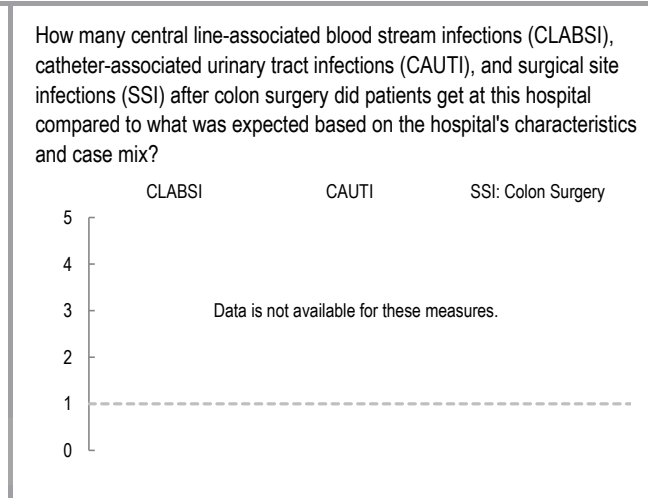
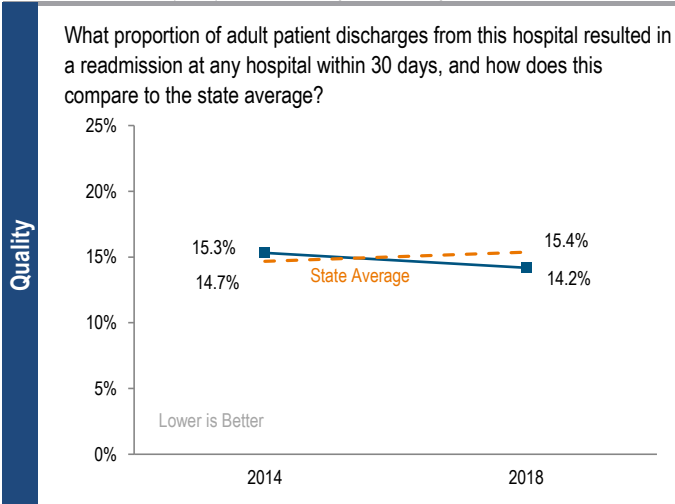
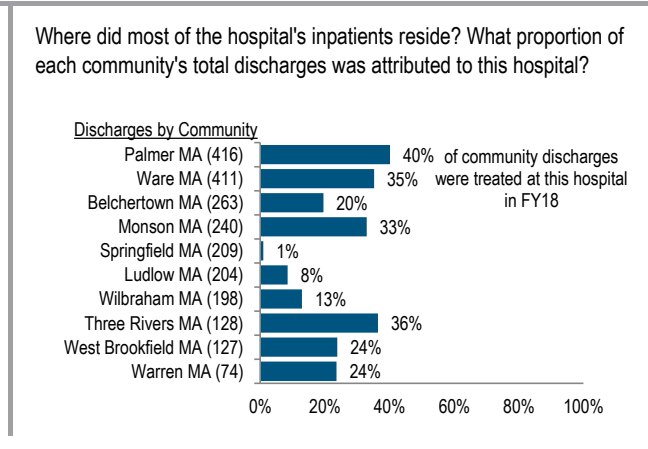
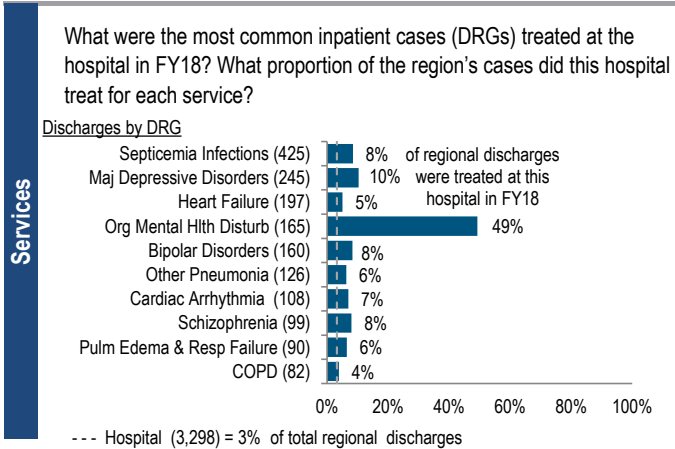


Baystate Wing Hospital is a non-profit community-High Public Payer (HPP) hospital located in the Western Massachusetts region. Baystate Mary Lane Hospital merged with Baystate Wing Hospital effective September 10, 2016. Between FY14 and FY18, the volume of inpatient discharges at the hospital increased by 8.2% compared to a median increase of 3.1% at cohort hospitals. Outpatient visits decreased 26.3% for the hospital between FY14 and FY18, compared to a median increase of 5.0% for its peer cohort. Baystate Wing Hospital reported a loss in each of the last four years, including a loss of \$4.4M in FY18 and a total margin of -5.1% compared to its peer cohort median of 5.0%.

Overview / Size	
Hospital System Affiliation:	Baystate Health
Hospital System Surplus (Loss) in FY18:	\$68,132,000
Change in Ownership (FY14-18):	Includes Mary Lane 9/10/16
Total Staffed Beds:	74, among the smaller acute hospitals
% Occupancy:	66.2%, < cohort avg. (67%)
Special Public Funding:	CHART [^] , ICB [°]
Trauma Center Designation:	Not Applicable
Case Mix Index:	0.99, > cohort avg. (0.93); < statewide (1.14)
Financial	
Inpatient NPSR per CMAD:	\$9,310
Change FY17-FY18:	18.1%
Inpatient:Outpatient Revenue in FY18:	28%:72%
Outpatient Revenue in FY18:	\$49,899,230
Change FY17-FY18:	-13.1%
Total Revenue in FY18:	\$86,053,000
Total Surplus (Loss) in FY18:	(\$4,399,000)
Payer Mix	
Public Payer Mix:	68.7% HPP Hospital
CY17 Commercial Statewide Relative Price:	0.84
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:	3,298
Change FY17-FY18:	5.5%
Emergency Department Visits in FY18:	29,486
Change FY17-FY18:	-6.6%
Outpatient Visits in FY18:	133,350
Change FY17-FY18:	-0.9%
Quality	
Readmission Rate in FY18:	14.2%
Change FY14-FY18 (percentage points):	-1.1
Early Elective Deliveries Rate:	Not Available



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

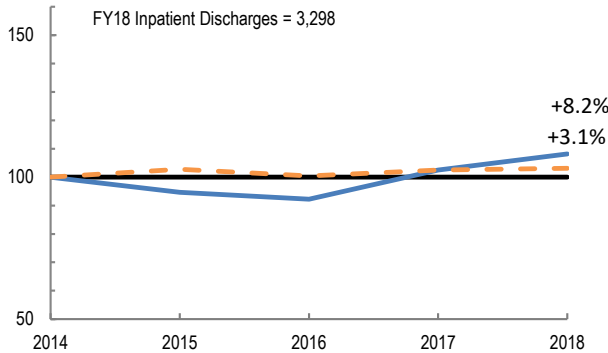
2018 HOSPITAL PROFILE: BAYSTATE WING HOSPITAL

Cohort: Community-High Public Payer Hospital

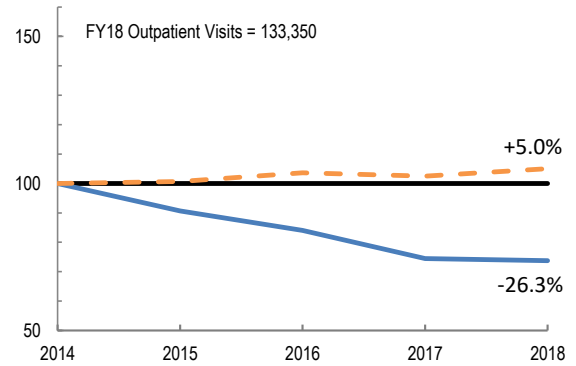


Utilization

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)

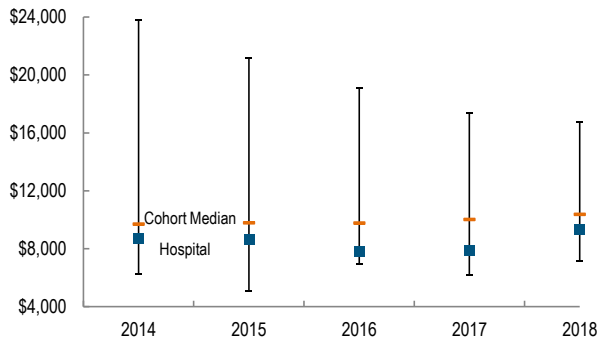


How has the volume of the hospital's outpatient visits changed compared to FY14, and how does this compare to the hospital's peer cohort median? (FY14=100)

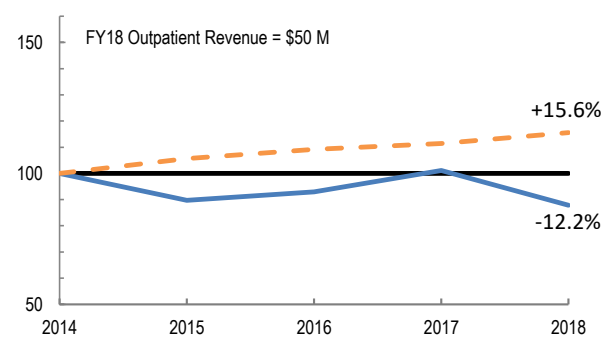


Patient Revenue Trends

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)



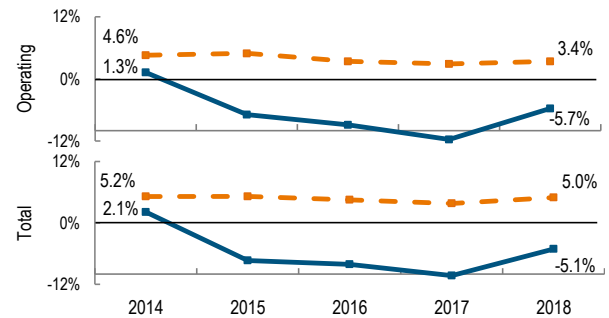
Financial Performance

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	\$ 87.4	\$ 74.6	\$ 75.7	\$ 86.4	\$ 85.6
Non-Operating Revenue	\$ 0.8	\$ (0.3)	\$ 0.6	\$ 1.2	\$ 0.5
Total Revenue	\$ 88.1	\$ 74.2	\$ 76.4	\$ 87.6	\$ 86.1
Total Costs	\$ 86.3	\$ 79.7	\$ 82.6	\$ 96.7	\$ 90.5
Total Profit (Loss)	\$ 1.9	\$ (5.4)	\$ (6.2)	\$ (9.1)	\$ (4.4)

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).