

BETH ISRAEL DEACONESS HOSPITAL - NEEDHAM

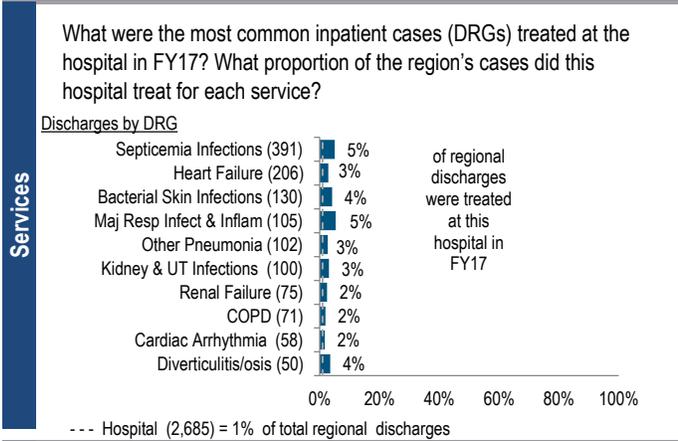
2017 Hospital Profile

Needham, MA
Community Hospital
Metro Boston

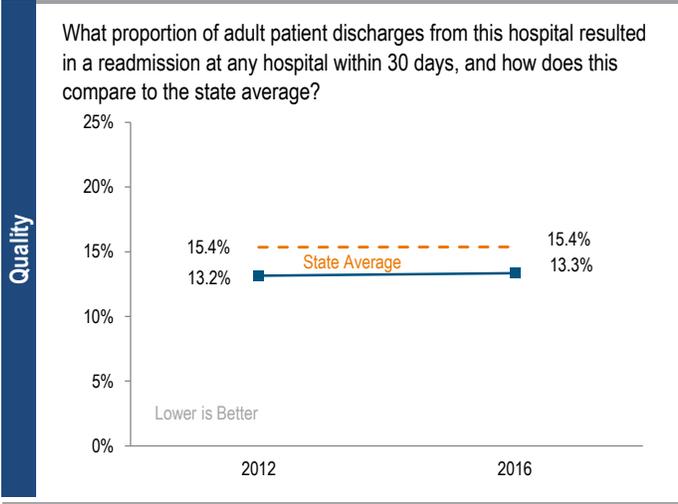
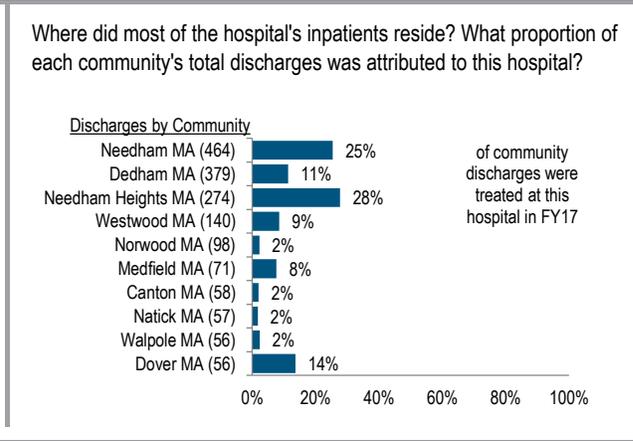
Beth Israel Deaconess Hospital – Needham (BID-Needham) is a nonprofit community hospital located in the Metro Boston region. It is among the smaller acute hospitals in Massachusetts and is a member of CareGroup. Between FY13 and FY17, the volume of inpatient discharges increased by 32.7% compared with a median increase of 0.5% for cohort hospitals. Outpatient visits increased by 28.3% compared with a 3.5% median increase for cohort hospitals. BID-Needham reported a profit of \$2.2M in FY17 after posting a loss of \$441k in FY16. It had a 2.5% total margin in FY17, lower than the cohort median of 3.1%.

Overview / Size		Payer Mix	
Hospital System Affiliation:	CareGroup	Public Payer Mix:	51.1% (Non-HPP* Hospital)
Change in Ownership (FY13-17):	Not Applicable	CY16 Commercial Statewide Relative Price:	0.98
Total Staffed Beds:	41, among the smaller acute hospitals	Top 3 Commercial Payers:	Blue Cross Blue Shield of Massachusetts Harvard Pilgrim Health Care Tufts Associated HMO, Inc.
% Occupancy:	66.2%, > cohort avg. (65%)	Utilization	
Special Public Funding:	ICB°	Inpatient Discharges in FY17:	2,685
Trauma Center Designation:	Not Applicable	Change FY16-FY17:	10.9%
Case Mix Index:	0.98, > cohort avg. (0.85); < statewide (1.12)	Emergency Department Visits in FY17:	16,405
		Change FY16-FY17:	2.3%
		Outpatient Visits in FY17:	54,079
		Change FY16-FY17:	7.6%
		Quality	
		Readmission Rate in FY16:	13.3%
		Change FY12-FY16 (percentage points):	0.2
		Early Elective Deliveries Rate:	Not Available

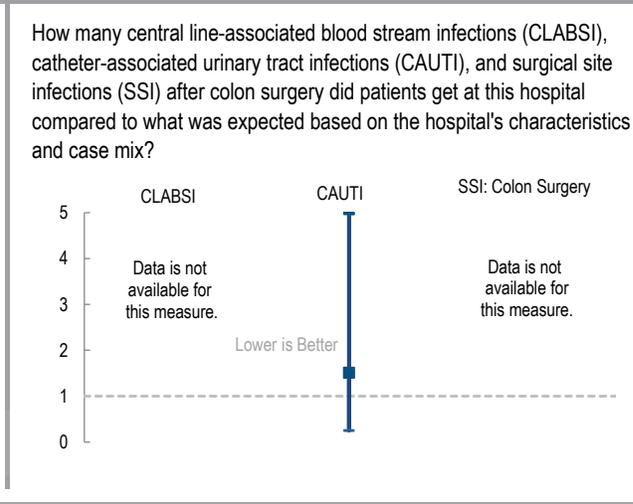
At a Glance



Services



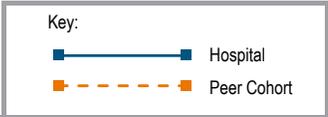
Quality



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

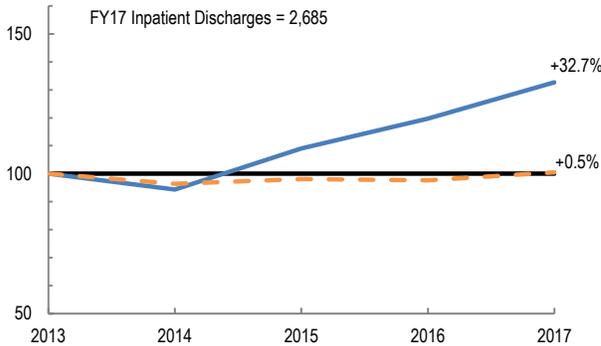
2017 HOSPITAL PROFILE: BETH ISRAEL DEACONESS HOSPITAL - NEEDHAM

Cohort: Community Hospital

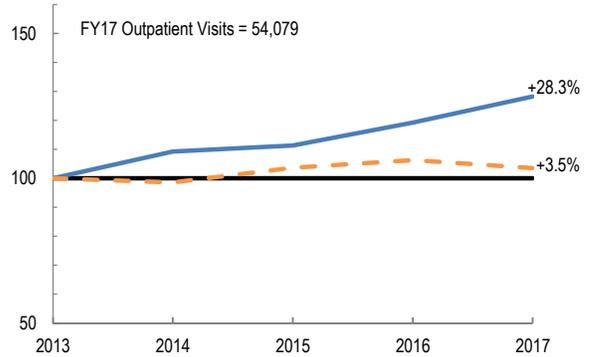


Utilization

How has the volume of the hospital's inpatient discharges changed compared to FY13, and how does this compare to the hospital's peer cohort median? (FY13=100)

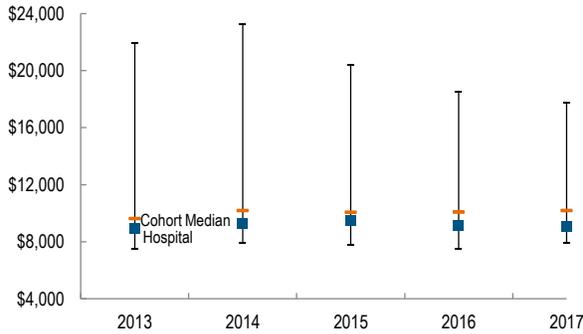


How has the volume of the hospital's outpatient visits changed compared to FY13, and how does this compare to the hospital's peer cohort median? (FY13=100)

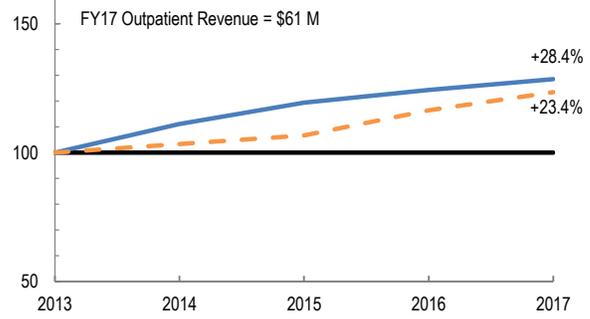


Patient Revenue Trends

What was the hospital's net inpatient service revenue per case mix adjusted discharge between FY13 and FY17, and how does this compare to the hospital's peer cohort median?



How has the hospital's total outpatient revenue changed compared to FY13, and how does this compare to the hospital's peer cohort median? (FY13=100)



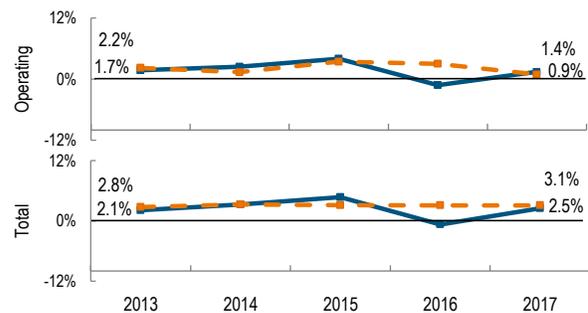
Financial Performance

How have the hospital's total revenue and costs changed between FY13 and FY17?

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

FY	2013	2014	2015	2016	2017
Operating Revenue	\$ 64.0	\$ 70.0	\$ 77.6	\$ 82.5	\$ 86.7
Non-Operating Revenue	\$ 0.2	\$ 0.6	\$ 0.6	\$ 0.6	\$ 1.0
Total Revenue	\$ 64.2	\$ 70.6	\$ 78.2	\$ 83.1	\$ 87.7
Total Costs	\$ 62.9	\$ 68.3	\$ 74.5	\$ 83.5	\$ 85.5
Total Profit (Loss)	\$ 1.4	\$ 2.3	\$ 3.7	\$ (0.4)	\$ 2.2

What were the hospital's total margin and operating margins between FY13 and FY17, 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 Infrastructure and Capacity Building (ICB) special funding, please contact the Massachusetts Executive Office of Health and Human Services (EOHHS).