

Acute Hospital Financial Performance Trends

| Hospital | City/Town | County | Hospital Type | Fiscal Year End | Number of Months Data |
|---------------------------|-----------------|-----------|--------------------|-----------------|-----------------------|
| Cooley Dickinson Hospital | Northampton, MA | Hampshire | Community Hospital | 09/30/17 | 12 |

| Financial Performance Indicators | FY13 | FY14 | FY15 | FY16 | FY17 | MA Industry Median FY17 | North East US Median FY16 |
|-----------------------------------|---------------|---------------|---------------|---------------|---------------|-------------------------|---------------------------|
| PROFITABILITY | | | | | | | |
| Operating Margin | 8.3% | -0.3% | 2.4% | 3.9% | 0.3% | 1.6% | 1.7% |
| Non-Operating Margin | -7.8% | 0.0% | -0.0% | 0.0% | 2.3% | 1.2% | 0.1% |
| Total Margin | 0.6% | -0.3% | 2.4% | 3.9% | 2.6% | 3.2% | 2.3% |
| Operating Surplus (Loss) | \$12,449,000 | (\$432,000) | \$3,804,000 | \$6,911,000 | \$652,000 | -- | -- |
| Total Surplus (Loss) | \$825,000 | (\$431,000) | \$3,730,000 | \$6,985,000 | \$4,866,000 | -- | -- |
| LIQUIDITY | | | | | | | |
| Current Ratio | 1.2 | 1.1 | 0.7 | 0.9 | 0.8 | 1.6 | 1.6 |
| Days in Accounts Receivable | 34 | 35 | 29 | 27 | 27 | 37 | 48 |
| Average Payment Period | 68 | 69 | 65 | 56 | 43 | 57 | 64 |
| SOLVENCY/CAPITAL STRUCTURE | | | | | | | |
| Debt Service Coverage (Total) | 2.6 | 2.5 | 2.5 | 3.0 | 2.6 | 4.5 | 3.1 |
| Cash Flow to Total Debt | 12.2% | 14.2% | 16.1% | 21.4% | 21.0% | 20.3% | 11.3% |
| Equity Financing | 45.5% | 40.7% | 33.3% | 26.1% | 5.7% | 53.1% | 44.4% |
| OTHER | | | | | | | |
| Total Net Assets | \$98,601,561 | \$81,430,000 | \$59,931,000 | \$44,363,000 | \$6,255,000 | -- | -- |
| Assets Whose Use is Limited | \$87,665,097 | \$72,932,000 | \$63,188,000 | \$56,741,000 | \$4,137,000 | -- | -- |
| Net Patient Service Revenue | \$156,233,000 | \$150,893,000 | \$152,337,000 | \$174,093,000 | \$179,059,000 | -- | -- |

For descriptions of the metrics, please see the Massachusetts Hospital Financial Performance Technical Appendix

