of Manager and Executive Compensation in Hospitals and Health Systems database, as follows:
  - Not-for-profit health systems with revenues ranging from \$744M to \$3.1B. Excludes pediatric hospitals.
  - Public health systems with revenues ranging from \$942M to \$1.34B.
  - Not-for-profit and public health systems with revenues ranging from \$744M to \$3.1B.
    - Compared MH's cash compensation levels to the custom peer group data.
  - Reported at the 25<sup>th</sup>, 50<sup>th</sup>, 75<sup>th</sup> and 90<sup>th</sup> percentiles.
  - Updated to July 1, 2021 at an annualized rate of 3.0%. This approach is consistent with current health care executive salary increase projections.
- Developed market total compensation data by combining market data with typical market benefit costs using SullivanCotter's proprietary Comp Plus 360 methodology, which reflects SullivanCotter's client experience and survey data for executive benefit practices within not-for-profit health care.
- Compared MH total compensation to the market to determine overall competitive positioning.



• The table below provides definitions of the compensation terms used in this report:

| Custom Peer Groups   | <ul> <li>Custom executive compensation peer groups from SullivanCotter's 2021 Management and Executive Compensation in Hospitals and Health Systems database:</li> <li>Not-for-profit, independent or affiliated health systems that generate net revenue ranging from between \$744M - \$3.1B, including public health systems.</li> <li>MH's net revenue is \$1.6B.</li> </ul>   |
|--|--|
| Base Salary  | Fixed amount of compensation paid to an individual for a specified position. Data in this report reflects current base salary.   |
| Annual Incentive Opportunities<br>(as a percent<br>of base salary) | <ul> <li>Threshold/target/exceptional annual incentive award opportunities (as a percent of base salary) based on the level of achievement of defined organizational and vary by level. Threshold and exceptional opportunity levels reflect 50% of target and 150% of target.</li> <li>CEO: Threshold 17.5%; Target 35.0%; Exceptional 52.5%.</li> <li>EVPs/SVPs: Threshold 12.5%; Target 25.0%; Exceptional 37.5%.</li> <li>VPs: Threshold 7.5%; Target 15.0%; Exceptional 22.5%.</li> <li>Directors: Threshold 4.0%; Target 8.0%; Exceptional 12.0%.</li> </ul> |
| Total Cash Compensation (TCC)                                      | Threshold/target/exceptional TCC includes base salary plus corresponding annual incentive award.   |
| Total Compensation (TC)  | Threshold/target/exceptional TC includes corresponding TCC plus annual cost of employer-<br>provided benefits.   |





• The following table summarizes the benchmark approach utilized for each covered position:

| Position Title  | Incumbent               | Survey Job Title                         | Survey Position Match   | Adjustments  |
|---|-------------------------|--|---|--|
| President CEO   | Akram Boutros, M.D.     | President and Chief Executive<br>Officer | Responsible for establishing and achieving short- and long-term objectives and the overall viability of the organization and its entities. Develops policies and procedures and provides guidance with their implementation. Typically reports to the board or senior leadership if owned, leased or contract managed by another corporate organization. This is the most senior executive at a corporate organization or system-owned or -operated hospital facility in which all operations and shared services (e.g., finance, human resources, legal and information services) are managed by this position.  |  |
| EVP Chief Financial<br>Officer & System<br>Services Officer | Craig Richmond          | Chief Financial Officer                  |   | +10% premium for<br>oversight of IT and Supply<br>Chain.   |
| EVP Chief<br>Operating Officer                              | Michael Stern           | Chief Operating Officer                  | Responsible for overseeing overall operations of the organization in accordance with plans and budgets. Leads the operations to ensure the organization's short- and long-term goals and objectives are achieved. Reports to the president and chief executive officer. This is the second-highest senior executive.  |  |
| EVP Chief Clinical<br>Officer                               | Bernard Boulanger, M.D. | Chief Medical Officer                    | Responsible for planning, coordinating and overseeing the strategic medical affairs of the organiza ion. Establishes and implements standards and policies to align medical staff goals with those of the organization. Ensures medical staff complies with all legal and regulatory requirements. May be responsible for clinical integration, accountable care organization (ACO), medical group, quality and/or pa ient safety. May also have oversight for population health and value-based care ini iatives. Typically reports to the president and chief executive officer or top physician executive/chief physician executive. This position requires an MD. | +10% premium for Chief<br>Academic Officer<br>responsibilities.                                      |
| EVP Chief Clinical<br>Transformation<br>Officer             | Nabil Chehade, M.D.     | Top Population Health<br>Executive       | departments and business units to implement and promote the population health program.  | +20% premium for<br>managed care, contracting,<br>telehealth, and SDOH<br>Programs responsibilities. |
| EVP Administration<br>& Chief Of Staff                      | Jane Platten            | Chief Administrative Officer             | Responsible for overseeing three or more of the organization's major nonclinical administrative functions (e.g., human resources, planning, legal services, public relations and marketing). Plans, develops and establishes policies involving administrative functions in accordance with the objectives of the organization. Typically reports to the president/chief executive officer or chief operating officer.  |  |





| Position Title   | Incumbent          | Survey Job Title  | Survey Position Match  | Adjustments   |
|--|--------------------|---|--|---|
| SVP – Quality and<br>Medical Director of<br>Employee and<br>Community Health | Brook Watts, M.D.  | Top Quality Executive (MD)                                  | Responsible for planning, implementing and overseeing he guidelines for clinical quality, patient safety and value initiatives. This position requires an MD to provide physician leadership to quality staff. May oversee quality data collection and reporting. Typically reports to the chief medical officer or president and chief executive officer. This is not a total quality management (TQM) or continuous quality improvement (CQI) job.   | + 10% premium for<br>community and public<br>health responsibilities.     |
| SVP Chief Equity<br>Officer  | Alan Nevel         | Top Health Equity Executive                                 | Responsible for developing, leading and overseeing the organization's strategic direction and<br>coordination of health care equity to reduce or eliminate health disparities. Identifies policies and<br>practices adversely affecting groups of people wi h social or economic obstacles to heal h.<br>Collaborates with leadership, physicians, departments and business units to promote the highest<br>standard of health for all people. Typically reports to the top population health executive, chief<br>nursing officer/top patient care executive or top physician executive/chief physician execu ive. |   |
| SVP Chief Strategy<br>& Innovation Officer                                   | Julie Jacono       | Chief Strategy Officer                                      | Responsible for developing and implemen ing strategies for short- and long-term growth of the organization. Develops and leads organization-wide strategic planning efforts. Identifies and pursues new business opportunities, investigates diversification into new businesses or service lines and identifies and executes strategic alliances, joint ventures and partnerships. May lead mergers, acquisitions and divestitures. This position is typically responsible for hree or more strategic func ions and reports to the president and chief executive officer.   | +10% premium for<br>commercialization and<br>innovation responsibilities. |
| SVP Patient Care<br>Services & Chief<br>Nursing Officer                      | Melissa Kline      | Chief Nursing Officer/Top<br>Patient Care Executive         | Responsible for organizing, planning, directing and evaluating all nursing services functions. May have responsibility over other patient care areas (e.g., social services, emergency medicine, pharmacy, rehabilitation and respiratory care services). Recommends and implements policies and procedures to improve efficiency and delivery of quality nursing services. Typically reports to the president and chief executive officer or chief operating officer. This position requires an RN.   | +10% premium for shared oversight of inpatient hospital operations.       |
| SVP Co-General<br>Counsel (.9 FTE)   | Sonja Rajki        | Top Legal Services Executive<br>(General Counsel) (0.9 FTE) | Responsible for planning and leading all legal ac ivities of the organization. Oversees in-house legal counsel and coordinates ac ivities of outside counsel. Ensures organizational activi ies and strategic matters meet legal and regulatory requirements. Typically reports to the President and Chief Executive Officer or Chief Administrative Officer.  | -20% discount for real-<br>estate and strategic growth<br>focus only.     |
| SVP Co-General<br>Counsel (.9 FTE)   | Laura McBride      | Top Legal Services Executive<br>(General Counsel) (0.9 FTE) | Responsible for planning and leading all legal ac ivities of the organization. Oversees in-house legal counsel and coordinates ac ivities of outside counsel. Ensures organizational activi ies and strategic matters meet legal and regulatory requirements. Typically reports to the President and Chief Executive Officer or Chief Administrative Officer.  | -20% discount for li iga ion<br>and employee side focus<br>only.          |
| SVP Chief<br>Compliance &<br>Ethics Officer                                  | Cheryl Forino Wahl | Top Compliance Executive                                    | Responsible for developing, implementing and overseeing policies, programs and practices to ensure he organization is in compliance with federal, state or local regula ions and accreditation standards. Typically reports to the board or top legal services executive. This position may have a JD. This is a senior-level executive.   | +10% premium for broader<br>responsibilities than the<br>survey match.    |



| Position Title   | Incumbent           | Survey Job Title                                     | Survey Position Match   | Adjustments   |
|--|---------------------|--|---|---|
| SVP, Behavioral<br>Health Operations                             | Julia Bruner, M.D.  | Top Behavioral Health<br>Services Executive          | Responsible for planning, directing and managing the overall operations and growth of the<br>organization's behavioral health services. Monitors the financial performance and the quality of<br>services provided. Typically reports to the Chief Operating Officer.   | +10% premium for Medical<br>Director of Correctional<br>Health Care role. |
| SVP Hospital<br>Operation  | Nicholas Sukalac    | Top Support Services<br>Executive                    | Responsible for planning, directing and overseeing three or more of he organization's support functions (e.g., housekeeping, maintenance, facilities management, biomedical engineering, nutrition services and security). Typically reports to the chief opera ing officer or top operations executive.  | +10% premium for shared<br>oversight of inpatient<br>hospital operations. |
| SVP Campus<br>Transformation                                     | Walter Jones        | Top Facilities<br>Planning/Construction<br>Executive | Responsible for facility planning, new construction and renovation projects. May also be responsible for facilities operations and maintenance. Typically reports to the chief operating officer or chief financial officer.  |   |
| SVP Chief<br>Development<br>Officer & President<br>MH Foundation | Kate Brown          | Top Foundation/Fund<br>Development Executive         | Responsible for planning and developing programs and events designed to enhance charitable giving. May serve as president of a separate charitable organization formed for the purpose of supporting the organization. Typically reports to the president and chief executive officer.  |   |
| SVP<br>Communications  | Joseph Frolik       | Top Communications<br>Executive                      | Responsible for planning, developing and implementing all internal and external communication activi ies. Monitors quality and content of communication materials to ensure consistency and establishes policies and practices to develop and maintain the organization's philosophy and desired image. Typically reports to the Chief Administrative Officer, Chief Strategy Officer or Top Marketing Execu ive. |   |
| VP Chief Medical<br>Informatics Officer                          | David Kaelber, M.D. | Top Medical Informatics<br>Executive                 | Responsible for developing, implementing and managing the organization's systems that underlie the tools and management of medical information. Acts as liaison between physicians, information services and senior leadership. Typically reports to the chief medical officer or chief information officer.  | +25% premium for<br>significant additional<br>responsibilities.           |
| VP Chief<br>Information Officer                                  | David Fiser         | Chief Information Officer                            | Responsible for the direction and planning of all information systems and services. Establishes and implements policies, procedures and standards for all information systems activities. May also oversee digital strategy and/or telecommunications. Typically reports to the president and chief executive officer or chief operating officer.   |   |
| VP Supply Chain  | Justin Gallo        | Top Supply Chain<br>Management Executive             | Responsible for planning, developing and implementing systems and processes that manage and control total purchasing costs of products and services. Areas of responsibility include procurement, inventory management, transportation, distribution and warehousing. Typically reports to the chief financial officer, chief operating officer or president and chief executive officer.                         |   |





| Position Title  | Incumbent             | Survey Job Title                          | Survey Position Match  | Adjustments  |
|---|-----------------------|---|--|--|
| VP Finance  | Geoff Himes           | Second-Level Finance<br>Executive         | Assists the Chief Financial Officer in directing and overseeing the financial functions of the organiza ion. Reviews policies and procedures related to the organization's accounting practices. This is the second-highest finance executive position in an organization. Typically reports to the Chief Financial Officer or Chief Administrative Officer.   |  |
| VP Marketing  | Carrie Lewis          | Top Marketing Execu ive                   | Responsible for planning, developing and executing a comprehensive marketing strategy to support the brand and objectives of the organization. This includes marketing new and existing programs and services, market research and advertising via various media. May have responsibility for communications and public affairs. Typically reports to the chief administrative officer or chief strategy officer.                                      |  |
| VP Financial<br>Planning & Analysis                         | Susan McCarthy        | Top Decision Support<br>Executive         | Responsible for policy related to the development, implementation and maintenance of systems<br>and applications dealing with integrated clinical, financial and operational data. Typically reports to<br>the chief technology officer or chief information officer.  |  |
| VP Human<br>Resources                                       | Deborah Southerington | Second-Level Human<br>Resources Executive | Assists the Chief Human Resources Officer in directing and overseeing all phases of the human resources department of the organization. This is the second-highest human resources executive position in an organization and may oversee one or more of the following: compensation, benefits, employee and labor relations, employment, training and development and organization development. Typically reports to he Chief Human Resources Officer. |  |
| VP Virtual Care<br>Enterprise                               | Michael Dalton        | Top Telehealth/Virtual Care<br>Executive  | Responsible for developing, implementing and accessing the telemedicine systems for the organiza ion. Provides recommendations for telemedicine solutions to improve and expedite health care services. Typically reports to the chief operating officer, chief medical officer or chief information officer.  | -20% discount for narrower<br>responsibilities than the<br>survey match. Candidate<br>has limited VC/IT<br>experience. |
| VP Facilities &<br>Construction                             | Karen Dethloff        | Head of Facilities                        | Responsible for managing and directing the plant operations, construction, environmental services/housekeeping, security and biomedical engineering departments. Typically supervises lower-level managers and supervisors. Ensures departments operate within budget and in accordance with performance standards.  | +10% premium for<br>construction<br>responsibilities.  |
| VP<br>Communica ions,<br>Government/Comm<br>unity Relations | Michael Tobin         | Head of Communications                    | Responsible for managing and directing the internal and external communication activities.<br>Ensures consistency and assists in establishing policies and practices to develop and maintain the organiza ion's philosophy and desired image.  | +10% premium for<br>government and<br>community relations<br>responsibilities.   |





| Position Title   | Incumbent      | Survey Job Title                           | Survey Position Match  | Adjustments  |
|--|----------------|--|--|--|
| Associate CNO –<br>Ambulatory Care                     | Regina Sawyer  | Second-Level Nursing Services<br>Executive | Assists the top nursing services executive in direc ing and overseeing all phases of the nursing services of the organization. This is the second-highest nursing services execu ive position in an organiza ion. Typically reports to the chief nursing officer/top patient care executive.   | 10% discount for limited<br>responsibility compared to<br>benchmark match. |
| Associate CNO –<br>Inpatient Care                      | Theresa Hannu  | Second-Level Nursing Services<br>Executive | Assists the top nursing services executive in direc ing and overseeing all phases of the nursing services of the organization. This is the second-highest nursing services execu ive position in an organiza ion. Typically reports to the chief nursing officer/top patient care executive.   | 10% discount for limited<br>responsibility compared to<br>benchmark match. |
| Executive Director,<br>Revenue Cycle<br>Management     | Donna Graham   | Top Revenue Cycle Executive                | Responsible for planning, directing and evaluating the organization's revenue cycle process.<br>Provides leadership for developing and overseeing the processes and systems to improve<br>admission, financial performance and generate cash flow. Typically reports to the chief financial<br>officer.  |  |
| Director Patient<br>Financial Services                 | Jennifer Davis | Head of Revenue Cycle                      | Responsible for maintaining and enhancing he revenue cycle process, including patient<br>accounting, billing, collections, registra ion, medical records, vendor management, etc. Reviews<br>and develops processes and systems to improve admissions and financial performance and<br>generate cash flow. May supervise lower-level managers or supervisors over specific functions.        |  |
| Director Regional<br>Perioperative<br>Nursing Services | Debra Sparks   | Head of Perioperative Services             | Responsible for managing and directing all perioperative services, including, but not limited to,<br>main operating rooms, outpatient surgical suites, preadmission testing, preoperative and post<br>anesthesia care units. This includes organizing, planning and evaluating services provided.<br>Ensures department operates within budget and in accordance with performance standards. |  |
| Director & Chief<br>Public Safety Officer              | Francis Bova   | Head of Security and Safety                | Responsible for managing the security and safety functions of he overall organization. Supervises lower-level security supervisors. May also be responsible for compliance with various state and federal laws related to occupational safety and hazardous waste disposal.  |  |



# **Appendix C**

### **Custom Peer Group Comparison Tables**





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#### \$ in thousands

| Current Base | Peer Group  |  |   |   |   | Approximate  | Market Ratio   |   |   |   |  |
|--------------|---|--|---|---|---|--|--|---|---|---|--|
| Salary       | 201 5   | P25  | P50   | P75   | P90   | market Position  | P25  | P50   | P75   | P90   |  |
|              | NFP   |  |   |   |   | 27   |  |   |   |   |  |
| \$1,000.0    | PH  |  |   |   |   | 68   |  |   |   |   |  |
|              | NFP & PH  |  |   |   |   | 33   |  |   |   |   |  |
|              | NFP   |  |   |   |   | 30   |  |   |   |   |  |
| \$575.0      | PH  |  |   |   |   | 46   |  |   |   |   |  |
|              | NFP & PH  |  |   |   |   | 34   |  |   |   |   |  |
|              | NFP   |  |   |   |   | <25 (-1%)  |  |   |   |   |  |
| \$550.0      | PH  |  |   |   |   | 44   |  |   |   |   |  |
|              | NFP & PH  |  |   |   |   | 25   |  |   |   |   |  |
|              | NFP   |  |   |   |   | 31   |  |   |   |   |  |
| \$550.0      | PH  |  |   |   |   | 27   |  |   |   |   |  |
|              | NFP & PH  |  |   |   |   | 28   |  |   |   |   |  |
| 00           | NFP   |  |   |   |   | <25 (-4%)  |  |   |   |   |  |
| \$470.0      | PH  |  |   |   |   |  |  |   |   |   |  |
|              | NFP & PH  |  |   |   |   | 27   |  |   |   |   |  |
|              | NFP   |  |   |   |   | <25 (-3%)  |  |   |   |   |  |
| \$398.1      | PH  |  |   |   |   | 10.000 m   |  |   |   |   |  |
|              | NFP & PH  |  |   |   |   | 33   |  |   |   |   |  |
|              | Salary<br>\$1,000.0<br>\$575.0<br>\$550.0<br>\$550.0<br>\$470.0 | Salary         Peer Group           Salary         NFP           \$1,000.0         PH           \$1,000.0         PH           NFP & PH         NFP           \$575.0         PH           \$575.0         PH           NFP & PH         NFP           \$550.0         PH           NFP & PH         NFP           \$550.0         PH           NFP & PH         NFP           \$550.0         PH           NFP & PH         NFP           \$470.0         PH           NFP         PH           NFP         PH           NFP         PH <td>Salary         Peer Group           P25           NFP           \$1,000.0           PH           NFP &amp; PH           NFP &amp; PH           \$575.0           PH           NFP &amp; PH           NFP &amp; PH           \$550.0           PH           NFP &amp; PH           NFP&lt;</td> <td>Current Base<br/>Salary         Peer Group         P25         P50           P25         P50         P50           P1         P1         P1           \$1,000.0         PH         P1           P1         P1         P1</td> <td>Salary         Péér Group         Eliteure suity 1, 2021           P25         P50         P75           NFP         PH            \$1,000.0         PH            NFP &amp; PH         NFP &amp; PH            \$575.0         PH            NFP &amp; PH             \$5550.0         PH            NFP &amp; PH             \$470.0         PH            NFP &amp; PH             \$470.0         PH            \$1000000000000000000000000000000000000</td> <td>Current Base<br/>Salary         Peer Group         Iterfective JUJ (2021)           P25         P50         P75         P90           \$1,000.0         PH            F90           \$1,000.0         PH             F90           \$1,000.0         PH</td> <td>Current Base<br/>Salary         Peer Group         Effective July 1, 2021         Approximate<br/>Market Position           NFP         P25         P50         P75         P90           \$1,000.0         PH         27         68           NFP &amp; PH         33         33           \$575.0         PH         46           NFP &amp; PH         34         34           \$575.0         PH         34           \$575.0         PH         44           NFP &amp; PH         25           \$550.0         PH         31           \$5550.0         PH         25           \$550.0         PH         25           \$550.0         PH         25           \$550.0         PH         25           \$550.0         PH         25           \$68         \$1         25           \$69         PH         25           \$69         PH         27           \$69         PH         25           \$60         PH         27           \$61         PH         27           \$62         PH         27           \$63         PH         25           \$6</td> <td>Current Base<br/>Salary         Peer Group         Iffective July 1, 2021         Approximate<br/>Market Position         Approximate           8         NFP         P50         P75         P90         P25           \$1,000.0         PH         Image: Second Secon</td> <td>Current Base<br/>Salary         Peer Group         Effective July 1, 2021         Approximate<br/>Market Position         Approximate<br/>Market Position           8         NFP         P10         P25         P50         P75         P90         P27         P50           \$1,000.0         PH          575.0         PH         68         33         1</td> <td>Current Base<br/>Salary         Peer Group         Iterative July 1, 2021         Approximate<br/>Market Position         Market Position           \$1,000.0         PH         925         P50         P75         P90         P25         P50         P75           \$1,000.0         PH          575.0         PH         68         533.1         555.0         PH         33         555.0         990         30         555.0         990         466         54.1         54.1         54.1         54.1         54.1         54.1         54.1         54.1         54.1         54.1         54.1         54.1         55.1         55.1         99.1         54.1</td> | Salary         Peer Group           P25           NFP           \$1,000.0           PH           NFP & PH           NFP & PH           \$575.0           PH           NFP & PH           NFP & PH           \$550.0           PH           NFP & PH           NFP< | Current Base<br>Salary         Peer Group         P25         P50           P25         P50         P50           P1         P1         P1           \$1,000.0         PH         P1           P1         P1         P1 | Salary         Péér Group         Eliteure suity 1, 2021           P25         P50         P75           NFP         PH            \$1,000.0         PH            NFP & PH         NFP & PH            \$575.0         PH            NFP & PH             \$5550.0         PH            NFP & PH             \$470.0         PH            NFP & PH             \$470.0         PH            \$1000000000000000000000000000000000000 | Current Base<br>Salary         Peer Group         Iterfective JUJ (2021)           P25         P50         P75         P90           \$1,000.0         PH            F90           \$1,000.0         PH             F90           \$1,000.0         PH | Current Base<br>Salary         Peer Group         Effective July 1, 2021         Approximate<br>Market Position           NFP         P25         P50         P75         P90           \$1,000.0         PH         27         68           NFP & PH         33         33           \$575.0         PH         46           NFP & PH         34         34           \$575.0         PH         34           \$575.0         PH         44           NFP & PH         25           \$550.0         PH         31           \$5550.0         PH         25           \$550.0         PH         25           \$550.0         PH         25           \$550.0         PH         25           \$550.0         PH         25           \$68         \$1         25           \$69         PH         25           \$69         PH         27           \$69         PH         25           \$60         PH         27           \$61         PH         27           \$62         PH         27           \$63         PH         25           \$6 | Current Base<br>Salary         Peer Group         Iffective July 1, 2021         Approximate<br>Market Position         Approximate           8         NFP         P50         P75         P90         P25           \$1,000.0         PH         Image: Second Secon | Current Base<br>Salary         Peer Group         Effective July 1, 2021         Approximate<br>Market Position         Approximate<br>Market Position           8         NFP         P10         P25         P50         P75         P90         P27         P50           \$1,000.0         PH          575.0         PH         68         33         1 | Current Base<br>Salary         Peer Group         Iterative July 1, 2021         Approximate<br>Market Position         Market Position           \$1,000.0         PH         925         P50         P75         P90         P25         P50         P75           \$1,000.0         PH          575.0         PH         68         533.1         555.0         PH         33         555.0         990         30         555.0         990         466         54.1         54.1         54.1         54.1         54.1         54.1         54.1         54.1         54.1         54.1         54.1         54.1         55.1         55.1         99.1         54.1 |  |



\$ in thousands

| Title (Incumbent)  | Current Base | Peer Group |     |     | alary Data<br>July 1, 2021 |     | Approximate<br>Market Position | Market Ratio |     |     |     |  |
|--|--------------|------------|-----|-----|----------------------------|-----|--------------------------------|--------------|-----|-----|-----|--|
|  | Salary       |            | P25 | P50 | P75                        | P90 | Market Position                | P25          | P50 | P75 | P90 |  |
|  |              | NFP        |     |     |                            |     | <25 (-6%)                      |              |     |     |     |  |
| SVP – Quality and Medical Director of Employee<br>and Community Health (Watts, M.D.) | \$420.0      | PH         |     |     |                            |     | <25 (-3%)                      |              |     |     |     |  |
|  |              | NFP & PH   |     |     |                            |     | <25 (-5%)                      |              |     |     |     |  |
|  |              | National   |     |     |                            |     | 56                             |              |     |     |     |  |
| SVP Chief Equity Officer (Nevel)   | \$385.0      | NFP        |     |     |                            |     |                                |              |     |     |     |  |
| over onion Equity onioon (Never)   | 4000.0       | PH         |     |     |                            |     |                                |              |     |     |     |  |
|  |              | NFP & PH   |     |     |                            |     |                                |              |     |     |     |  |
|  |              | NFP        |     |     |                            |     | 28                             |              |     |     |     |  |
| SVP Chief Strategy & Innovation Officer<br>(Jacono)                                  | \$385.0      | PH         |     |     |                            |     |                                |              |     |     |     |  |
|  |              | NFP & PH   |     |     |                            |     | 28                             | 2            |     |     |     |  |
|  |              | NFP        |     |     |                            |     | 34                             |              |     |     |     |  |
| SVP Patient Care Services & Chief Nursing<br>Officer (Kline)                         | \$370.0      | PH         |     |     |                            |     | 38                             |              |     |     |     |  |
|  |              | NFP & PH   |     |     |                            |     | 35                             |              |     |     |     |  |
|  |              | NFP        |     |     |                            |     | 45                             |              |     |     |     |  |
| SVP Co-General Counsel (.9 FTE) (Rajki)  | \$325.0      | PH         |     |     |                            |     | 70                             |              |     |     |     |  |
| v  |              | NFP & PH   |     |     |                            |     | 49                             |              |     |     |     |  |
|  |              | NFP        |     |     |                            |     | 45                             |              |     |     |     |  |
| SVP Co-General Counsel (.9 FTE) (McBride)  | \$325.0      | PH         |     |     |                            |     | 70                             |              |     |     |     |  |
|  |              | NFP & PH   |     |     |                            |     | 49                             |              |     |     |     |  |
|  |              | NFP        |     |     |                            |     | 67                             |              |     |     |     |  |
| SVP Chief Compliance & Ethics Officer (Wahl)   | \$320.0      | PH         |     |     |                            |     | 90                             |              |     |     |     |  |
|  |              | NFP & PH   |     |     |                            |     | 75                             |              |     |     |     |  |



\$ in thousands

| Title (Incumbent)  | Current Base    | Peer Group |     |     | ilary Data<br>July 1, 2021 |     | Approximate     | Market Ratio |     |     |     |  |
|--|-----------------|------------|-----|-----|----------------------------|-----|-----------------|--------------|-----|-----|-----|--|
|  | Salary          |            | P25 | P50 | P75                        | P90 | Market Position | P25          | P50 | P75 | P90 |  |
|  |                 | National   |     |     |                            |     | 72              |              |     |     |     |  |
| SVP, Behavioral Health Operations (Bruner,                         | \$310.0         | NFP        |     |     |                            |     |                 |              |     |     |     |  |
| M.D.)  | <b>\$</b> 510.0 | PH         |     |     |                            |     |                 |              |     |     |     |  |
|  |                 | NFP & PH   |     |     |                            |     |                 |              |     |     |     |  |
|  |                 | NFP        |     |     |                            |     | 41              |              |     |     |     |  |
| SVP Hospital Operation (Sukalac)                                   | \$300.0         | PH         |     |     |                            |     | 47              |              |     |     |     |  |
|  |                 | NFP & PH   |     |     |                            |     | 47              |              |     |     |     |  |
|  |                 | NFP        |     |     |                            |     | 60              |              |     |     |     |  |
| SVP Campus Transformation (Jones)                                  | \$280.0         | PH         |     |     |                            |     |                 |              |     |     |     |  |
|  |                 | NFP & PH   |     |     |                            |     | 62              |              |     |     |     |  |
|  |                 | NFP        |     |     |                            |     | 40              |              |     |     |     |  |
| SVP Chief Development Officer & President MH<br>Foundation (Brown) | \$275.0         | PH         |     |     |                            |     | 53              |              |     |     |     |  |
|  |                 | NFP & PH   |     |     |                            |     | 40              |              |     |     |     |  |
|  |                 | National   |     |     |                            |     | 50              |              |     |     |     |  |
| SVP Communications (Frolik)  | \$250.0         | NFP        |     |     |                            |     |                 |              |     |     |     |  |
|  | \$200.0         | PH         |     |     |                            |     |                 |              |     |     |     |  |
|  |                 | NFP & PH   |     |     |                            |     |                 |              |     |     |     |  |
|  |                 | NFP        |     |     |                            |     | <25 (-1%)       |              |     |     |     |  |
| VP Chief Medical Informatics Officer (Kaelber,<br>M.D.)            | \$420.0         | PH         |     |     |                            |     |                 |              |     |     |     |  |
|  |                 | NFP & PH   |     |     |                            |     | 25              |              |     |     |     |  |
|  |                 | NFP        |     |     |                            |     | <25 (-2%)       |              |     |     |     |  |
| VP Chief Information Officer (Fiser)                               | \$370.0         | PH         |     |     |                            |     | 42              |              |     |     |     |  |
|  |                 | NFP & PH   |     |     |                            |     | 26              |              |     |     |     |  |



| \$ in thousands                             |                |            |     |                        |           |     |                 |     |       |         |     |
|---|----------------|------------|-----|------------------------|-----------|-----|-----------------|-----|-------|---------|-----|
| <b>7</b> 91, (1.5. 5.1.5.0)                 | Current Base   |            |     | Base Sa<br>Effective J | lary Data |     | Approximate     |     | Marke | t Ratio |     |
| Title (Incumbent)                           | Salary         | Peer Group | P25 | P50                    | P75       | P90 | Market Position | P25 | P50   | P75     | P90 |
|   |                | NFP        |     |                        |           |     | 60              |     |       |         |     |
| VP Supply Chain (Gallo)                     | \$300.0        | PH         |     |                        |           |     | 81              |     |       |         |     |
|   |                | NFP & PH   |     |                        |           |     | 63              |     |       |         |     |
|   |                | NFP        |     |                        |           |     | 52              |     |       |         |     |
| VP Finance (Himes)                          | \$300.0        | PH         |     |                        |           |     | 63              |     |       |         |     |
|   |                | NFP & PH   |     |                        |           |     | 53              |     |       |         |     |
|   |                | NFP        |     |                        |           |     | 42              |     |       |         |     |
| VP Marketing (Lewis)                        | \$285.0        | PH         |     |                        |           |     | 78              |     |       |         |     |
|   |                | NFP & PH   |     |                        |           |     | 46              |     |       |         |     |
|   | \$250.0        | National   |     |                        |           |     | 55              |     |       |         |     |
| VP Financial Planning & Analysis (McCarthy) |                | NFP        |     |                        |           |     |                 |     |       |         |     |
| P Financial Planning & Analysis (McCarthy)  |                | PH         |     |                        |           |     |                 |     |       |         |     |
|   |                | NFP & PH   | _   |                        |           |     |                 |     |       |         |     |
|   |                | NFP        |     |                        |           |     | 50              |     |       |         |     |
| VP Human Resources (Southerington)          | \$240.0        | PH         |     |                        |           |     |                 |     |       |         |     |
|   |                | NFP & PH   | _   |                        |           |     | 45              | _   |       |         |     |
|   |                | National   |     |                        |           |     | <25 (-3%)       |     |       |         |     |
| VP Virtual Care Enterprise (Dalton)         | \$200.0        | NFP        |     |                        |           |     |                 |     |       |         |     |
|   | <b>+</b> _0000 | PH         |     |                        |           |     |                 |     |       |         |     |
|   |                | NFP & PH   | _   |                        |           |     |                 | _   |       |         |     |
|   |                | NFP        |     |                        |           |     | 74              |     |       |         |     |
| VP Facilities & Construction (Dethloff)     | \$190.0        | PH         |     |                        |           |     |                 |     |       |         |     |
|   |                | NFP & PH   |     |                        |           |     | 74              |     |       |         |     |



\$ in thousands

| Title (Incumbent)  | Current Base | Peer Group |     | Base Sa<br>Effective J | lary Data<br>uly 1, 2021 |             | Approximate     |     | Mark | et Ratio |     |
|--|--------------|------------|-----|------------------------|--------------------------|-------------|-----------------|-----|------|----------|-----|
|  | Salary       |            | P25 | P50                    | P75                      | P90         | Market Position | P25 | P50  | P75      | P90 |
|  |              | NFP        |     |                        |                          |             | 66              |     |      |          |     |
| VP Communications, Government/Community<br>Relations (Tobin) | \$190.0      | PH         |     |                        |                          |             | 75              |     |      |          |     |
|  |              | NFP & PH   |     |                        |                          |             | 66              |     |      |          |     |
|  |              | NFP        |     |                        |                          |             | 58              |     |      |          |     |
| Associate CNO – Ambulatory Care (Sawyer)                     | \$190.0      | PH         |     |                        |                          |             | 27              |     |      |          |     |
|  |              | NFP & PH   |     |                        |                          |             | 57              |     |      |          |     |
|  |              | NFP        |     |                        |                          |             | 53              |     |      |          |     |
| Associate CNO – Inpatient Care (Hannu)                       | \$180.0      | PH         |     |                        |                          |             | <25 (-4%)       |     |      |          |     |
|  |              | NFP & PH   |     |                        |                          |             | 53              |     |      |          |     |
|  |              | NFP        |     |                        |                          |             | <25 (-8%)       |     |      |          |     |
| Executive Director, Revenue Cycle<br>Management (Graham)     | \$240.0      | PH         |     |                        |                          |             | <25 (-9%)       |     |      |          |     |
| managomont (oranam)  |              | NFP & PH   |     |                        |                          |             | <25 (-8%)       |     |      |          |     |
|  |              | NFP        |     |                        |                          |             | 46              |     |      |          |     |
| Director Patient Financial Services (Davis)                  | \$150.0      | PH         |     |                        |                          |             | 51              |     |      |          |     |
|  |              | NFP & PH   |     |                        |                          |             | 46              |     |      |          |     |
|  |              | NFP        |     |                        |                          |             | <25 (-16%)      |     |      |          |     |
| Director Regional Perioperative Nursing<br>Services (Sparks) | \$150.0      | PH         |     |                        |                          |             |                 |     |      |          |     |
|  |              | NFP & PH   |     |                        |                          |             | <25 (-16%)      |     |      |          |     |
|  |              | NFP        |     |                        |                          |             | 55              |     |      |          |     |
| Director & Chief Public Safety Officer (Bova)                | \$137.0      | PH         |     |                        |                          |             | 69              |     |      |          |     |
|  |              | NFP & PH   |     |                        |                          |             | 56              |     |      |          |     |
|  |              |            |     |                        | Weighted Ave             |             |                 |     |      |          |     |
|  |              |            |     |                        | (Weighted Av             |             |                 |     |      |          |     |
|  |              |            | Agg | regate (Weigl          | nted Average)            | - NFP & PH: | 39              |     |      |          |     |

### C. Total Cash Compensation – Incentives



#### **Annual Incentives**

|                         | M      | н           | Health S | Systems <sup>(1)</sup> |
|-------------------------|--------|-------------|----------|------------------------|
| Position/Level          | Target | Exceptional | Target   | Maximum                |
| Chief Executive Officer | 35.0%  | 52.5%       |          |                        |
| Chief Financial Officer | 25.0%  | 37.5%       |          |                        |
| Chief Medical Officer   | 25.0%  | 37.5%       |          |                        |
| Chief Operating Officer | 25.0%  | 37.5%       |          |                        |
| Senior Vice Presidents  | 25.0%  | 37.5%       |          |                        |
| Vice Presidents         | 15.0%  | 22.5%       |          |                        |
| Directors               | 8.0%   | 12.0%       |          |                        |

### **Long-Term Incentives**

- MH does not have a long-term plan for its executives.

SullivanCotter's 2020 and 2021 Management and Executive Compensation in Hospitals and Health Systems.



| \$ in thousands   |              |                 |                 |             |            |  |     |     |             |                             |           |        |             |  |
|---|--------------|-----------------|-----------------|-------------|------------|--|-----|-----|-------------|-----------------------------|-----------|--------|-------------|--|
| Title (Incumbent)   |              | Total Cash C    | ompensation     |             | Peer Group | Total Cash Compensation Data<br>Effective July 1, 2021 |     |     |             | Approximate Market Position |           |        |             |  |
|   | No Incentive | Threshold       | Target          | Exceptional |            | P25  | P50 | P75 | <b>P</b> 90 | No Incentive                | Threshold | Target | Exceptional |  |
|   |              |                 |                 |             | NFP        |  |     |     |             | <25 (-10%)                  | 30        | 43     | 57          |  |
| President CEO (Boutros, M D.)                                       | \$1,000 0    | \$1,175 0       | \$1,350.0       | \$1,525 0   | PH         |  |     |     |             | 56                          | 77        | 84     | >90 (+2%)   |  |
|   |              |                 |                 |             | NFP & PH   |  |     |     |             | <25 (-1%)                   | 38        | 52     | 63          |  |
|   |              |                 |                 |             | NFP        |  |     |     |             | <25 (-9%)                   | 28        | 42     | 56          |  |
| EVP Chief Financial Officer & System Services<br>Officer (Richmond) | \$5750       | \$646.9         | \$646.9 \$718.7 |             | PH         |  |     |     |             | 38                          | 46        | 67     | 86          |  |
|   |              |                 |                 |             | NFP & PH   |  |     |     |             | <25 (-8%)                   | 31        | 48     | 61          |  |
|   |              |                 |                 |             | NFP        |  |     |     |             | <25 (-15%)                  | <25 (-4%) | 33     | 45          |  |
| EVP Chief Operating Officer (Stern)                                 | \$550 0      | \$618.7         | \$687.5         | \$756 2     | PH         |  |     |     |             | 39                          | 48        | 64     | 76          |  |
|   |              |                 |                 |             | NFP & PH   |  |     |     |             | <25 (-9%)                   | 27        | 38     | 49          |  |
|   |              |                 |                 |             | NFP        |  |     |     |             | <25 (-8%)                   | 29        | 44     | 58          |  |
| EVP Chief Clinical Officer (Boulanger, M D.)                        | \$550 0      | \$618.7         | \$687.5         | \$756 2     | PH         |  |     |     |             | <25 (-8%)                   | 34        | 66     | 86          |  |
|   |              |                 |                 |             | NFP & PH   |  |     |     |             | <25 (-8%)                   | 31        | 49     | 64          |  |
|   |              |                 |                 |             | NFP        |  |     |     |             | <25 (-14%)                  | <25 (-3%) | 43     | 60          |  |
| EVP Chief Clinical Transformation Officer<br>(Chehade, M.D.)        | \$470 0      | \$528.7         | \$587.5         | \$646 2     | PH         |  |     |     |             |                             |           |        |             |  |
| . , ,   |              |                 |                 |             | NFP & PH   |  |     |     |             | <25 (-12%)                  | <25 (-1%) | 50     | 63          |  |
|   |              |                 |                 |             | NFP        |  |     |     |             | <25 (-11%)                  | 25        | 37     | 50          |  |
| EVP Administration & Chief Of Staff (Platten)                       | \$398.1      | <b>\$44</b> 7.9 | \$447.9 \$497.6 | \$547.4     | PH         |  |     |     |             |                             |           |        |             |  |
|   |              |                 |                 |             | NFP & PH   |  |     |     |             | 29                          | 37        | 44     | 52          |  |



\$ in thousands **Total Cash Compensation Data Total Cash Compensation** Approximate Market Position Effective July 1, 2021 Title (Incumbent) Peer Group No Incentive Threshold Exceptional P25 P50 P75 P90 No Incentive Target Exceptiona Target NFP <25 (-9%) 28 48 67 SVP – Quality and Medical Director of Employee and Community Health (Watts, \$420.0 \$472.5 \$525.0 \$577.5 PH <25 (-3%) 52 58 65 M.D.) NFP & PH <25 (-6%) 33 51 68 29 National 39 50 59 NFP ------------SVP Chief Equity Officer (Nevel) \$385.0 \$433.1 \$481.3 \$529.4 PH ------------NFP & PH ---------NFP <25 (-13%) <25 (-2%) 34 45 SVP Chief Strategy & Innovation Officer \$385.0 \$433.1 \$481.3 \$529.4 PH --------------(Jacono) NFP & PH <25 (-13%) 48 <25 (-2%) 35 64 NFP <25 (-4%) 36 50 SVP Patient Care Services & Chief Nursing \$370.0 \$416.2 \$462.5 \$508.7 PH 30 45 >90 (+3%) 81 Officer (Kline) NFP & PH <25 (-1%) 40 55 69 NFP 30 43 56 70 SVP Co-General Counsel (.9 FTE) (Rajki) \$325.0 \$365.6 \$406.2 \$446.9 PH 53 75 >90 (+3%) >90 (+14%) NFP & PH 34 48 61 75 NFP 30 43 56 70 \$325.0 \$365.6 \$446.9 SVP Co-General Counsel (.9 FTE) (McBride) \$406.2 PH 53 75 >90 (+3%) >90 (+14%) NFP & PH 34 48 61 75 NFP 48 67 83 >90 (+5%) \$320.0 \$360.0 \$400.0 \$440.0 SVP Chief Compliance & Ethics Officer (Wahl) PH 83 >90 (+32%) >90 (+8%) >90 (+20%) NFP & PH 59 74 88 >90 (+8%)





| \$ in thousands  |              |               |                 |                 |            |     |                            |                              |     |              |               |               |            |
|--|--------------|---------------|-----------------|-----------------|------------|-----|----------------------------|------------------------------|-----|--------------|---------------|---------------|------------|
| Title (Incumbent)  |              | Total Cash C  | ompensation     |                 | Peer Group | То  | otal Cash Con<br>Effective | npensation D<br>July 1, 2021 | ata | A            | pproximate Ma | arket Positio |            |
|  | No Incentive | Threshold     | Target          | Exceptional     |            | P25 | P50                        | P75                          | P90 | No Incentive | Threshold     | Target        | Exceptiona |
|  |              |               |                 |                 | National   |     |                            |                              |     | 55           | 65            | 76            | 84         |
| SVP, Behavioral Health Operations (Bruner,                         | \$310.0      | \$348.8       | \$387.5         | \$426.3         | NFP        |     |                            |                              |     |              |               |               | -          |
| M D.)  | \$310.U      | <b>4040.0</b> | <b>\$301.</b> 3 | <b>\$</b> 420.5 | PH         |     |                            |                              |     |              |               |               |            |
|  |              |               |                 |                 | NFP & PH   |     |                            |                              |     |              |               |               | -          |
|  |              |               |                 |                 | NFP        |     |                            |                              |     | 34           | 53            | 61            | 69         |
| SVP Hospital Operation (Sukalac)                                   | \$300.0      | \$337.5       | \$375.0         | \$412.5         | PH         |     |                            |                              |     | 37           | 48            | 81            | >90 (+7%)  |
|  |              |               |                 |                 | NFP & PH   |     |                            |                              |     | 40           | 53            | 68            | 78         |
|  |              |               |                 |                 | NFP        |     |                            |                              |     | 34           | 50            | 62            | 73         |
| SVP Campus Transformation (Jones)                                  | \$280.0      | \$315.0       | \$350.0         | \$385.0         | PH         |     |                            |                              |     |              |               |               |            |
|  |              |               |                 |                 | NFP & PH   |     |                            |                              |     | 42           | 57            | 68            | 79         |
|  |              |               |                 |                 | NFP        |     |                            |                              |     | 26           | 37            | 47            | 58         |
| SVP Chief Development Officer & President<br>MH Foundation (Brown) | \$275.0      | \$309.4       | \$343.7         | \$378.1         | PH         |     |                            |                              |     | 30           | 49            | >90 (+3%)     | >90 (+13%) |
|  |              |               |                 |                 | NFP & PH   |     |                            |                              |     | 29           | 44            | 55            | 64         |
|  |              |               |                 |                 | National   |     |                            |                              |     | 39           | 56            | 73            | 84         |
| SVP Communications (Frolik)  | \$250.0      | \$281.2       | \$312.5         | \$343.7         | NFP        |     |                            |                              |     |              |               |               | -          |
| SVF Communications (Fronk)   | \$250.0      | \$201.Z       | <b>\$</b> 312.5 | \$343.I         | PH         |     |                            |                              |     |              |               |               |            |
|  |              |               |                 |                 | NFP & PH   |     |                            |                              |     |              |               |               | -          |
|  |              |               |                 |                 | NFP        |     |                            |                              |     | <25 (-6%)    | 27            | 41            | 53         |
| VP Chief Medical Informatics Officer (Kaelber, M D.)               | \$420.0      | \$451.5       | \$483.0         | \$514.5         | PH         |     |                            |                              |     |              |               |               | -          |
|  |              |               |                 |                 | NFP & PH   |     |                            |                              |     | <25 (-6%)    | 27            | 41            | 53         |
|  |              |               |                 |                 | NFP        |     |                            |                              |     | <25 (-11%)   | <25 (-5%)     | 29            | 40         |
| VP Chief Information Officer (Fiser)                               | \$370.0      | \$397.7       | \$425.5         | \$453.2         | PH         |     |                            |                              |     | 41           | 50            | 58            | 67         |
|  |              |               |                 |                 | NFP & PH   |     |                            |                              |     | <25 (-7%)    | 25            | 34            | 44         |



| Title (Incumbent)                              |  | Total Cash C | ompensation |             | Peer Group | То  | tal Cash Con<br>Effective | npensation E<br>July 1, 2021 | )ata |              | Approximate M | larket Position |             |
|--|--|--------------|-------------|-------------|------------|-----|---------------------------|------------------------------|------|--------------|---------------|-----------------|-------------|
|  | No Incentive   | Threshold    | Target      | Exceptional |            | P25 | P50                       | P75                          | P90  | No Incentive | Threshold     | Target          | Exceptional |
|  |  |              |             |             | NFP        |     |                           |                              |      | 39           | 52            | 63              | 73          |
| /P Supply Chain (Gallo)                        | \$300.0  | \$322.5      | \$345.0     | \$367.5     | PH         |     |                           |                              |      | 81           | >90 (+3%)     | >90 (+10%)      | >90 (+17%)  |
|  |  |              |             |             | NFP & PH   |     |                           |                              |      | 42           | 55            | 69              | 80          |
|  |  |              |             |             | NFP        |     |                           |                              |      | 41           | 49            | 58              | 67          |
| /P Finance (Himes)                             | \$300.0  | \$322.5      | \$345.0     | \$367.5     | PH         |     |                           |                              |      | 52           | 66            | 90              | >90 (+7%)   |
|  |  |              |             |             | NFP & PH   |     |                           |                              |      | 42           | 50            | 62              | 74          |
|  |  |              |             |             | NFP        |     |                           |                              |      | 29           | 35            | 42              | 48          |
| /P Marketing (Lewis)                           | \$285.0  | \$306.4      | \$327.8     | \$349.1     | PH         |     |                           |                              |      | 38           | 56            | >90 (+11%)      | >90 (+18%)  |
|  |  |              |             |             | NFP & PH   |     |                           |                              |      | 31           | 39            | 48              | 56          |
|  |  |              |             |             | National   |     |                           |                              |      | 27           | 39            | 50              | 69          |
| /P Financial Planning & Analysis (McCarthy)    | \$250.0  | \$268.8      | \$287.5     | \$306.3     | NFP        |     |                           |                              |      |              |               |                 |             |
| VF Findholdi Fidnining & Andiysis (Nicodi (19) | φ200.0   | φ200.0       | ą207.0      | φ300.3      | PH         |     |                           |                              |      |              |               |                 |             |
|  |  |              |             |             | NFP & PH   |     |                           |                              |      |              |               |                 |             |
|  |  |              |             |             | NFP        |     |                           |                              |      | 32           | 54            | 76              | 80          |
| /P Human Resources (Southerington)             | \$240.0  | \$258.0      | \$276.0     | \$294.0     | PH         |     |                           |                              |      |              |               |                 |             |
|  |  |              |             |             | NFP & PH   |     |                           |                              |      | 25           | 53            | 76              | 80          |
|  |  |              |             |             | National   |     |                           |                              |      | <25 (-19%)   | <25 (-13%)    | <25 (-7%)       | <25 (-1%)   |
| /P Virtual Care Enterprise (Dalton)            | \$200.0  | \$215.0      | \$230.0     | \$245.0     | NFP        |     |                           |                              |      |              |               |                 |             |
| n vintual oale Enterprise (Datton)             | Ψ200.0   | Ψ210.0       | ψ200.0      | ψ240.0      | PH         |     |                           |                              |      |              |               |                 |             |
|  |  |              |             |             | NFP & PH   |     |                           |                              |      |              |               |                 |             |
|  |  |              |             |             | NFP        |     |                           |                              |      | 66           | 78            | 88              | >90 (+5%)   |
| /P Facilities & Construction (Dethloff)        | cilities & Construction (Dethloff) \$190.0 \$204.3 \$218.5 | \$218.5      | \$232.8     | PH          |            |     |                           |                              |      |              |               |                 |             |
|  |  |              |             | NFP & PH    |            |     |                           |                              | 66   | 76           | 86            | >90 (+3%)       |             |



| s in thousands   |              |              |             |             |            |  |              |               |               |                 |
|--|--------------|--------------|-------------|-------------|------------|--|--------------|---------------|---------------|-----------------|
| Title (Incumbent)  |              | Total Cash C | ompensation |             | Peer Group |  | A            | pproximate Ma | arket Positio | h               |
|  | No Incentive | Threshold    | Target      | Exceptional |            |  | No Incentive | Threshold     | Target        | Excep           |
|  |              |              |             |             | NFP        |  | 54           | 65            | 77            | 9               |
| /P Communications, Government/Community<br>Relations (Tobin)   | \$190.0      | \$204.3      | \$218.5     | \$232.8     | PH         |  | 75           | 81            | 87            | <b>&gt;90 (</b> |
|  |              |              |             |             | NFP & PH   |  | 57           | 70            | 81            | >90 (           |
|  |              |              |             |             | NFP        |  | 52           | 57            | 63            | 6               |
| Associate CNO – Ambulatory Care (Sawyer)   | \$190.0      | \$204.3      | \$218.5     | \$232.8     | PH         |  | 27           | 35            | 43            | 5               |
|  |              |              |             |             | NFP & PH   |  | 45           | 53            | 60            | 6               |
|  |              |              |             |             | NFP        |  | 43           | 53            | 58            | 6               |
| ciate CNO – Inpatient Care (Hannu)   | \$180.0      | \$193.5      | \$207.0     | \$220.5     | PH         |  | <25 (-4%)    | 29            | 36            | 4               |
|  |              |              |             |             | NFP & PH   |  | 37 47        | 55            | 6             |                 |
|  |              |              |             |             | NFP        |  | <25 (-14%)   | <25 (-8%)     | <25 (-1%)     | 3               |
| Executive Director, Revenue Cycle<br>Management (Graham)   | \$240.0      | \$258.0      | \$276.0     | \$294.0     | PH         |  | <25 (-9%)    | <25 (-2%)     | 31            | 4               |
| nanagement (Oranam)  |              |              |             |             | NFP & PH   |  | <25 (-13%)   | <25 (-7%)     | 25            | 3               |
|  |              |              |             |             | NFP        |  | 43           | 49            | 53            | 5               |
| Director Patient Financial Services (Davis)  | \$150.0      | \$156.0      | \$162.0     | \$168.0     | PH         |  | 42           | 50            | 54            | 5               |
| ciate CNO – Inpatient Care (Hannu)<br>utive Director, Revenue Cycle<br>gement (Graham)<br>tor Patient Financial Services (Davis)<br>tor Regional Perioperative Nursing<br>ces (Sparks) |              |              |             |             | NFP & PH   |  | 43           | 49            | 53            | 57              |
|  |              |              |             |             | NFP        |  | <25 (-16%)   | <25 (-12%)    | <25 (-9%)     | <25 (           |
|  | \$150.0      | \$156.0      | \$162.0     | \$168.0     | PH         |  |              |               |               | -               |
|  |              |              |             |             | NFP & PH   |  | <25 (-16%)   | <25 (-12%)    | <25 (-9%)     | <25 (           |
|  |              |              |             |             | NFP        |  | 50           | 53            | 57            | 6               |
| Director & Chief Public Safety Officer (Bova)  | \$137.0      | \$142.5      | \$148.0     | \$153.5     | PH         |  | 68           | 72            | 76            | 7               |
|  |              |              |             |             | NFP & PH   |  | 50           | 55            | 59            | 6               |
|  |              |              |             |             |            | Aggregate (Weighted Average) - NFP:      |              | 35            | 48            | 60              |
|  |              |              |             |             |            | Aggregate (Weighted Average) - PH:       |              | 57            | 76            | >90 (           |
|  |              |              |             |             |            | Aggregate (Weighted Average) - NFP & PH: | 26           | 40            | 53            | 64              |





#### \$ in thousands

| Title (Incumbent)   |                 | Total Com | pensation |             | Peer Group |     |     | ensation Data<br>July 1, 2021 | 3   | Approximate Market Position |           |        |             |  |  |
|---|-----------------|-----------|-----------|-------------|------------|-----|-----|-------------------------------|-----|-----------------------------|-----------|--------|-------------|--|--|
|   | No Incentive    | Threshold | Target    | Exceptional |            | P25 | P50 | P75                           | P90 | No Incentive                | Threshold | Target | Exceptional |  |  |
|   |                 |           |           |             | NFP        |     |     |                               |     | 27                          | 35        | 44     | 56          |  |  |
| President CEO (Boutros, M D.)                                       | \$1,436.4       | \$1,611.4 | \$1,786.4 | \$1,961.4   | PH         |     |     |                               |     | 75                          | 81        | 87     | >90 (+5%)   |  |  |
|   |                 |           |           |             | NFP & PH   |     |     |                               |     | 36                          | 48        | 58     | 67          |  |  |
|   |                 |           |           |             | NFP        |     |     |                               |     | <25 (-1%)                   | 35        | 47     | 58          |  |  |
| EVP Chief Financial Officer & System Services<br>Officer (Richmond) | \$756.7         | \$828.6   | \$900 5   | \$972.4     | PH         |     |     |                               |     | 43                          | 51        | 76     | 86          |  |  |
|   |                 |           |           |             | NFP & PH   |     |     |                               |     | 26                          | 39        | 52     | 62          |  |  |
|   |                 |           |           |             | NFP        |     |     |                               |     | <25 (-7%)                   | 27        | 38     | 49          |  |  |
| EVP Chief Operating Officer (Stern)                                 | \$726 3         | \$795.1   | \$863 8   | \$932 6     | PH         |     |     |                               |     | 45                          | 54        | 68     | 77          |  |  |
|   |                 |           |           |             | NFP & PH   |     |     |                               |     | <25 (-2%)                   | 33        | 43     | 52          |  |  |
|   |                 |           |           |             | NFP        |     |     |                               |     | <25 (-1%)                   | 36        | 48     | 59          |  |  |
| EVP Chief Clinical Officer (Boulanger, M D.)                        | \$724 0         | \$792.7   | \$861 5   | \$930 2     | PH         |     |     |                               |     | <25 (-1%)                   | 49        | 73     | 80          |  |  |
|   |                 |           |           |             | NFP & PH   |     |     |                               |     | <25 (-1%)                   | 40        | 53     | 63          |  |  |
|   |                 |           |           |             | NFP        |     |     |                               |     | <25 (-6%)                   | 33        | 53     | 66          |  |  |
| EVP Chief Clinical Transformation Officer<br>(Chehade, M.D.)        | \$630.4         | \$689.1   | \$747 9   | \$806 6     | PH         |     |     |                               |     |                             |           |        |             |  |  |
| (ononado, m.b.)   |                 |           |           |             | NFP & PH   |     |     |                               |     | <25 (-3%)                   | 39        | 56     | 69          |  |  |
|   |                 |           |           |             | NFP        |     |     |                               |     | <25 (-2%)                   | 32        | 42     | 51          |  |  |
| EVP Administration & Chief Of Staff (Platten)                       | <b>\$</b> 541 8 | \$591.6   | \$641 3   | \$691.1     | PH         |     |     |                               |     |                             |           |        |             |  |  |
|   |                 |           |           |             | NFP & PH   |     |     |                               |     | 35                          | 41        | 47     | 54          |  |  |



\$ in thousands

| Title (Incumbent)  |              | Total Com | pensation |             | Peer Group |     |     | ensation Data<br>July 1, 2021 | 3   | Approximate Market Position |            |            |            |
|--|--------------|-----------|-----------|-------------|------------|-----|-----|-------------------------------|-----|-----------------------------|------------|------------|------------|
|  | No Incentive | Threshold | Target    | Exceptional |            | P25 | P50 | P75                           | P90 | No Incentive                | Threshold  | Target     | Exceptiona |
| SVP – Quality and Medical Director of                        |              |           |           |             | NFP        |     |     |                               |     | <25 (-18%)                  | <25 (-9%)  | 25         | 41         |
| Employee and Community Health (Watts,                        | \$470.6      | \$523.1   | \$575.6   | \$628.1     | PH         |     |     |                               |     | <25 (-13%)                  | <25 (-4%)  | 51         | 56         |
| M.D.)  |              |           |           |             | NFP & PH   |     |     |                               |     | <25 (-16%)                  | <25 (-7%)  | 29         | 45         |
|  |              |           |           |             | National   |     |     |                               |     | 38                          | 48         | 56         | 63         |
| SVP Chief Equity Officer (Nevel)                             | \$523.2      | \$571.4   | \$619.5   | \$667.6     | NFP        |     |     |                               |     |                             |            |            |            |
|  | φ020.2       | φ571.4    | φ019.5    | φ007.0      | PH         |     |     |                               |     |                             |            |            |            |
|  |              |           |           |             | NFP & PH   |     |     |                               |     |                             |            |            |            |
|  |              |           |           |             | NFP        |     |     |                               |     | <25 (-6%)                   | 28         | 36         | 45         |
| SVP Chief Strategy & Innovation Officer<br>(Jacono)          | \$507.8      | \$555.9   | \$604.0   | \$652.2     | PH         |     |     |                               |     |                             |            |            |            |
| (  |              |           |           |             | NFP & PH   |     |     |                               |     | <25 (-6%)                   | 28         | 39         | 49         |
|  |              |           |           |             | NFP        |     |     |                               |     | 32                          | 44         | 56         | 69         |
| SVP Patient Care Services & Chief Nursing<br>Officer (Kline) | \$502.9      | \$549.1   | \$595.4   | \$641.6     | PH         |     |     |                               |     | 41                          | 68         | 87         | >90 (+6%)  |
|  |              |           |           |             | NFP & PH   |     |     |                               |     | 36                          | 50         | 62         | 74         |
|  |              |           |           |             | NFP        |     |     |                               |     | 25                          | 36         | 47         | 57         |
| SVP Co-General Counsel (.9 FTE) (Rajki)                      | \$387.6      | \$428.2   | \$468.8   | \$509.4     | PH         |     |     |                               |     | 45                          | 61         | 78         | 88         |
|  |              |           |           |             | NFP & PH   |     |     |                               |     | 28                          | 40         | 51         | 62         |
|  |              |           |           |             | NFP        |     |     |                               |     | 25                          | 36         | 47         | 57         |
| SVP Co-General Counsel (.9 FTE) (McBride)                    | \$387.4      | \$428.0   | \$468.7   | \$509.3     | PH         |     |     |                               |     | 45                          | 61         | 78         | 88         |
|  |              |           |           |             | NFP & PH   |     |     |                               |     | 28                          | 40         | 51         | 62         |
|  |              |           |           |             | NFP        |     |     |                               |     | 62                          | 77         | 87         | >90 (+5%)  |
| SVP Chief Compliance & Ethics Officer (Wahl)                 | \$434.5      | \$474.5   | \$514.5   | \$554.5     | PH         |     |     |                               |     | >90 (+3%)                   | >90 (+12%) | >90 (+22%) | >90 (+31%) |
|  |              |           |           |             | NFP & PH   |     |     |                               |     | 70                          | 81         | >90 (+1%)  | >90 (+9%)  |





\$ in thousands

| Title (Incumbent)  |                     | Total Com      | pensation           |                      | Peer Group | Total Compensation Data<br>Effective July 1, 2021 |     |     |     | Approximate Market Position |            |           |             |
|--|---------------------|----------------|---------------------|----------------------|------------|---|-----|-----|-----|-----------------------------|------------|-----------|-------------|
|  | No Incentive        | Threshold      | Target              | Exceptional          |            | P25   | P50 | P75 | P90 | No Incentive                | Threshold  | Target    | Exceptional |
|  |                     |                |                     |                      | National   |   |     |     |     | 51                          | 60         | 69        | 77          |
| SVP, Behavioral Health Operations (Bruner,                         | \$370.9             | \$409.6        | \$448.4             | \$487.1              | NFP        |   |     |     |     |                             |            |           |             |
| M D.)  | \$370. <del>9</del> | φ409.0         | φ <del>44</del> 0.4 | φ407.1               | PH         |   |     |     |     |                             |            |           |             |
|  |                     |                |                     |                      | NFP & PH   |   |     |     |     |                             |            |           |             |
|  |                     |                |                     |                      | NFP        |   |     |     |     | <25 (-1%)                   | 42         | 54        | 62          |
| SVP Hospital Operation (Sukalac)                                   | \$358.0             | \$395.5        | \$433.0             | \$470.5              | PH         |   |     |     |     | 31                          | 41         | 52        | 84          |
|  |                     |                |                     |                      | NFP & PH   |   |     |     |     | 32                          | 44         | 57        | 70          |
|  |                     |                |                     |                      | NFP        |   |     |     |     | 43                          | 54         | 69        | 81          |
| SVP Campus Transformation (Jones)                                  | \$394.7             | \$429.7        | \$464.7             | \$499.7              | PH         |   |     |     |     |                             |            |           |             |
|  |                     |                |                     |                      | NFP & PH   |   |     |     |     | 58                          | 67         | 77        | 85          |
|  |                     |                |                     |                      | NFP        |   |     |     |     | 35                          | 44         | 53        | 61          |
| SVP Chief Development Officer & President<br>MH Foundation (Brown) | \$379.8             | \$414.2        | \$448 5             | \$482.9              | PH         |   |     |     |     | 45                          | 82         | >90 (+6%) | >90 (+14%)  |
|  |                     |                |                     |                      | NFP & PH   |   |     |     |     | 40                          | 52         | 60        | 67          |
|  |                     |                |                     |                      | National   |   |     |     |     | 54                          | 67         | 79        | 87          |
|  | <b>1</b> 070 /      | <b>6</b> 000 / | <b>*</b> ****       | <b>A</b> 11 <b>A</b> | NFP        |   |     |     |     |                             |            |           |             |
| SVP Communications (Frolik)  | \$352.1             | \$383.4        | \$414.6             | \$445.9              | PH         |   |     |     |     |                             |            |           |             |
|  |                     |                |                     |                      | NFP & PH   |   |     |     |     |                             |            |           |             |
|  |                     |                |                     |                      | NFP        |   |     |     |     | <25 (-9%)                   | <25 (-3%)  | 31        | 43          |
| VP Chief Medical Informatics Officer (Kaelber, M D.)               | \$486.9             | \$518.4        | \$549 9             | \$581.4              | PH         |   |     |     |     |                             |            |           |             |
| m 0.,  |                     |                |                     |                      | NFP & PH   |   |     |     |     | <25 (-9%)                   | <25 (-3%)  | 31        | 43          |
|  |                     |                |                     |                      | NFP        |   |     |     |     | <25 (-15%)                  | <25 (-10%) | <25 (-4%) | 27          |
| VP Chief Information Officer (Fiser)                               | \$422.5             | \$450.2        | \$478.0             | \$505.7              | PH         |   |     |     |     | 34                          | 41         | 48        | 56          |
|  |                     |                |                     |                      | NFP & PH   |   |     |     |     | <25 (-12%)                  | <25 (-6%)  | 25        | 33          |





| \$ in thousands                             |   |           |                 |             |            |     |                            |     |     |              |               |                 |             |
|---|---|-----------|-----------------|-------------|------------|-----|----------------------------|-----|-----|--------------|---------------|-----------------|-------------|
| Title (Incumbent)                           |   | Total Com | pensation       |             | Peer Group |     | Total Compe<br>Effective J |     | 3   |              | Approximate M | larket Position |             |
|   | No Incentive                                    | Threshold | Target          | Exceptional |            | P25 | P50                        | P75 | P90 | No Incentive | Threshold     | Target          | Exceptional |
|   |   |           |                 |             | NFP        |     |                            |     |     | 39           | 51            | 60              | 69          |
| VP Supply Chain (Gallo)                     | \$364.5   | \$387.0   | \$409.5         | \$432.0     | РН         |     |                            |     |     | 79           | 90            | >90 (+6%)       | >90 (+12%)  |
|   |   |           |                 |             | NFP & PH   |     |                            |     |     | 42           | 53            | 65              | 76          |
|   |   |           |                 |             | NFP        |     |                            |     |     | 40           | 47            | 54              | 62          |
| VP Finance (Himes)                          | \$362.0   | \$384.5   | \$407.0         | \$429.5     | РН         |     |                            |     |     | 49           | 61            | 74              | >90 (+2%)   |
|   |   |           |                 |             | NFP & PH   |     |                            |     |     | 40           | 47            | 56              | 67          |
|   |   |           |                 |             | NFP        |     |                            |     |     | <25 (-1%)    | 29            | 35              | 40          |
| VP Marketing (Lewis)                        | \$329.7   | \$351.0   | \$372.4         | \$393.8     | РН         |     |                            |     |     | <25 (-1%)    | 39            | 57              | >90 (+8%)   |
|   |   |           |                 |             | NFP & PH   |     |                            |     |     | 25           | 32            | 39              | 47          |
|   |   |           |                 |             | National   |     |                            |     |     | 30           | 40            | 51              | 68          |
| VP Financial Planning & Analysis (McCarthy) | \$302.6   | \$321.3   | \$340.1         | \$358.8     | NFP        |     |                            |     |     |              |               |                 |             |
| VP Financial Planning & Analysis (McCariny) | <b>\$</b> 302.0                                 | \$321.3   | <b>\$</b> 340.1 | \$306.6     | РН         |     |                            |     |     |              |               |                 |             |
|   |   |           |                 |             | NFP & PH   |     |                            |     |     |              |               |                 |             |
|   |   |           |                 |             | NFP        |     |                            |     |     | 45           | 66            | 78              | 82          |
| VP Human Resources (Southerington)          | \$300.8   | \$318.8   | \$336.8         | \$354.8     | РН         |     |                            |     |     |              |               |                 |             |
|   |   |           |                 |             | NFP & PH   |     |                            |     |     | 42           | 64            | 77              | 82          |
|   |   |           |                 |             | National   |     |                            |     |     | <25 (-20%)   | <25 (-15%)    | <25 (-10%)      | <25 (-5%)   |
| VB Virtual Cara Entermine (Dattan)          | 600E E  | ¢050.0    | \$265.6         | \$280.6     | NFP        |     |                            |     |     |              |               |                 |             |
| VP virtual Care Enterprise (Dalton)         | irtual Care Enterprise (Dalton) \$235.5 \$250.6 | \$20U0    | \$200.0         | \$280.6     | РН         |     |                            |     |     |              |               |                 |             |
|   |   |           | NFP & PH        |             |            |     |                            |     |     |              |               |                 |             |
|   |   |           |                 |             | NFP        |     |                            |     |     | 72           | 82            | >90 (+1%)       | >90 (+7%)   |
| VP Facilities & Construction (Dethloff)     | nstruction (Dethloff) \$241.9 \$256.1 \$270     | \$270.4   | \$284.6         | РН          |            |     |                            |     |     |              |               |                 |             |
|   |   |           |                 |             | NFP & PH   |     |                            |     |     | 72           | 80            | 89              | >90 (+5%)   |



| \$ in thousands  |                 |            |           |                 |             |  |              |               |  |         |
|--|-----------------|------------|-----------|-----------------|-------------|--|--------------|---------------|--|---------|
| Title (Incumbent)  |                 | Total Com  | pensation |                 | Peer Group  |  |              | Approximate M | larket Position  |         |
|  | No Incentive    | Threshold  | Target    | Exceptional     | r oor oroup |  | No Incentive | Threshold     | Target   | Except  |
|  |                 |            |           |                 | NFP         |  | 61           | 71            | 82   | >90 (†  |
| /P Communications, Government/Community<br>Relations (Tobin) | \$242.8         | \$257.1    | \$271.3   | \$285.6         | PH          |  | 78           | 84            | 89   | >90 (+  |
|  |                 |            |           |                 | NFP & PH    |  | 64           | 76            | 85   | >90 (+  |
|  |                 |            |           |                 | NFP         |  | 55           | 61            | 66   | 72      |
| Associate CNO – Ambulatory Care (Sawyer)                     | \$236.4         | \$250.7    | \$264.9   | \$279.2         | PH          |  | 31           | 39            | 46   | 55      |
|  |                 |            |           |                 | NFP & PH    |  | 52           | 58            | 64   | 70      |
|  |                 |            |           |                 | NFP         |  | 51           | 56            | 61   | 66      |
| Associate CNO – Inpatient Care (Hannu)                       | \$224.6 \$238.1 | \$251.6    | \$265.1   | PH              |             | 25                                       | 32           | 39            | 46   |         |
|  |                 |            |           |                 | NFP & PH    |  | 44           | 52            | 58   | 64      |
|  |                 | <25 (-14%) | <25 (-8%) | <25 (-3%)       | 29          |  |              |               |  |         |
| Executive Director, Revenue Cycle<br>Management (Graham)     | \$287.4         | \$305.4    | \$323.4   | \$341.4         | PH          |  | <25 (-9%)    | <25 (-3%)     | 28   | 36      |
|  |                 |            |           |                 | NFP & PH    |  | <25 (-13%)   | <25 (-7%)     | <25 (-2%)  | 31      |
|  |                 |            |           |                 | NFP         |  | 50           | 54            | 58   | 62      |
| Director Patient Financial Services (Davis)                  | \$192.4         | \$198.4    | \$204.4   | \$210.4         | PH          |  | 52           | 55            | 58   | 61      |
|  |                 |            |           |                 | NFP & PH    |  | 51           | 54            | 71     82       84     89       76     85       61     66       39     46       58     64       56     61       32     39       52     58       5     (-8%)       5     (-3%)       5     (-7%)       54     58       55     58       54     58       5     (-15%)       51     54       69     73       52     56       37     47       60     76 | 62      |
|  |                 |            |           |                 |             |  | <25 (-11%)   | <25 (-8%)     | <25 (-5%)  | <25 (-  |
| Director Regional Perioperative Nursing                      | \$175.0         | \$181.0    | \$187.0   | \$193.0         | NFP         |  | <25 (-18%)   | <25 (-15%)    | <25 (-13%)   | <25 (-1 |
| Services (Sparks)  | •               | •101.0     | •101.0    | • • • • • • • • | PH          |  |              | -             |  |         |
|  |                 |            |           |                 | NFP & PH    |  | <25 (-18%)   | <25 (-15%)    | <25 (-13%)   | <25 (-1 |
|  |                 |            |           |                 | NFP         |  | 46           | 51            | 54   | 57      |
| Director & Chief Public Safety Officer (Bova)                | \$165.9         | \$171.4    | \$176.9   | \$182.4         | PH          |  | 65           | 69            | 73   | 76      |
|  |                 |            |           |                 | NFP & PH    |  | 47           | 52            | 56   | 60      |
|  |                 |            |           |                 |             | Aggregate (Weighted Average) - NFP:      | 26           | 37            | 47   | 57      |
|  |                 |            |           |                 |             | Aggregate (Weighted Average) - PH:       | 45           | 60            | 76   | >90 (+  |
|  |                 |            |           |                 |             | Aggregate (Weighted Average) - NFP & PH: | 31           | 43            | 53   | 62      |