Beverly & Gloucester, MA

Community-High Public Payer Hospital
Northeastern Massachusetts

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 reported a profit in each of the last five years, including a profit of \$28.0M in FY18 and a total margin of 7.4%, higher than the 5.0% median for its peer cohort.

### Overview / Size

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Hospital System Affiliation	n:	Lahey Health System
Hospital System Surplus	(Loss) in FY18:	(\$13,194,627)
Change in Ownership (FY	<b>′14-18</b> ):	Not Applicable
Total Staffed Beds:	346, among	the larger acute hospitals
% Occupancy:	76	5.1%, > cohort avg. (67%)
Special Public Funding:		CHART <sup>A</sup> , HCII <sup>n</sup> , ICB°
Trauma Center Designation	on:	Adult: Level 3
Case Mix Index:	0.91, < cohort avg.	(0.93); < statewide (1.14)

#### **Financial**

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Inpatient NPSR per CMAD:	\$10,409
Change FY17-FY18:	3.8%
Inpatient:Outpatient Revenue in FY18:	36%:64%
Outpatient Revenue in FY18:	\$161,248,222
Change FY17-FY18:	6.2%
Total Revenue in FY18:	\$379,693,709
Total Surplus (Loss) in FY18:	\$27,958,080

#### **Payer Mix**

Public Payer Mix:	63.7% HPP Hospital
CY17 Commercial Statewide	e Relative Price: 0.85
Top 3 Commercial Payers:	Blue Cross Blue Shield of Massachusetts
	Tufts Associated HMO, Inc.
	Harvard Pilgrim Health Care

#### Utilization

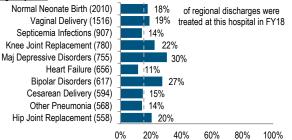
Inpatient Discharges in FY18:	21,055
Change FY17-FY18:	-2.3%
Emergency Department Visits in FY18:	63,314
Change FY17-FY18:	2.2%
Outpatient Visits in FY18:	162,900
Change FY17-FY18:	-4.1%
Quality	

## Quality

Readmission Rate in FY18:	15.8%
Change FY14-FY18 (percentage points):	0.0
Early Elective Deliveries Rate:	0.0%

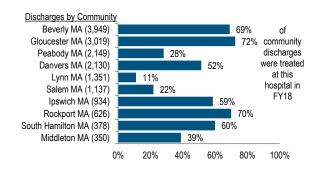
What were the most common inpatient cases (DRGs) treated at the hospital in FY18? What proportion of the region's cases did this hospital treat for each service?



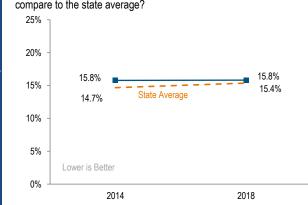


--- Hospital (21,055) = 15% of total regional discharges

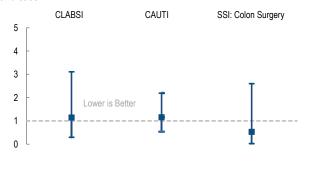
Where did most of the hospital's inpatients reside? What proportion of each community's total discharges was attributed to this hospital?



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?

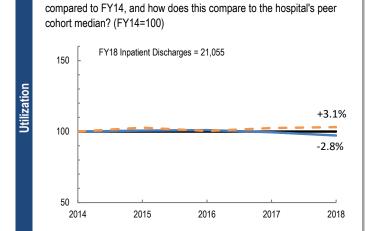


For descriptions of the metrics, please see the technical appendix.

# 2018 HOSPITAL PROFILE: NORTHEAST HOSPITAL

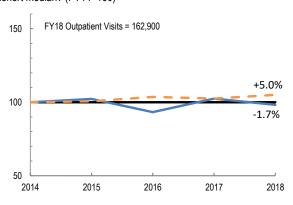
## Cohort: Community-High Public Payer Hospital



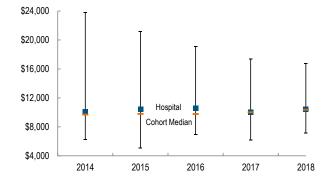


How has the volume of the hospital's inpatient discharges changed

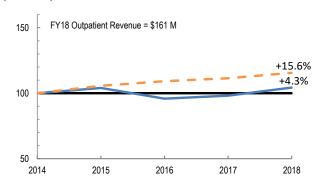
How has the volume of the hospital's outpatient visits changed compared to FY14, and how does this compare to the hospital's peer cohort median? (FY14=100)



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?



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)



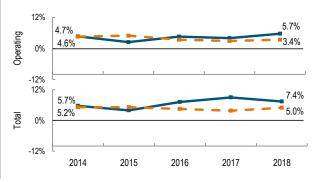
How have the hospital's total revenue and costs changed between FY14 and FY18?

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

Patient Revenue Trends

FY	2014	2015	2016	2017	2018
Operating Revenue	\$ 333.0	\$ 346.3	\$ 349.5	\$ 350.2	\$ 373.4
Non-Operating Revenue	\$ 3.5	\$ 5.2	\$ 9.4	\$ 18.5	\$ 6.3
Total Revenue	\$ 336.5	\$ 351.5	\$ 358.9	\$ 368.7	\$ 379.7
Total Costs	\$ 317.3	\$ 337.6	\$ 333.0	\$ 335.6	\$ 351.7
Total Profit (Loss)	\$ 19.2	\$ 13.9	\$ 25.9	\$ 33.1	\$ 28.0

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.

<sup>\*</sup> High Public Payer Hospitals (HPP) receive a minimum of 63% of gross patient service revenue from public payers.

<sup>°</sup> For more information on Infrastructure and Capacity Building (ICB) special funding, please contact the Massachusetts Executive Office of Health and Human Services (EOHHS).

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

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