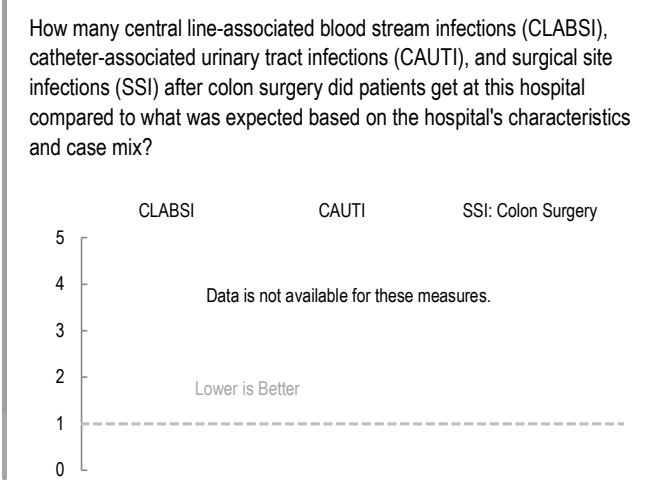
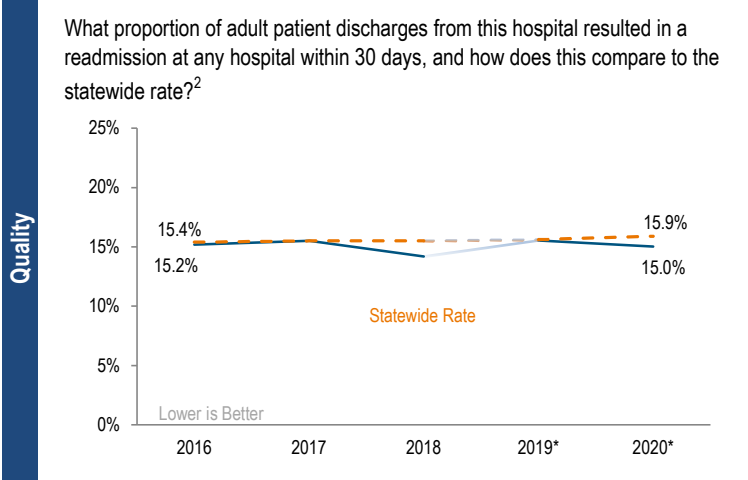
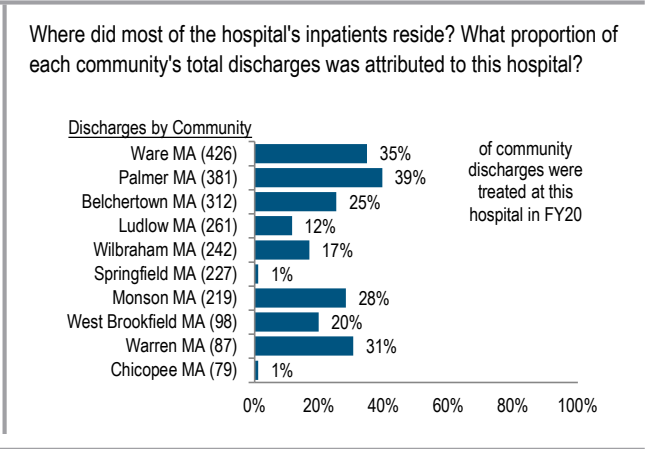
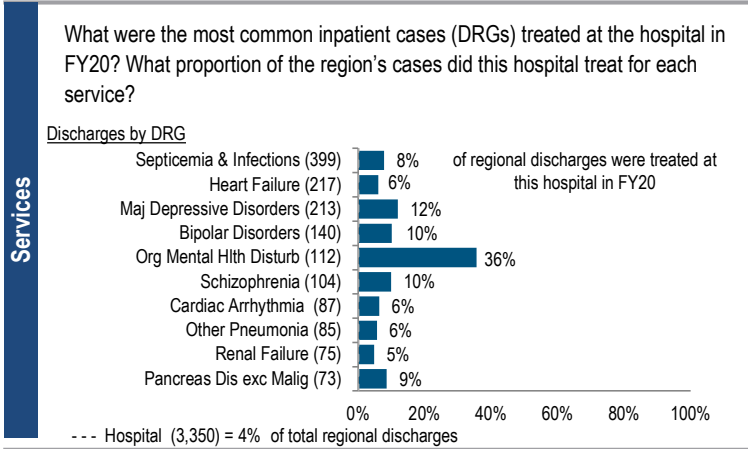


Baystate Wing Hospital is a non-profit community-High Public Payer (HPP) hospital located in the Western Massachusetts region. Between FY16 and FY20, the volume of inpatient discharges at the hospital increased by 19.1% compared to a median decrease of 7.6% at cohort hospitals. Outpatient visits decreased 24.8% for the hospital between FY16 and FY20, compared to a median decrease of 15.2% for its peer cohort. Baystate Wing Hospital has reported a loss in each of the last five years, including a loss of \$7.3 million in FY20, and a total margin of -8.4% compared to its peer cohort median of 4.0%.

<b>At a Glance</b>	<b>Overview / Size</b>		<b>Payer Mix</b>	
	Hospital System Affiliation:	Baystate Health	Public Payer Mix <sup>1</sup> :	69.0% HPP Hospital
	Hospital System Surplus (Deficit) in FY20:	\$44,236,000	CY19 Commercial Statewide Relative Price:	0.773
	Change in Ownership (FY16-20):	Includes Mary Lane 9/10/16	Top 3 Commercial Payers:	Blue Cross Blue Shield Health New England Cigna
	Total Staffed Beds:	74, among the smaller acute hospitals		
	% Occupancy:	63.0%, = cohort avg. (63%)		
	Trauma Center Designation:	Not Applicable		
	Case Mix Index:	0.97, < cohort avg. (1.00); < statewide (1.16)		
	<b>Financial</b>		<b>Utilization</b>	
	Inpatient NPSR per CMAD:	\$10,258	Inpatient Discharges in FY20:	3,350
Change FY19-FY20:	2.4%	Change FY19-FY20:	-2.6%	
Inpatient Outpatient Revenue in FY20:	28%:72%	Emergency Department Visits in FY20:	31,749	
Outpatient Revenue in FY20:	\$45,282,449	Change FY19-FY20:	-1.6%	
Change FY19-FY20:	-9.6%	Outpatient Visits in FY20:	114,290	
Total Revenue in FY20:	\$86,413,000	Change FY19-FY20:	-12.7%	
COVID Funding Included in Total Revenue:	\$3,410,000	<b>Quality</b>		
Total Surplus (Deficit) in FY20:	-\$7,297,000	Readmission Rate in FY20:	15.0%	
		Change FY19-FY20 (percentage points):	-0.5	
		Early Elective Deliveries Rate:	Not Applicable	



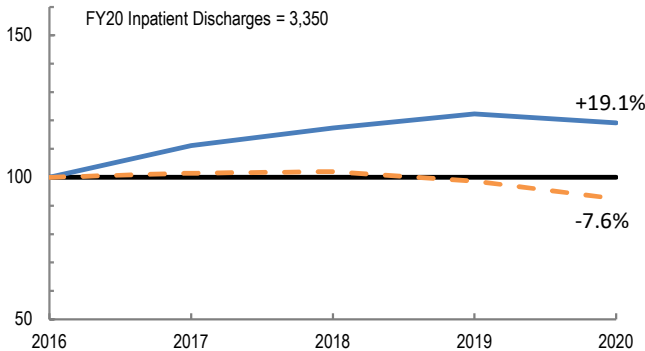
# 2020 HOSPITAL PROFILE: BAYSTATE WING HOSPITAL

Cohort: Community-High Public Payer Hospital

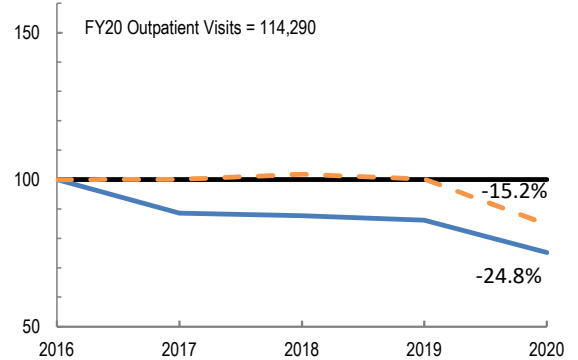


Utilization

How has the volume of the hospital's inpatient discharges changed compared to FY16, and how does this compare to the hospital's peer cohort median? (FY16=100)

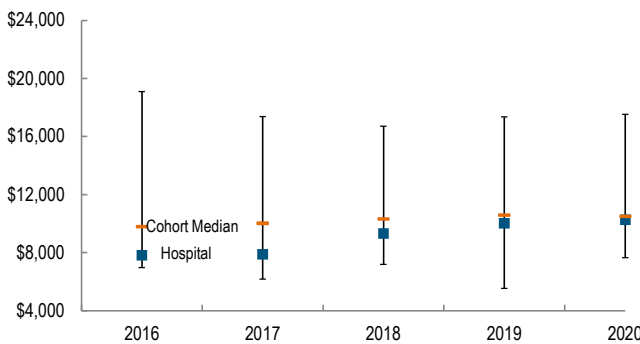


How has the volume of the hospital's outpatient visits changed compared to FY16, and how does this compare to the hospital's peer cohort median? (FY16=100)

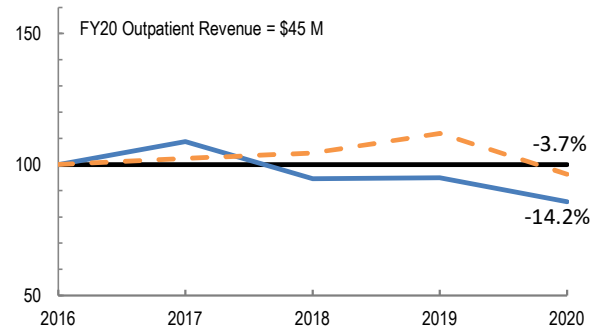


Patient Revenue Trends

What was the hospital's net inpatient service revenue<sup>3</sup> per case mix adjusted discharge between FY16 and FY20, and how does this compare to the hospital's peer cohort median?



How has the hospital's net outpatient revenue<sup>3</sup> changed compared to FY16, and how does this compare to the hospital's peer cohort median? (FY16=100)



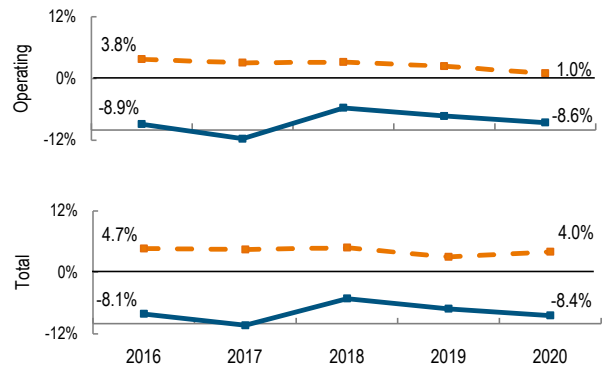
Financial Performance

How have the hospital's total revenue and costs changed between FY16 and FY20? (COVID funding affects FY20 only)

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

FY	2016	2017	2018	2019	2020
<b>Operating Revenue</b>	\$ 75.7	\$ 86.4	\$ 85.6	\$ 87.2	\$ 86.3
<b>COVID Funding Included in Operating Revenue</b>					\$ 3.4
<b>Non-Operating Revenue<sup>4</sup></b>	\$ 0.6	\$ 1.2	\$ 0.5	\$ 0.2	\$ 0.1
<b>Total Revenue</b>	\$ 76.4	\$ 87.6	\$ 86.1	\$ 87.4	\$ 86.4
<b>Total Costs</b>	\$ 82.6	\$ 96.7	\$ 90.5	\$ 93.6	\$ 93.7
<b>Total Profit (Loss)</b>	\$ (6.2)	\$ (9.1)	\$ (4.4)	\$ (6.2)	\$ (7.3)

What were the hospital's total margin and operating margins between FY16 and FY20, and how do these compare to the hospital's peer cohort medians? (Note: FY20 margins include COVID funding)



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

<sup>1</sup> High Public Payer Hospitals (HPP) reported a minimum of 63% of gross patient service revenue from public payers.

<sup>2</sup> For 2019 and 2020 readmission rates, a new methodology was used. These rates may not be comparable to earlier years. For more information, please see: <https://www.chiamass.gov/assets/docs/r/pubs/2022/Readmissions-Technical-Appendix-2011-2020.pdf>

<sup>3</sup> Effective FY 2020 supplemental revenue is not included in net patient service revenue for all hospitals. Prior to FY 2020, reporting of supplemental revenue varied by hospital.

<sup>4</sup> There was an accounting change adopted by most hospitals beginning in FY 2020 in which unrealized gains and losses on investments are now recognized as non-operating income