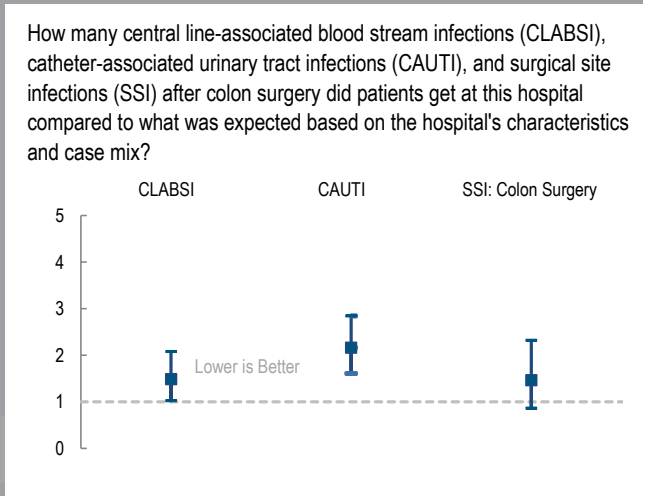
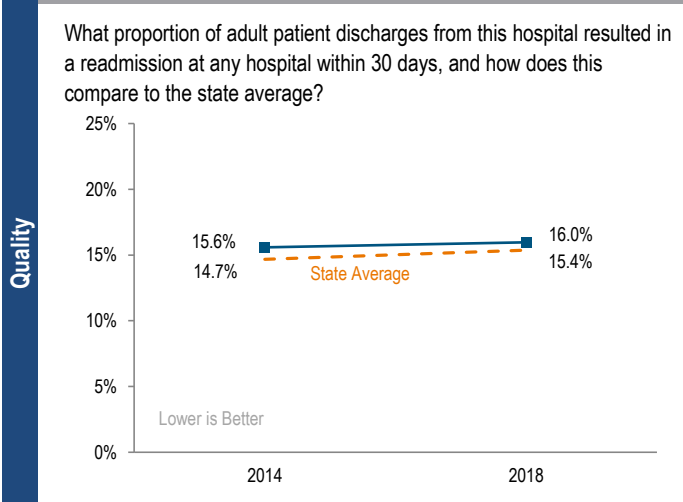
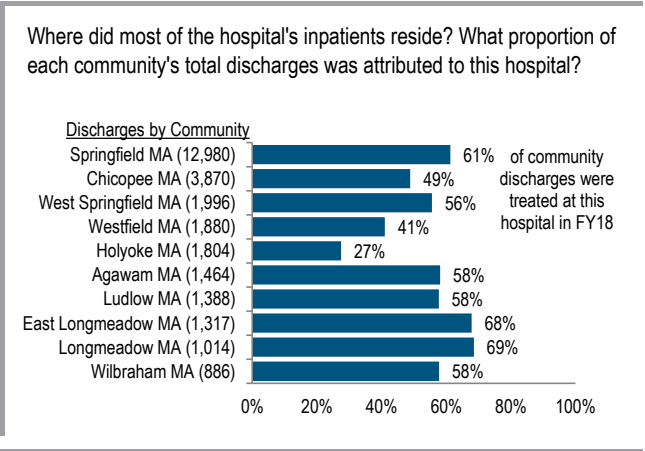
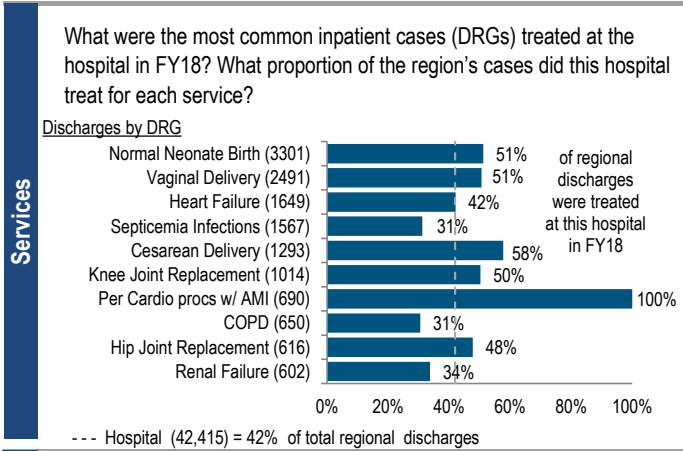


Baystate Medical Center is a non-profit teaching hospital located in the Western Massachusetts region. It is the third-largest acute hospital in Massachusetts, with 781 staffed beds. It is a member of Baystate Health and qualifies as High Public Payer (HPP). It is the only Level 1 Trauma Center in its region, the only Level 2 Pediatric Trauma Center in its region, and one of nine organ transplant centers in Massachusetts. Baystate Medical Center was profitable each year from FY14 to FY18. In FY18 it had a total margin of 7.6%, above the 6.0% median of its cohort hospitals.

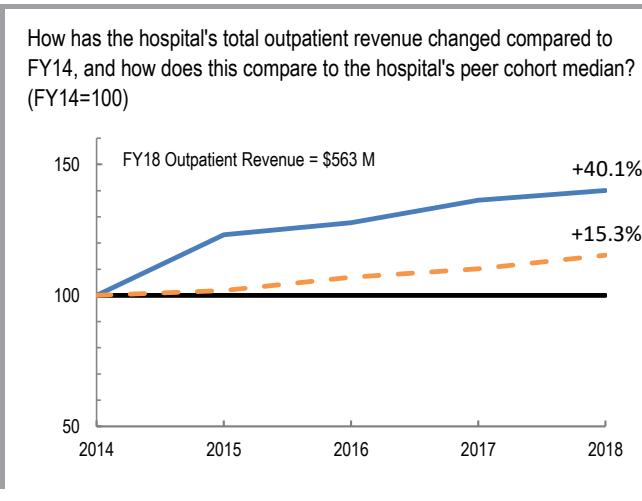
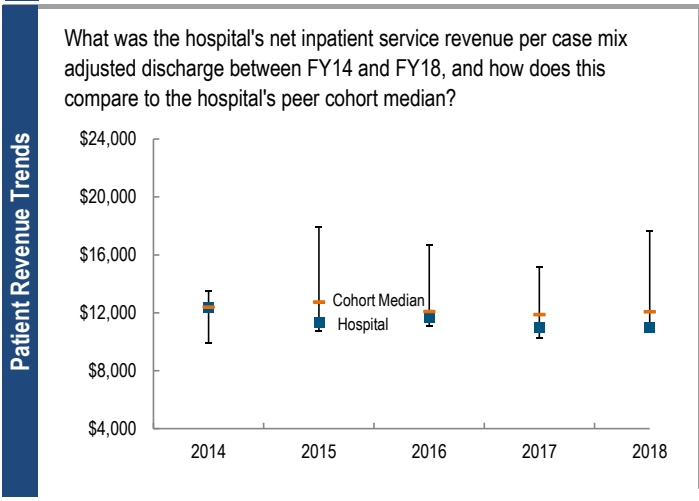
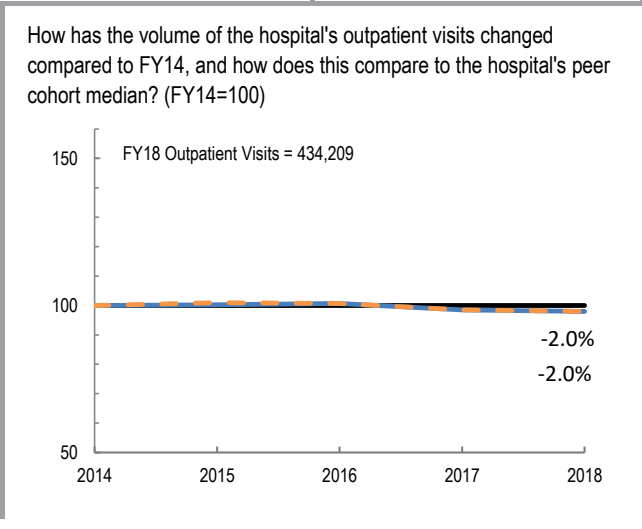
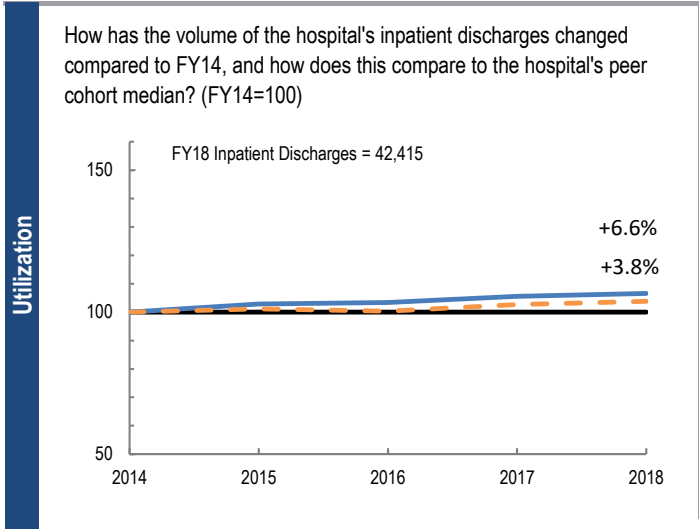
Overview / Size	
Hospital System Affiliation:	Baystate Health
Hospital System Surplus (Loss) in FY18:	\$68,132,000
Change in Ownership (FY14-18):	Not Applicable
Total Staffed Beds:	781, 3rd largest acute hospital
% Occupancy:	73.9%, < cohort avg. (79%)
Special Public Funding:	HCI ¹ , ICB ²
Trauma Center Designation:	Adult: Level 1, Pedi: Level 2
Case Mix Index:	1.25, > cohort avg. (1.12); > statewide (1.14)
Financial	
Inpatient NPSR per CMAD:	\$11,004
Change FY17-FY18:	0.4%
Inpatient:Outpatient Revenue in FY18:	43%:57%
Outpatient Revenue in FY18:	\$562,945,032
Change FY17-FY18:	2.7%
Total Revenue in FY18:	\$1,309,472,000
Total Surplus (Loss) in FY18:	\$99,804,000
Payer Mix	
Public Payer Mix:	70.8% HPP Hospital
CY17 Commercial Statewide Relative Price:	1.02
Top 3 Commercial Payers:	Blue Cross Blue Shield of Massachusetts Health New England, Inc. UniCare Life and Health Insurance Co.
Utilization	
Inpatient Discharges in FY18:	42,415
Change FY17-FY18:	1.0%
Emergency Department Visits in FY18:	159,193
Change FY17-FY18:	3.9%
Outpatient Visits in FY18:	434,209
Change FY17-FY18:	-0.6%
Quality	
Readmission Rate in FY18:	16.0%
Change FY14-FY18 (percentage points):	0.4
Early Elective Deliveries Rate:	3.3%



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

2018 HOSPITAL PROFILE: BAYSTATE MEDICAL CENTER

Cohort: Teaching Hospital

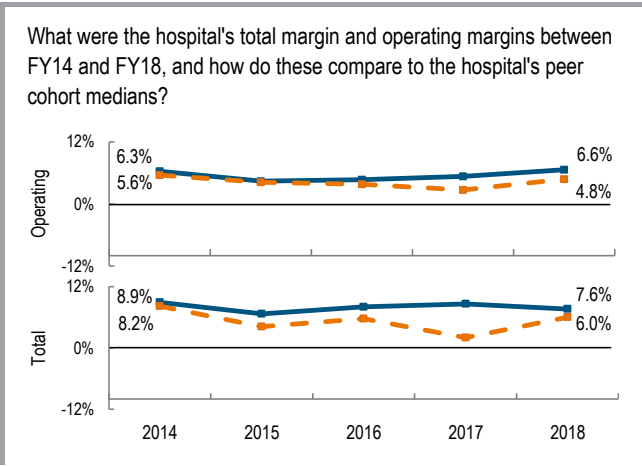


Financial Performance

How have the hospital's total revenue and costs changed between FY14 and FY18?

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

FY	2014	2015	2016	2017	2018
Operating Revenue	\$ 1,053	\$ 1,127	\$ 1,178	\$ 1,227	\$ 1,296
Non-Operating Revenue	\$ 28	\$ 26	\$ 40	\$ 42	\$ 13
Total Revenue	\$ 1,081	\$ 1,153	\$ 1,218	\$ 1,269	\$ 1,309
Total Costs	\$ 984	\$ 1,076	\$ 1,121	\$ 1,160	\$ 1,210
Total Profit (Loss)	\$ 96.3	\$ 76.8	\$ 97.8	\$ 109.0	\$ 99.8



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).

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