HEALTHALLIANCE HOSPITAL

2017 Hospital Profile

Leominster & Fitchburg, MA

Community High Public Payer Hospital

Central Massachusetts

HealthAlliance Hospital is a non-profit community-High Public Payer (HPP) hospital located in the Central Massachusetts region. It is a member of UMass Memorial Health Care. On October 1, 2017, Health Alliance Hospital merged with Clinton Hospital to form Health Alliance-Clinton Hospital. From FY13 to FY17, outpatient visits at HealthAlliance Hospital increased by 24.0%, compared to its peer cohort median increase of 2.3%. Over the same period, outpatient revenue increased for HealthAlliance by 32.9%, compared to a median increase of 20.2% for its peer cohort. HealthAlliance earned a profit in each of the past five years.

Overview / Size

Hospital System Affiliation: UMass Memorial Health Care Change in Ownership (FY13-17): Merged w Clinton Hospital 10/1/17 Total Staffed Beds: 93, among the smaller acute hospitals % Occupancy: 85.4%, > cohort avg. (66%) Special Public Funding: CHART^, ICB° Trauma Center Designation: Not Applicable Case Mix Index: 0.93, > cohort avg. (0.92); < statewide (1.12)

Financial

| Inpatient NPSR per CMAD: | \$6,169 |
|---------------------------------------|---------------|
| Change FY16-FY17: | -11.6% |
| Inpatient:Outpatient Revenue in FY17: | 28%:72% |
| Outpatient Revenue in FY17: | \$116,197,183 |
| Change FY16-FY17: | 11.6% |
| Total Revenue in FY17: | \$191,874,625 |
| Total Surplus (Loss) in FY17: | \$6,609,706 |
| | |

Payer Mix

Public Payer Mix:

CY16 Commercial Statewide Relative Price:

0.80

Top 3 Commercial Payers:

Blue Cross Blue Shield of Massachusetts

Harvard Pilgrim Health Care

Tufts Associated HMO, Inc.

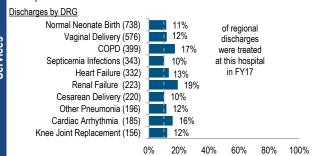
Utilization

| Inpatient Discharges in FY17: | 7,746 |
|--------------------------------------|---------|
| Change FY16-FY17: | 1.4% |
| Emergency Department Visits in FY17: | 78,764 |
| Change FY16-FY17: | 2.0% |
| Outpatient Visits in FY17: | 129,132 |
| Change FY16-FY17: | 2.8% |

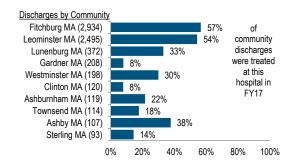
Quality

| quanty | |
|---------------------------------------|---------------|
| Readmission Rate in FY16: | 15.2% |
| Change FY12-FY16 (percentage points): | -1.1 |
| Early Elective Deliveries Rate: | Not Available |
| | |

What were the most common inpatient cases (DRGs) treated at the hospital in FY17? What proportion of the region's cases did this hospital treat for each service?

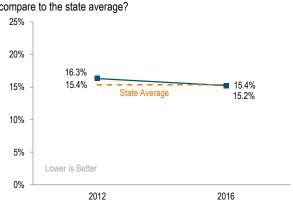


Where did most of the hospital's inpatients reside? What proportion of each community's total discharges was attributed to this hospital?

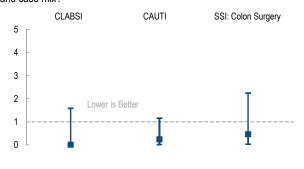


What proportion of adult patient discharges from this hospital resulted in a readmission at any hospital within 30 days, and how does this compare to the state average?

--- Hospital (7,746) = 10% of total regional discharges



How many central line-associated blood stream infections (CLABSI), catheter-associated urinary tract infections (CAUTI), and surgical site infections (SSI) after colon surgery did patients get at this hospital compared to what was expected based on the hospital's characteristics and case mix?



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

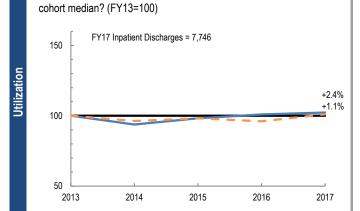
2017 HOSPITAL PROFILE: HEALTHALLIANCE HOSPITAL

How has the volume of the hospital's inpatient discharges changed

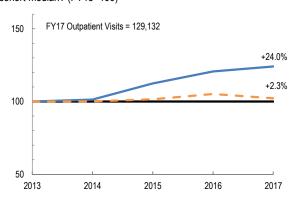
compared to FY13, and how does this compare to the hospital's peer

Cohort: Community High Public Payer Hospital



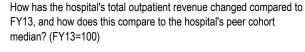


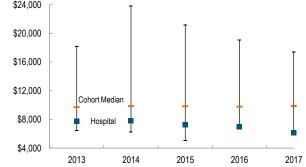
How has the volume of the hospital's outpatient visits changed compared to FY13, and how does this compare to the hospital's peer cohort median? (FY13=100)

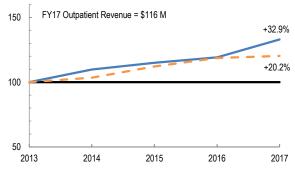


What was the hospital's net inpatient service revenue per case mix adjusted discharge between FY13 and FY17, and how does this compare to the hospital's peer cohort median?

\$24,000







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

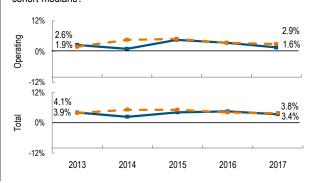
Revenue, Cost, & Profit/Loss (in millions)

Patient Revenue Trends

Financial Performance

| FY | 2013 | 2014 | 2015 | 2016 | 2017 |
|--------------------------|-------------|-------------|-------------|-------------|-------------|
| Operating Revenue | \$ 159.2 | \$ 161.3 | \$ 168.0 | \$ 181.0 | \$ 188.4 |
| Non-Operating Revenue | \$ 2.4 | \$ 2.2 | \$ (0.7) | \$ 2.0 | \$ 3.5 |
| Total Revenue | \$ 161.6 | \$ 163.5 | \$ 167.3 | \$ 183.0 | \$ 191.9 |
| Total Costs | \$ 155.0 | \$ 159.6 | \$ 160.4 | \$ 174.8 | \$ 185.3 |
| Total Profit (Loss) | \$ 6.6 | \$ 3.9 | \$ 7.0 | \$ 8.2 | \$ 6.6 |

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

[°] For more information on Infrastructure and Capacity Building (ICB) special funding, please contact the Massachusetts Executive Office of Health and Human Services (EOHHS).