

Hospital Profile:

WING MEMORIAL HOSPITAL

Wing Memorial Hospital is a non-profit, acute care community hospital. It is among the smaller hospitals in Massachusetts, with 74 staffed beds. It is located in the Pioneer Valley/Franklin region and represents 4% of all acute hospital staffed beds in the region. It is a member of the UMass Memorial Health Care system. Wing Memorial qualifies as a Disproportionate Share Hospital (DSH), as more than 63% of its gross patient service revenue is derived from government programs.

PATIENTS One out of every four inpatient cases treated at Wing Memorial are from Palmer and Wilbraham.

INPATIENT SERVICES Compared with the other community-DSH hospitals, Wing Memorial treats a greater proportion of mid-severity cases. In FY12, it accounted for 4% of all inpatient discharges from acute hospitals within the Pioneer Valley/Franklin region. Of note, based on its most common FY12 inpatient cases (DRGs), Wing Memorial treated 48% of all Organic Mental Health Disturbance cases in the Pioneer Valley/Franklin region.

FINANCIAL PERFORMANCE Wing Memorial's total revenue in FY12 was \$97 million. Its FY12 public payer mix was 68%, equal to the average community-DSH hospital. Wing Memorial's FY12 inpatient cost[‡] per discharge was \$7,687, which was approximately 19% lower than the average community-DSH hospital. Wing Memorial's CY12 average commercial payer price level was at the 23rd percentile, lower than the average community-DSH hospital. It earned a surplus of \$7.6 million (7.8% total margin) in FY12, its highest in the FY08 to FY12 period, and it earned a surplus each year in this period.

AT A GLANCE

TOTAL STAFFED BEDS: 74, among the smaller acute hospitals

% OCCUPANCY: 65%, > cohort avg. (61%)

TOTAL REVENUE in FY12: \$97 million

PUBLIC PAYER MIX: 68% (DSH* Hospital)

SPECIAL PUBLIC FUNDING: CHART[^], ICB⁹

TAX STATUS: Non-profit

TRAUMA CENTER DESIGNATION: Not Applicable

CY12 COMMERCIAL PAYER PRICE LEVEL: 23rd Percentile

CASE MIX INDEX in FY12: 0.91, > cohort avg. (0.89); < statewide (1.06)

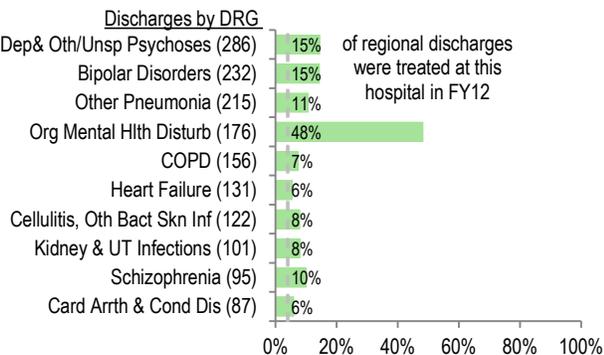
INPATIENT:OUTPATIENT REVENUE in FY12: 25%:75%

TOTAL MARGIN in FY12: 7.8% (\$7.6 million)

CHANGE in OWNERSHIP (FY08-FY12): Not Applicable

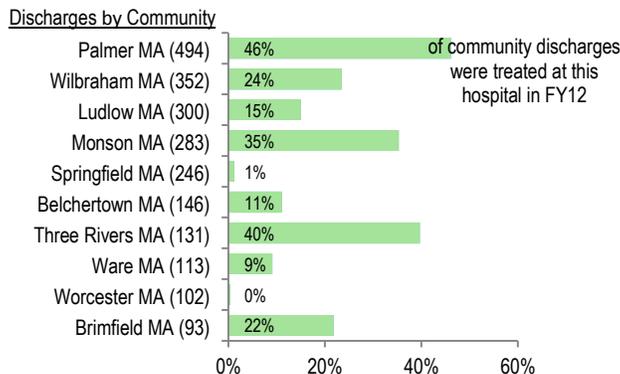
SERVICES

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?



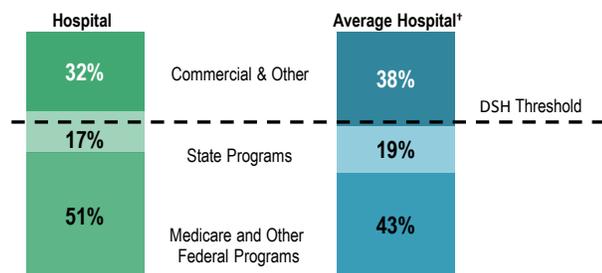
--- Hospital (3,222) = 4% of total regional discharges

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



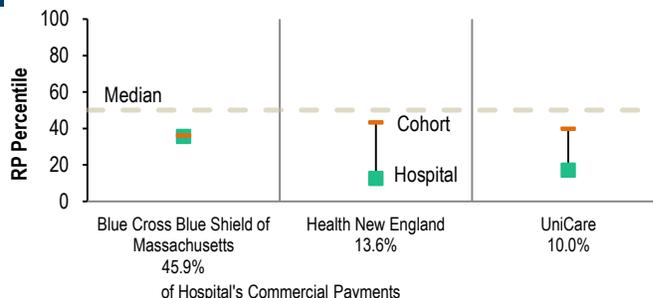
PAYER MIX

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?

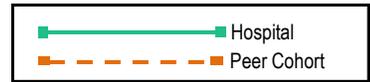


Percentage calculations may not sum to 100% due to rounding

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?

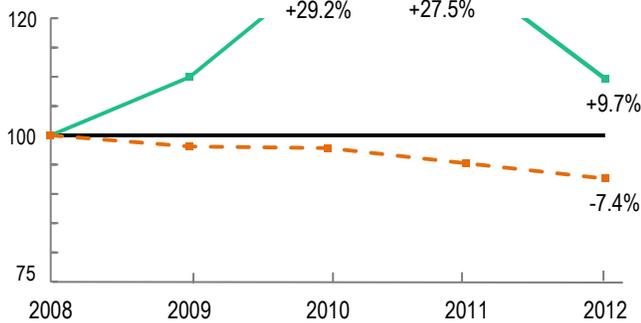


For descriptions of the metrics, please see Technical Appendix.

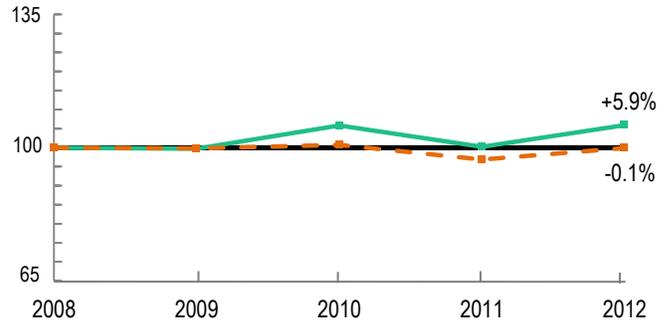


UTILIZATION TRENDS

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)

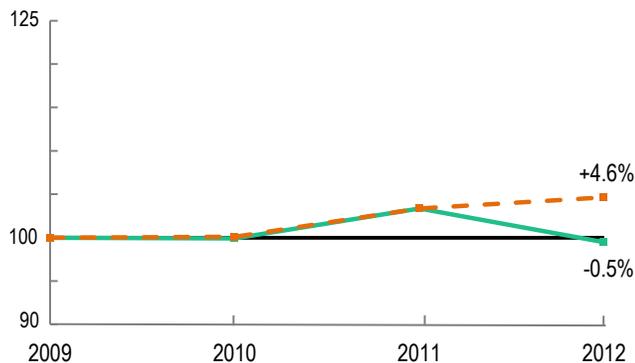


How has the volume of the hospital's outpatient visits changed compared to FY08, and how does this hospital compare to the average hospital in its peer cohort? (FY08=100)

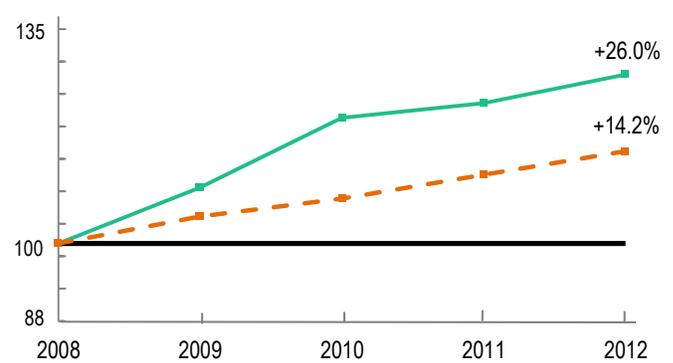


COST TRENDS

How has the hospital's inpatient cost[†] 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)

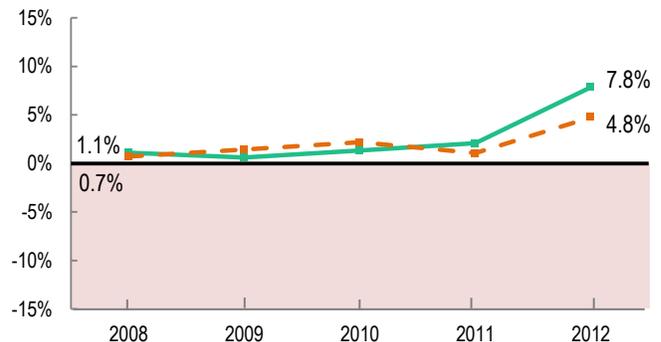


FINANCIAL PERFORMANCE

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	\$64		\$63		\$0.7
2009	\$71	11.2%	\$70	11.8%	\$0.4
2010	\$90	26.6%	\$88	25.7%	\$1.2
2011	\$92	2.4%	\$90	1.6%	\$1.9
2012	\$97	5.2%	\$89	(1.0%)	\$7.6

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:

[†] 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.
[^] For more information on Community Hospital Acceleration, Revitalization and Transformation (CHART) special funding, please contact the Health Policy Commission (HPC).
⁹ For more information on Infrastructure and Capacity Building (ICB) special funding, please contact the Massachusetts Executive Office of Health and Human Services (EOHHS).
[†] Average Hospital does not include Specialty hospitals.

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