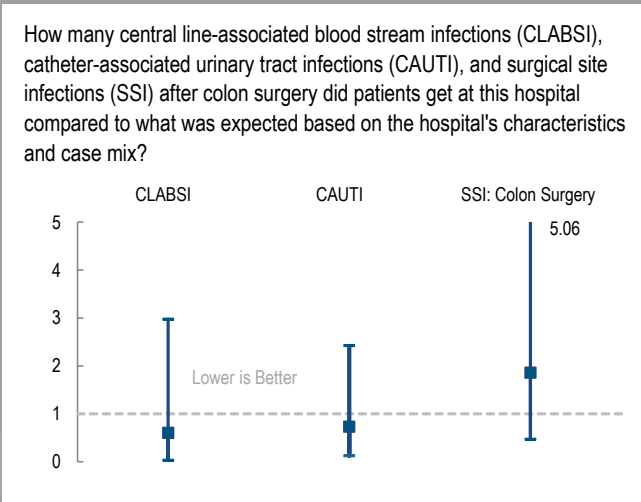
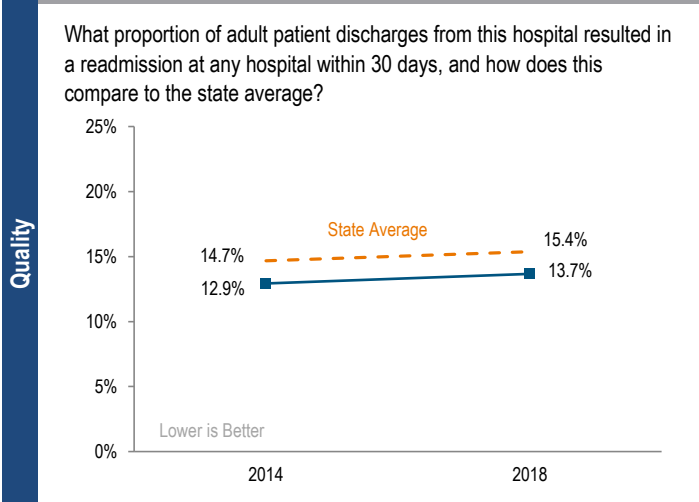
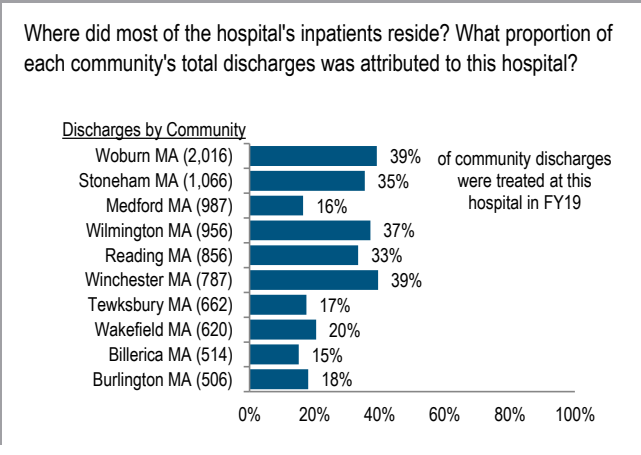
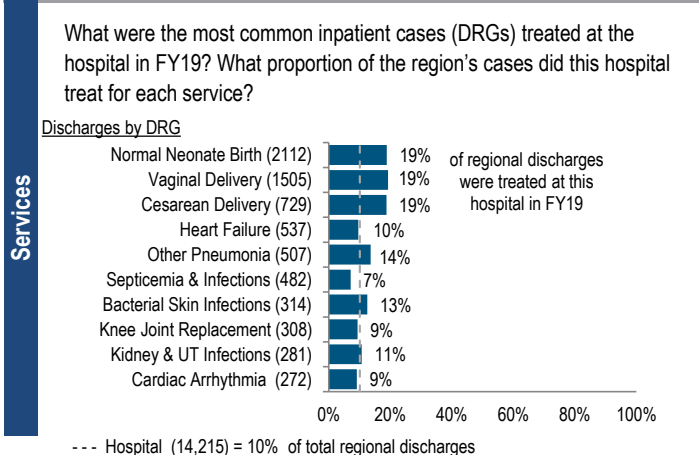


Winchester Hospital is a mid-size, non-profit community hospital located in the Northeastern Massachusetts region. It is a member of Beth Israel Lahey Health. Between FY15 and FY19, the volume of inpatient discharges at the hospital increased by 11.5% compared to a median increase of 7.9% at cohort hospitals. Outpatient visits increased 16.7% for the hospital between FY15 and FY19, compared to a median increase of 8.8% for its peer cohort. Winchester Hospital reported a profit of \$8.8M in FY19 and a total margin of 5.1% compared to its peer cohort median total margin of 5.6%.

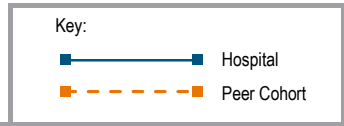
At a Glance	Overview / Size		Payer Mix	
	Hospital System Affiliation:	Beth Israel Lahey Health	Public Payer Mix:	44.7% (Non-HPP* Hospital)
	Hospital System Surplus (Deficit) in FY19:	\$102,634,000	CY18 Commercial Statewide Relative Price:	0.89
	Change in Ownership (FY15-19):	Beth Israel Lahey Health 3/1/19	Top 3 Commercial Payers:	Blue Cross Blue Shield Harvard Pilgrim Tufts HMO
	Total Staffed Beds:	220, mid-size acute hospital		
	% Occupancy:	59.7%, = cohort avg. (60%)		
	Special Public Funding:	CHRTF°		
	Trauma Center Designation:	Not Applicable		
	Case Mix Index:	0.79, < cohort avg. (0.87); < statewide (1.16)		
		Financial		Utilization
Inpatient NPSR per CMAD:	\$11,160	Inpatient Discharges in FY19:	14,215	
Change FY18-FY19:	3.1%	Change FY18-FY19:	8.5%	
Inpatient:Outpatient Revenue in FY19:	31%:69%	Emergency Department Visits in FY19:	46,519	
Outpatient Revenue in FY19:	\$148,201,952	Change FY18-FY19:	2.6%	
Change FY18-FY19:	2.7%	Outpatient Visits in FY19:	276,753	
Total Revenue in FY19:	\$171,515,000	Change FY18-FY19:	9.9%	
Total Surplus (Deficit) in FY19:	\$8,774,000			
		Quality		
		Readmission Rate in FY18:	13.7%	
		Change FY14-FY18 (percentage points):	0.7	
		Early Elective Deliveries Rate:	0.0%	



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

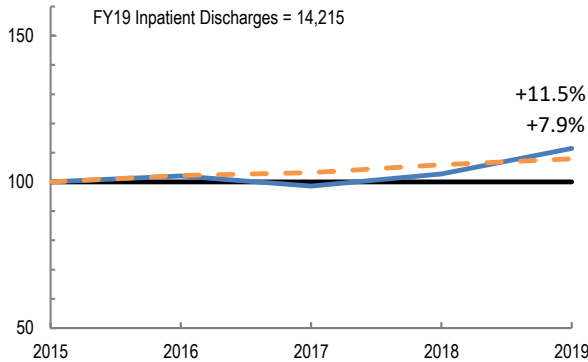
2019 HOSPITAL PROFILE: WINCHESTER HOSPITAL

Cohort: Community Hospital

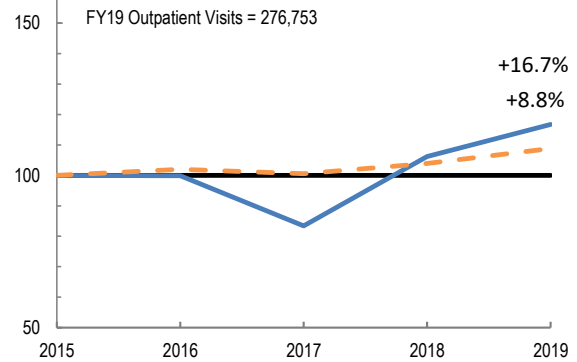


Utilization

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)

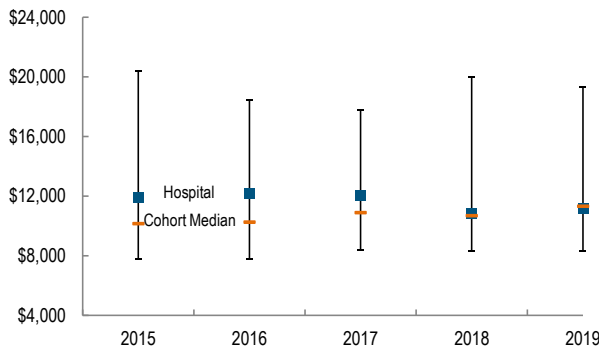


How has the volume of the hospital's outpatient visits changed compared to FY15, and how does this compare to the hospital's peer cohort median? (FY15=100)

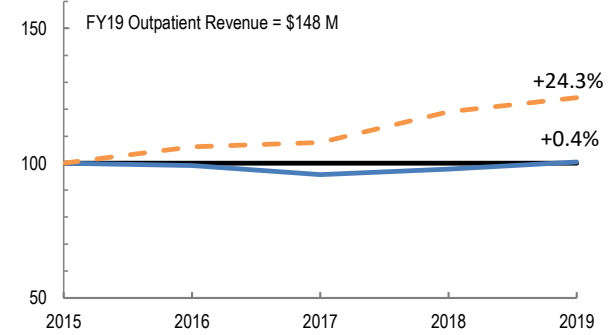


Patient Revenue Trends

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)



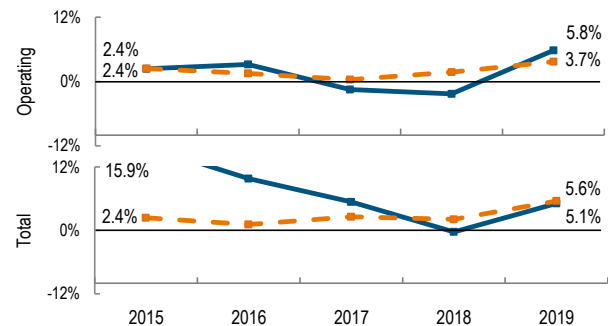
Financial Performance

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	\$ 273.9	\$ 281.5	\$ 273.5	\$ 270.3	\$ 172.6
Non-Operating Revenue	\$ 42.7	\$ 19.9	\$ 20.3	\$ 5.5	\$ (1.1)
Total Revenue	\$ 316.6	\$ 301.4	\$ 293.9	\$ 275.8	\$ 171.5
Total Costs	\$ 266.3	\$ 271.9	\$ 277.9	\$ 276.7	\$ 162.7
Total Profit (Loss)	\$ 50.3	\$ 29.5	\$ 16.0	\$ (0.9)	\$ 8.8

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).

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