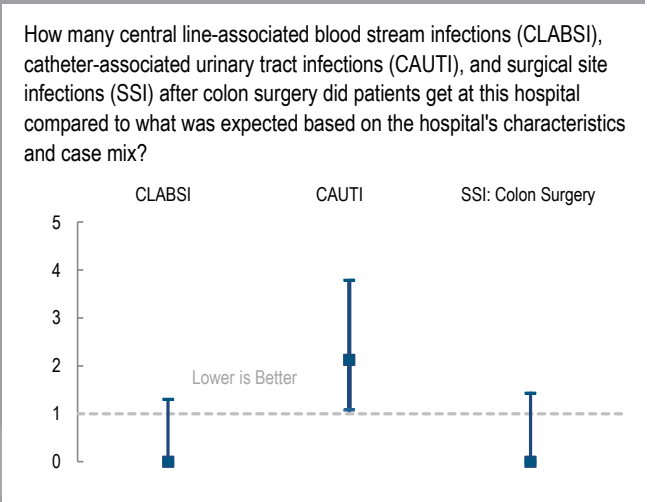
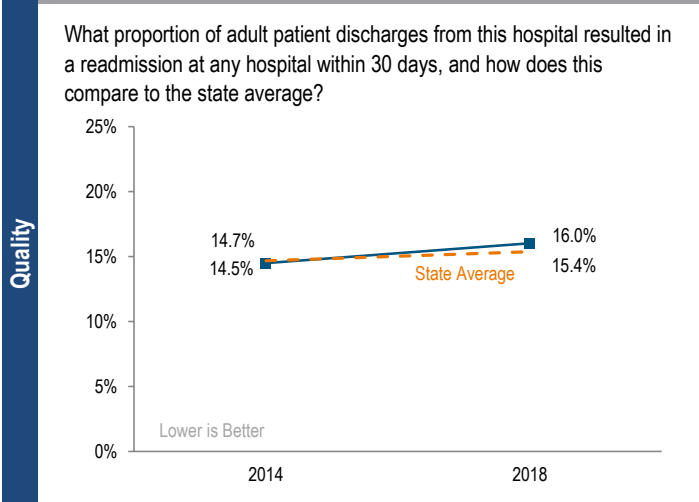
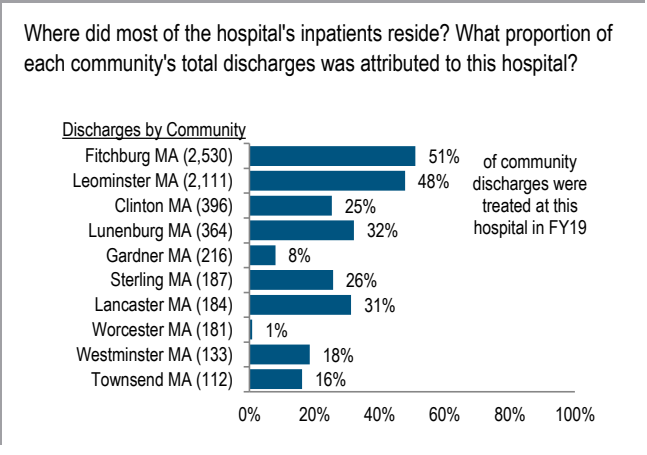
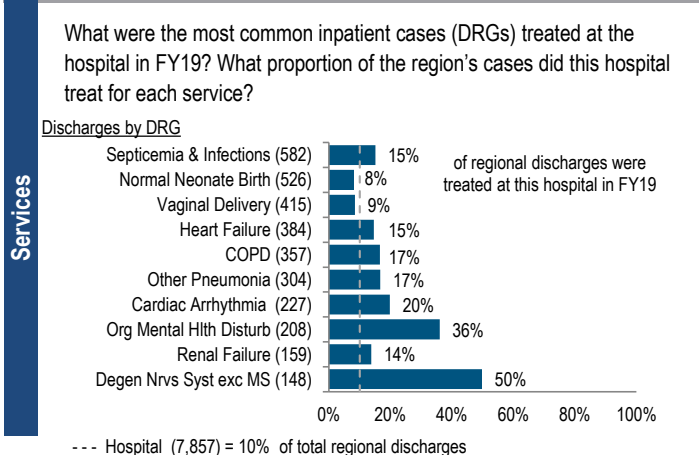


HealthAlliance Hospital is a non-profit community-High Public Payer (HPP) hospital located in the Central Massachusetts region. It is a member of UMass Memorial Health Care. On October 1, 2017, Health Alliance Hospital merged with Clinton Hospital to form Health Alliance-Clinton Hospital. From FY15 to FY19, outpatient visits at HealthAlliance Hospital decreased by 3.8%, compared to its peer cohort median increase of 2.1%. Over the same period, outpatient revenue increased for HealthAlliance by 4.1%, compared to a median increase of 14.2% for its peer cohort. After reporting a profit in each year from FY15 through FY17, HealthAlliance Hospital reported losses in FY18 and FY19.

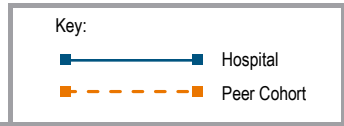
At a Glance	Overview / Size		Payer Mix	
	Hospital System Affiliation:	UMass Memorial Health Care	Public Payer Mix:	70.0% (HPP* Hospital)
	Hospital System Surplus (Deficit) in FY19:	\$216,685,000	CY18 Commercial Statewide Relative Price:	0.87
	Change in Ownership (FY15-19):	Includes Clinton 10/1/17	Top 3 Commercial Payers:	Blue Cross Blue Shield Fallon Tufts HMO
	Total Staffed Beds:	121, mid-size acute hospital		
	% Occupancy:	82.3%, > cohort avg. (66%)		
	Special Public Funding:	CHRTF°		
	Trauma Center Designation:	Not Applicable		
	Case Mix Index:	1.04, > cohort avg. (0.96); < statewide (1.16)		
		Financial		Utilization
Inpatient NPSR per CMAD:	\$8,157	Inpatient Discharges in FY19:	7,857	
Change FY18-FY19:	-12.4%	Change FY18-FY19:	-1.6%	
Inpatient:Outpatient Revenue in FY19:	31%:69%	Emergency Department Visits in FY19:	81,613	
Outpatient Revenue in FY19:	\$104,511,688	Change FY18-FY19:	-10.0%	
Change FY18-FY19:	9.7%	Outpatient Visits in FY19:	112,595	
Total Revenue in FY19:	\$205,276,000	Change FY18-FY19:	-6.7%	
Total Surplus (Deficit) in FY19:	-\$8,211,000			
		Quality		
		Readmission Rate in FY18:	16.0%	
		Change FY14-FY18 (percentage points):	1.5	
		Early Elective Deliveries Rate:	0.0%	



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

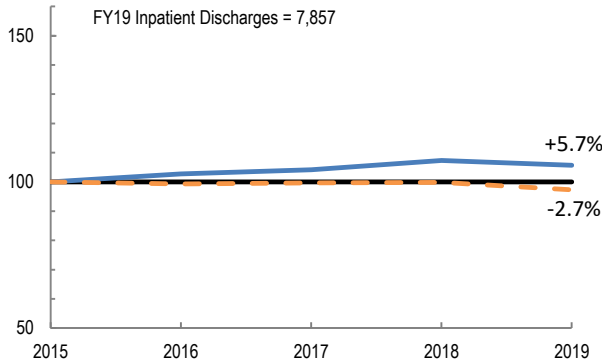
2019 HOSPITAL PROFILE: HEALTHALLIANCE-CLINTON HOSPITAL

Cohort: Community-High Public Payer Hospital

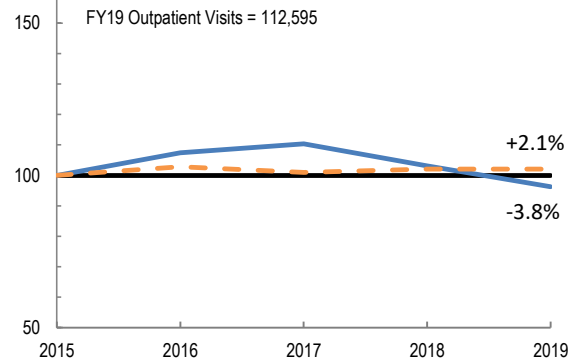


Utilization

How has the volume of the hospital's inpatient discharges changed compared to FY15, and how does this compare to the hospital's peer cohort median? (FY15=100)

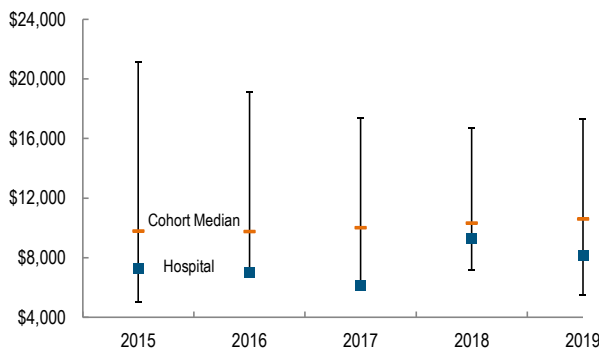


How has the volume of the hospital's outpatient visits changed compared to FY15, and how does this compare to the hospital's peer cohort median? (FY15=100)

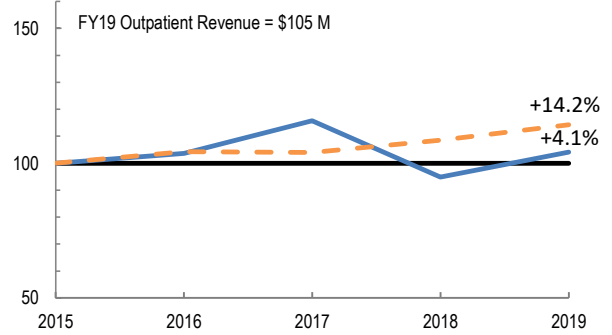


Patient Revenue Trends

What was the hospital's net inpatient service revenue per case mix adjusted discharge between FY15 and FY19, and how does this compare to the hospital's peer cohort median?



How has the hospital's net outpatient revenue changed compared to FY15, and how does this compare to the hospital's peer cohort median? (FY15=100)



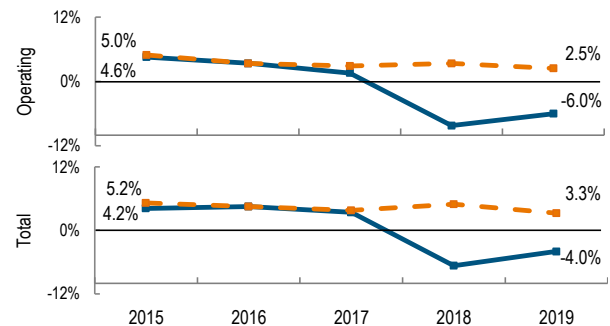
Financial Performance

How have the hospital's total revenue and costs changed between FY15 and FY19?

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

FY	2015	2016	2017	2018	2019
Operating Revenue	\$ 168.0	\$ 181.0	\$ 188.4	\$ 200.5	\$ 201.3
Non-Operating Revenue	\$ (0.7)	\$ 2.0	\$ 3.5	\$ 3.0	\$ 4.0
Total Revenue	\$ 167.3	\$ 183.0	\$ 191.9	\$ 203.5	\$ 205.3
Total Costs	\$ 160.4	\$ 174.8	\$ 185.3	\$ 217.1	\$ 213.5
Total Profit (Loss)	\$ 7.0	\$ 8.2	\$ 6.6	\$ (13.7)	\$ (8.2)

What were the hospital's total margin and operating margins between FY15 and FY19, 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 Community Hospital Reinvestment Trust Fund (CHRTF) special funding, please contact the Massachusetts Executive Office of Health and Human Services (EOHHS).