Beverly & Gloucester, MA
Community-High Public Payer Hospital
Northeastern Massachusetts

Northeast Hospital, which includes the 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 Beth Israel Lahey Health. Between FY15 and FY19, outpatient visits increased by 3.9%, compared to a median increase of 2.1% for its peer cohort. Northeast Hospital reported a profit in each of the last five years, including a profit of \$19.9M in FY19 and a total margin of 8.6%, higher than the 3.3% median for its peer cohort.

Overview / Size

Hospital System Affiliation:

Hospital System Surplus (Deficit) in FY19:

Change in Ownership (FY15-19):

Beth Israel Lahey Health 3/1/19

Total Staffed Beds:

344, among the larger acute hospitals

Cocupancy:

76.9%, > cohort avg. (66%)

Special Public Funding:

HCII¹, CHRTF°

Trauma Center Designation:

Adult: Level 3

Trauma Center Designation: Adult: Level 3

Case Mix Index: 0.93, < cohort avg. (0.96); < statewide (1.16)

Financial

 Inpatient NPSR per CMAD:
 \$10,637

 Change FY18-FY19:
 2.2%

 Inpatient:Outpatient Revenue in FY19:
 35%:65%

 Outpatient Revenue in FY19:
 \$173,019,189

 Change FY18-FY19:
 7.3%

 Total Revenue in FY19:
 \$231,413,000

 Total Surplus (Deficit) in FY19:
 \$19,895,000

Payer Mix

Public Payer Mix: 63.7% (HPP* Hospital)
CY18 Commercial Statewide Relative Price: 0.86
Top 3 Commercial Payers: Blue Cross Blue Shield
Harvard Pilgrim
Tufts HMO

Utilization

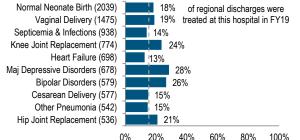
Inpatient Discharges in FY19:	21,087
Change FY18-FY19:	0.2%
Emergency Department Visits in FY19:	61,530
Change FY18-FY19:	-2.8%
Outpatient Visits in FY19:	478,015
Change FY18-FY19:	-0.3%

Quality

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

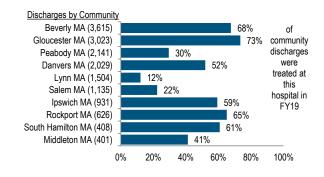
What were the most common inpatient cases (DRGs) treated at the hospital in FY19? What proportion of the region's cases did this hospital treat for each service?

Discharges by DRG

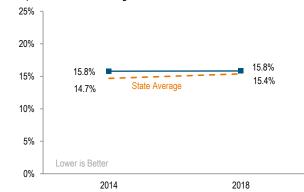


--- Hospital (21,087) = 15% of total regional discharges

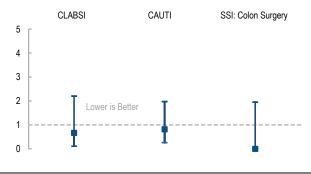
Where did most of the hospital's inpatients reside? What proportion of each community's total discharges was attributed to this hospital?



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?



2019 HOSPITAL PROFILE: NORTHEAST HOSPITAL

Cohort: Community-High Public Payer Hospital



cohort median? (FY15=100)

FY19 Inpatient Discharges = 21,087

-2.7%
-3.3%

2017

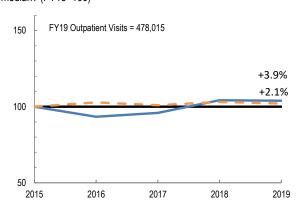
2018

2019

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

compared to FY15, and how does this compare to the hospital's peer

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

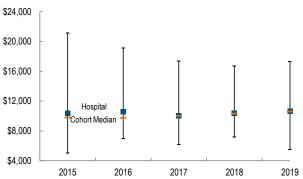
50

2015

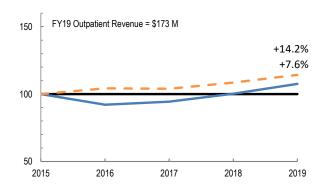
Utilization

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?

2016



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)



and FY

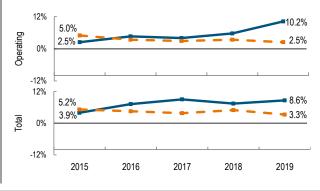
Financial Performance

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	\$ 346.3	\$ 349.5	\$ 350.2	\$ 373.4	\$ 235.2
Non-Operating Revenue	\$ 5.2	\$ 9.4	\$ 18.5	\$ 6.3	\$ (3.8)
Total Revenue	\$ 351.5	\$ 358.9	\$ 368.7	\$ 379.7	\$ 231.4
Total Costs	\$ 337.6	\$ 333.0	\$ 335.6	\$ 351.7	\$ 211.5
Total Profit (Loss)	\$ 13.9	\$ 25.9	\$ 33.1	\$ 28.0	\$ 19.9

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.

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).

^{*} High Public Payer Hospitals (HPP) receive a minimum of 63% of gross patient service revenue from public payers.

^{**} FY19 data reflects the seven months of data after the merger to Beth Israel Lahey Health.