

Hospital Northeast Hospital	City/Town Beverly	County Essex	Teaching Status[1] Non-Teaching	Fiscal Year End[6] 9/30/2012	Number of Months Data 12		
Financial Performance Indicators	FY08	FY09	FY10	FY11	FY12	MA Industry Median FY12	North East US Median FY11 [2]
Profitability[7]							
Operating Margin	1.71%	1.70%	2.01%	1.69%	2.96%	2.18%	2.02%
Non-Operating Margin	-3.01%	-0.98%	-0.84%	0.55%	0.81%	0.83%	0.12%
Total Margin	-1.30%	0.72%	1.16%	2.24%	3.77%	3.84%	2.44%
Operating Surplus (Loss)	\$5,056,804	\$5,433,948	\$6,405,419	\$5,384,078	\$9,849,000	--	--
Total Surplus (Loss)	(\$3,843,899)	\$2,295,347	\$3,710,718	\$7,125,496	\$12,552,000	--	--
Liquidity							
Current Ratio	1.11	1.39	1.45	1.40	1.53	1.51	1.60
Days in Accounts Receivable	43	40	39	36	41	38	43
Average Payment Period	47	43	45	48	47	57	63
Solvency/Capital Structure							
Debt Service Coverage (Total) [3]	1.8	2.0	2.1	2.3	3.3	4.5	3.5
Cash Flow to Total Debt [4]	7.7%	12.5%	13.9%	16.1%	21.0%	23.0%	16.0%
Equity Financing	43.2%	34.6%	36.1%	30.7%	37.6%	42.0%	44.1%
Other							
Total Net Assets	\$144,802,411	\$115,209,024	\$122,952,127	\$101,672,253	\$133,548,000	--	--
Assets Whose Use is Limited	\$24,306,514	\$18,201,292	\$23,115,616	\$21,389,261	\$22,156,000	--	--
Net Patient Service Revenue [5]	\$297,720,523	\$317,223,614	\$318,434,607	\$311,465,733	\$321,521,000	--	--

FY12 fillings are based on hospital's audited or internal financial statements.

Data Sources: Data drawn from CHIA quarterly and annual filings.

CAVEATS: Annual data is reconciled to Audited Financial Statements. CHIA filings may not reflect all of the financial resources available to the hospital -- for example, resources available through associations with foundations or parents/affiliates. Financial information must be interpreted within the context of other factors, including, but not limited to, management plans, reimbursement changes, market behavior, and other factors affecting performance. Hospitals may not report data for all metrics listed above. Profitability percentages may not add due to rounding.

Notes:

[1] According to the Medicare Payment Advisory Commission (MEDPAC), a major teaching hospital is one with at least 25 FTE residents per 100 inpatient beds.

[2] Northeast US 2011 Median data publishing in the "Almanac of Hospital Financial Operating Indicators", 2013 OPTUM

[3] Blank value indicates a facility with no current long term debt in the period covered. Ratio not reported on a quarterly basis.

[4] Earlier ratios have been revised to return a ratio even if there is no long term debt. Ratio not reported on a quarterly basis.

[5] Net Patient Service Revenue includes Premium Revenue.

[6] The fiscal year for Cambridge Health Alliance, Metro West Medical Center, and Saint Vincent Hospital ends on 6/30, the Steward Hospitals ends on 12/31, and Mercy Medical Center ends on 12/31. The most recently available data as of September 30, 2012 is used for the hospitals that do not have September 30th year ends.

[7] Beginning with FY13, the provision for bad debt is reported as a deduction from patient revenue. This format differs from FY12 where this amount is reported as an expense.