

# 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	09/30/16	12

Financial Performance Indicators	FY12	FY13	FY14	FY15	FY16	MA Industry Median FY16	North East US Median FY15
<b>PROFITABILITY</b>							
Operating Margin	6.2%	1.8%	1.6%	1.5%	-3.6%	2.6%	2.3%
Non-Operating Margin	1.5%	2.9%	3.5%	3.3%	2.9%	0.8%	0.1%
Total Margin	7.6%	4.7%	5.1%	4.8%	-0.7%	3.1%	2.8%
<b>Operating Surplus (Loss)</b>	\$18,227,000	\$4,805,000	\$4,270,000	\$4,034,000	(\$9,551,000)	--	--
<b>Total Surplus (Loss)</b>	\$22,563,000	\$12,772,000	\$13,507,000	\$13,004,000	(\$1,878,000)	--	--
<b>LIQUIDITY</b>							
Current Ratio	3.4	3.8	3.7	3.6	3.8	1.8	1.6
Days in Accounts Receivable	38	46	43	38	36	40	50
Average Payment Period	65	69	70	68	62	55	66
<b>SOLVENCY/CAPITAL STRUCTURE</b>							
Debt Service Coverage (Total)	3.6	2.9	2.7	2.9	1.4	4.2	3.0
Cash Flow to Total Debt	28.2%	18.8%	20.2%	18.3%	9.4%	20.8%	12.0%
Equity Financing	47.2%	49.1%	51.9%	47.4%	47.0%	50.3%	47.0%
<b>OTHER</b>							
Total Net Assets	\$149,813,000	\$169,973,000	\$177,884,000	\$164,817,000	\$155,414,000	--	--
Assets Whose Use is Limited	\$17,692,000	\$26,281,000	\$18,904,000	\$40,726,000	\$29,366,000	--	--
Net Patient Service Revenue	\$272,473,000	\$244,279,000	\$238,702,000	\$244,992,000	\$239,256,000	--	--

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

