

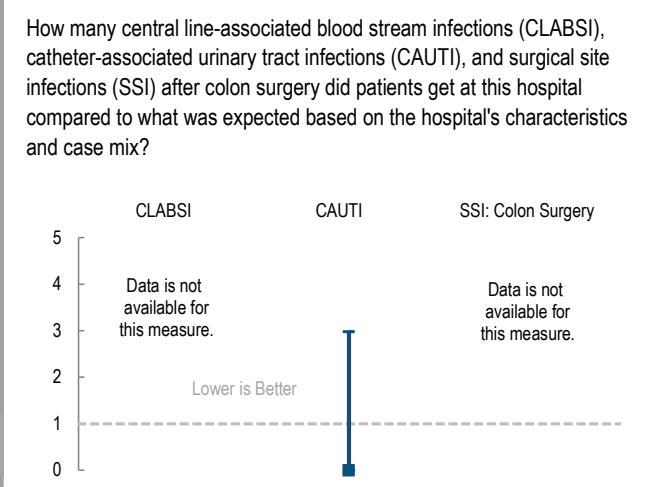
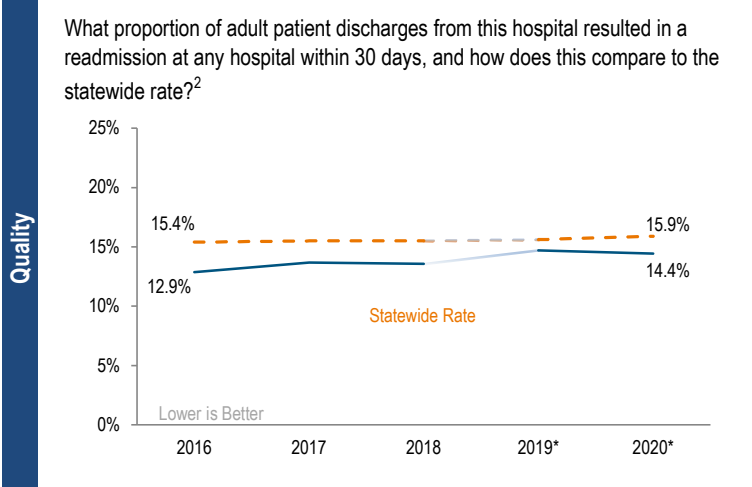
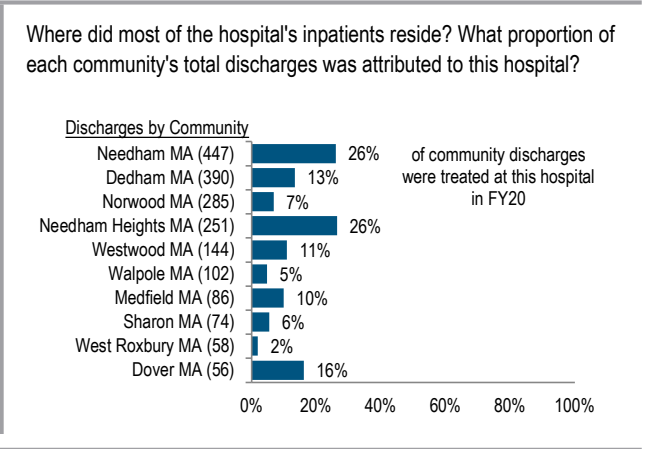
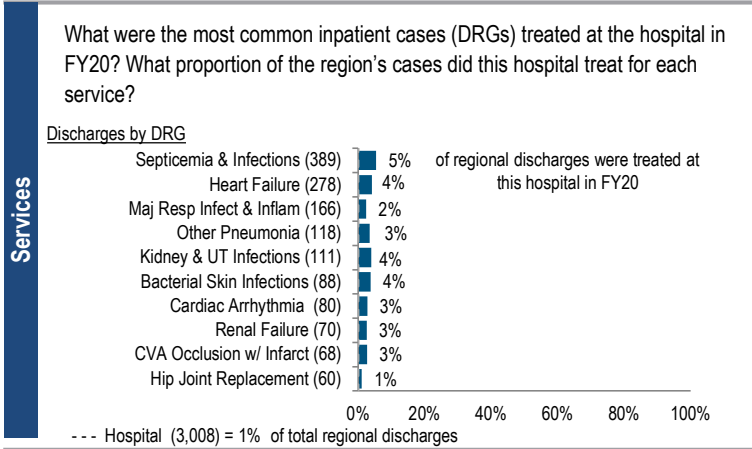
BETH ISRAEL DEACONESS HOSPITAL - NEEDHAM

2020 Hospital Profile

Needham, MA
Community Hospital
Metro Boston

Beth Israel Deaconess Hospital – Needham (BID-Needham) is a non-profit community hospital located in the Metro Boston region. At 57 inpatient beds, it is among the smaller acute hospitals in Massachusetts. It is a member of Beth Israel Lahey Health. Between FY16 and FY20, the volume of inpatient discharges at the hospital increased by 24.2% compared to a median decrease of 3.2% at cohort hospitals. Outpatient visits increased 15.4% for the hospital between FY16 and FY20, compared to a median decrease of 6.8% for its peer cohort. In FY20 it had a total margin of -0.4%, below the 1.4% median of its cohort hospitals.

At a Glance	Overview / Size		Payer Mix	
	Hospital System Affiliation:	Beth Israel Lahey Health	Public Payer Mix ¹ :	51.3% non-HPP Hospital
	Hospital System Surplus (Deficit) in FY20:	\$73,031,000	CY19 Commercial Statewide Relative Price:	0.911
	Change in Ownership (FY16-20):	Beth Israel Lahey Health 3/1/19	Top 3 Commercial Payers:	Blue Cross Blue Shield Harvard Pilgrim Tufts HMO
	Total Staffed Beds:	57, among the smaller acute hospitals		
	% Occupancy:	54.1%, < cohort avg. (58%)		
	Trauma Center Designation:	Not Applicable		
	Case Mix Index:	1.01, > cohort avg. (0.89); < statewide (1.16)		
	Financial		Utilization	
	Inpatient NPSR per CMAD:	\$9,599	Inpatient Discharges in FY20:	3,008
Change FY19-FY20:	-14.4%	Change FY19-FY20:	5.7%	
Inpatient Outpatient Revenue in FY20:	23%:77%	Emergency Department Visits in FY20:	15,567	
Outpatient Revenue in FY20:	\$62,268,301	Change FY19-FY20:	-6.6%	
Change FY19-FY20:	-9.1%	Outpatient Visits in FY20:	57,969	
Total Revenue in FY20:	\$105,954,000	Change FY19-FY20:	-12.8%	
COVID Funding Included in Total Revenue:	\$10,050,000			
Total Surplus (Deficit) in FY20:	-\$376,000	Quality		
		Readmission Rate in FY20:	14.4%	
		Change FY19-FY20 (percentage points):	-0.3	
		Early Elective Deliveries Rate:	Not Applicable	



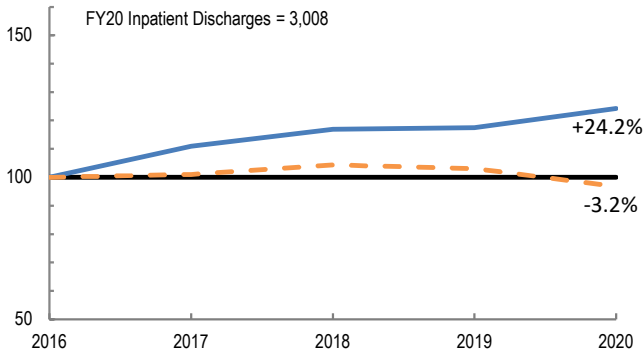
2020 HOSPITAL PROFILE: BETH ISRAEL DEACONESS HOSPITAL - NEEDHAM

Cohort: Community Hospital

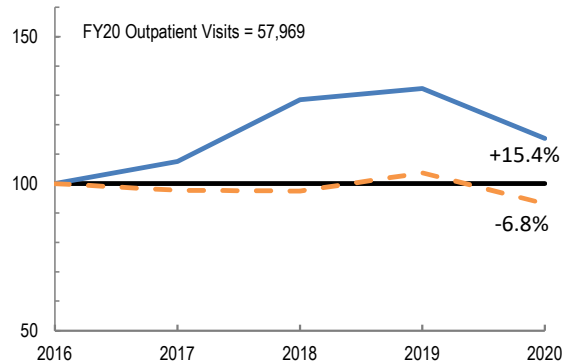


Utilization

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)

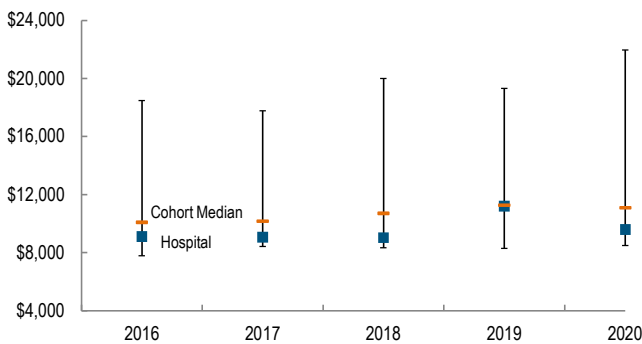


How has the volume of the hospital's outpatient visits changed compared to FY16, and how does this compare to the hospital's peer cohort median? (FY16=100)

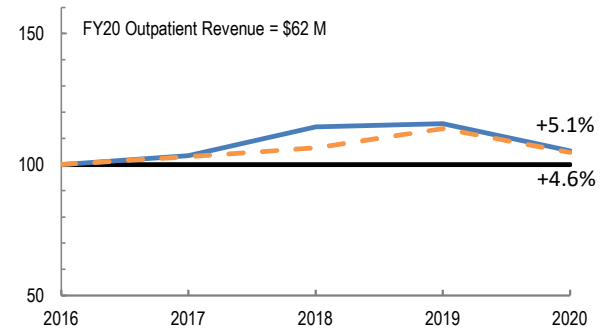


Patient Revenue Trends

What was the hospital's net inpatient service revenue³ 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 revenue³ changed compared to FY16, and how does this compare to the hospital's peer cohort median? (FY16=100)



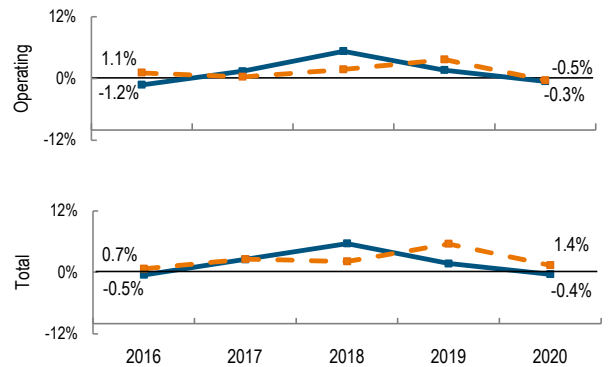
Financial Performance

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
Operating Revenue	\$ 82.5	\$ 86.7	\$ 97.1	\$ 60.8	\$ 105.8
COVID Funding Included in Operating Revenue					\$ 10.1
Non-Operating Revenue⁴	\$ 0.6	\$ 1.0	\$ 0.3	\$ 0.0	\$ 0.1
Total Revenue	\$ 83.1	\$ 87.7	\$ 97.3	\$ 60.8	\$ 106.0
Total Costs	\$ 83.5	\$ 85.5	\$ 91.9	\$ 59.8	\$ 106.3
Total Profit (Loss)	\$ (0.4)	\$ 2.2	\$ 5.4	\$ 1.0	\$ (0.4)

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.

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

² 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>

³ 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.

⁴ 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