LAWRENCE GENERAL HOSPITAL

2020 Hospital Profile

Lawrence, MA Community-High Public Payer Hospital Northeastern Massachusetts

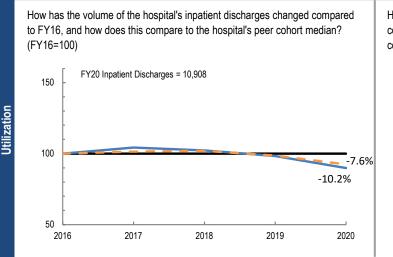
Lawrence General Hospital is a mid-size, non-profit community-High Public Payer (HPP) hospital located in the Northeastern Massachusetts region. Between FY16 and FY20, the volume of inpatient discharges at the hospital decreased by 10.2% compared to a median decrease of 7.6% at cohort hospitals. Outpatient visits decreased by 4.3% for the hospital between FY16 and FY20, compared to a median decrease of 15.2% for its peer cohort. The hospital has reported losses in each of the last three years, including a loss of \$9.6M in FY20. Its total margin was -3.3% as compared to the median total margin of 4.0% at peer cohort hospitals.

Services At a Glance	Overview / Size	Payer Mix Public Payer Mix ¹ : 71.3% HPP Hospital						
	Hospital System Affiliation: Lawrence General Hospital and Affiliates	· · · · · · · · · · · · · · · · · · ·						
	Hospital System Surplus (Deficit) in FY20: (\$17,171,000)	CY19 Commercial Statewide Relative Price: 0.777						
	Change in Ownership (FY16-20): Not Applicable Total Staffed Beds: 227. mid-size acute hospital	Top 3 Commercial Payers: Blue Cross Blue Shield						
		Harvard Pilgrim						
	% Occupancy: 50.2%, < cohort avg. (63%)	BMCHP						
	Trauma Center Designation: Adult: Level 3	Hereite						
	Case Mix Index: 1.07, > cohort avg. (1.00); < statewide (1.16)	Utilization						
		Inpatient Discharges in FY20: 10,908						
	Financial	Change FY19-FY20: -8.6%						
	Inpatient NPSR per CMAD: \$9,535	Emergency Department Visits in FY20: 53,398						
	Change FY19-FY20: -17.6%	Change FY19-FY20: -9.6%						
	Inpatient Outpatient Revenue in FY20: 38%:62%	Outpatient Visits in FY20: 272,553						
	Outpatient Revenue in FY20: \$86,658,805	Change FY19-FY20: -6.0%						
	Change FY19-FY20: -18.6%	Quality						
	Total Revenue in FY20: \$290,104,745	Readmission Rate in FY20: 15.0%						
	COVID Funding Included in Total Revenue: \$61,250,446	Change FY19-FY20 (percentage points): -0.6						
	Total Surplus (Deficit) in FY20: -\$9,592,255	Early Elective Deliveries Rate: 0.0%						
	service? Discharges by DRG Normal Neonate Birth (1382) Vaginal Delivery (755) Septicemia & Infections (500) Cesarean Delivery (497) Heart Failure (438) Maj Resp Infect & Inflam (331) Kidney & UT Infections (260) COPD (245) Other Pneumonia (240) Cardiac Arrhythmia (215) 0% 20% 40% 60% 80% 100% Hospital (10,908) = 8% of total regional discharges	Discharges by CommunityLawrence MA (4,554)49%Methuen MA (1,296)23%Haverhill MA (1,060)13%North Andover MA (876)34%Andover MA (716)26%Salem NH (284)14%Lowell MA (102)1%Tewksbury MA (44)1%Plaistow NH (41)9%0%20%40%60%80%100%						
	What proportion of adult patient discharges from this hospital resulted in a readmission at any hospital within 30 days, and how does this compare to the statewide rate? ²	How many central line-associated blood stream infections (CLABSI), catheter-associated urinary tract infections (CAUTI), and surgical site infections (SSI) after colon surgery did patients get at this hospital compared to what was expected based on the hospital's characteristics and case mix?						
	20% -							
Quality	15.9%	CLABSI CAUTI SSI: Colon Surgery						
lua	15.1% 15.0%							
0	10% - Cietawide Date	4 -						
	Statewide Rate	3 -						
	5% -	Т						
		2 - Lower is Better						
	0% Lower is Better	1						
	2016 2017 2018 2019* 2020*							
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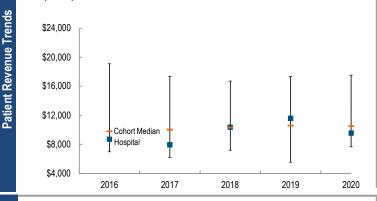
2020 HOSPITAL PROFILE: LAWRENCE GENERAL HOSPITAL

Cohort: Community-High Public Payer Hospital





What was the hospital's net inpatient service revenue³ per case mix adjusted discharge between FY16 and FY20, and how does this compare to the hospital's peer cohort median?

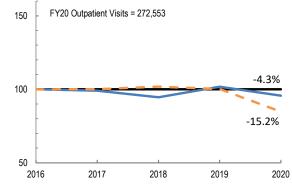


How have the hospital's total revenue and costs changed between FY16 and FY20? (COVID funding affects FY20 only)

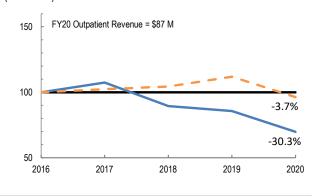
Revenue, Cost, & Profit/Loss (in millions)

FY		2016		2017		2018		2019	2020
Operating Revenue	\$	241.4	\$	247.8	\$	253.6	\$	261.1	\$ 286.6
COVID Funding Included in Operating Revenue								\$ 61.3	
Non-Operating Revenue ⁴	\$	2.3	\$	3.1	\$	(1.3)	\$	(0.2)	\$ 3.6
Total Revenue	\$	243.7	\$	250.9	\$	252.4	\$	260.9	\$ 290.1
Total Costs	\$	240.1	\$	247.8	\$	252.5	\$	266.0	\$ 299.7
Total Profit (Loss)	\$	3.6	\$	3.1	\$	(0.2)	\$	(5.1)	\$ (9.6)

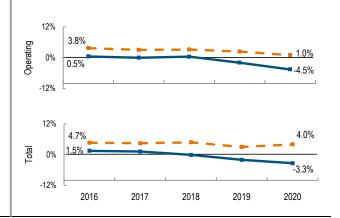
How has the volume of the hospital's outpatient visits changed compared to FY16, and how does this compare to the hospital's peer cohort median? (FY16=100)



How has the hospital's net outpatient revenue³ changed compared to FY16, and how does this compare to the hospital's peer cohort median? (FY16=100)



What were the hospital's total margin and operating margins between FY16 and FY20, and how do these compare to the hospital's peer cohort medians? (Note: FY20 margins include COVID funding)



For descriptions of the metrics, please see the technical appendix

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¹ High Public Payer Hospitals (HPP) reported a minimum of 63% of gross patient service revenue from public payers.

² For 2019 and 2020 readmission rates, a new methodology was used. These rates may not be comparable to earlier years. For more information, please see:

https://www.chiamass.gov/assets/docs/r/pubs/2022/Readmissions-Technical-Appendix-2011-2020.pdf

³ Effective FY 2020 supplemental revenue is not included in net patient service revenue for all hospitals. Prior to FY 2020, reporting of supplemental revenue varied by hospital.

⁴ There was an accounting change adopted by most hospitals beginning in FY 2020 in which unrealized gains and losses on investments are now recognized as non-operating income

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