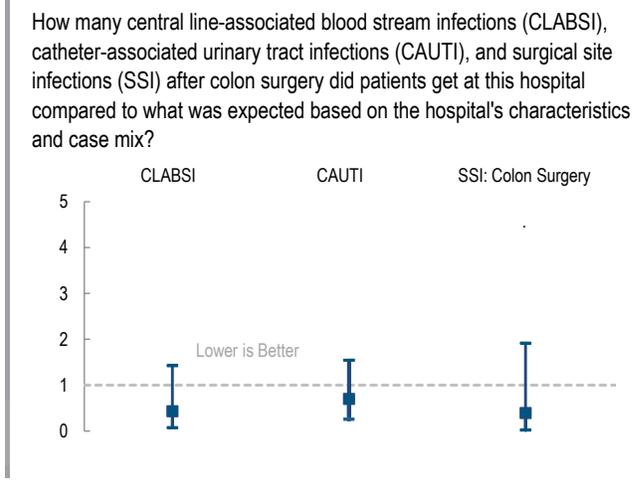
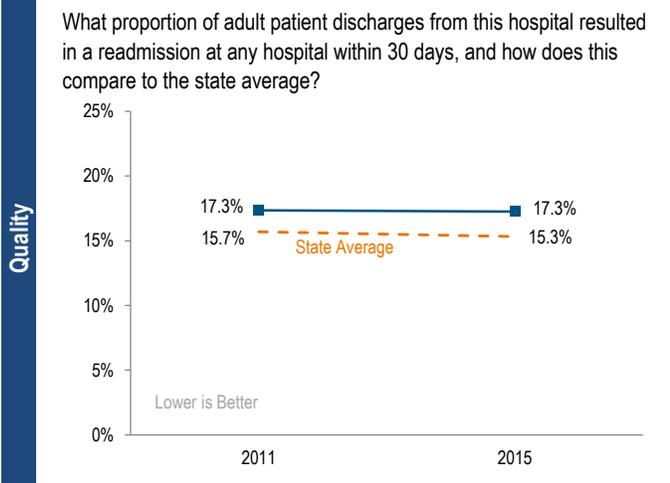
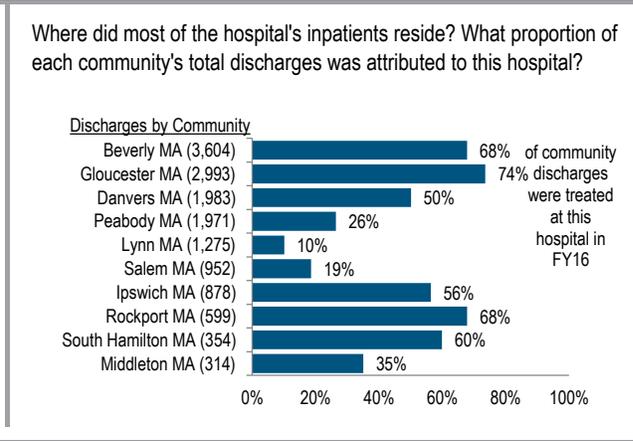
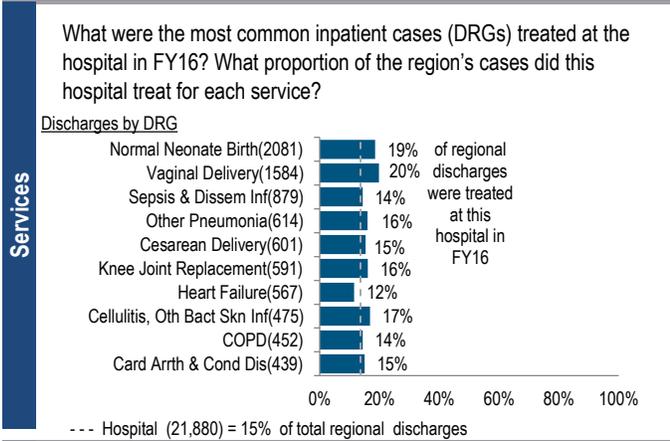


Northeast Hospital, which includes Addison Gilbert Hospital and Beverly Hospital campuses, is a non-profit community-High Public Payer (HPP) hospital located in the Northeastern Massachusetts region. It is among the larger acute hospitals in Massachusetts and has been a member of Lahey Health since 2012. Inpatient discharges at the hospital increased 3.7% from FY12 to FY16, compared to a median decrease of 2.8% among peer cohort hospitals. Northeast Hospital earned a profit each year from FY12 to FY16, with a total margin of 7.2% in FY16. This was higher than the 4.1% median for its peer cohort.

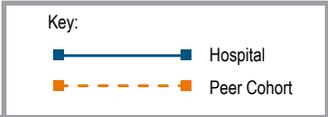
Overview / Size		Payer Mix	
Hospital System Affiliation:	Lahey Health System	Public Payer Mix:	64.6% (HPP* Hospital)
Change in Ownership (FY12-16):	Lahey Health - 2012	CY15 Commercial S-RP:	0.87
Total Staffed Beds:	404, among the larger acute hospitals	Top 3 Commercial Payers:	Blue Cross Blue Shield of MA Harvard Pilgrim Health Care Tufts Health Plan
% Occupancy:	64.7%, = cohort avg. (65%)		
Special Public Funding:	CHART^		
Trauma Center Designation:	Adult: Level 3		
Case Mix Index:	0.82, < cohort avg. (0.90); < statewide (1.07)		
Financial		Utilization	
Inpatient NPSR per CMAD:	\$10,587	Inpatient Discharges in FY16:	21,880
Change FY15-FY16:	1.8%	Change FY15-FY16:	0.4%
Inpatient:Outpatient Revenue in FY16:	37%:63%	Emergency Department Visits in FY16:	62,472
Outpatient Revenue in FY16:	\$148,161,556	Change FY15-FY16:	-2.7%
Change FY15-FY16:	-7.9%	Outpatient Visits in FY16:	154,659
Total Revenue in FY16:	\$358,859,302	Change FY15-FY16:	-8.7%
Total Surplus (Loss) in FY16:	\$25,902,080		
		Quality	
		Readmission Rate in FY15:	17.3%
		Change FY11-FY15 (percentage points):	-0.1%
		Early Elective Deliveries Rate (Jan 2015-Jun 2016):	0.0%



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

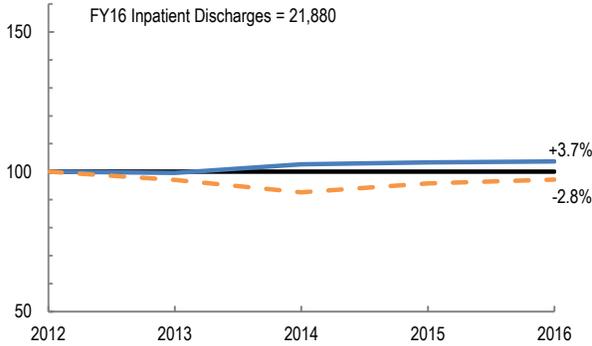
2016 HOSPITAL PROFILE: NORTHEAST HOSPITAL

Cohort: Community High Public Payer Hospital

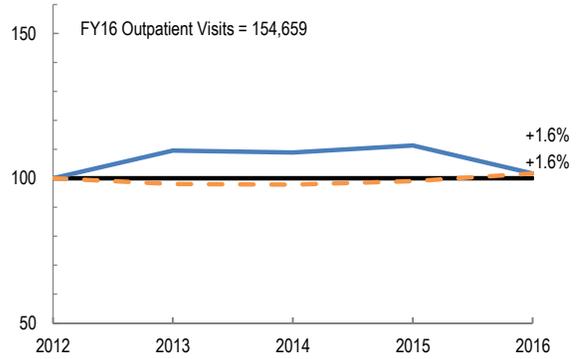


Utilization

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)

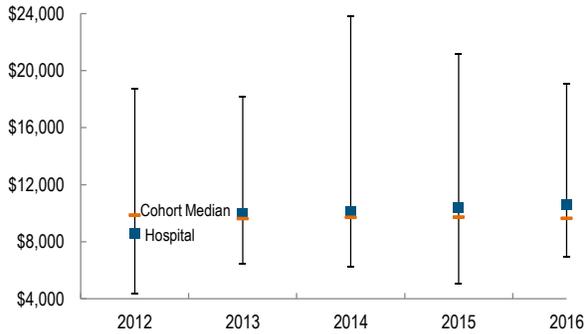


How has the volume of the hospital's outpatient visits changed compared to FY12, and how does this compare to the hospital's peer cohort median? (FY12=100)

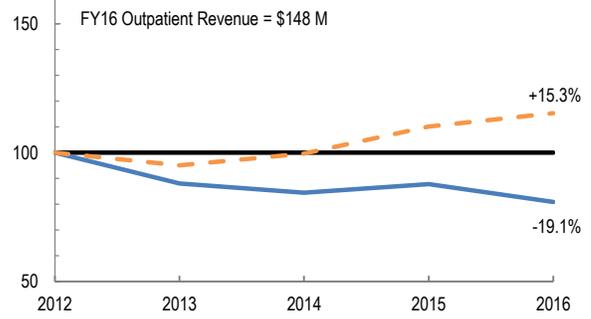


Patient Revenue Trends

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)



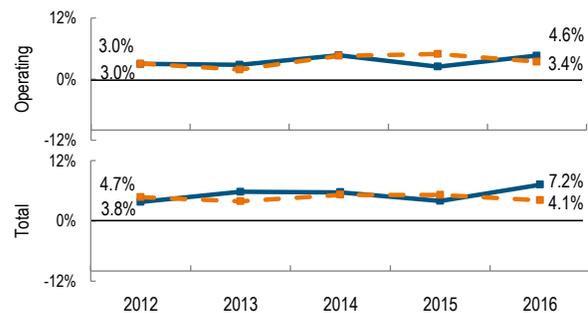
Financial Performance

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	\$ 330	\$ 321	\$ 333	\$ 346	\$ 349
Non-Operating Revenue	\$ 3	\$ 10	\$ 3	\$ 5	\$ 9
Total Revenue	\$ 333	\$ 331	\$ 337	\$ 352	\$ 359
Total Costs	\$ 320	\$ 312	\$ 317	\$ 338	\$ 333
Total Profit (Loss)	\$ 12.6	\$ 19.1	\$ 19.2	\$ 13.9	\$ 25.9

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).