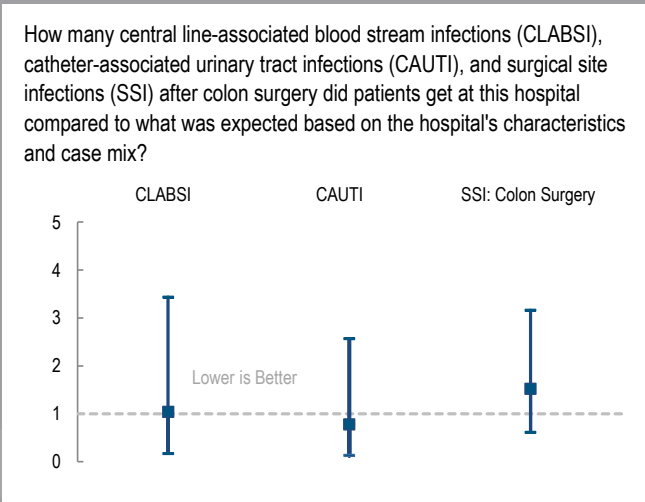
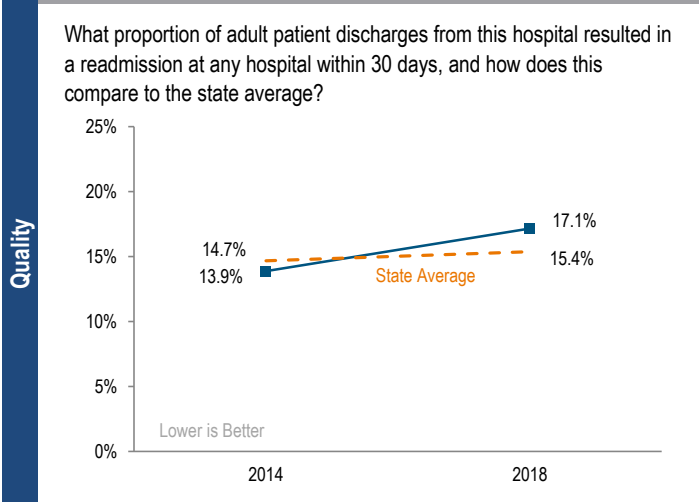
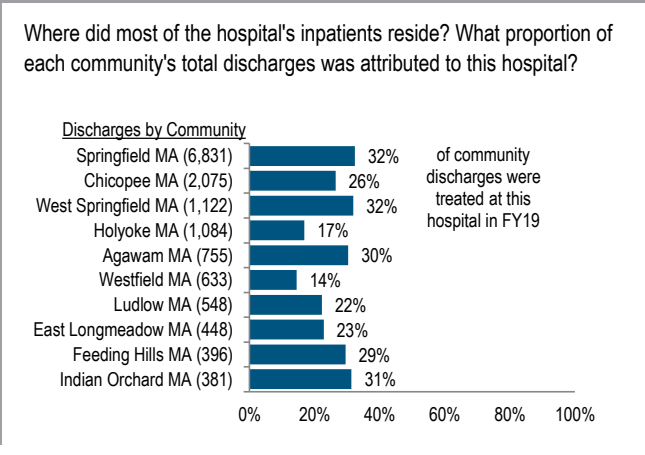
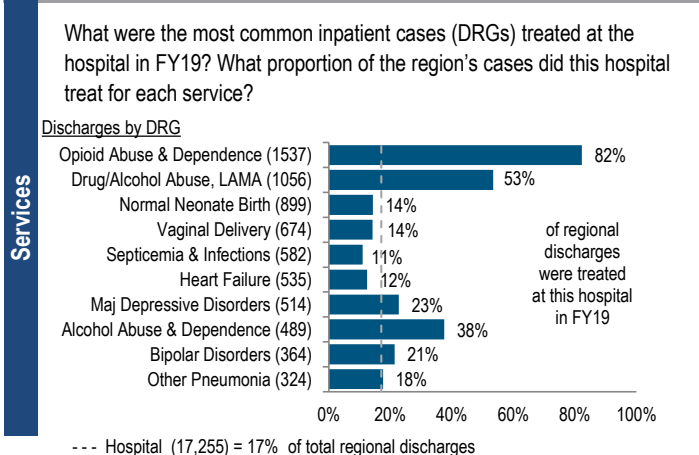


Mercy Medical Center is a large, non-profit community-High Public Payer (HPP) hospital located in the Western Massachusetts region. Between FY15 and FY19, the volume of inpatient discharges at the hospital increased by 9.3% compared to a median decrease of 2.7% at cohort hospitals. Outpatient visits increased by 2.1% for the hospital between FY15 and FY19, matching the median increase for its peer cohort. The hospital reported losses of \$12.6M in FY18 and \$13.3M FY19. Its FY19 total margin was -4.2% compared to a median total margin of 3.3% at peer cohort hospitals.

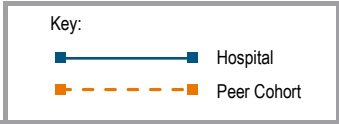
<b>At a Glance</b>	<b>Overview / Size</b>		<b>Payer Mix</b>	
	Hospital System Affiliation:	Trinity Health	Public Payer Mix:	77.2% (HPP* Hospital)
	Hospital System Surplus (Deficit) in FY19:	\$785,971,205	CY18 Commercial Statewide Relative Price:	0.79
	Change in Ownership (FY15-19):	Not Applicable	Top 3 Commercial Payers:	Health New England Blue Cross Blue Shield Cigna East
	Total Staffed Beds:	395, 10th largest acute hospital		
	% Occupancy:	53.5%, < cohort avg. (66%)		
	Special Public Funding:	HCI <sup>1</sup> , CHRTF <sup>2</sup>		
	Trauma Center Designation:	Not Applicable		
	Case Mix Index:	0.94, < cohort avg. (0.96); < statewide (1.16)		
	<b>Financial</b>		<b>Utilization</b>	
Inpatient NPSR per CMAD:	\$9,703	Inpatient Discharges in FY19:	17,255	
Change FY18-FY19:	-0.3%	Change FY18-FY19:	2.4%	
Inpatient:Outpatient Revenue in FY19:	44%:56%	Emergency Department Visits in FY19:	67,154	
Change FY18-FY19:	-0.3%	Change FY18-FY19:	-3.1%	
Outpatient Revenue in FY19:	\$143,541,267	Outpatient Visits in FY19:	217,586	
Change FY18-FY19:	6.2%	Change FY18-FY19:	-4.2%	
Total Revenue in FY19:	\$318,208,849	<b>Quality</b>		
Total Surplus (Deficit) in FY19:	-\$13,312,791	Readmission Rate in FY18:	17.1%	
		Change FY14-FY18 (percentage points):	3.3	
		Early Elective Deliveries Rate:	0.0%	



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

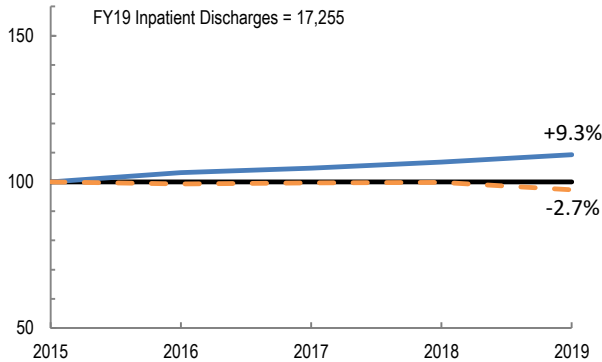
# 2019 HOSPITAL PROFILE: MERCY MEDICAL CENTER

Cohort: Community-High Public Payer Hospital

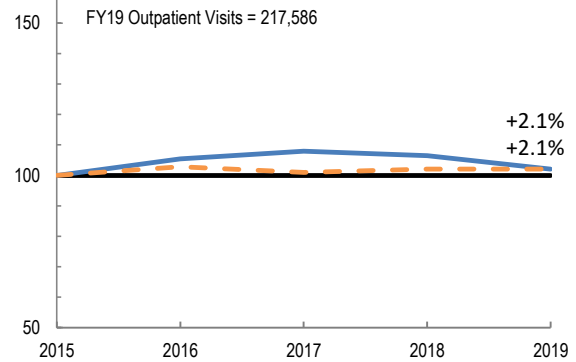


## Utilization

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)

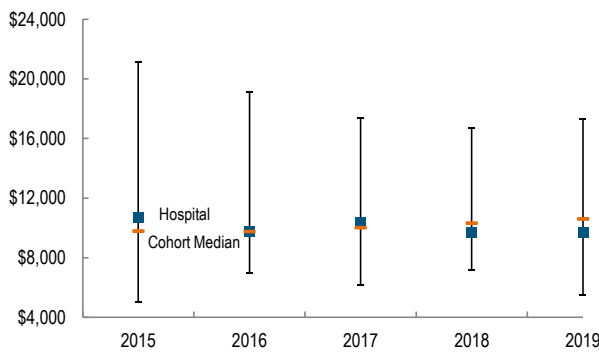


How has the volume of the hospital's outpatient visits changed compared to FY15, and how does this compare to the hospital's peer cohort median? (FY15=100)

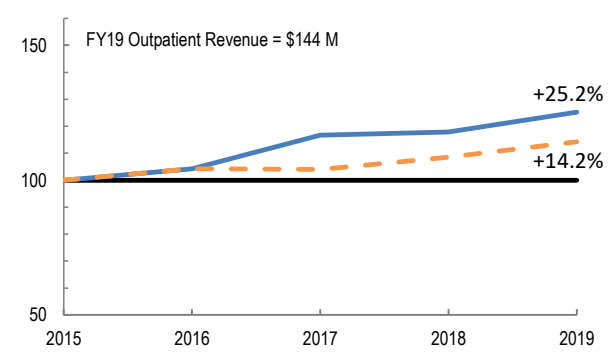


## Patient Revenue Trends

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)



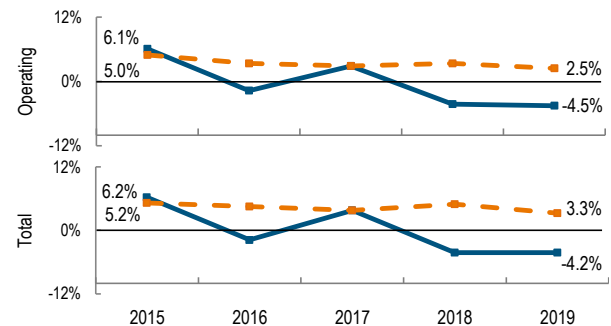
## Financial Performance

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
<b>Operating Revenue</b>	\$ 272.8	\$ 264.4	\$ 295.1	\$ 300.1	\$ 317.1
<b>Non-Operating Revenue</b>	\$ 0.3	\$ (0.3)	\$ 2.7	\$ 0.1	\$ 1.1
<b>Total Revenue</b>	\$ 273.1	\$ 264.1	\$ 297.8	\$ 300.2	\$ 318.2
<b>Total Costs</b>	\$ 256.0	\$ 268.9	\$ 286.5	\$ 312.8	\$ 331.5
<b>Total Profit (Loss)</b>	\$ 17.0	\$ (4.8)	\$ 11.3	\$ (12.6)	\$ (13.3)

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.

θ For more information on Community Hospital Reinvestment Trust Fund (CHRTF) special funding, please contact the Massachusetts Executive Office of Health and Human Services (EOHHS).

η For more information on Health Care Innovation Investment Program (HCII) special funding, please contact the Health Policy Commission (HPC).