

Acute Hospital Financial Performance Trends

Hospital	City/Town	County	Hospital Type	Fiscal Year End	Number of Months Data
Hallmark Health	Medford, MA & Melrose, MA	Middlesex	Community, High Public Payer	09/30/17	12

Financial Performance Indicators	FY13	FY14	FY15	FY16	FY17	MA Industry Median FY17	North East US Median FY16
PROFITABILITY							
Operating Margin	1.8%	1.6%	1.5%	-3.6%	-1.4%	1.6%	1.7%
Non-Operating Margin	2.9%	3.5%	3.3%	2.9%	4.3%	1.2%	0.1%
Total Margin	4.7%	5.1%	4.8%	-0.7%	2.9%	3.2%	2.3%
Operating Surplus (Loss)	\$4,805,000	\$4,270,000	\$4,034,000	(\$9,551,000)	(\$3,781,000)	--	--
Total Surplus (Loss)	\$12,772,000	\$13,507,000	\$13,004,000	(\$1,878,000)	\$7,864,000	--	--
LIQUIDITY							
Current Ratio	3.8	3.7	3.6	3.8	1.3	1.6	1.6
Days in Accounts Receivable	46	43	38	36	37	37	48
Average Payment Period	69	70	68	62	80	57	64
SOLVENCY/CAPITAL STRUCTURE							
Debt Service Coverage (Total)	2.9	2.7	2.9	1.4	2.0	4.5	3.1
Cash Flow to Total Debt	18.8%	20.2%	18.3%	9.4%	15.8%	20.3%	11.3%
Equity Financing	49.1%	51.9%	47.4%	47.0%	48.9%	53.1%	44.4%
OTHER							
Total Net Assets	\$169,973,000	\$177,884,000	\$164,817,000	\$155,414,000	\$155,933,000	--	--
Assets Whose Use is Limited	\$26,281,000	\$18,904,000	\$40,726,000	\$29,366,000	\$20,872,000	--	--
Net Patient Service Revenue	\$244,279,000	\$238,702,000	\$244,992,000	\$239,256,000	\$242,725,000	--	--

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

