

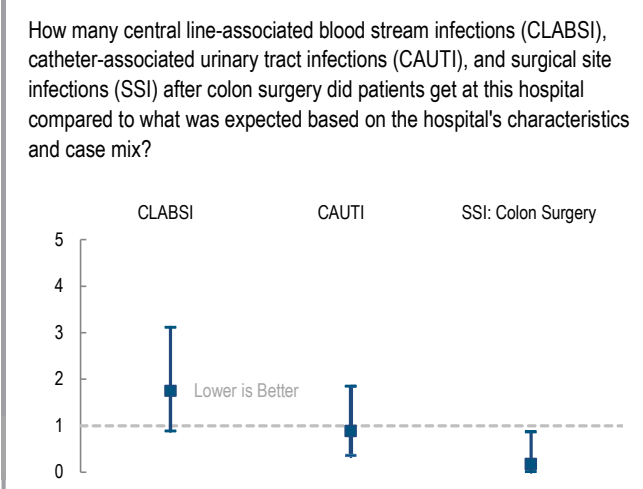
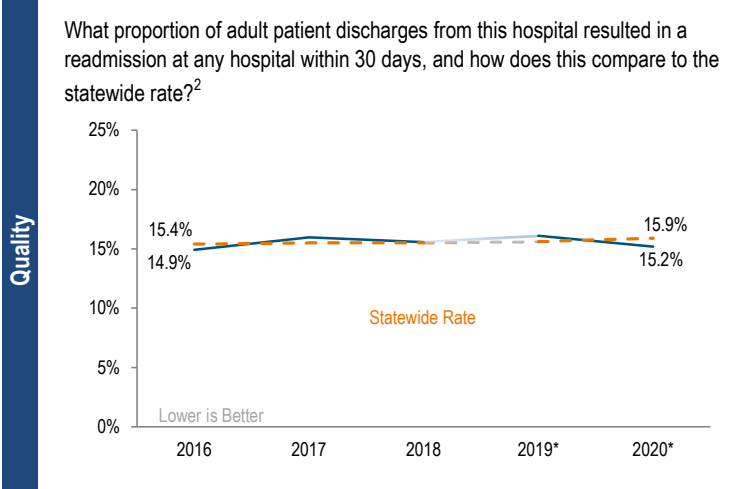
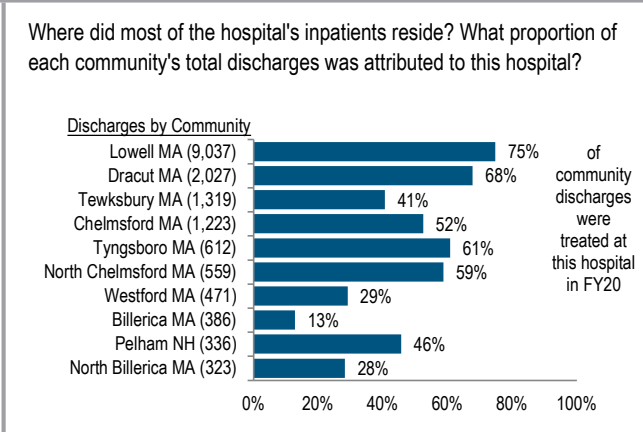
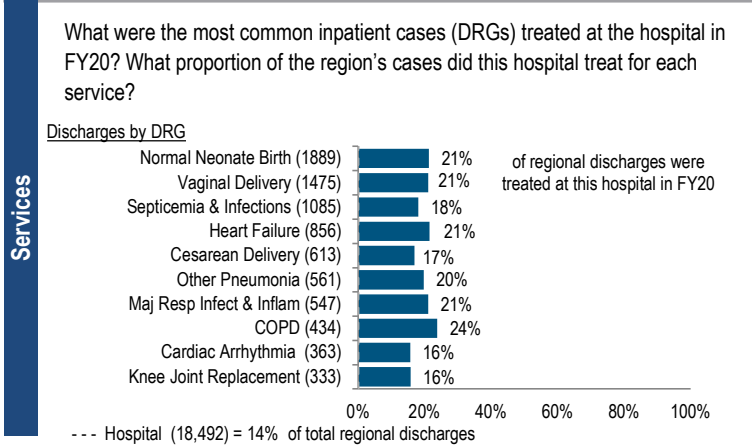
LOWELL GENERAL HOSPITAL

2020 Hospital Profile

Lowell, MA
Community-High Public Payer Hospital
Northeastern Massachusetts

Lowell General Hospital is a non-profit community-High Public Payer (HPP) hospital located in the Northeastern Massachusetts region. It is among the larger acute hospitals in Massachusetts. Lowell General Hospital is a member of Wellforce. Between FY16 and FY20, the volume of inpatient discharges at the hospital decreased by 15.4% compared to a median decrease of 7.6% at cohort hospitals. Outpatient visits decreased by 29.6% for the hospital between FY16 and FY20, compared to a median decrease of 15.2% for its peer cohort. Lowell General has reported a profit in each year of the past five years. In FY20, its total margin was 2.6% as compared to the median total margin of 4.0% at peer cohort hospitals.

At a Glance	Overview / Size		Payer Mix	
	Hospital System Affiliation:	Wellforce	Public Payer Mix ¹ :	65.9% HPP Hospital
	Hospital System Surplus (Deficit) in FY20:	\$31,120,000	CY19 Commercial Statewide Relative Price:	0.846
	Change in Ownership (FY16-20):	Not Applicable	Top 3 Commercial Payers:	Blue Cross Blue Shield Tufts HMO Harvard Pilgrim
	Total Staffed Beds:	353, among the larger acute hospitals		
	% Occupancy:	60.0%, < cohort avg. (63%)		
	Trauma Center Designation:	Adult: Level 3		
	Case Mix Index:	0.94, < cohort avg. (1.00); < statewide (1.16)		
	Financial		Utilization	
	Inpatient NPSR per CMAD:	\$10,456	Inpatient Discharges in FY20:	18,492
Change FY19-FY20:	-1.3%	Change FY19-FY20:	-9.3%	
Inpatient Outpatient Revenue in FY20:	34%:66%	Emergency Department Visits in FY20:	80,726	
Change FY19-FY20:	-9.2%	Change FY19-FY20:	-17.0%	
Outpatient Revenue in FY20:	\$226,465,732	Outpatient Visits in FY20:	136,594	
Change FY19-FY20:	-9.2%	Change FY19-FY20:	-24.7%	
Total Revenue in FY20:	\$482,147,000			
COVID Funding Included in Total Revenue:	\$31,331,000	Quality		
Total Surplus (Deficit) in FY20:	\$12,406,000	Readmission Rate in FY20:	15.2%	
		Change FY19-FY20 (percentage points):	-0.9	
		Early Elective Deliveries Rate:	2.9%	



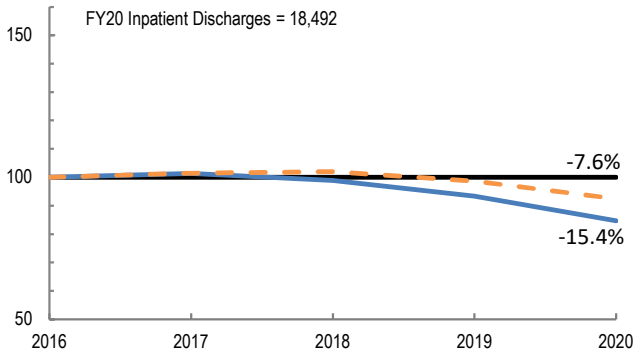
2020 HOSPITAL PROFILE: LOWELL GENERAL HOSPITAL

Cohort: Community-High Public Payer Hospital

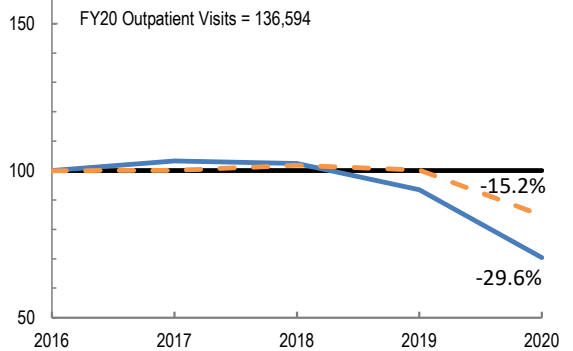


Utilization

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

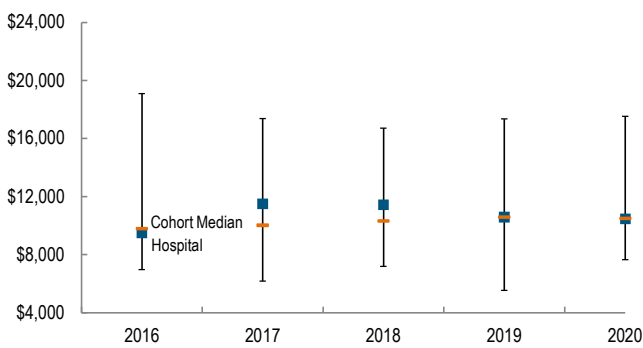


How has the volume of the hospital's outpatient visits changed compared to FY16, and how does this compare to the hospital's peer cohort median? (FY16=100)

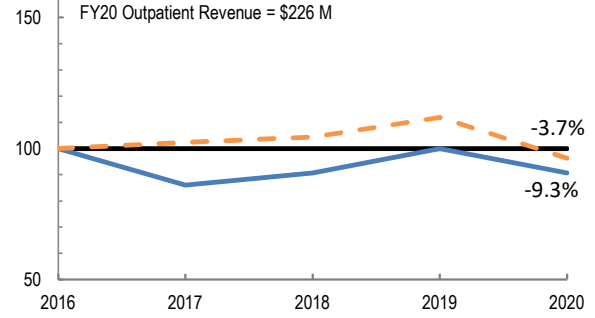


Patient Revenue Trends

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 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)



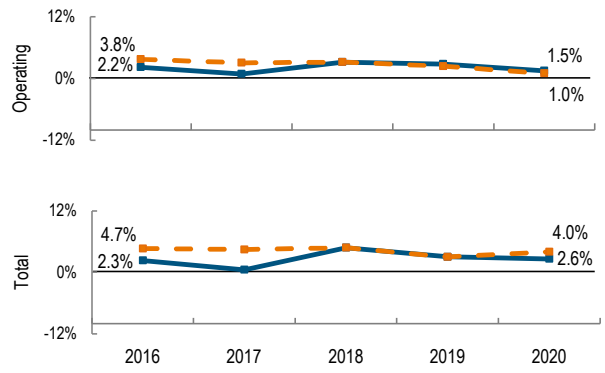
Financial Performance

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	\$ 441.4	\$ 451.8	\$ 472.6	\$ 472.0	\$ 477.1
COVID Funding Included in Operating Revenue					\$ 31.3
Non-Operating Revenue⁴	\$ 0.8	\$ (1.8)	\$ 7.7	\$ 0.9	\$ 5.1
Total Revenue	\$ 442.1	\$ 449.9	\$ 480.3	\$ 472.9	\$ 482.1
Total Costs	\$ 431.8	\$ 447.6	\$ 457.1	\$ 458.8	\$ 469.7
Total Profit (Loss)	\$ 10.4	\$ 2.3	\$ 23.2	\$ 14.1	\$ 12.4

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.

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