

NEW ENGLAND REHABILITATION HOSPITAL

Rehabilitation Hospital

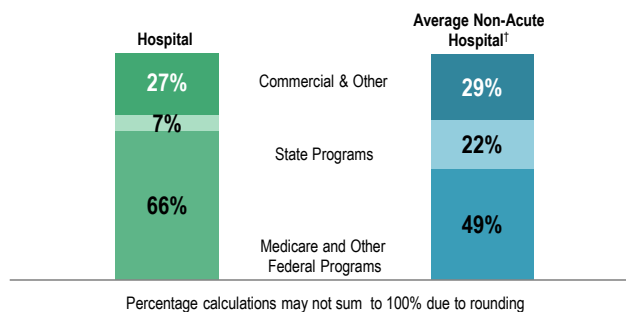
New England Rehabilitation Hospital is a for-profit rehabilitation hospital located in Woburn. Along with Braintree Rehabilitation Hospital, New England Rehabilitation was acquired by Reliant Medical Group in 2013. New England Rehabilitation Hospital provides inpatient and outpatient rehabilitation services. From FY09 to FY13, inpatient days decreased by 4.3% at the hospital, while median days increased 3.2% in its peer cohort. Over that period, outpatient visits also decreased, by 9.5% at the hospital, while median visits increased 2.4% in its peer cohort. In the five-year period, New England Rehabilitation posted a loss each year. It had a -0.8% total margin in FY13, compared to the 3.3% median total margin in its peer cohort.

AT A GLANCE

TOTAL BEDS: 210; 21% of cohort beds
% OCCUPANCY: 46%; < cohort avg. (71%)
INPATIENT DISCHARGES in FY13: 2,490
PUBLIC PAYER MIX: 73%; > avg. cohort hospital (70%)
TOTAL REVENUE in FY13: \$50 million; 4% of statewide
TAX STATUS: For-profit
INPATIENT:OUTPATIENT REVENUE in FY13: 89%:11%
ADJUSTED* COST PER INPATIENT DAY: \$1,259
CHANGE in OWNERSHIP (FY09-FY13): Reliant Hospital Partners - 2013

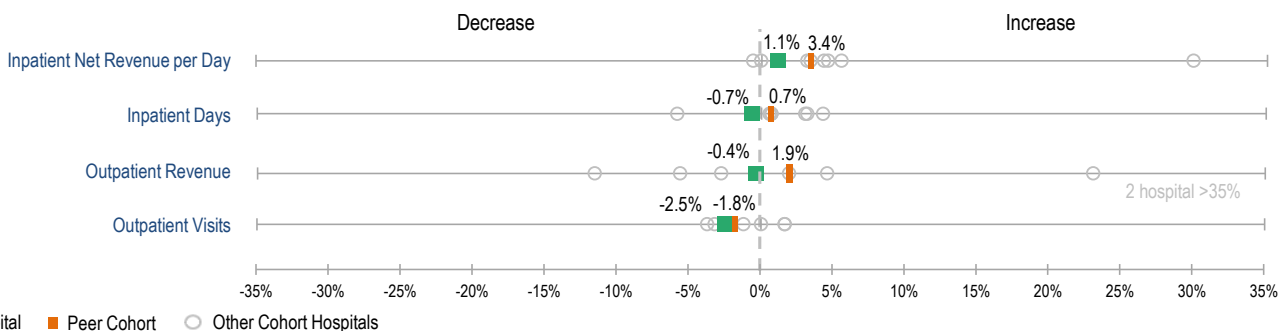
PAYER MIX

What was the hospital's overall payer mix (gross charges) in FY13, and how does this hospital compare to the average non-acute hospital's payer mix?



GROWTH MEASURES

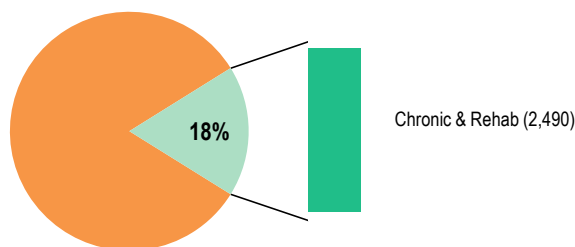
What were the FY12 to FY13 growth rates at this hospital for the following measures, and how do these compare to the growth rates of the hospital's peer cohort?



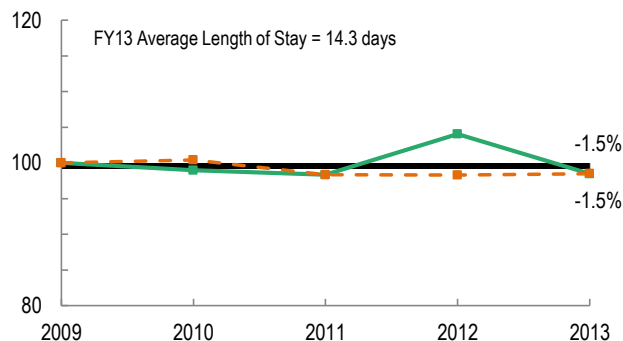
SERVICES

What type(s) of inpatient services, categorized by bed type, did the hospital provide in FY13? What proportion of its peer cohort's inpatient cases did this hospital treat?

Discharges by Category



How has the hospital's average length of stay changed compared to FY09, and how does this hospital compare to its peer cohort median? (FY09=100)



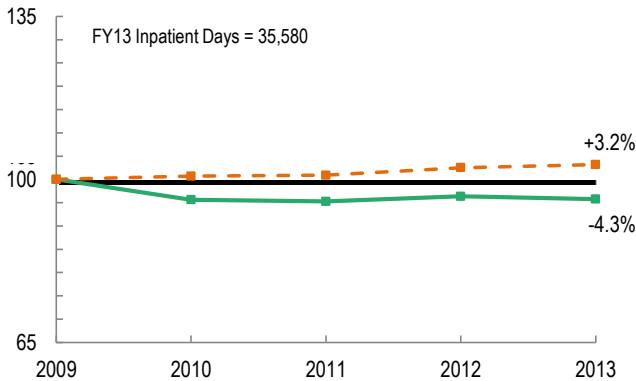
For descriptions of the metrics, please see Technical Appendix.

Legend: Hospital (solid green line), Peer Cohort (dashed orange line)

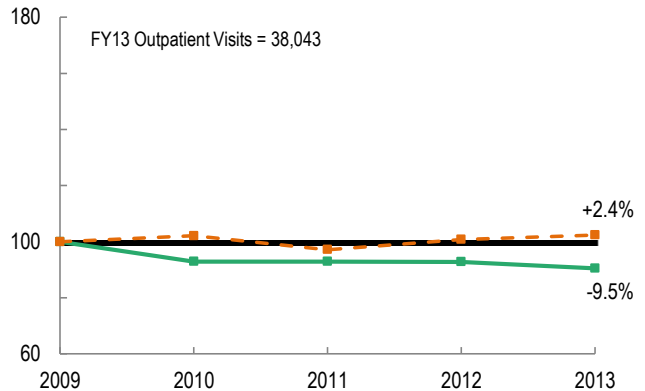


UTILIZATION TRENDS

How has the volume of the hospital's inpatient days changed compared to FY09, and how does this hospital compare to its peer cohort median? (FY09=100)

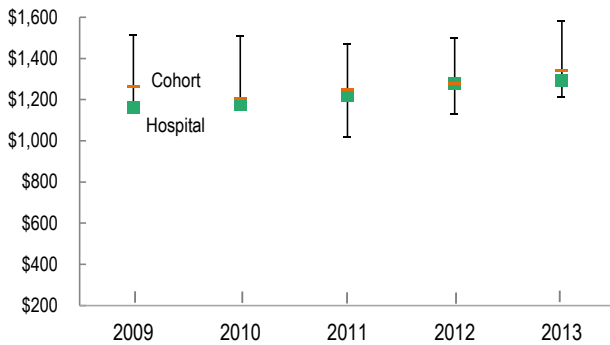


How has the volume of the hospital's outpatient visits changed compared to FY09, and how does this hospital compare to its peer cohort median? (FY09=100)



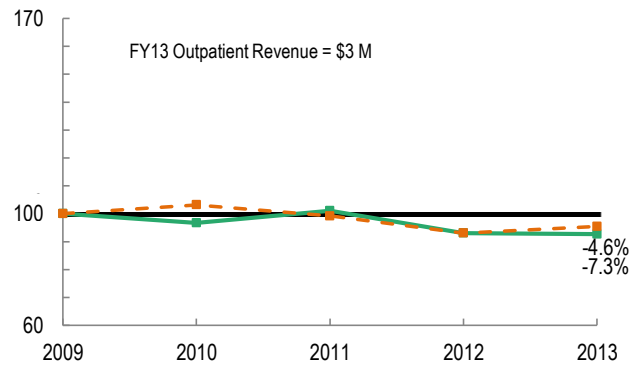
PATIENT REVENUE TRENDS

What was the hospital's net inpatient service revenue per inpatient day between FY09 and FY13, and how does this hospital compare to its peer cohort median?



FY13 Net Inpatient Revenue per Day = \$1,290 Full Cost per Day = \$1,284

How has the hospital's total outpatient revenue changed compared to FY09, and how does this hospital compare to its peer cohort median? (FY09=100)

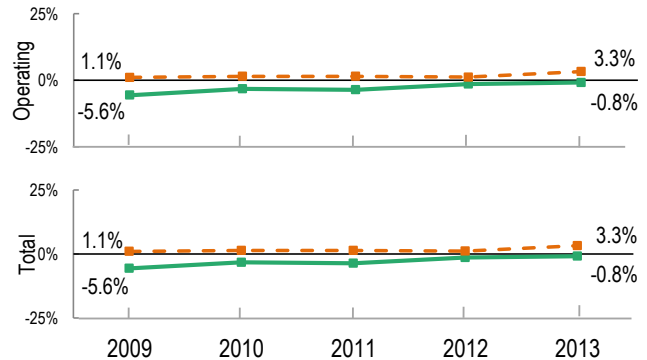


FINANCIAL PERFORMANCE

How have the hospital's total revenue and costs changed between FY09 and FY13?

Revenue, Cost & Profit/Loss (in millions)					
FY	Total Revenue	Operating Revenue	Non-Operating Revenue	Costs	Total Profit/Loss
2009	\$47	\$47	\$0	\$49	(\$2.6)
2010	\$45	\$45	\$0	\$47	(\$1.4)
2011	\$47	\$47	\$0	\$49	(\$1.7)
2012	\$49	\$49	\$0	\$50	(\$0.7)
2013	\$50	\$50	\$0	\$50	(\$0.4)

What were the hospital's operating and total margins between FY09 and FY13, and how do these compare to the medians of its peer cohort hospitals?



For descriptions of the metrics, please see Technical Appendix.

Non-acute hospitals in Massachusetts are typically identified as psychiatric, rehabilitation, and chronic care facilities. CHIA has defined non-acute hospitals in this publication using the Massachusetts Department of Public Health (DPH) and Department of Mental Health (DMH) license criteria.

† Costs were adjusted to exclude direct medical education costs and physician compensation.

† Average Hospital does not include Specialty hospitals.