

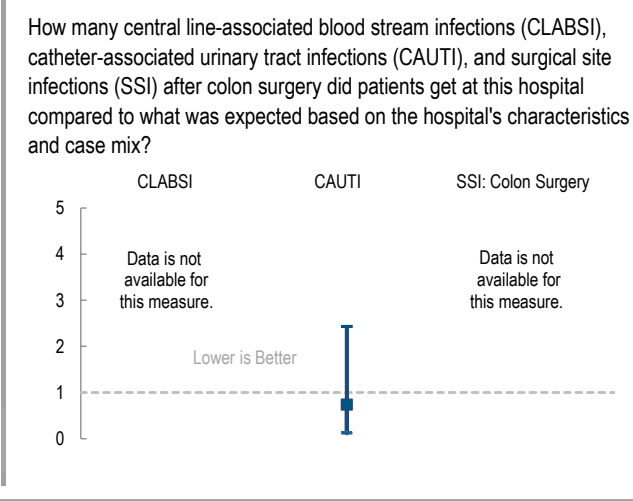
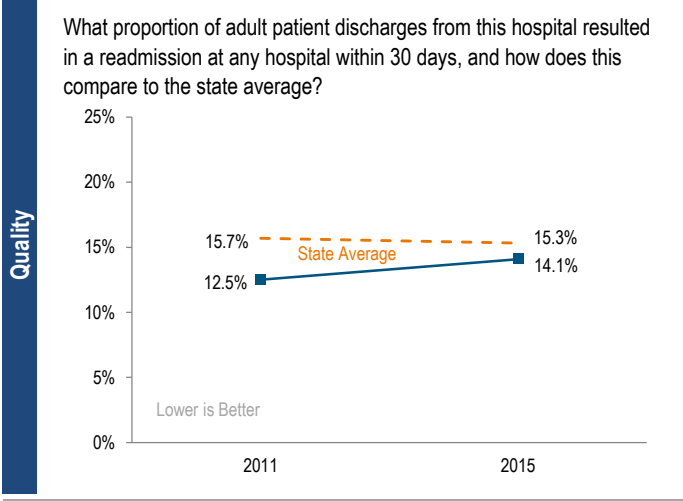
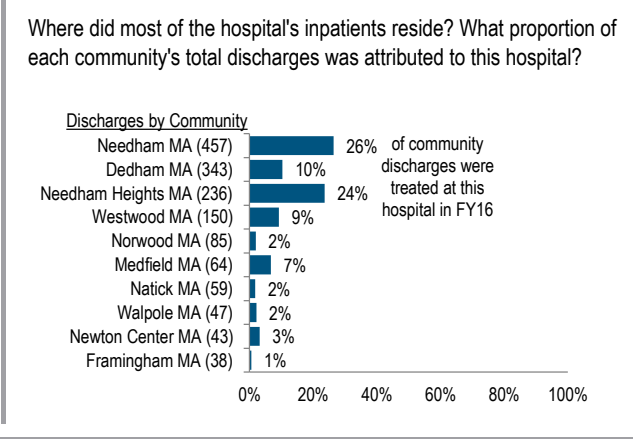
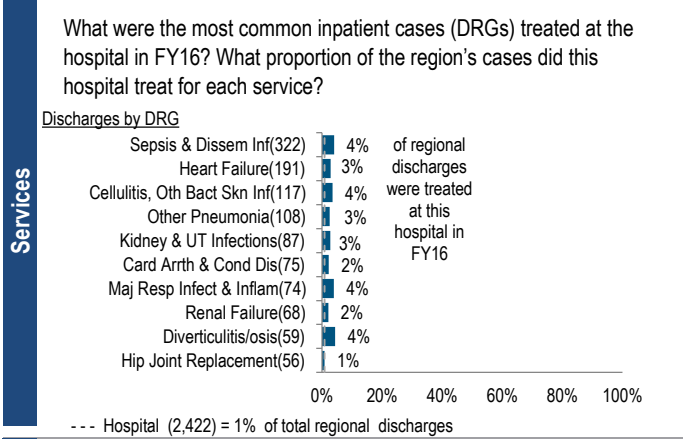
# BETH ISRAEL DEACONESS HOSPITAL - NEEDHAM

## 2016 Hospital Profile

Needham, MA  
Community Hospital  
Metro Boston

Beth Israel Deaconess Hospital – Needham (BID-Needham) is a nonprofit community hospital located in the Metro Boston region. It is among the smaller acute hospitals in Massachusetts and is a member of CareGroup. Outpatient revenue increased by 36.2% between FY12 and FY16 compared with a median increase of 16.5% for cohort hospitals. BID-Needham's total margin was negative in FY16 after being positive each year from FY12 to FY15. It had a -0.5% total margin in FY16, lower than the cohort median of 3.1%.

<b>At a Glance</b>	<b>Overview / Size</b>		<b>Payer Mix</b>	
	Hospital System Affiliation:	CareGroup	Public Payer Mix:	51.1% (Non-HPP* Hospital)
	Change in Ownership (FY12-16):	Not Applicable	CY15 Commercial S-RP:	0.98
	Total Staffed Beds:	41, among the smaller acute hospitals	Top 3 Commercial Payers:	Blue Cross Blue Shield of MA Harvard Pilgrim Health Care Tufts Health Plan
	% Occupancy:	58.0%, < cohort avg. (61%)	<b>Utilization</b>	
	Special Public Funding:	Not Applicable	Inpatient Discharges in FY16:	2,422
	Trauma Center Designation:	Not Applicable	Change FY15-FY16:	9.8%
	Case Mix Index:	0.98, > cohort avg. (0.84); < statewide (1.07)	Emergency Department Visits in FY16:	12,115
			Change FY15-FY16:	0.3%
			Outpatient Visits in FY16:	152,019
		Change FY15-FY16:	3.9%	
		<b>Quality</b>		
<b>Financial</b>		Readmission Rate in FY15:	14.1%	
Inpatient NPSR per CMAD:	\$9,106	Change FY11-FY15 (percentage points):	1.6%	
Change FY15-FY16:	-4.0%	Early Elective Deliveries Rate (Jan 2015-Jun 2016):	Not Available	
Inpatient:Outpatient Revenue in FY16:	18%:82%			
Outpatient Revenue in FY16:	\$59,224,079			
Change FY15-FY16:	4.1%			
Total Revenue in FY16:	\$83,090,550			
Total Surplus (Loss) in FY16:	(\$441,192)			



For descriptions of the metrics, please see the technical appendix.

# 2016 HOSPITAL PROFILE: BETH ISRAEL DEACONESS HOSPITAL - NEEDHAM

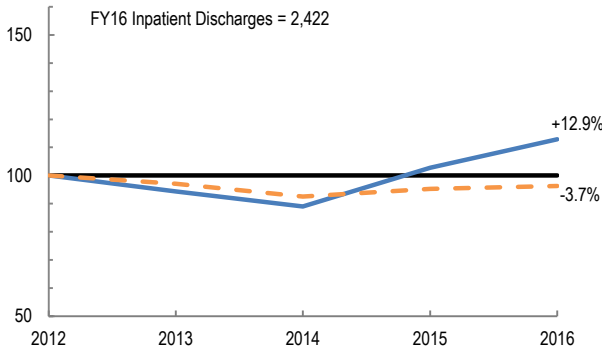
Cohort: Community Hospital

Key:

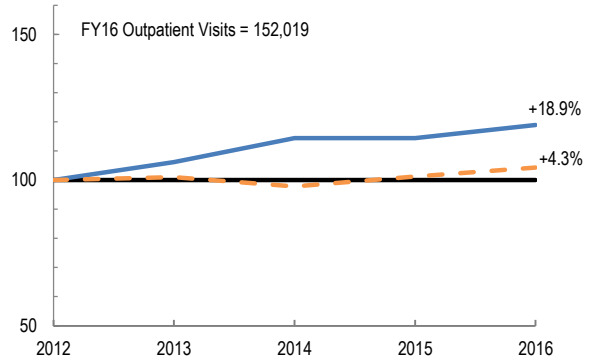
- Hospital
- - - ■ Peer Cohort

Utilization

How has the volume of the hospital's inpatient discharges changed compared to FY12, and how does this compare to the hospital's peer cohort median? (FY12=100)

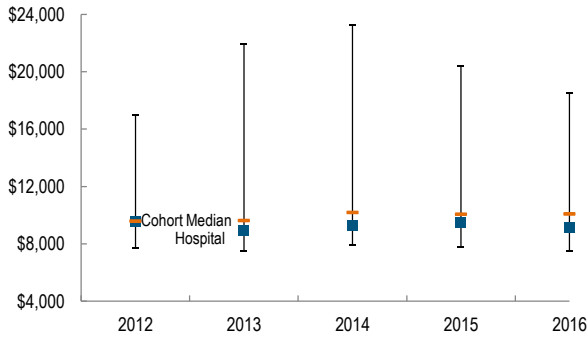


How has the volume of the hospital's outpatient visits changed compared to FY12, and how does this compare to the hospital's peer cohort median? (FY12=100)

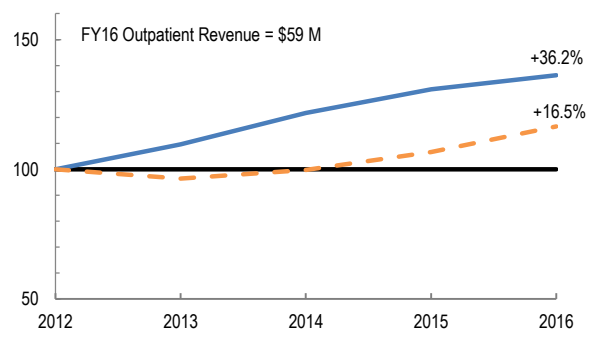


Patient Revenue Trends

What was the hospital's net inpatient service revenue per case mix adjusted discharge between FY12 and FY16, and how does this compare to the hospital's peer cohort median?



How has the hospital's total outpatient revenue changed compared to FY12, and how does this compare to the hospital's peer cohort median? (FY12=100)



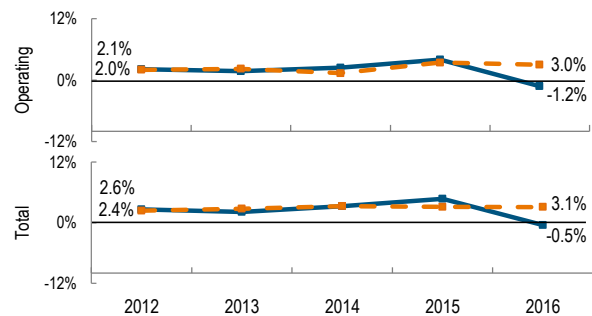
Financial Performance

How have the hospital's total revenue and costs changed between FY12 and FY16?

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

FY	2012	2013	2014	2015	2016
<b>Operating Revenue</b>	\$ 60	\$ 64	\$ 70	\$ 78	\$ 83
<b>Non-Operating Revenue</b>	\$ 0	\$ 0	\$ 1	\$ 1	\$ 1
<b>Total Revenue</b>	\$ 61	\$ 64	\$ 71	\$ 78	\$ 83
<b>Total Costs</b>	\$ 59	\$ 63	\$ 68	\$ 75	\$ 84
<b>Total Profit (Loss)</b>	\$ 1.6	\$ 1.4	\$ 2.3	\$ 3.7	\$ (0.4)

What were the hospital's total margin and operating margins between FY12 and FY16, and how do these compare to the hospital's peer cohort medians?



For descriptions of the metrics, please see the technical appendix.

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