LOWELL GENERAL HOSPITAL

2018 Hospital Profile

Lowell, MA

Community-High Public Payer Hospital
Northeastern Massachusetts

Lowell General Hospital 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. Lowell General Hospital is a member of Wellforce. Between FY14 and FY18, the volume of inpatient discharges at the hospital decreased by 0.8% compared to a median increase of 3.1% at cohort hospitals. Outpatient visits increased by 6.1% for the hospital between FY14 and FY18, compared to a median increase of 5.0% for its peer cohort. Lowell General reported a profit in each year of the five-year period. Its total margin was 4.8% as compared to the median total margin of 5.0% at peer cohort hospitals.

Overview / Size

Hospital System Affiliation: Wellforce Hospital System Surplus (Loss) in FY18: \$38.459.000 Change in Ownership (FY14-18): Wellforce - 2014 Total Staffed Beds: 355, among the larger acute hospitals 67.8%, > cohort avg. (67%) % Occupancy: Special Public Funding: CHART[^], HCIIⁿ, ICB^o Trauma Center Designation: Adult: Level 3 Case Mix Index: 0.92, < cohort avg. (0.93); < statewide (1.14)

Financial

Inpatient NPSR per CMAD:	\$11,435
Change FY17-FY18:	-0.6%
Inpatient:Outpatient Revenue in FY18:	34%:66%
Outpatient Revenue in FY18:	\$226,241,077
Change FY17-FY18:	5.3%
Total Revenue in FY18:	\$480,315,000
Total Surplus (Loss) in FY18:	\$23,178,000

Payer Mix

Public Payer Mix: 65.7% HPP Hospital
CY17 Commercial Statewide Relative Price: 0.79
Top 3 Commercial Payers: Blue Cross Blue Shield of Massachusetts
Tufts Associated HMO, Inc.
Harvard Pilgrim Health Care

Utilization

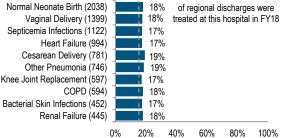
Inpatient Discharges in FY18:	21,586
Change FY17-FY18:	-2.5%
Emergency Department Visits in FY18:	99,225
Change FY17-FY18:	0.7%
Outpatient Visits in FY18:	198,693
Change FY17-FY18:	-0.8%
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Quality

Readmission Rate in FY18:	15.6%
Change FY14-FY18 (percentage points):	0.6
Early Elective Deliveries Rate:	0.2%

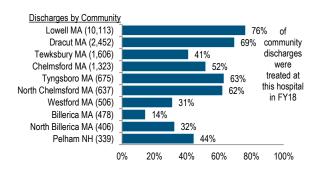
What were the most common inpatient cases (DRGs) treated at the hospital in FY18? What proportion of the region's cases did this hospital treat for each service?



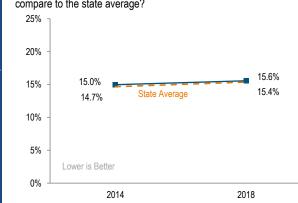


--- Hospital (21,586) = 15% of total regional discharges

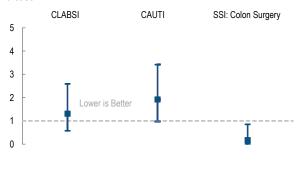
Where did most of the hospital's inpatients reside? What proportion of each community's total discharges was attributed to this hospital?



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?



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.

2018 HOSPITAL PROFILE: LOWELL GENERAL HOSPITAL

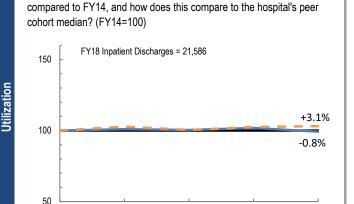
How has the volume of the hospital's inpatient discharges changed

Cohort: Community-High Public Payer Hospital

2014

Patient Revenue Trends



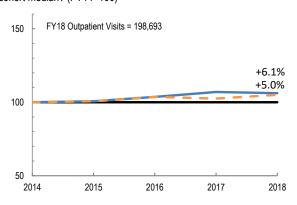


2016

2017

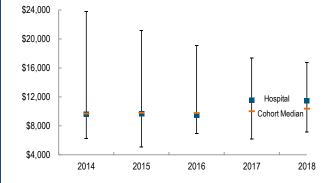
2018

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)

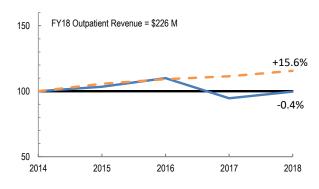


What was the hospital's net inpatient service revenue per case mix adjusted discharge between FY14 and FY18, and how does this compare to the hospital's peer cohort median?

2015



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)

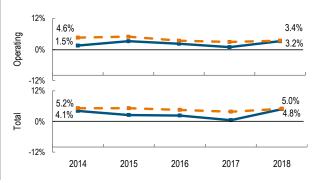


How have the hospital's total revenue and costs changed between FY14 and FY18?

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

FY	2014	2015	2016	2017	2018
Operating Revenue	\$ 415.6	\$ 430.2	\$ 441.4	\$ 451.8	\$ 472.6
Non-Operating Revenue	\$ 11.2	\$ (2.9)	\$ 0.8	\$ (1.8)	\$ 7.7
Total Revenue	\$ 426.8	\$ 427.4	\$ 442.1	\$ 449.9	\$ 480.3
Total Costs	\$ 409.2	\$ 416.7	\$ 431.8	\$ 447.6	\$ 457.1
Total Profit (Loss)	\$ 17.6	\$ 10.7	\$ 10.4	\$ 2.3	\$ 23.2

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).

 $[\]eta \ \text{For more information on Health Care Innovation Investment Program (HCII) special funding, please contact the Health Policy Commission (HPC).}$