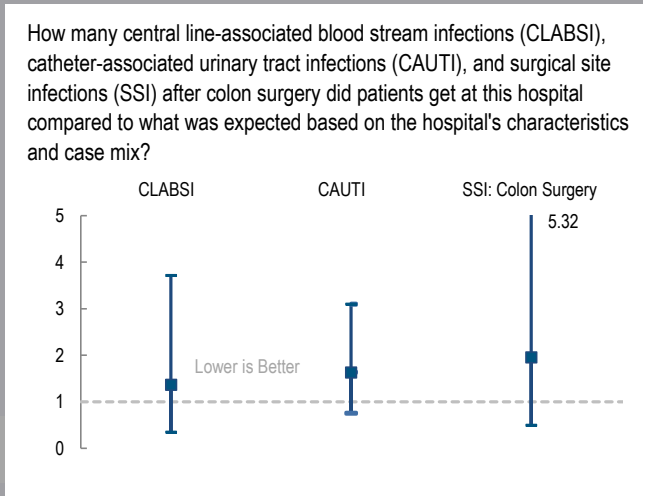
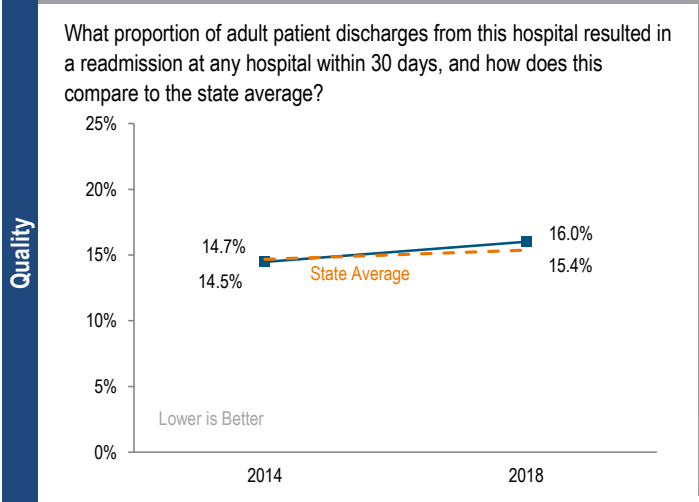
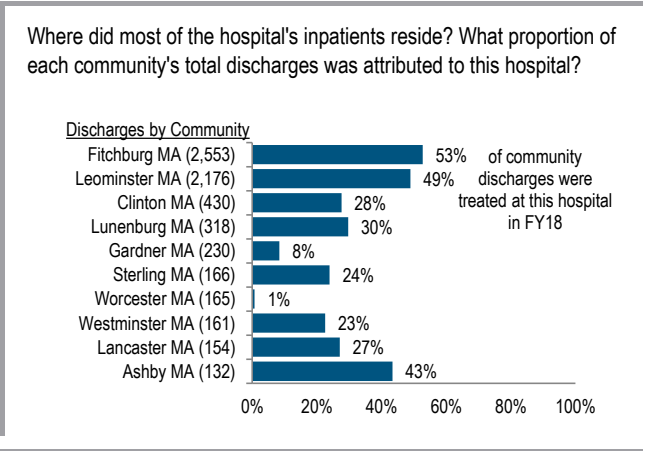
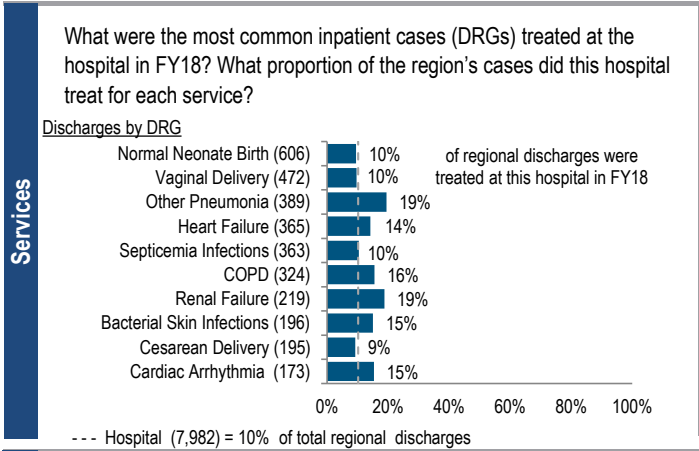


HealthAlliance-Clinton Hospital is a non-profit community-High Public Payer (HPP) hospital located in the Central Massachusetts region. It is a member of UMass Memorial Health Care. On October 1, 2017, HealthAlliance Hospital merged with Clinton Hospital to form HealthAlliance-Clinton Hospital. From FY14 to FY18, outpatient visits at HealthAlliance-Clinton Hospital increased by 14.3%, compared to its peer cohort median increase of 5.0%. Over the same period, outpatient revenue decreased for HealthAlliance-Clinton by 0.7%, compared to a median increase of 15.6% for its peer cohort. After reporting a profit in each year from FY14 through FY17, HealthAlliance-Clinton Hospital reported a loss of \$13.7M in FY18.

Overview / Size	
Hospital System Affiliation:	UMass Memorial Health Care
Hospital System Surplus (Loss) in FY18:	(\$19,297,000)
Change in Ownership (FY14-18):	Includes Clinton 10/1/17
Total Staffed Beds:	144, mid-size acute hospital
% Occupancy:	69.7%, > cohort avg. (67%)
Special Public Funding:	CHART [^] , ICB [°]
Trauma Center Designation:	Not Applicable
Case Mix Index:	0.98, > cohort avg. (0.93); < statewide (1.14)
Financial	
Inpatient NPSR per CMAD:	\$9,310
Change FY17-FY18:	50.9%
Inpatient:Outpatient Revenue in FY18:	31%:69%
Outpatient Revenue in FY18:	\$95,310,789
Change FY17-FY18:	-18.0%
Total Revenue in FY18:	\$203,452,000
Total Surplus (Loss) in FY18:	(\$13,656,000)
Payer Mix	
Public Payer Mix:	70.0% HPP Hospital
CY17 Commercial Statewide Relative Price:	0.83
Top 3 Commercial Payers:	Blue Cross Blue Shield of Massachusetts Network Health, LLC (Medicaid MCO) Tufts Associated HMO, Inc.
Utilization	
Inpatient Discharges in FY18:	7,982
Change FY17-FY18:	3.0%
Emergency Department Visits in FY18:	90,633
Change FY17-FY18:	15.1%
Outpatient Visits in FY18:	120,621
Change FY17-FY18:	-6.6%
Quality	
Readmission Rate in FY18:	16.0%
Change FY14-FY18 (percentage points):	1.5
Early Elective Deliveries Rate:	4.5%



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

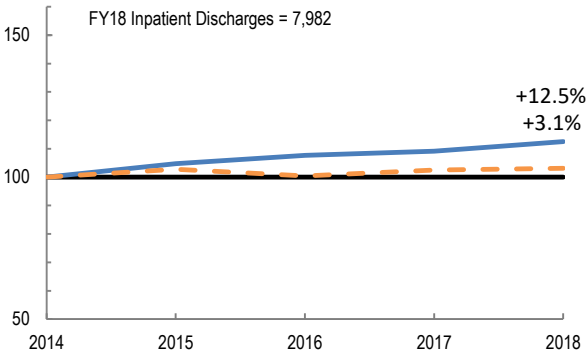
2018 HOSPITAL PROFILE: HEALTHALLIANCE-CLINTON HOSPITAL

Cohort: Community-High Public Payer Hospital

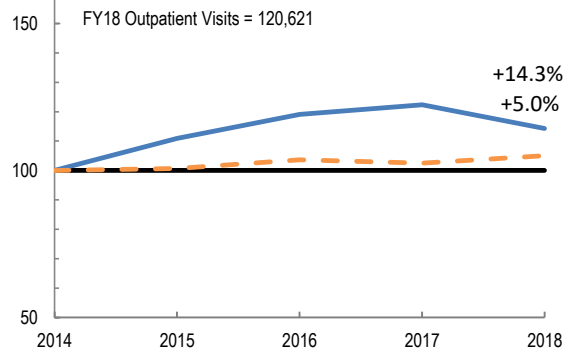


Utilization

How has the volume of the hospital's inpatient discharges changed compared to FY14, and how does this compare to the hospital's peer cohort median? (FY14=100)

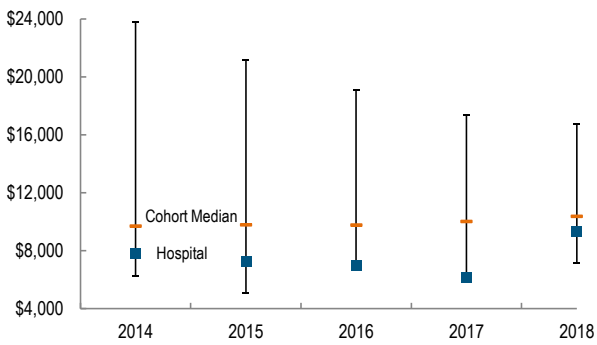


How has the volume of the hospital's outpatient visits changed compared to FY14, and how does this compare to the hospital's peer cohort median? (FY14=100)

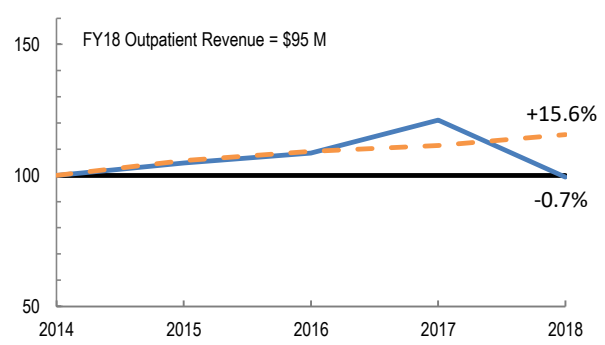


Patient Revenue Trends

What was the hospital's net inpatient service revenue per case mix adjusted discharge between FY14 and FY18, and how does this compare to the hospital's peer cohort median?



How has the hospital's total outpatient revenue changed compared to FY14, and how does this compare to the hospital's peer cohort median? (FY14=100)



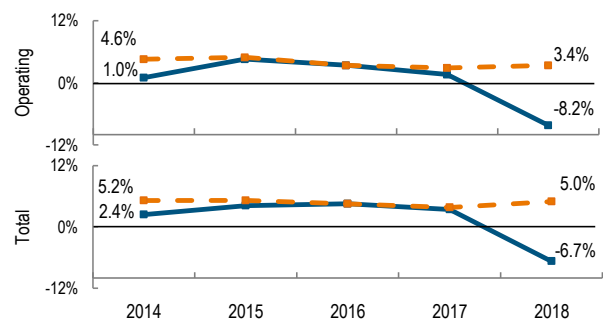
Financial Performance

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	\$ 161.3	\$ 168.0	\$ 181.0	\$ 188.4	\$ 200.5
Non-Operating Revenue	\$ 2.2	\$ (0.7)	\$ 2.0	\$ 3.5	\$ 3.0
Total Revenue	\$ 163.5	\$ 167.3	\$ 183.0	\$ 191.9	\$ 203.5
Total Costs	\$ 159.6	\$ 160.4	\$ 174.8	\$ 185.3	\$ 217.1
Total Profit (Loss)	\$ 3.9	\$ 7.0	\$ 8.2	\$ 6.6	\$ (13.7)

What were the hospital's total margin and operating margins between FY14 and FY18, 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).

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