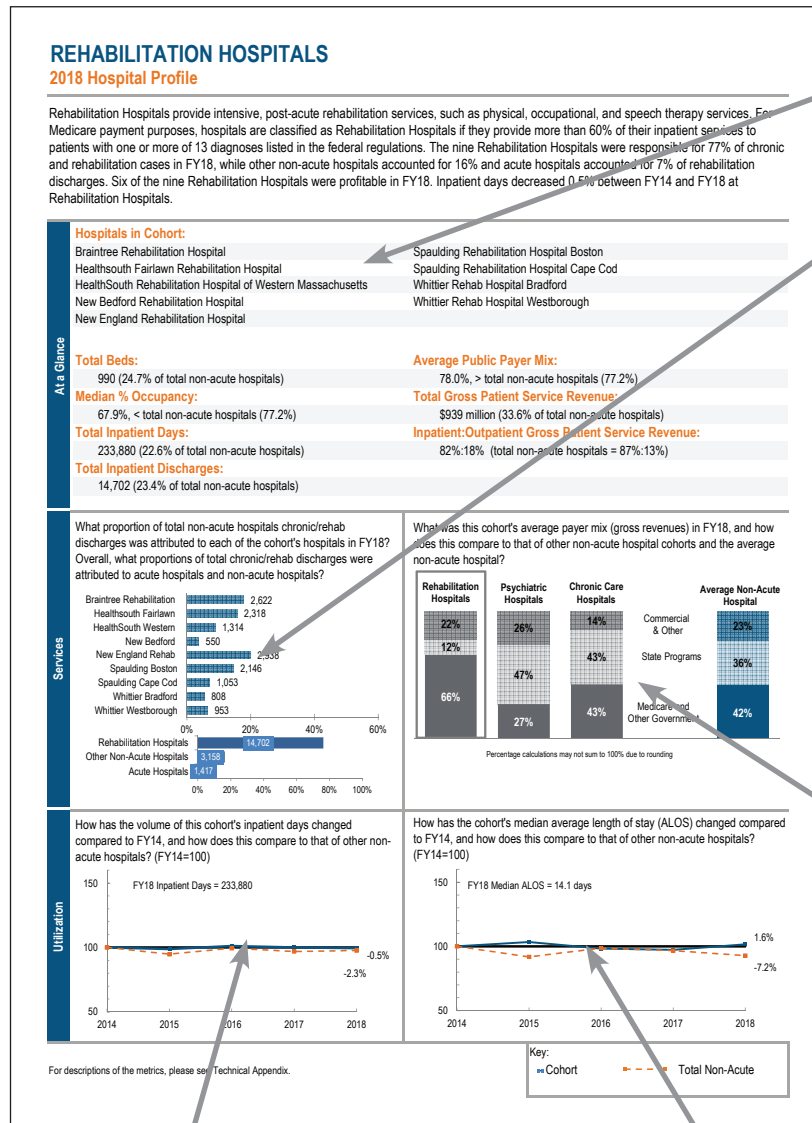


HOW TO READ NON-ACUTE HOSPITAL COHORT PROFILES – FISCAL YEAR 2018

This sheet provides a brief introduction to the metrics on the non-acute hospital cohort-level profiles. Definitions and notes on all metrics are available in the [technical appendix](#).



List of hospitals in cohort

Inpatient cases

Each cohort hospital's proportion of cohort-type discharges statewide (e.g., rehabilitation hospital's proportion of total chronic and rehabilitation discharges) for FY18 are displayed in the top graph. Note that some cohort hospitals treat other types of cases as well.

The bottom graph shows the cohort hospitals' total number of discharges for the cohort type, and compares it to the number of discharges of that type that come from other non-acute hospitals and from acute hospitals.

Payer mix

The cohort's average share of business from federal, state, and commercial payers is outlined. The average payer mix for all non-acute hospitals and for each of the other non-acute hospital cohorts is shown for comparison.

Change in volume of inpatient days

Change in the median of the cohort hospitals' average length of stay

HOW TO READ NON-ACUTE HOSPITAL COHORT PROFILES – FISCAL YEAR 2018

Utilization, cost, revenue, and financial data from FY14 to FY18 is presented for each hospital in the given non-acute hospital cohort in the tables below.

REHABILITATION HOSPITALS 2018 Hospital Profile

| Utilization Trends | Volume of Inpatient Days | | | | | |
|--------------------------|--------------------------|--------|--------|--------|--------|--|
| | FY14 | FY15 | FY16 | FY17 | FY18 | |
| Braintree Rehabilitation | 30,803 | 28,600 | 29,804 | 33,351 | 34,444 | |
| HealthSouth Fairlawn | 32,121 | 31,226 | 31,470 | 28,820 | 27,718 | |
| HealthSouth Western | 17,062 | 17,226 | 17,229 | 17,274 | 17,287 | |
| New Bedford | 26,807 | 25,593 | 26,182 | 22,168 | 21,586 | |
| New England Rehab | 30,526 | 31,144 | 31,404 | 38,807 | 39,055 | |
| Spaulding Boston | 45,583 | 46,005 | 46,058 | 44,756 | 44,863 | |
| Spaulding Cape Cod | 15,851 | 15,667 | 15,576 | 14,631 | 14,876 | |
| Whittier Bradford | 18,552 | 18,069 | 16,867 | 17,666 | 17,063 | |
| Whittier Westborough | 17,767 | 18,696 | 17,090 | 17,682 | 16,988 | |

| Utilization Trends | Average Length of Stay (Days) | | | | | |
|--------------------------|-------------------------------|------|------|------|------|--|
| | FY14 | FY15 | FY16 | FY17 | FY18 | |
| Braintree Rehabilitation | 12.5 | 10.3 | 12.8 | 13.2 | 13.1 | |
| HealthSouth Fairlawn | 13.0 | 12.7 | 12.5 | 13.4 | 12.0 | |
| HealthSouth Western | 13.9 | 14.4 | 13.7 | 13.5 | 13.2 | |
| New Bedford | 42.7 | 42.7 | 44.1 | 44.6 | 39.3 | |
| New England Rehab | 12.1 | 12.3 | 13.6 | 13.4 | 13.3 | |
| Spaulding Boston | 20.3 | 19.5 | 20.1 | 20.4 | 20.9 | |
| Spaulding Cape Cod | 13.2 | 13.9 | 13.1 | 13.1 | 14.1 | |
| Whittier Bradford | 24.9 | 25.0 | 20.0 | 22.0 | 21.1 | |
| Whittier Westborough | 21.9 | 22.4 | 20.5 | 19.1 | 17.8 | |

| Utilization Trends | Volume of Outpatient Visits | | | | | |
|--------------------------|-----------------------------|---------|---------|---------|---------|--|
| | FY14 | FY15 | FY16 | FY17 | FY18 | |
| Braintree Rehabilitation | 91,137 | 84,661 | 69,374 | 58,668 | 47,217 | |
| HealthSouth Fairlawn | 12,599 | 9,180 | 9,425 | 8,573 | 8,398 | |
| HealthSouth Western | 13,227 | 11,678 | 11,472 | 10,564 | 9,333 | |
| New Bedford | 3,834 | 2,925 | 2,483 | 2,399 | 1,677 | |
| New England Rehab | 36,301 | 31,864 | 25,743 | 27,594 | 23,739 | |
| Spaulding Boston | 179,678 | 268,500 | 296,754 | 312,846 | 349,259 | |
| Spaulding Cape Cod | 104,630 | 111,381 | 112,457 | 112,597 | 118,759 | |
| Whittier Bradford | 40,235 | 39,678 | 38,786 | 44,088 | 43,713 | |
| Whittier Westborough | 12,186 | 11,625 | 15,792 | 15,781 | 16,180 | |

| Patient Revenue Trends | Net Inpatient Revenue per Patient Day | | | | | |
|--------------------------|---------------------------------------|---------|---------|---------|---------|--|
| | FY14 | FY15 | FY16 | FY17 | FY18 | |
| Braintree Rehabilitation | \$1,501 | \$1,462 | \$1,554 | \$1,617 | \$1,675 | |
| HealthSouth Fairlawn | \$1,370 | \$1,363 | \$1,460 | \$1,456 | \$1,593 | |
| HealthSouth Western | \$1,315 | \$1,316 | \$1,404 | \$1,479 | \$1,497 | |
| New Bedford | \$1,111 | \$1,103 | \$1,098 | \$1,129 | \$1,184 | |
| New England Rehab | \$1,466 | \$1,418 | \$1,587 | \$1,527 | \$1,585 | |
| Spaulding Boston | \$1,615 | \$1,701 | \$1,671 | \$1,710 | \$1,849 | |
| Spaulding Cape Cod | \$1,563 | \$1,667 | \$1,753 | \$1,810 | \$1,717 | |
| Whittier Bradford | \$1,272 | \$1,292 | \$1,259 | \$1,281 | \$1,401 | |
| Whittier Westborough | \$1,234 | \$1,246 | \$1,311 | \$1,271 | \$1,361 | |

| Patient Revenue Trends | Total Net Outpatient Revenue (in millions) | | | | | |
|--------------------------|--|--------|--------|--------|--------|--|
| | FY14 | FY15 | FY16 | FY17 | FY18 | |
| Braintree Rehabilitation | \$9.6 | \$8.8 | \$8.3 | \$5.7 | \$5.0 | |
| HealthSouth Fairlawn | \$0.9 | \$0.3 | \$0.7 | \$0.7 | \$0.7 | |
| HealthSouth Western | \$0.9 | \$0.9 | \$0.9 | \$0.8 | \$0.7 | |
| New Bedford | \$0.8 | \$0.5 | \$0.4 | \$0.3 | \$0.2 | |
| New England Rehab | \$3.1 | \$5.0 | \$2.2 | \$2.6 | \$2.2 | |
| Spaulding Boston | \$7.1 | \$30.1 | \$41.8 | \$42.9 | \$47.6 | |
| Spaulding Cape Cod | \$3.0 | \$14.7 | \$14.7 | \$15.5 | \$14.8 | |
| Whittier Bradford | \$5.3 | \$5.3 | \$6.0 | \$5.0 | \$5.3 | |
| Whittier Westborough | \$1.0 | \$1.4 | \$1.7 | \$1.5 | \$1.3 | |

| Financial Performance | Total Revenue, Cost, and Profit (Loss) in FY2018 | | | | | |
|--------------------------|--|---------------|---------|---------------|--------------|--|
| | Operating Revenue | Total Revenue | Costs | Income (Loss) | Total Margin | |
| Braintree Rehabilitation | \$63.0 | \$63.0 | \$48.0 | \$15.0 | 23.9% | |
| HealthSouth Fairlawn | \$45.1 | \$45.1 | \$34.0 | \$11.1 | 24.6% | |
| HealthSouth Western | \$26.7 | \$26.7 | \$22.3 | \$4.3 | 16.3% | |
| New Bedford | \$26.5 | \$26.5 | \$27.6 | -\$1.0 | -3.9% | |
| New England Rehab | \$64.2 | \$64.2 | \$51.3 | \$13.0 | 20.2% | |
| Spaulding Boston | \$145.7 | \$145.6 | \$166.2 | -\$20.6 | -14.2% | |
| Spaulding Cape Cod | \$41.0 | \$41.0 | \$44.9 | -\$3.9 | -9.5% | |
| Whittier Bradford | \$30.6 | \$30.6 | \$28.8 | \$1.8 | 5.8% | |
| Whittier Westborough | \$26.2 | \$26.2 | \$24.3 | \$2.0 | 7.5% | |

FY 2018 Massachusetts Hospital Profiles | January 2020

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Average length of stay

Volume of inpatient days

Inpatient revenue per day
(i.e., per capita)

Total outpatient visits

Total net outpatient revenue

Financial information
(FY18 only)