

# HEALTHALLIANCE HOSPITAL

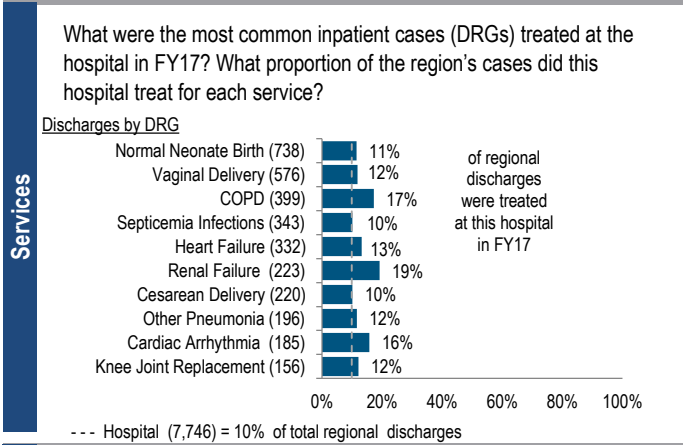
## 2017 Hospital Profile

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

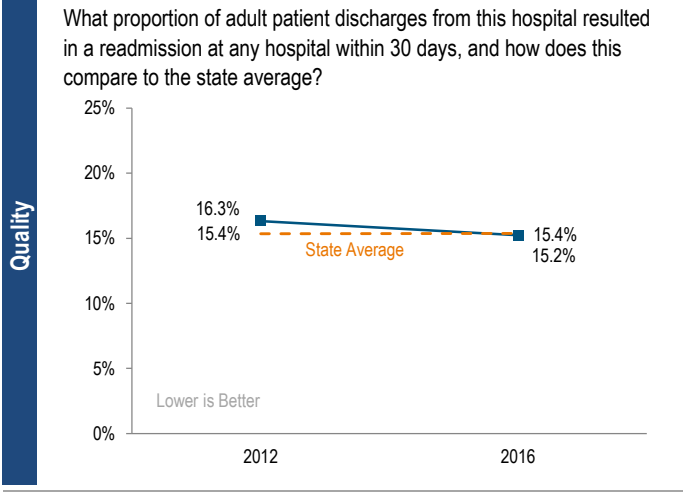
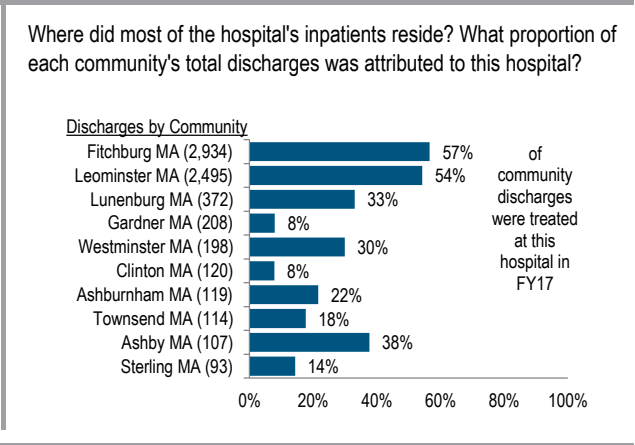
HealthAlliance Hospital is a non-profit community-High Public Payer (HPP) hospital located in the Central Massachusetts region. It is a member of UMass Memorial Health Care. On October 1, 2017, Health Alliance Hospital merged with Clinton Hospital to form Health Alliance-Clinton Hospital. From FY13 to FY17, outpatient visits at HealthAlliance Hospital increased by 24.0%, compared to its peer cohort median increase of 2.3%. Over the same period, outpatient revenue increased for HealthAlliance by 32.9%, compared to a median increase of 20.2% for its peer cohort. HealthAlliance earned a profit in each of the past five years.

Overview / Size		Payer Mix	
Hospital System Affiliation:	UMass Memorial Health Care	Public Payer Mix:	68.9% (HPP* Hospital)
Change in Ownership (FY13-17):	Merged w Clinton Hospital 10/1/17	CY16 Commercial Statewide Relative Price:	0.80
Total Staffed Beds:	93, among the smaller acute hospitals	Top 3 Commercial Payers:	Blue Cross Blue Shield of Massachusetts Harvard Pilgrim Health Care Tufts Associated HMO, Inc.
% Occupancy:	85.4%, > cohort avg. (66%)	<b>Utilization</b>	
Special Public Funding:	CHART <sup>^</sup> , ICB <sup>°</sup>	Inpatient Discharges in FY17:	7,746
Trauma Center Designation:	Not Applicable	Change FY16-FY17:	1.4%
Case Mix Index:	0.93, > cohort avg. (0.92); < statewide (1.12)	Emergency Department Visits in FY17:	78,764
		Change FY16-FY17:	2.0%
		Outpatient Visits in FY17:	129,132
		Change FY16-FY17:	2.8%
		<b>Quality</b>	
		Readmission Rate in FY16:	15.2%
		Change FY12-FY16 (percentage points):	-1.1
		Early Elective Deliveries Rate:	Not Available

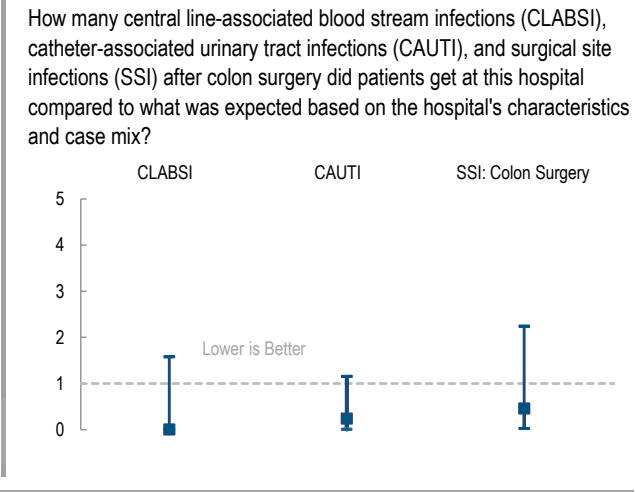
At a Glance



Services



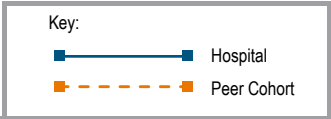
Quality



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

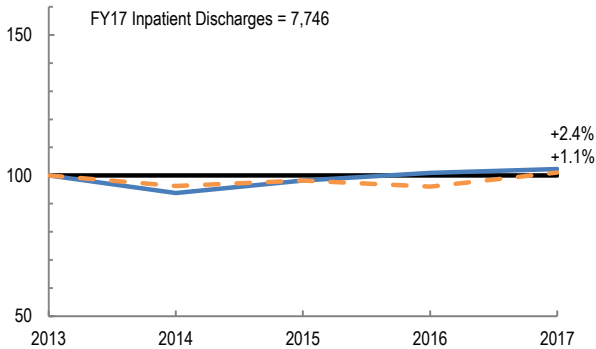
# 2017 HOSPITAL PROFILE: HEALTHALLIANCE HOSPITAL

Cohort: Community High Public Payer Hospital

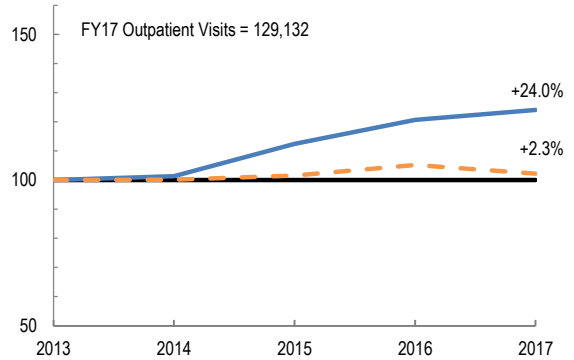


## Utilization

How has the volume of the hospital's inpatient discharges changed compared to FY13, and how does this compare to the hospital's peer cohort median? (FY13=100)

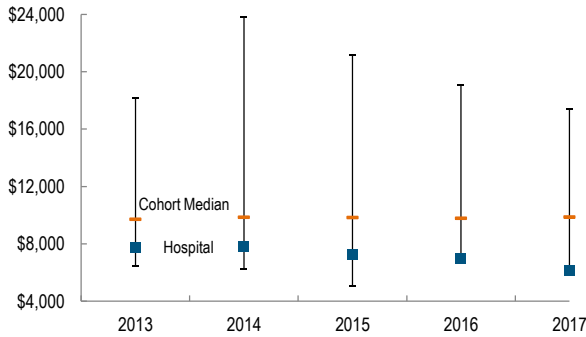


How has the volume of the hospital's outpatient visits changed compared to FY13, and how does this compare to the hospital's peer cohort median? (FY13=100)

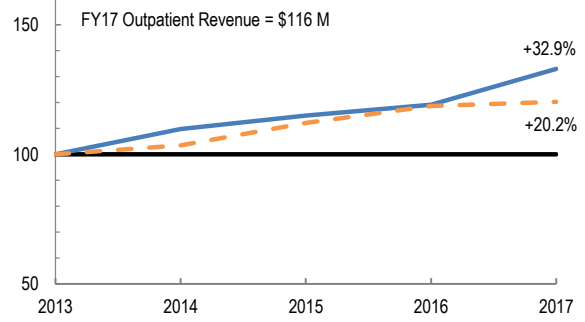


## Patient Revenue Trends

What was the hospital's net inpatient service revenue per case mix adjusted discharge between FY13 and FY17, and how does this compare to the hospital's peer cohort median?



How has the hospital's total outpatient revenue changed compared to FY13, and how does this compare to the hospital's peer cohort median? (FY13=100)



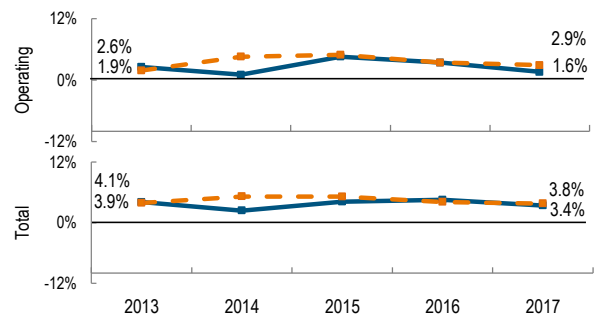
## Financial Performance

How have the hospital's total revenue and costs changed between FY13 and FY17?

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

FY	2013	2014	2015	2016	2017
<b>Operating Revenue</b>	\$ 159.2	\$ 161.3	\$ 168.0	\$ 181.0	\$ 188.4
<b>Non-Operating Revenue</b>	\$ 2.4	\$ 2.2	\$ (0.7)	\$ 2.0	\$ 3.5
<b>Total Revenue</b>	\$ 161.6	\$ 163.5	\$ 167.3	\$ 183.0	\$ 191.9
<b>Total Costs</b>	\$ 155.0	\$ 159.6	\$ 160.4	\$ 174.8	\$ 185.3
<b>Total Profit (Loss)</b>	\$ 6.6	\$ 3.9	\$ 7.0	\$ 8.2	\$ 6.6

What were the hospital's total margin and operating margins between FY13 and FY17, 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 Acceleration, Revitalization and Transformation (CHART) special funding, please contact the Health Policy Commission (HPC).

° For more information on Infrastructure and Capacity Building (ICB) special funding, please contact the Massachusetts Executive Office of Health and Human Services (EOHHS).