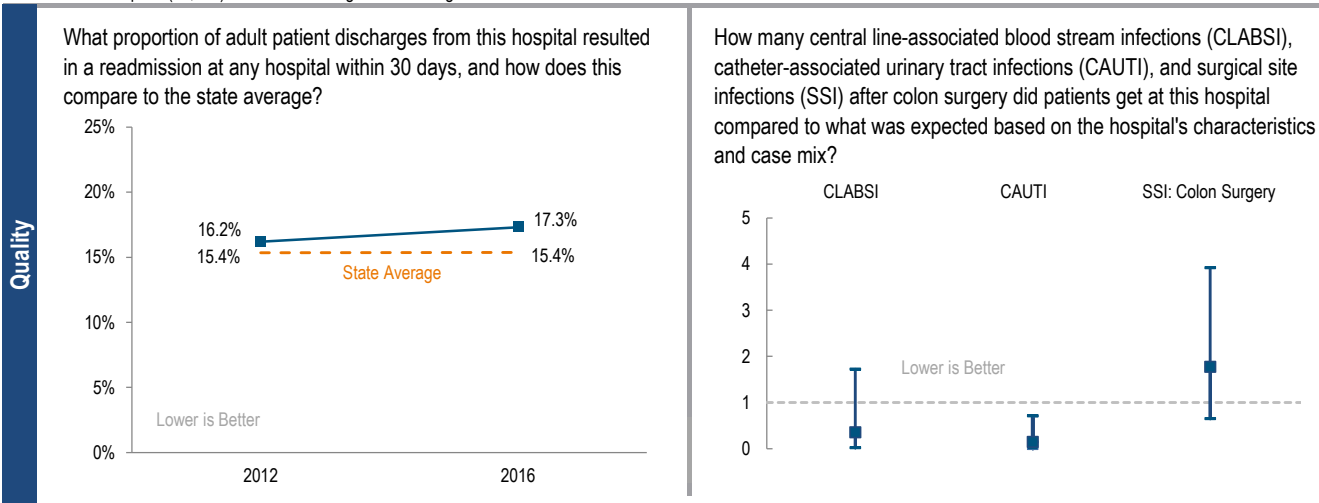
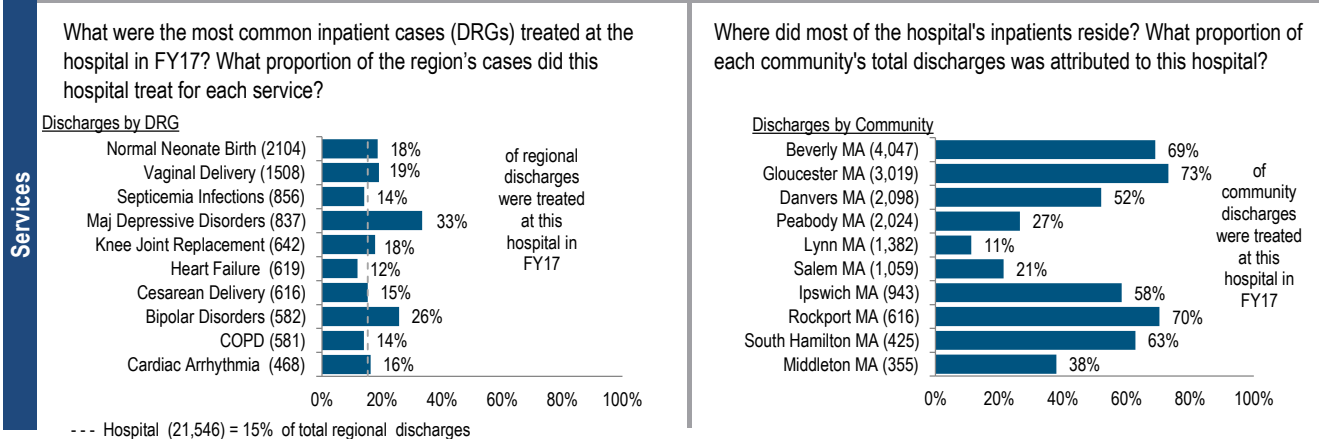


Northeast Hospital, which includes Addison Gilbert Hospital and Beverly Hospital campuses, is a non-profit community-High Public Payer (HPP) hospital located in the Northeastern Massachusetts region. It is among the larger acute hospitals in Massachusetts and is a member of Lahey Health. Northeast Hospital accounts for 15% of the region's discharges but it accounts for 33% of the region's Depression discharges and 26% of the regions Bipolar Disorder discharges. Northeast Hospital earned a profit each year from FY13 to FY17, with a total margin of 9.0% in FY17. This was higher than the 3.8% median for its peer cohort.

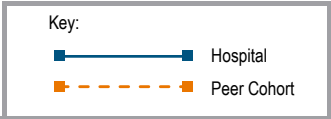
At a Glance	Overview / Size	
	Hospital System Affiliation:	Lahey Health System
	Change in Ownership (FY13-17):	Not Applicable
	Total Staffed Beds:	347, among the larger acute hospitals
	% Occupancy:	80.2%, > cohort avg. (66%)
	Special Public Funding:	CHART [^] , HCII ^o , ICB ^o
	Trauma Center Designation:	Adult: Level 3
	Case Mix Index:	0.87, < cohort avg. (0.92); < statewide (1.12)
	Financial	
	Inpatient NPSR per CMAD:	\$10,028
Change FY16-FY17:	-5.3%	
Inpatient:Outpatient Revenue in FY17:	37%:63%	
Outpatient Revenue in FY17:	\$151,775,245	
Change FY16-FY17:	2.4%	
Total Revenue in FY17:	\$368,695,804	
Total Surplus (Loss) in FY17:	\$33,083,543	
Payer Mix		
Public Payer Mix:	64.6% (HPP* Hospital)	
CY16 Commercial Statewide Relative Price:	0.85	
Top 3 Commercial Payers:	Blue Cross Blue Shield of Massachusetts Harvard Pilgrim Health Care Tufts Associated HMO, Inc.	
Utilization		
Inpatient Discharges in FY17:	21,546	
Change FY16-FY17:	-1.5%	
Emergency Department Visits in FY17:	61,935	
Change FY16-FY17:	-0.9%	
Outpatient Visits in FY17:	169,877	
Change FY16-FY17:	9.8%	
Quality		
Readmission Rate in FY16:	17.3%	
Change FY12-FY16 (percentage points):	1.1	
Early Elective Deliveries Rate:	0.0%	



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

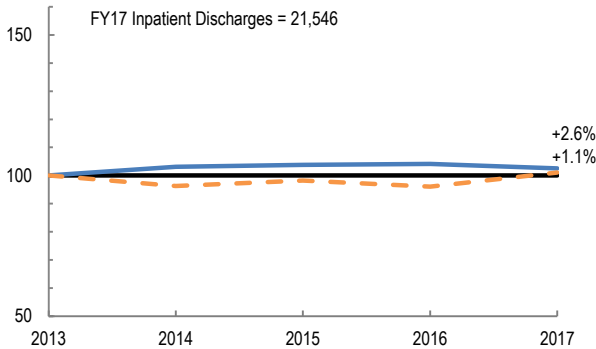
2017 HOSPITAL PROFILE: NORTHEAST HOSPITAL

Cohort: Community High Public Payer Hospital

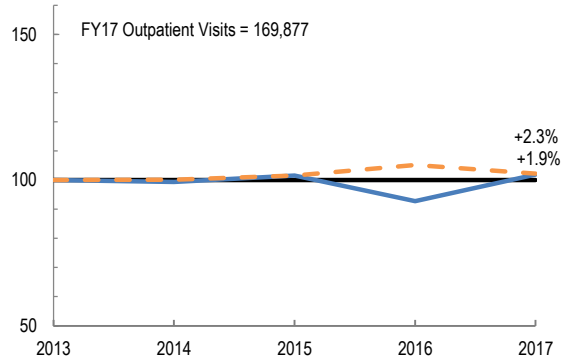


Utilization

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)

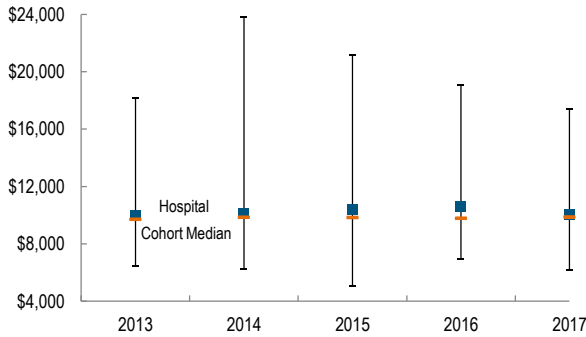


How has the volume of the hospital's outpatient visits changed compared to FY13, and how does this compare to the hospital's peer cohort median? (FY13=100)

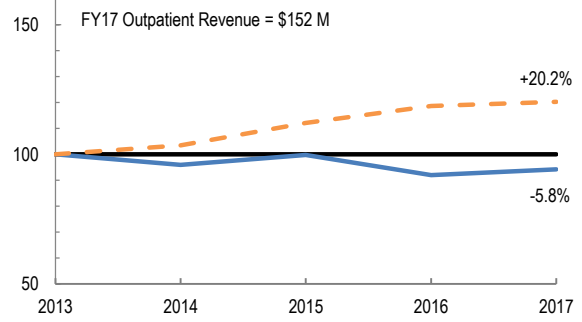


Patient Revenue Trends

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)



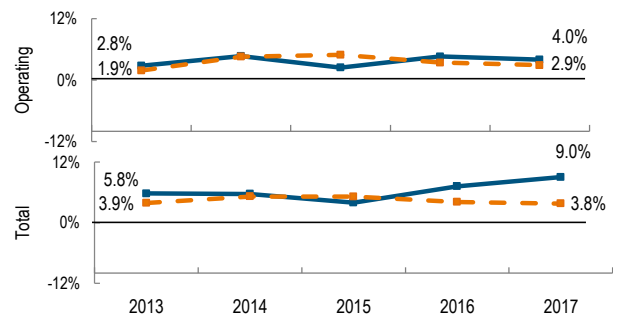
Financial Performance

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	\$ 321.1	\$ 333.0	\$ 346.3	\$ 349.5	\$ 350.2
Non-Operating Revenue	\$ 9.8	\$ 3.5	\$ 5.2	\$ 9.4	\$ 18.5
Total Revenue	\$ 330.8	\$ 336.5	\$ 351.5	\$ 358.9	\$ 368.7
Total Costs	\$ 311.7	\$ 317.3	\$ 337.6	\$ 333.0	\$ 335.6
Total Profit (Loss)	\$ 19.1	\$ 19.2	\$ 13.9	\$ 25.9	\$ 33.1

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.

η For more information on Health Care Innovation Investment Program (HCII) special funding, please contact the Health Policy Commission (HPC).

^ 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).