

# Hospital Profile: LOWELL GENERAL HOSPITAL

Community Hospital  
West Merrimack / Middlesex Region

Lowell General Hospital, which includes the main campus and the Lowell General Saints campus (in FY12 only), is a non-profit, acute care community hospital. It is a mid-size hospital in Massachusetts, with 215 staffed beds. Lowell General is located in the West Merrimack/Middlesex region and represents 19% of all acute hospital staffed beds in the region. It is a member of the Circle Health system.

**PATIENTS** Half of all inpatient cases treated at Lowell General Hospital are from Lowell.

**INPATIENT SERVICES** Compared with the other community hospitals, Lowell General treats a greater proportion of higher-severity cases. In FY12, it accounted for 24% of all inpatient discharges from acute hospitals within the West Merrimack/Middlesex region. Of note, based on its most common FY12 inpatient cases (DRGs), Lowell General Hospital treated 58% of all Procedures for Obesity cases and 43% of all Newborn & Delivery cases in the West Merrimack/Middlesex region.

**FINANCIAL PERFORMANCE** Lowell General's total revenue in FY12 was \$333 million. Its FY12 public payer mix was 58%, higher than the average community hospital. Lowell General's FY12 inpatient cost<sup>†</sup> per case mix adjusted discharge was \$8,756, approximately 14% lower than the average community hospital. Lowell General's CY12 average commercial payer price level was at the 34<sup>th</sup> percentile, lower than the average community hospital. It earned a surplus of \$28.7 million (8.6% total margin) in FY12, the highest from FY08 to FY12, although each year it earned a surplus.

## AT A GLANCE

**TOTAL STAFFED BEDS:** 215, mid-size acute hospital

**% OCCUPANCY:** 72%, > cohort avg. (62%)

**TOTAL REVENUE in FY12:** \$333 million

**PUBLIC PAYER MIX:** 58% (Non-DSH\* Hospital)

**SPECIAL PUBLIC FUNDING:** CHART<sup>^</sup>

**TAX STATUS:** Non-profit

**TRAUMA CENTER DESIGNATION:** Not Applicable

**CY12 COMMERCIAL PAYER PRICE LEVEL:** 34th Percentile

**CASE MIX INDEX in FY12:** 0.77, < cohort avg. (0.81); < statewide (1.06)

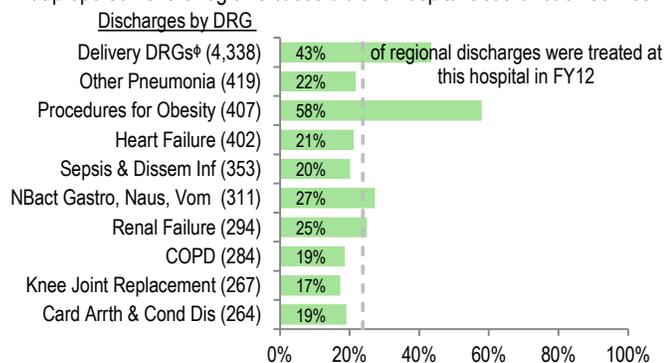
**INPATIENT:OUTPATIENT REVENUE in FY12:** 36%:64%

**TOTAL MARGIN in FY12:** 8.6% (\$28.7 million)

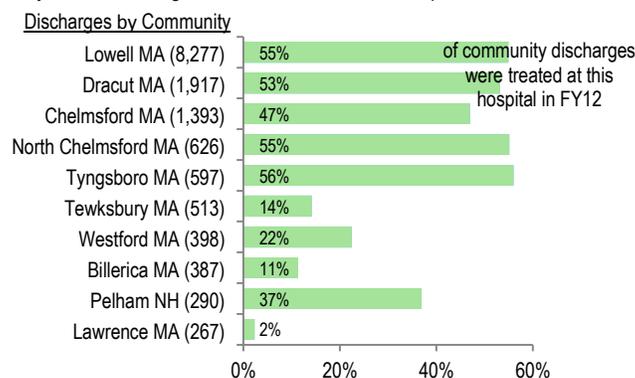
**CHANGE in OWNERSHIP (FY08-FY12):** Circle Health - 2012

## SERVICES

What were the most common inpatient cases (DRGs) treated at the hospital? What proportion of the region's cases did this hospital treat for each service?

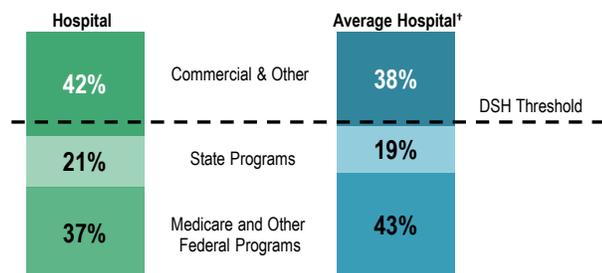


Where did most of the hospital's inpatients reside? What proportion of each community's total discharges were attributed to this hospital?



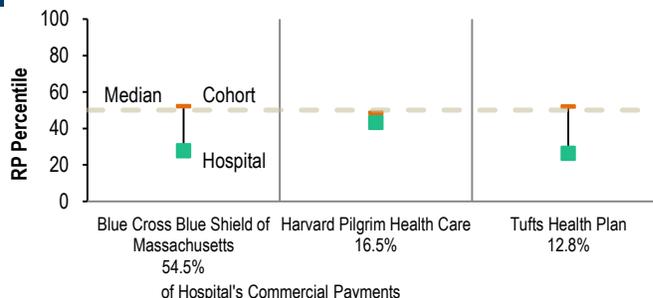
## PAYER MIX

What was the hospital's overall payer mix (gross charges) in FY12, and how does this hospital compare to the average acute hospital's payer mix?



Percentage calculations may not sum to 100% due to rounding

What were the hospital's CY12 payer-specific relative price levels for its top three commercial payers? How does this hospital compare to the average hospital in its peer cohort?

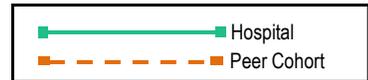


of Hospital's Commercial Payments

For descriptions of the metrics, please see Technical Appendix.

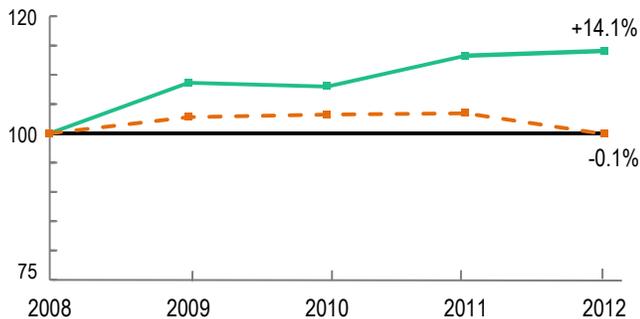
# Hospital Profile: **LOWELL GENERAL HOSPITAL**

Cohort: Community Hospital

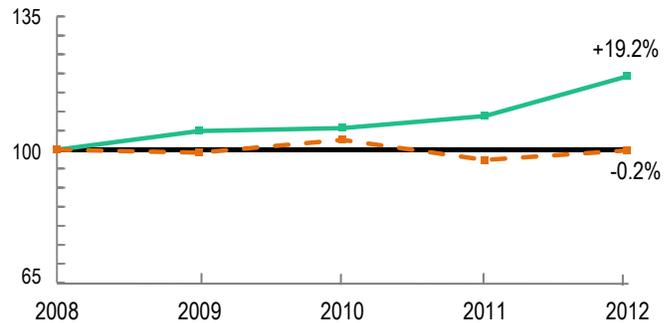


## UTILIZATION TRENDS

How has the volume of the hospital's inpatient discharges changed compared to FY08, and how does this hospital compare to the average hospital in its peer cohort? (FY08=100)

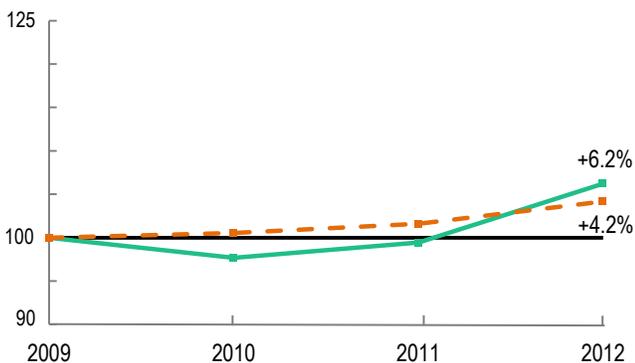


How has the volume of the hospital's outpatient visits changed compared to FY08, and how does this hospital compare to the average hospital in its peer cohort? (FY08=100)

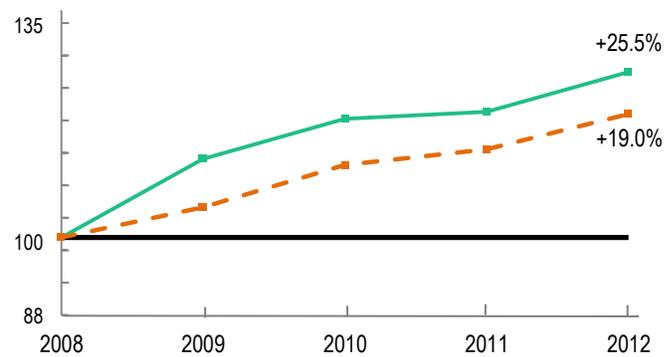


## COST TRENDS

How has the hospital's inpatient cost<sup>†</sup> per case mix adjusted discharge changed compared to FY09, and how does this hospital compare to the average hospital in its peer cohort? (FY09=100)



How have the hospital's total outpatient costs changed compared to FY08, and how does this hospital compare to the average hospital in its peer cohort? (FY08=100)

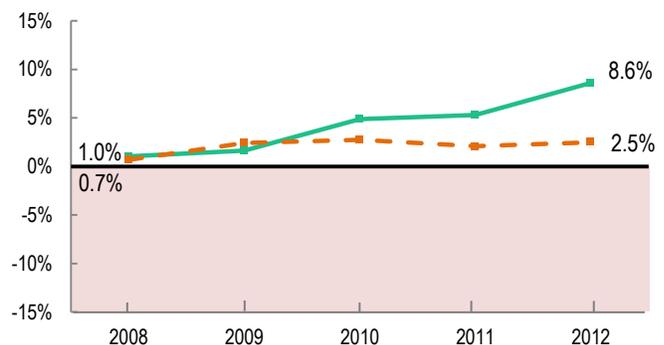


## FINANCIAL PERFORMANCE

How have the hospital's total revenue and costs changed between FY08 and FY12?

Revenue, Cost & Profit/Loss (in millions)					
FY	Total Revenue	% Change	Total Cost	% Change	Total Profit/Loss
2008	\$188		\$186		\$2.0
2009	\$215	14.2%	\$211	13.5%	\$3.5
2010	\$238	10.7%	\$226	7.0%	\$11.6
2011	\$258	8.5%	\$244	8.0%	\$13.6
2012	\$333	29.0%	\$304	24.5%	\$28.7

What was the hospital's total margin between FY08 and FY12, and how does this compare to the median of its peer cohort hospitals?



For descriptions of the metrics, please see Technical Appendix.

For more information, please contact:

<sup>†</sup> Costs were adjusted to exclude direct medical education costs and physician compensation.

\* Disproportionate Share Hospitals (DSH) receive a minimum of 63% of gross patient service revenue from public payers.

<sup>^</sup> For more information on Community Hospital Acceleration, Revitalization and Transformation (CHART) special funding, please contact the Health Policy Commission (HPC).

<sup>\*</sup> Delivery DRG includes Cesarean and Vaginal Deliveries, and Neonate DRG.

<sup>†</sup> Average Hospital does not include Specialty hospitals.

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