

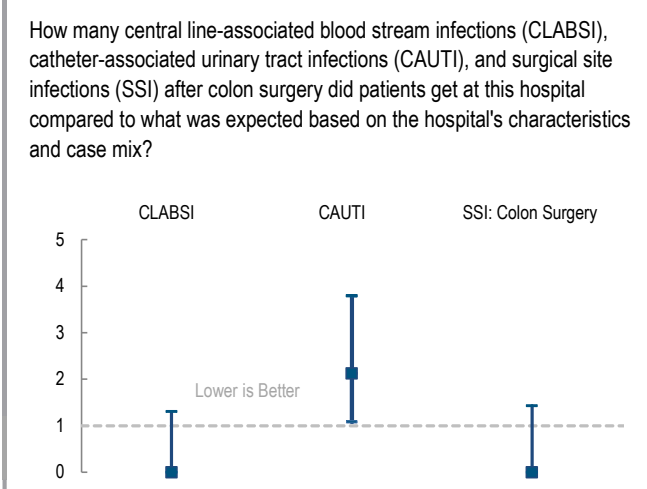
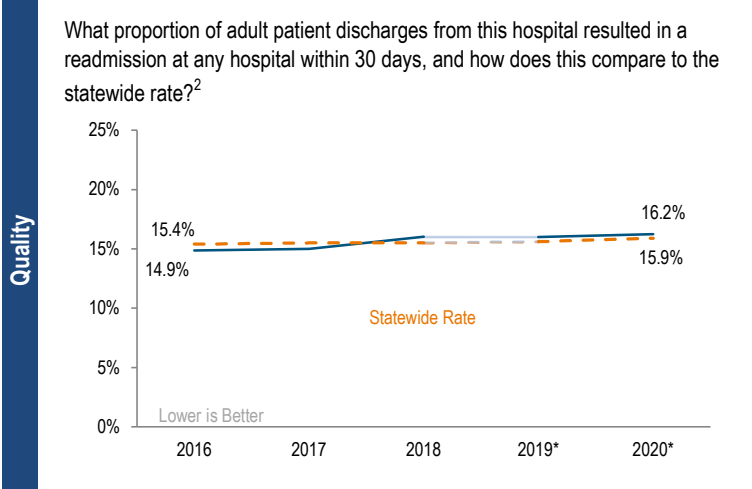
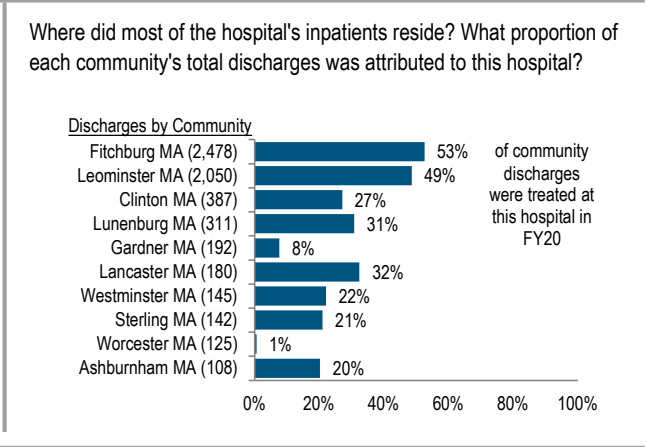
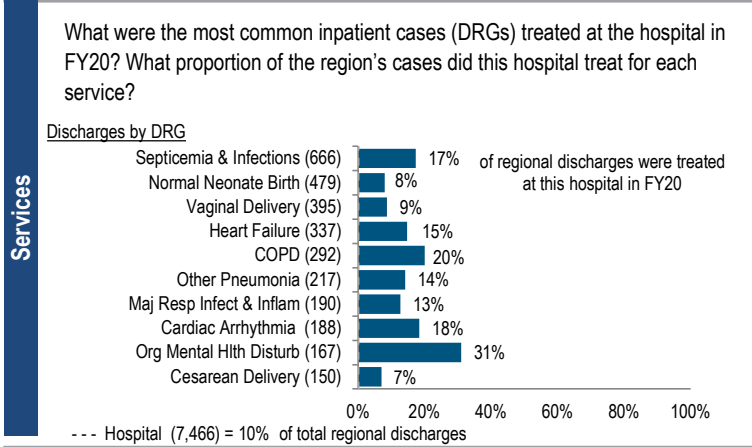
HEALTHALLIANCE-CLINTON HOSPITAL

2020 Hospital Profile

Leominster, Fitchburg & Clinton, MA
 Community-High Public Payer Hospital
 Central Massachusetts

HealthAlliance-Clinton Hospital is a non-profit community-High Public Payer (HPP) hospital located in the Central Massachusetts region. It is a member of UMass Memorial Health Care. Between FY16 and FY20, the volume of inpatient discharges at the hospital decreased by 2.3% compared to a median decrease of 7.6% at cohort hospitals. Outpatient visits decreased by 9.1% for the hospital between FY16 and FY20, compared to a median decrease of 15.2% for its peer cohort. After reporting a loss in each of the prior two years, in FY20 HealthAlliance-Clinton reported a profit of \$3.8M. In FY20, its total margin of 1.8% was lower than its peer cohort median of 4.0%.

At a Glance	Overview / Size		Payer Mix	
	Hospital System Affiliation:	UMass Memorial Health Care	Public Payer Mix ¹ :	71.8% HPP Hospital
	Hospital System Surplus (Deficit) in FY20:	(\$23,048,000)	CY19 Commercial Statewide Relative Price:	0.807
	Change in Ownership (FY16-20):	Includes Clinton 10/1/17	Top 3 Commercial Payers:	Blue Cross Blue Shield Fallon Tufts HMO
	Total Staffed Beds:	116, mid-size acute hospital		
	% Occupancy:	78.6%, > cohort avg. (63%)		
	Trauma Center Designation:	Not Applicable		
	Case Mix Index:	1.07, > cohort avg. (1.00); < statewide (1.16)		
	Financial		Utilization	
	Inpatient NPSR per CMAD:	\$8,965	Inpatient Discharges in FY20:	7,466
Change FY19-FY20:	9.9%	Change FY19-FY20:	-5.0%	
Inpatient Outpatient Revenue in FY20:	32%:68%	Emergency Department Visits in FY20:	64,041	
Outpatient Revenue in FY20:	\$98,280,195	Change FY19-FY20:	-21.5%	
Change FY19-FY20:	-6.0%	Outpatient Visits in FY20:	87,580	
Total Revenue in FY20:	\$214,263,000	Change FY19-FY20:	-22.2%	
COVID Funding Included in Total Revenue:	\$18,918,914			
Total Surplus (Deficit) in FY20:	\$3,798,000	Quality		
		Readmission Rate in FY20:	16.2%	
		Change FY19-FY20 (percentage points):	0.2	
		Early Elective Deliveries Rate:	0.0%	



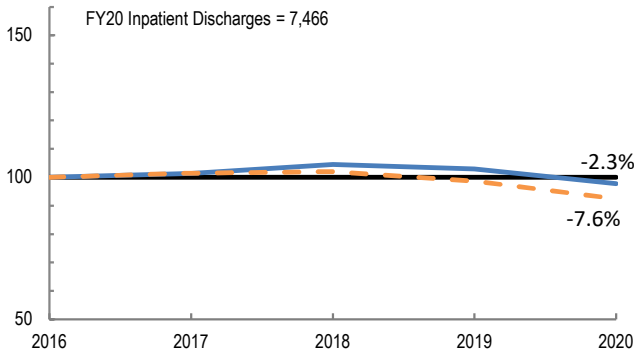
2020 HOSPITAL PROFILE: HEALTHALLIANCE-CLINTON HOSPITAL

Cohort: Community-High Public Payer Hospital

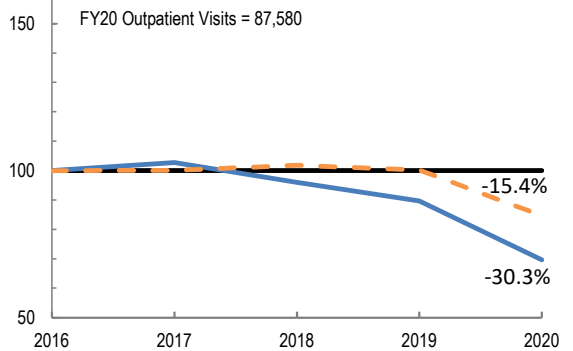


Utilization

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)

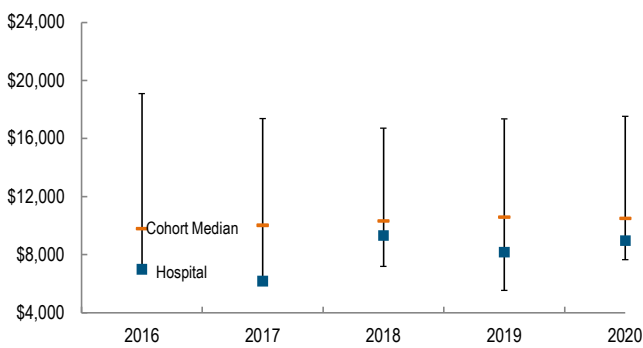


How has the volume of the hospital's outpatient visits changed compared to FY16, and how does this compare to the hospital's peer cohort median? (FY16=100)

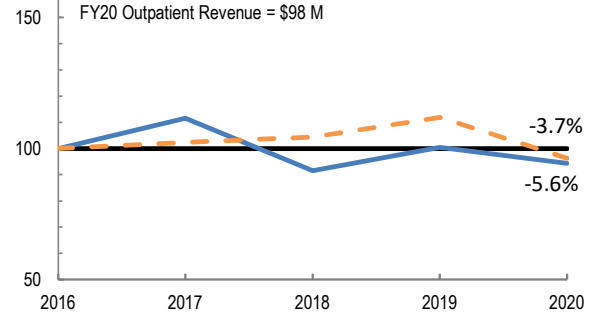


Patient Revenue Trends

What was the hospital's net inpatient service 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)



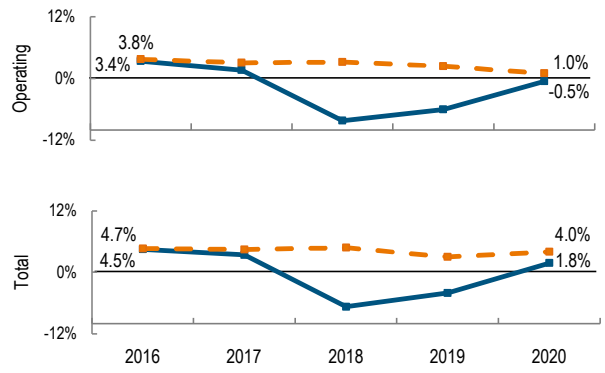
Financial Performance

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	\$ 181.0	\$ 188.4	\$ 200.5	\$ 201.3	\$ 209.3
COVID Funding Included in Operating Revenue					\$ 18.9
Non-Operating Revenue⁴	\$ 2.0	\$ 3.5	\$ 3.0	\$ 4.0	\$ 4.9
Total Revenue	\$ 183.0	\$ 191.9	\$ 203.5	\$ 205.3	\$ 214.3
Total Costs	\$ 174.8	\$ 185.3	\$ 217.1	\$ 213.5	\$ 210.5
Total Profit (Loss)	\$ 8.2	\$ 6.6	\$ (13.7)	\$ (8.2)	\$ 3.8

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