

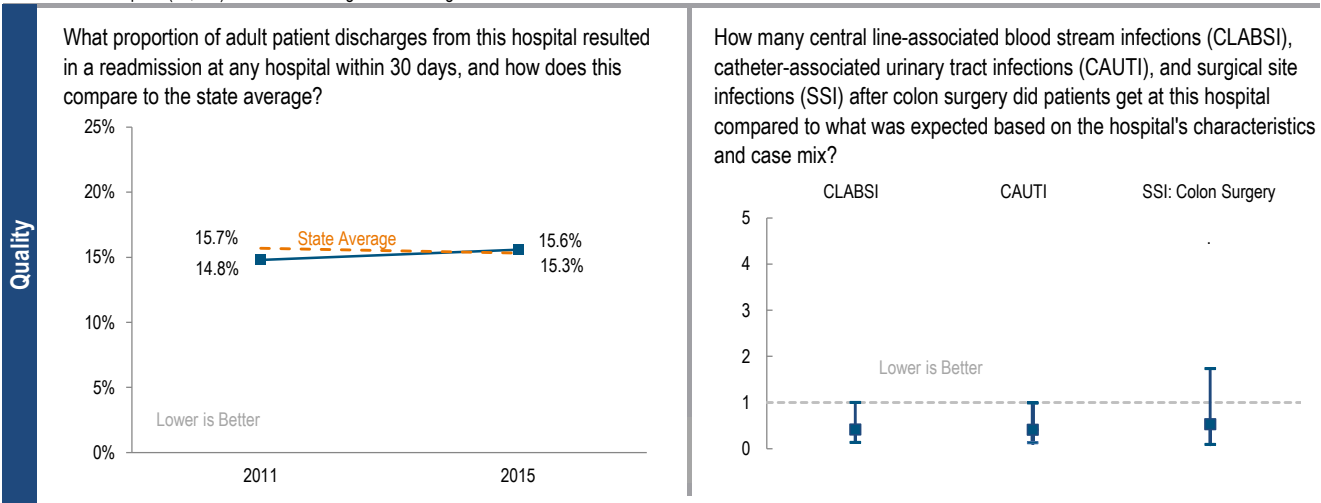
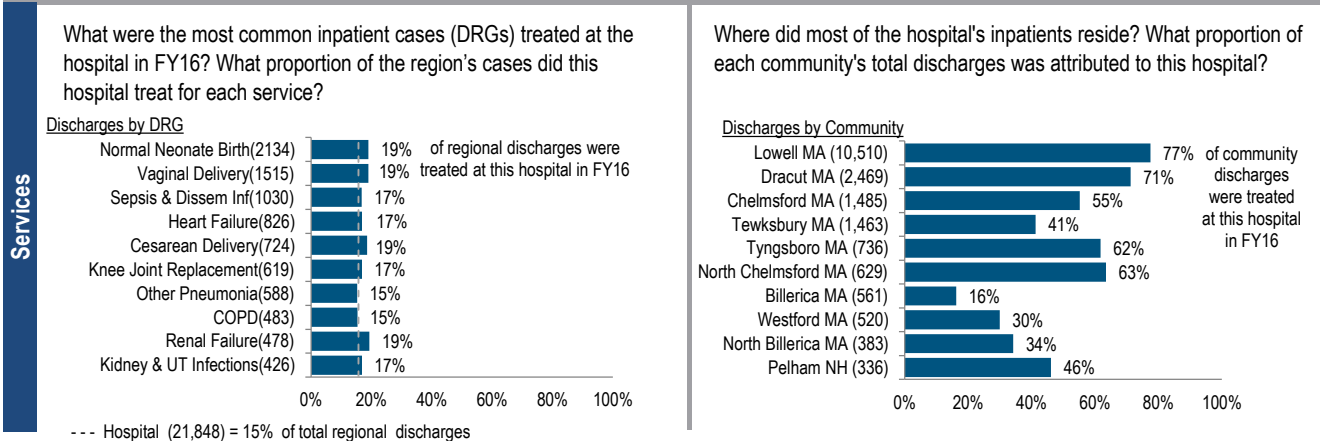
LOWELL GENERAL HOSPITAL

2016 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, and along with Tufts Medical Center is a part of Wellforce. Lowell General merged with Saints Medical Center in 2012. As such, utilization data from Saints Medical Center is included in Lowell General's FY13 through FY16 data. Lowell General Hospital was profitable each year from FY12 to FY16, with a total margin of 2.3% in FY16, compared to a median total margin of 4.1% in its peer cohort.

At a Glance	Overview / Size	
	Hospital System Affiliation:	Wellforce
	Change in Ownership (FY12-16):	Wellforce - 2014
	Total Staffed Beds:	344, among the larger acute hospitals
	% Occupancy:	68.1%, > cohort avg. (65%)
	Special Public Funding:	CHART^
	Trauma Center Designation:	Adult: Level 3
	Case Mix Index:	0.86, < cohort avg. (0.90); < statewide (1.07)
	Financial	
	Inpatient NPSR per CMAD:	\$9,480
Change FY15-FY16:	-2.0%	
Inpatient:Outpatient Revenue in FY16:	34%:66%	
Outpatient Revenue in FY16:	\$249,670,121	
Change FY15-FY16:	6.3%	
Total Revenue in FY16:	\$442,139,806	
Total Surplus (Loss) in FY16:	\$10,378,655	
Payer Mix		
Public Payer Mix:	64.2% (HPP* Hospital)	
CY15 Commercial S-RP:	0.82	
Top 3 Commercial Payers:	Blue Cross Blue Shield of MA Harvard Pilgrim Health Care Tufts Health Plan	
Utilization		
Inpatient Discharges in FY16:	21,848	
Change FY15-FY16:	-0.5%	
Emergency Department Visits in FY16:	99,676	
Change FY15-FY16:	-0.2%	
Outpatient Visits in FY16:	193,985	
Change FY15-FY16:	2.9%	
Quality		
Readmission Rate in FY15:	15.6%	
Change FY11-FY15 (percentage points):	0.8%	
Early Elective Deliveries Rate (Jan 2015-Jun 2016):	2.5%	



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

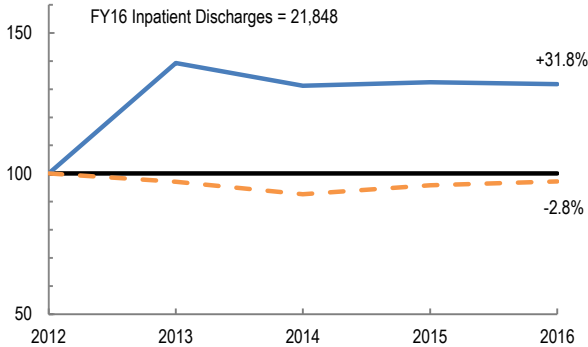
2016 HOSPITAL PROFILE: LOWELL GENERAL HOSPITAL

Cohort: Community High Public Payer Hospital

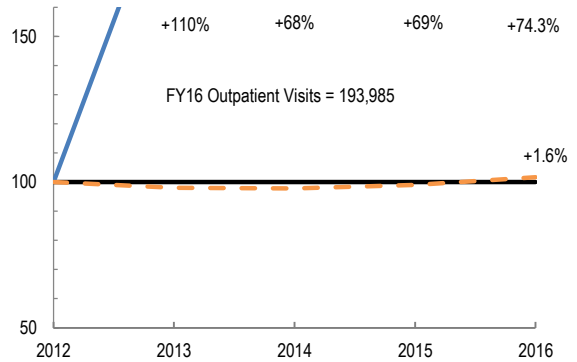


Utilization

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

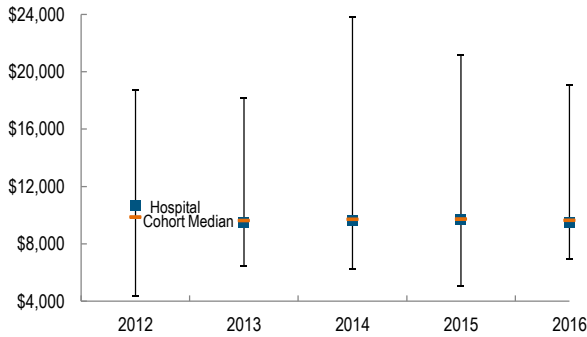


How has the volume of the hospital's outpatient visits changed compared to FY12, and how does this compare to the hospital's peer cohort median? (FY12=100)

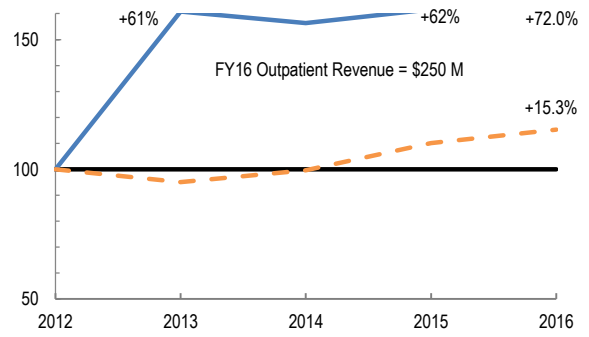


Patient Revenue Trends

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)



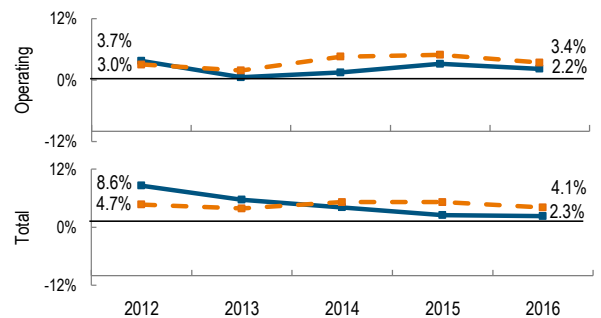
Financial Performance

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
Operating Revenue	\$ 317	\$ 405	\$ 416	\$ 430	\$ 441
Non-Operating Revenue	\$ 16	\$ 22	\$ 11	\$ (3)	\$ 1
Total Revenue	\$ 333	\$ 427	\$ 427	\$ 427	\$ 442
Total Costs	\$ 304	\$ 402	\$ 409	\$ 417	\$ 432
Total Profit (Loss)	\$ 28.7	\$ 24.3	\$ 17.6	\$ 10.7	\$ 10.4

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.

^ For more information on Community Hospital Acceleration, Revitalization and Transformation (CHART) special funding, please contact the Health Policy Commission (HPC).