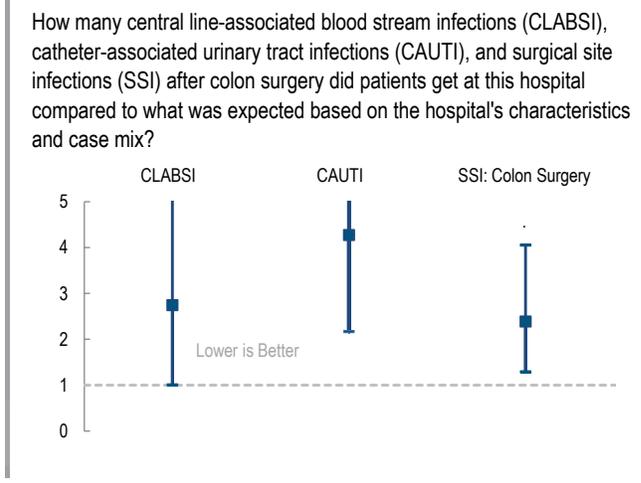
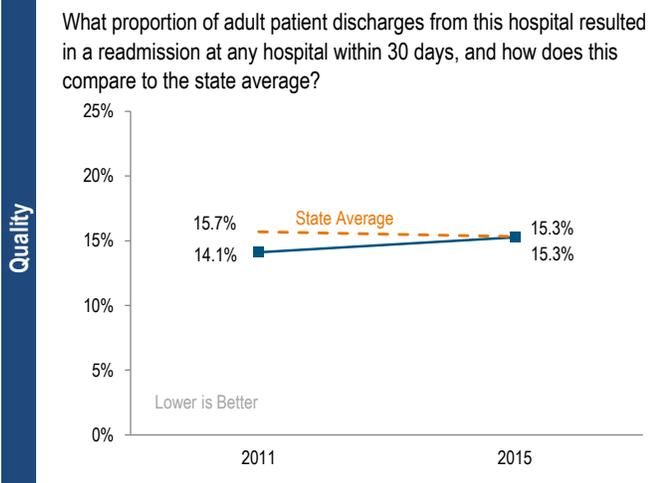
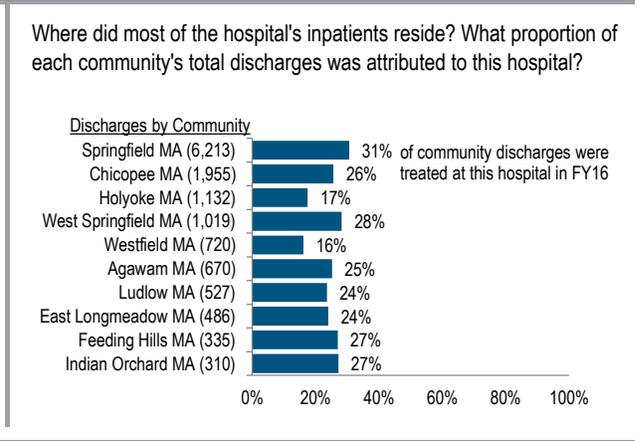
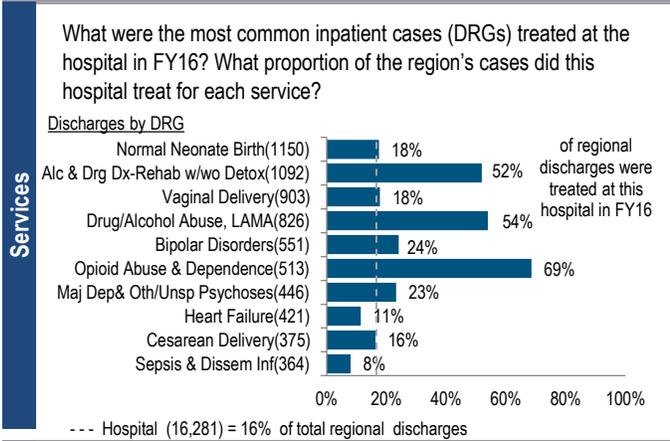


Mercy Medical Center is a large, non-profit community-High Public Payer (HPP) hospital located in the Western Massachusetts region. Mercy Medical Center had 3.0% more inpatient discharges in FY16 than in FY12, compared with a median decrease of 2.8% in its peer cohort. Outpatient visits increased at Mercy Medical Center by 26.4% in that same time period, compared with a median increase of 1.6% for its peer cohort. The hospital incurred a loss of \$4.8M in FY16 after earning a profit each year from FY12 to FY15. The hospital had a -1.8% total margin in FY16, compared to a median total margin of 4.1% among cohort hospitals.

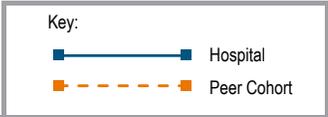
At a Glance	Overview / Size	
	Hospital System Affiliation:	Not Applicable
	Change in Ownership (FY12-16):	Not Applicable
	Total Staffed Beds:	395, among the larger acute hospitals
	% Occupancy:	54.6%, < cohort avg. (65%)
	Special Public Funding:	CHART [^] , DSTI [†]
	Trauma Center Designation:	Not Applicable
	Case Mix Index:	0.86, < cohort avg. (0.90); < statewide (1.07)
	Financial	
	Inpatient NPSR per CMAD:	\$9,802
Change FY15-FY16:	-8.4%	
Inpatient:Outpatient Revenue in FY16:	48%:52%	
Outpatient Revenue in FY16:	\$119,403,431	
Change FY15-FY16:	4.2%	
Total Revenue in FY16:	\$264,103,663	
Total Surplus (Loss) in FY16:	(\$4,808,094)	
Payer Mix		
Public Payer Mix:	74.2% (HPP* Hospital)	
CY15 Commercial S-RP:	0.81	
Top 3 Commercial Payers:	Blue Cross Blue Shield of MA Health New England UniCare	
Utilization		
Inpatient Discharges in FY16:	16,281	
Change FY15-FY16:	3.1%	
Emergency Department Visits in FY16:	71,733	
Change FY15-FY16:	4.2%	
Outpatient Visits in FY16:	224,712	
Change FY15-FY16:	5.4%	
Quality		
Readmission Rate in FY15:	15.3%	
Change FY11-FY15 (percentage points):	1.2%	
Early Elective Deliveries Rate (Jan 2015-Jun 2016):	0.0%	



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

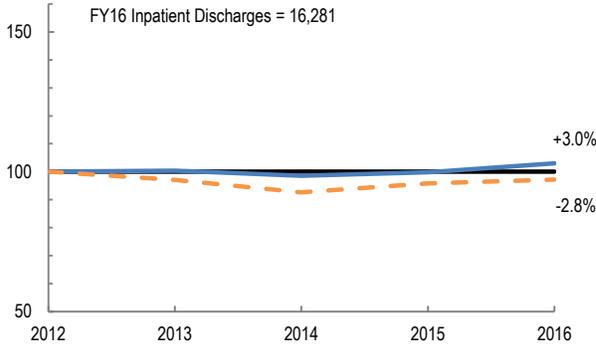
2016 HOSPITAL PROFILE: MERCY MEDICAL CENTER

Cohort: Community High Public Payer Hospital

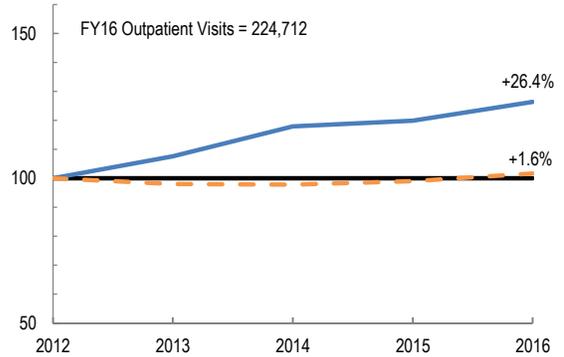


Utilization

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)

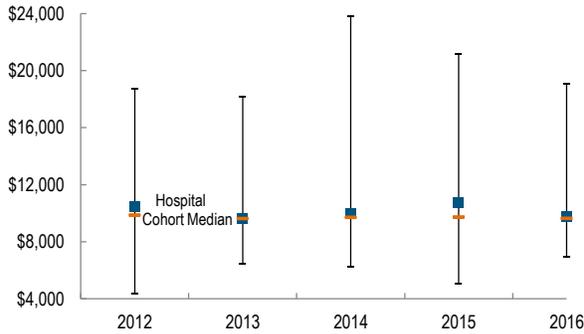


How has the volume of the hospital's outpatient visits changed compared to FY12, and how does this compare to the hospital's peer cohort median? (FY12=100)

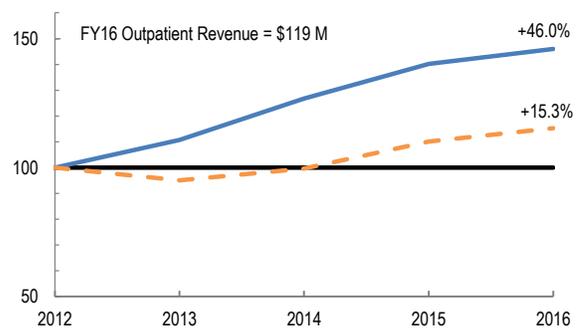


Patient Revenue Trends

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)



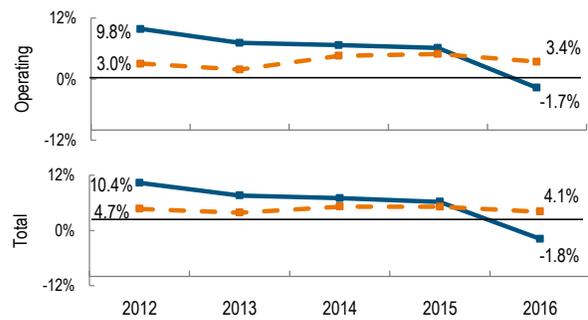
Financial Performance

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	\$ 242	\$ 129	\$ 250	\$ 273	\$ 264
Non-Operating Revenue	\$ 1	\$ 1	\$ 1	\$ 0	\$ (0)
Total Revenue	\$ 244	\$ 130	\$ 251	\$ 273	\$ 264
Total Costs	\$ 219	\$ 120	\$ 234	\$ 256	\$ 269
Total Profit (Loss)	\$ 25.2	\$ 9.9	\$ 17.7	\$ 17.0	\$ (4.8)

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).

η For more information on Delivery System Transformation Initiative (DSTI) special funding, please contact the Massachusetts Executive Office of Health and Human Service (EOHHS).