

2018 Pre-Filed Testimony Hospitals and Provider Organizations



**As part of the
*Annual Health Care
Cost Trends Hearing***

Notice of Public Hearing

Pursuant to M.G.L. c. 6D, § 8, the Massachusetts Health Policy Commission (HPC), in collaboration with the Office of the Attorney General and the Center for Health Information and Analysis, will hold a public hearing on health care cost trends. The hearing will examine health care provider, provider organization, and private and public health care payer costs, prices, and cost trends, with particular attention to factors that contribute to cost growth within the Commonwealth's health care system.

Scheduled hearing dates and location:

Tuesday, October 16, 2018, 9:00 AM
Wednesday, October 17, 2018, 9:00 AM
Suffolk University Law School
First Floor Function Room
120 Tremont Street, Boston, MA 02108

The HPC will call for oral testimony from witnesses, including health care executives, industry leaders, and government officials. Time-permitting, the HPC will accept oral testimony from members of the public beginning at approximately 3:30 PM on Tuesday, October 16. Any person who wishes to testify may sign up on a first-come, first-served basis when the hearing commences on October 16.

Members of the public may also submit written testimony. Written comments will be accepted until October 19, 2018, and should be submitted electronically to HPC-Testimony@mass.gov, or, if comments cannot be submitted electronically, sent by mail, post-marked no later than October 19, 2018, to the Massachusetts Health Policy Commission, 50 Milk Street, 8th Floor, Boston, MA 02109, attention Lois H. Johnson, General Counsel.

Please note that all written and oral testimony provided by witnesses or the public may be posted on the HPC's website: www.mass.gov/hpc.

The HPC encourages all interested parties to attend the hearing. For driving and public transportation directions, please visit: <http://www.suffolk.edu/law/explore/6629.php>. Suffolk University Law School is located diagonally across from the Park Street MBTA station (Red and Green lines). Parking is not available at Suffolk, but information about nearby garages is listed at the link provided. The event will also be livestreamed on the [HPC's homepage](#) and available on the [HPC's YouTube Channel](#) following the hearing.

If you require disability-related accommodations for this hearing, please contact HPC staff at (617) 979-1400 or by email at HPC-Info@mass.gov a minimum of two (2) weeks prior to the hearing so that we can accommodate your request.

For more information, including details about the agenda, expert and market participant witnesses, testimony, and presentations, please check the [Annual Cost Trends Hearing section](#) of the HPC's website. Materials will be posted regularly as the hearing dates approach.

Instructions for Written Testimony

If you are receiving this, you are hereby required under M.G.L. c. 6D, § 8 to submit written pre-filed testimony for the 2018 Annual Cost Trends Hearing. On or before the close of business on **September 14, 2018**, please electronically submit written testimony to: HPC-Testimony@mass.gov. Please complete relevant responses in the provided template. If necessary, you may include additional supporting testimony or documentation in an Appendix. Please submit any data tables included in your response in Microsoft Excel or Access format.

We encourage you to refer to and build upon your organization's 2013, 2014, 2015, 2016, and/or 2017 pre-filed testimony responses, if applicable. Additionally, if there is a point that is relevant to more than one question, please state it only once and make an internal reference. **If a question is not applicable to your organization, please indicate so in your response.**

The testimony must contain a statement from a signatory that is legally authorized and empowered to represent the named organization for the purposes of this testimony. The statement must note that the testimony is signed under the pains and penalties of perjury. An electronic signature will be sufficient for this submission.

If you have any difficulty with the templates, did not receive the email, or have any other questions regarding the pre-filed testimony process or the questions, please contact HPC staff at HPC-Testimony@mass.gov or (617) 979-1400.

HPC Contact Information

For any inquiries regarding HPC questions, please contact HPC-Testimony@mass.gov or (617) 979-1400.

AGO Contact Information

For any inquiries regarding AGO questions, please contact Assistant Attorney General Sandra Wolitzky at Sandra.Wolitzky@mass.gov or (617) 963-2030.

HPC Pre-Filed Testimony Questions

1) STRATEGIES TO ADDRESS HEALTH CARE SPENDING GROWTH

To address excessive health care costs that crowd out spending on other needs of government, households, and businesses alike, the Massachusetts Health Policy Commission (HPC) annually sets a statewide target for sustainable growth of total health care spending. From 2013 to 2017, the benchmark rate was set at 3.6% growth. For the first time for 2018 and again for 2019, the HPC exercised its authority to lower this target to a more ambitious growth rate of 3.1%, the lowest level allowed by state law. Achieving this reduced growth rate in the future will require renewed efforts by all actors in the health care system, supported by necessary policy reforms, to achieve savings without compromising quality or access.

- a) What are your organization's top areas of concern for the state's ability to meet the 3.1% benchmark? Please limit your answer to no more than three areas of concern.

There are many areas of concern that exceed a 3.1% growth rate, limiting to 3 is as follows...

1. Year over year (YoY) price increases in:
 - Union RN labor costs (minimum of 4.5% annually)
 - Pharmaceutical costs (August year to date comparison shows YoY increase of 16% on an adjusted admission basis, driven primarily by chemo drugs (up 27% on AA basis) and biotech drugs (up 44% on AA basis).
2. Rate disparity in reimbursements among providers allows for cost inefficiencies to go unchecked in those facilities receiving higher reimbursements.
3. Question 1 on the ballot, adding to the existing shortage of RNs will only drive costs higher with no guarantee for improved patient care. Long term impact could result in less access for patients which will drive up costs, wait times and poorer outcomes for patients.

- b) What are the top changes in policy, market behavior, payment, regulation, or statute your organization would recommend to address these concerns?

Price variation continues to drive up the overall cost of care, continuing the rate inequity between hospitals at the expense of community hospitals. We have appreciated the Health Policy Commission's focus on this issue in previous years, and we made some progress this year that unfortunately fell short of remedying the problem. Earlier this year, the Legislature ended its formal session without a compromise on a bill that would have addressed rate inequity through assessments on insurers, outpatient centers and some hospitals to generate funding for the Community Hospital Reinvestment Trust Fund for stabilizing community hospitals. We are hopeful this legislation will be re-considered in the 2019 legislative session. Reimbursement inequity impacts the sustainability of community providers, particularly in high-need, low-reimbursement areas. Although some progress has been made, as Saint Vincent Hospital testified in 2015, investment in behavioral health, while necessary to meet the needs of the community, is not reimbursed at sufficient levels to invest in the programs and facilities needed to effectively manage behavioral health. The lack of adequate treatment options continues to result in behavioral health patients boarding in the ED, or utilizing inpatient care when no appropriate outpatient care is available. Saint Vincent and MetroWest Hospitals continue to invest in both inpatient and outpatient behavioral health programs to address these needs, but as we have addressed the community need, the need has risen, in part due to the continuing opioid crisis facing the Commonwealth. Our service area, including Worcester, has been listed among communities with the largest challenges with opioid abuse and addiction. Additionally, behavioral health capacity has decreased in some areas by providers that reduced or shuttered behavioral health capacity due to the lack of finances. Because our mission is to provide for the overall health of our communities, we continue to invest in behavioral health despite the gap in

reimbursement. This places an unequal burden on community hospitals, where many of these patients are frequently seen.

- c) What are your organization's top strategic priorities to reduce health care expenditures? Please limit your answer to no more than three strategic priorities.

The top 3 initiatives SVH is focused on not only address costs but also address quality of care and patient experience:

1. Reduce re-admissions
2. Reduce unnecessary days away from home
3. Improve ER throughput times and walkout rates

2) INFORMATION ABOUT ALTERNATIVE CARE SITES

The HPC recently released a [new policy brief](#) examining the significant growth in hospital and non-hospital based urgent care centers as well as retail clinic sites in Massachusetts from 2010 to 2018. Such alternative, convenient points of access to health care have the potential to reduce avoidable and costlier emergency department (ED) visits.

Question Instructions: *If your organization does not own or operate any alternative care sites such as urgent care centers, please only answer questions (e) and (f) below. For purposes of this question, an urgent care center serves all adult patients (i.e., not just patients with a pre-existing clinical relationship with the center or its providers) on a walk-in (non-appointment) basis and has hours of service beyond normal weekday business hours. Information requested in question (a) below may be provided in the form of a link to an online directory or as an appended directory.*

- a) Using the most recent information, please list the names and locations of any alternative care sites your organization owns or operates in Massachusetts. Indicate whether the site is corporately owned and operated, owned and operating through a joint venture, or a non-owned affiliate clinical affiliate.

Corporately owned [SVH – St. Vincent Hospital; MWMC – MetroWest Medical Center]

SVH Ambulatory Clinic 108 Grove St, 01605

SVH Physical Therapy 440 Grove St, 01605

SVH Pain Center 102 Shore Dr, 01605

SVH Imaging and Physical Therapy 250 Hampton St 01501

SVH Cancer and Wellness Center 1 Eaton Place 01608

SVH Partial Hospitalization Program 2998 Lincoln St 01605

MWMC Imaging, Lab, Physical Therapy 321 Fortune Blvd 01757

MWMC Lab 435 King St 02038

MWMC Lab 475 Franklin St 01702

MWMC Lab 260 Cochituate Rd 01701

MWMC Lab 74 Main St 02053

MWMC Lab Shore Dr 01605

MWMC Lab 104 Leominster Rd 01564

MWMC Lab 61 Lincoln St 01702

MWMC Lab 181 Main St 01545

MWMC Lab 826 Southbridge St 01501

MWMC Lab 10010-K Shoppes Way 01532

MWMC Lab 463 Worcester Rd 01702

TPR-SV PCP - FM 813 Southbridge Street 01501

TPR-SV PCP - IM 102 Shore Dr 01605

TPR-SV PCP - FM 102 Shore Dr 01605

TPR-SV Cardiology 102 Shore Dr 01605

TPR-SV PCP - IM/FM 181 Main St 01545
 TPR-SV PCP - FM 104 Leominster Rd 01564
 TPR-SV PCP - IM/FM 10010-K Shoppes Way 01532
 TPR-SV PCP - FM 9 Trolley Crossing 01507
 TPR-SV OB/Gyn 9 Trolley Crossing 01507
 TPR-SV Cardiology 123 Summer St 01608
 TPR-SV Cardiac/Thoracic Surgery 123 Summer St 01608
 TPR-SV Neurology 123 Summer St 01608
 TPR-SV Endocrinology 123 Summer St 01608
 TPR-SV Geriatrics 123 Summer St 01608
 TPR-SV OB/Gyn 123 Summer St 01608
 TPR-SV Breast Surgery 1 Eaton Place 01608
 TPR-SV Oncology/Radiation Onc 1 Eaton Place 01608
 TPR-MW General Surgery 85 Lincoln St 01702
 TPR-MW Bariatric Surgery 67 Union St 01760
 TPR-MW PCP - IM 260 Cochituate Rd 01701
 TPR-MW OB/Gyn 260 Cochituate Rd 01701
 TPR-MW PCP - IM 435 King St 02038
 TPR-MW PCP - FM 969 Main St 02054
 TPR-MW OB/Gyn 969 Main St 02054
 TPR-MW PCP - IM/FM 10010-K Shoppes Way 01532
 TPR-MW Oncology 99 Lincoln St 01702

- b) Please provide the following aggregate information for calendar year 2017 about the alternative care sites your organization owns or operates in Massachusetts, including those operated through a joint venture with another organization (information from non-owned affiliates should not be included):

Number of unique patient visits	SVH – 50,461 MWMC – 59,521
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Proportion of gross patient service revenue that was received from commercial payers, Medicare, MassHealth, Self-Pay, and Other		SVH	MWMC
	Commercial	36.76%	53.81%
	Mcare	29.93%	19.81%
	Mcaid	1.73%	3.13%
	Self	0.08%	0.12%
	Other	31.50%	23.12%
Percentage of patient visits where the patient is referred to a more intensive setting of care	Data not available		

- c) For the alternative care sites your organization owns or operates in Massachusetts, briefly describe the clinical staffing model, including the type of clinicians (e.g., physicians, nurse practitioners, physician assistants, paramedics, nurses). If different models are used, describe the predominant model.
 Clinic sites include physicians, RNs, residents, medical office assistants and managers.
 Lab sites include technicians and phlebotomists.
 Physical Therapy sites include physical therapists and office assistants.
 Imaging sites include technicians.
- d) For the alternative care sites your organization owns or operates in Massachusetts, briefly describe the method and timeliness of how the medical record of a patient's visit to an alternative care site is shared with that patient's primary care provider (e.g., interoperable electronic health record, secure email transfer, fax). What barriers has your organization faced in sharing real-time information about patient visits to your alternative care sites with primary care providers or other health care providers?
 Sharing of information is predominantly via secured email/fax and by phone (provider to provider). The primary barrier is connectivity and interfacing capabilities between all of the disparate EHR systems utilized by all providers.
- e) Besides establishing alternative care sites, what other strategies is your organization pursuing to expand timely access to care with the goal of reducing unnecessary hospital utilization (e.g., after-hours primary care, on-demand telemedicine/virtual visits).
 Exploring the use of telemedicine and continuing to identify needs in the community with respect to investing in additional primary care sites.
- f) Please comment on the growth of alternative care sites in Massachusetts, including implications for your organization as well as impacts on health care costs, quality, and access in Massachusetts.
 The growth of alternative care sites will assist patients with having access to the appropriate level of care required. Over time as volumes shift from hospitals, hospitals will be able to focus on the higher levels of care they are intended for. This focus should allow for more timely access and higher quality outcomes for patients.

3) STRATEGIES TO SUPPORT PROVIDERS TO ADDRESS HEALTH-RELATED SOCIAL NEEDS

Earlier this year, the HPC held a special event entitled, [*Partnering to Address Social Determinants of Health: What Works?*](#), where many policymakers, experts, and market participants all highlighted the need for health care systems to partner with community-based organizations to address patients' and families' health-related social needs (e.g., housing stability, nutrition, transportation) in order to improve health outcomes and slow the growth in health care costs.

- a) What are the primary barriers your organization faces in creating partnerships with community-based organizations and public health agencies in the community/communities in which you provide care? [check all that apply]
- ☒ Legal barriers related to data-sharing
 - ☒ Structural/technological barriers to data-sharing
 - ☒ Lack of resources or capacity of your organization or community organizations
 - ☐ Organizational/cultural barriers
 - ☐ Other: [Click here to enter text.](#)
- b) What policies and resources, including technical assistance or investments, would your organization recommend to the state to address these challenges?
- SVH's emergency room is inappropriately utilized on a daily basis for behavioral health and substance abuse patients. Those patient populations need access to facilities/programs that provide the appropriate level of care for their needs. Investment in programs and facilities along with leveling the playing field in terms of appropriately reimbursing for behavioral health and substance abuse treatments would generate better access for these for these patient populations. These populations could then be treated with the appropriate level of care.

AGO Pre-Filed Testimony Questions

1. For provider organizations: please submit a summary table showing for each year 2014 to 2017 your total revenue under pay for performance arrangements, risk contracts, and other fee for service arrangements according to the format and parameters reflected in the attached **AGO Provider Exhibit 1**, with all applicable fields completed. To the extent you are unable to provide complete answers for any category of revenue, please explain the reasons why. Include in your response any portion of your physicians for whom you were not able to report a category (or categories) of revenue.
2. Chapter 224 requires providers to make price information on admissions, procedures, and services available to patients and prospective patients upon request.
 - a) Please use the following table to provide available information on the number of individuals that seek this information.

Health Care Service Price Inquiries CY2016-2018			
Year		Aggregate Number of Written Inquiries	Aggregate Number of Inquiries via Telephone or In-Person
CY2016	Q1		70
	Q2		48
	Q3		45
	Q4		32
CY2017	Q1		42
	Q2		52
	Q3		24

	Q4		48
CY2018	Q1		28
	Q2		30
	TOTAL:	0	419

- b) Please describe any monitoring or analysis you conduct concerning the accuracy and/or timeliness of your responses to consumer requests for price information, and the results of any such monitoring or analysis.

As calls are received from customers SVH has a tool in place (V-Estimator / PAI tool) that allows us to give real time answers back to customers while they are on the phone. For more complex cases (i.e. multiple surgical procedures, IP procedures) Patient Access will contact Finance for a more in depth analysis that is performed within 48 hours. Patient Access reaches back out to the customer with quotes.

- c) What barriers do you encounter in accurately/timely responding to consumer inquiries for price information? How have you sought to address each of these barriers?

No known barriers in terms of process. Determining the actual procedure in question can be challenging when speaking directly with the potential patient as there are sometimes knowledge/terminology gaps that need to be overcome. In those scenarios or as needed, Patient Access will contact the customers' physician office for the appropriate CPT code(s)/procedure(s).

3. For hospitals and provider organizations corporately affiliated with hospitals:

- a) For each year 2015 to present, please submit a summary table for your hospital or for the two largest hospitals (by Net Patient Service Revenue) corporately affiliated with your organization showing the hospital's operating margin for each of the following four categories, and the percentage each category represents of your total business: (a) commercial, (b) Medicare, (c) Medicaid, and (d) all other business. Include in your response a list of the carriers or programs included in each of these margins, and explain whether and how your revenue and margins may be different for your HMO business, PPO business, and/or your business reimbursed through contracts that incorporate a per member per month budget against which claims costs are settled.

See AGO Provider Exhibit 2

For 2017 only, please submit a summary table for your hospital or for the two largest hospitals (by Net Patient Service Revenue) corporately affiliated with your organization showing for each line of business (commercial, Medicare, Medicaid, other, total) the hospital's inpatient and outpatient revenue and margin for each major service category according to the format and parameters provided and attached as **AGO Provider Exhibit 2** with all applicable fields completed. Please submit separate sheets for pediatric and adult populations, if necessary. If you are unable to provide complete answers, please provide the greatest level of detail possible and explain why your answers are not complete. **See AGO Provider Exhibit 2.**

2014

	P4P Contracts				Risk Contracts						FFS Arrangements		Other Revenue		
	Claims-Based Revenue		Incentive-Based Revenue		Claims-Based Revenue		Budget Surplus/ (Deficit) Revenue		Quality Incentive Revenue						
	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	Both
Blue Cross Blue Shield	\$25M	\$21M	\$75M	\$63M	X	X	.6M	X	X	X	X	X	X	X	X
Tufts Health Plan	\$6.6M	\$7M	X	X	X	X	X	X	X	X	X	X	X	X	X
Harvard Pilgrim Health Care	\$12M	\$7M	\$24M	\$014M	X	X	X	X	X	X	X	X	X	X	X
Fallon Community Health Plan	\$42M	X	\$3M	X	X	X	X	X	X	X	X	X	X	X	X
CIGNA	X	X	X	X	X	X	X	X	X	X	\$2M	\$.75M	X	X	X
United Healthcare	X	X	X	X	X	X	X	X	X	X	\$2M	\$.27M	X	X	X
Aetna	X	X	X	X	X	X	X	X	X	X	\$3M	\$1M	X	X	X
Other Commercial	X	X	X	X	X	X	X	X	X	X		\$10M	X	X	X
Total Commercial	\$86M	\$35M	\$4M	\$1M			.6M				\$7M	\$12M			
Tufts Public Plan	X	X	X	X	X	X	X	X	X	X	\$9M	X	X	X	X
Neighborhood Health Plan	X	X	X	X	X	X	X	X	X	X	\$2M	X	X	X	X
BMC HealthNet, Inc.	X	X	X	X	X	X	X	X	X	X	\$5M	X	X	X	X
Health New England	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Fallon Community Health Plan	X	X	X	X	X	X	X	X	X	X	\$11M	X	X	X	X
Other Managed Medicaid	X	X	X	X	X	X	X	X	X	X	\$2M	X	X	X	X
Total Managed Medicaid											\$29M				
MassHealth	X	X	X	X	X	X	X	X	X	X	\$19M	X	X	X	X
Tufts Medicare Preferred	X	X	X	X	X	X	X	X	X	X	\$53M	X	X	X	X
Fallon Medicare	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Blue Cross Senior Options	X	X	X	X	X	X	X	X	X	X	\$7M		X	X	X
United Medicare		X	X	X	X	X	X	X	X	X	X	X	X	X	X
Commonwealth Care Alliance		X	X	X	X	X	X	X	X	X	X	X	X	X	X
Other Comm Medicare	X	X	X	X	X	X	X	X	X	X	\$35M	X	X	X	X
Commercial Medicare Subtotal											\$95M				
Medicare	X	X	X	X	X	X	X	X	X	X	\$85M	X	X	X	X
Other	X	X	X	X	X	X	X	X	X	X	\$10M	X	X	X	X
GRAND TOTAL	\$86M	\$35M	\$4M	\$1M			.6M				\$245M	\$12M			

2015

	P4P Contracts				Risk Contracts						FFS Arrangements		Other Revenue		
	Claims-Based Revenue		Incentive-Based Revenue		Claims-Based Revenue		Budget Surplus/ (Deficit) Revenue		Quality Incentive Revenue						
	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	Both
Blue Cross Blue Shield	\$25M	\$23M	\$95M	\$9M	X	X	(\$08M)	X	X	X	X	X	X	X	X
Tufts Health Plan	\$6M	\$7M	\$08M	\$1M	X	X	X	X	X	X	X	X	X	X	X
Harvard Pilgrim Health Care	\$12M	\$9M	\$07M	\$05M	X	X	X	X	X	X	X	X	X	X	X
Fallon Community Health Plan	\$42M	X	\$4.7M	X	X	X	X	X	X	X	X	X	X	X	X
CIGNA	X	X	X	X	X	X	X	X	X	X	\$2M	\$1M	X	X	X
United Healthcare	X	X	X	X	X	X	X	X	X	X	\$5M	\$4M	X	X	X
Aetna	X	X	X	X	X	X	X	X	X	X	\$3M	\$2M	X	X	X
Other Commercial	X	X	X	X	X	X	X	X	X	X	\$2M	\$1M	X	X	X
Total Commercial	85M	39M	\$6M	\$1M			(\$08M)				\$12M	\$6M			
Tufts Public Plan	X	X	X	X	X	X	X	X	X	X	\$10M	X	X	X	X
Neighborhood Health Plan	X	X	X	X	X	X	X	X	X	X	\$3M	X	X	X	X
BMC HealthNet, Inc.	X	X	X	X	X	X	X	X	X	X	\$6M	X	X	X	X
Health New England	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Fallon Community Health Plan	X	X	X	X	X	X	X	X	X	X	\$12M	X	X	X	X
Other Managed Medicaid	X	X	X	X	X	X	X	X	X	X	\$2M	X	X	X	X
Total Managed Medicaid											\$33M				
MassHealth	X	X	X	X	X	X	X	X	X	X	\$17M	X	X	X	X
Tufts Medicare Preferred	X	X	X	X	X	X	X	X	X	X	\$52M	X	X	X	X
Fallon Medicare	X	X	X	X	X	X	X	X	X	X	\$25M	X	X	X	X
Blue Cross Senior Options	X	X	X	X	X	X	X	X	X	X	\$9M	X	X	X	X
United Medicare		X	X	X	X	X	X	X	X	X	\$4M	X	X	X	X
Commonwealth Care Alliance	X	X	X	X	X	X	X	X	X	X	\$5M	X	X	X	X
Other Comm Medicare	X	X	X	X	X	X	X	X	X	X	\$2M	X	X	X	X
Commercial Medicare Subtotal											\$97M				
Medicare	X	X	X	X	X	X	X	X	X	X	\$96M	X	X	X	X
Other	X	X	X	X	X	X	X	X	X	X	\$2M	\$2M	X	X	X
GRAND TOTAL	\$85M	\$39M	\$6M	\$1M			(\$08M)				\$257M	\$6M			

2016

	P4P Contracts				Risk Contracts						FFS Arrangements		Other Revenue		
	Claims-Based Revenue		Incentive-Based Revenue		Claims-Based Revenue		Budget Surplus/ (Deficit) Revenue		Quality Incentive Revenue						
	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	Both
Blue Cross Blue Shield	\$24M	\$27M	\$95M	\$1M	X	X	(\$6M)	X	X	X	X	X	X	X	X
Tufts Health Plan	\$10M	\$5M	\$16M	\$08M	X	X	X	X	X	X	X	X	X	X	X
Harvard Pilgrim Health Care	\$16M	\$7M	\$089M	\$039M	X	X	X	X	X	X	X	X	X	X	X
Fallon Community Health Plan	\$40M	X	\$2.8M	X	X	X	X	X	X	X	X	X	X	X	X
CIGNA	X	X	X	X	X	X	X	X	X	X	\$3M	\$2M	X	X	X
United Healthcare	X	X	X	X	X	X	X	X	X	X	\$4M	\$58M	X	X	X
Aetna	X	X	X	X	X	X	X	X	X	X	\$3.5M	\$1M	X	X	X
Other Commercial	X	X	X	X	X	X	X	X	X	X	\$4M	\$5M	X	X	X
Total Commercial	90M	39M	\$5M	\$1M			(\$6M)				\$15M	\$9M			
Tufts Public Plan	X	X	X	X	X	X	X	X	X	X	\$10M	X	X	X	X
Neighborhood Health Plan	X	X	X	X	X	X	X	X	X	X	\$4M	X	X	X	X
BMC HealthNet, Inc.	X	X	X	X	X	X	X	X	X	X	\$6M	X	X	X	X
Health New England	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Fallon Community Health Plan	X	X	X	X	X	X	X	X	X	X	\$12M	X	X	X	X
Other Managed Medicaid	X	X	X	X	X	X	X	X	X	X	\$2M	X	X	X	X
Total Managed Medicaid											\$34M				
MassHealth	X	X	X	X	X	X	X	X	X	X	\$18M	X	X	X	X
Tufts Medicare Preferred	X	X	X	X	X	X	X	X	X	X	\$49M	X	X	X	X
Fallon Medicare	X	X	X	X	X	X	X	X	X	X	\$24M	X	X	X	X
Blue Cross Senior Options	X	X	X	X	X	X	X	X	X	X	\$8M	X	X	X	X
United Medicare		X	X	X	X	X	X	X	X	X	\$5M	X	X	X	X
Commonwealth Care Alliance	X	X	X	X	X	X	X	X	X	X	\$5M	X	X	X	X
Other Comm Medicare	X	X	X	X	X	X	X	X	X	X	\$2.5M	X	X	X	X
Commercial Medicare Subtotal											\$94M				
Medicare	X	X	X	X	X	X	X	X	X	X	\$105M	X	X	X	X
Other	X	X	X	X	X	X	X	X	X	X	7M	X	X	X	X
GRAND TOTAL	\$90M	\$39M	\$5M	\$1M			(\$6M)				\$273M	\$9M			

2017

	P4P Contracts				Risk Contracts						FFS Arrangements		Other Revenue		
	Claims-Based Revenue		Incentive-Based Revenue		Claims-Based Revenue		Budget Surplus/ (Deficit) Revenue		Quality Incentive Revenue						
	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	Both
Blue Cross Blue Shield	\$24M	\$27M	\$9M	\$1M	X	X	X	X	X	X	X	X	X	X	X
Tufts Health Plan	\$8M	\$5M	\$2M	\$2M	X	X	X	X	X	X	X	X	X	X	X
Harvard Pilgrim Health Care	\$11M	\$7M	\$089M	\$039M	X	X	X	X	X	X	X	X	X	X	X
Fallon Community Health Plan	\$35M	X	\$2.5M	X	X	X	X	X	X	X	X	X	X	X	X
CIGNA	X	X	X	X	X	X	X	X	X	X	\$4M	\$1M	X	X	X
United Healthcare	X	X	X	X	X	X	X	X	X	X	\$5M	\$5M	X	X	X
Aetna	X	X	X	X	X	X	X	X	X	X	\$3M	\$1M	X	X	X
Other Commercial	X	X	X	X	X	X	X	X	X	X	\$5M	\$2M	X	X	X
Total Commercial	78M	39M	\$4M	\$1M							\$17M	\$5M			
Tufts Public Plan	X	X	X	X	X	X	X	X	X	X	\$9M	X	X	X	X
Neighborhood Health Plan	X	X	X	X	X	X	X	X	X	X	\$3M	X	X	X	X
BMC HealthNet, Inc.	X	X	X	X	X	X	X	X	X	X	\$5M	X	X	X	X
Health New England	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Fallon Community Health Plan	X	X	X	X	X	X	X	X	X	X	\$11M	X	X	X	X
Other Managed Medicaid	X	X	X	X	X	X	X	X	X	X	\$1M	X	X	X	X
Total Managed Medicaid											\$29M				
MassHealth	X	X	X	X	X	X	X	X	X	X	\$19M	X	X	X	X
Tufts Medicare Preferred	X	X	X	X	X	X	X	X	X	X	\$48M	X	X	X	X
Fallon Medicare	X	X	X	X	X	X	X	X	X	X	\$23M	X	X	X	X
Blue Cross Senior Options	X	X	X	X	X	X	X	X	X	X	\$8M	X	X	X	X
United Medicare		X	X	X	X	X	X	X	X	X	\$5M	X	X	X	X
Commonwealth Care Alliance		X	X	X	X	X	X	X	X	X	\$7M	X	X	X	X
Other Comm Medicare	X	X	X	X	X	X	X	X	X	X	\$2M	X	X	X	X
Commercial Medicare Subtotal											\$93M				
Medicare	X	X	X	X	X	X	X	X	X	X	\$105M	X	X	X	X
Other	X	X	X	X	X	X	X	X	X	X	\$5M	\$1.5M	X	X	X
GRAND TOTAL	\$78M	\$39M	\$4M	\$1M							\$268M	\$7M			

Facility 810 Sumary by Service Line
All Discharges from 01/01/2017 - 12/31/2017 (based on discharge date)

	All Other				Commercial				Managed Medicaid				Managed Medicare				Medicaid				Medicare				Combined Totals	
Service Lines	Inpatient Revenue	Inpatient Margin	Outpatient Revenue	Outpatient Margin	Inpatient Revenue	Inpatient Margin	Outpatient Revenue	Outpatient Margin	Inpatient Revenue	Inpatient Margin	Outpatient Revenue	Outpatient Margin	Inpatient Revenue	Inpatient Margin	Outpatient Revenue	Outpatient Margin	Inpatient Revenue	Inpatient Margin	Outpatient Revenue	Outpatient Margin	Inpatient Revenue	Inpatient Margin	Outpatient Revenue	Outpatient Margin	Total Revenue	Total Margin
All Other	104,345	36,075			1,758,489	647,489			750,293	163,813			1,398,541	354,402			382,520	99,357			1,326,717	91,895			5,720,906	1,393,032
Behavioral	484,732	(331,740)	9,332	(4,563)	1,867,547	(162,924)	138,124	67,862	1,241,064	(267,610)	23,263	1,383	719,107	(213,118)	97,756	10,884	807,905	(192,304)	8,340	(3,268)	1,929,868	(382,156)	312,846	(339,523)	7,639,885	(1,817,078)
Burn			3,446	2,598	17,021	12,357	10,489	7,955		(640)	3,674	66			4,871	(3,491)		(292)	2,706	(1,757)			1,635	(2,701)	53,137	14,095
Cardiovascular	671,638	331,570	1,272,375	938,567	13,251,088	6,516,585	15,126,768	7,356,633	1,840,363	25,763	1,341,748	(197,832)	20,778,731	6,012,278	8,780,473	1,469,578	1,834,888	437,914	1,251,438	180,600	22,453,000	5,913,903	8,690,682	1,148,208	97,293,192	30,133,768
Digestive Disease	563,163	240,484	290,380	116,657	9,494,494	3,154,982	7,026,640	784,284	2,674,832	167,886	411,952	(629,641)	6,364,377	644,169	1,355,142	(151,935)	1,549,591	(4,833)	519,678	(153,535)	7,115,364	684,186	1,519,142	(38,026)	38,884,754	4,814,678
Endocrine	41,637	24,689			1,014,638	468,686			453,685	(58,041)			988,747	133,764			384,372	9,915			1,309,889	236,019			4,192,967	815,033
ENT	30,059	14,873	115,476	64,486	240,553	115,905	2,579,146	672,774	88,115	20,084	123,511	(198,423)	177,495	58,078	340,764	(87,860)		(8,352)	79,199	(51,337)	232,319	45,097	312,060	(67,441)	4,340,778	577,885
Evaluation and Management			1,088,649	839,774			1,212,999	558,688			2,122,225	1,093,787			461,286	201,595			897,897	216,679			711,581	232,495	6,494,637	3,143,018
Gynecology			12,688	5,850			2,036,272	(449,440)			48,576	(204,328)			267,759	(49,009)			67,519	(71,183)			246,455	(47,779)	2,679,270	(815,889)
Hematology	31,338	19,326			300,635	169,211		8,998	148,332	62,549			530,077	136,040							575,957	88,455		5,953	1,651,283	485,975
Infectious Disease	190,644	90,014			4,398,101	2,224,848			982,235	(95,685)			7,408,439	821,445			1,880,331	223,044			8,033,529	1,037,537			22,893,279	4,301,205
IP ONLY																										
UNGROUAPABLE			3,306	248			153,845	(114,504)			19,506	(8,988)			25,768	(21,635)			425	(2,014)			91,768	(6,431)	294,618	(153,324)
Lab			11,382	8,522			217,514	118,902			20,002	2,483			63,646	21,393			12,373	3,037			50,812	9,411	375,728	163,749
Miscellaneous							475	(111)																475	(111)	
Miscellaneous Services			2,337,029	1,739,320			10,411,071	4,829,712			2,647,570	(230,825)			3,898,284	(80,670)			1,702,486	32,100			4,453,500	166,428	25,449,941	6,456,065
Musculoskeletal	518,199	216,221	566,798	282,148	12,575,744	5,116,586	10,280,817	1,152,580	1,132,223	23,041	463,394	(612,103)	8,311,878	1,268,316	1,507,938	(11,069)	772,828	79,360	314,340	(265,873)	8,474,312	1,175,895	1,798,058	(283,281)	46,716,530	8,141,820
Nephrology/Urology	157,304	46,793	76,089	33,412	2,823,607	919,362	3,110,702	734,370	532,805	34,669	132,921	(271,596)	3,463,519	76,882	2,533,898	121,386	554,562	12,186	423,690	(83,938)	4,140,206	650,349	2,984,186	(1,548,147)	20,933,489	725,729
Neuroscience	94,952	26,516			2,867,328	1,226,085			663,956	(25,697)			2,820,088	375,283			466,872	36,502			2,965,352	618,778			9,878,548	2,257,467
Neurosciences			65,791	40,199			1,818,046	811,939			344,935	(4,179)			649,077	245,494			397,201	158,695			687,654	177,232	3,962,704	1,429,381
Newborn	52,866	(39,774)			3,249,725	(949,526)			1,005,438	(570,727)							739,017	(466,144)							5,047,045	(2,026,171)
OB/GYN	231,945	(13,069)			12,875,079	(671,268)			3,055,183	(991,234)			139,333	(4,740)			1,297,768	(700,346)			208,276	(41,346)			17,807,584	(2,422,003)
Obstetrics			9,413	4,950			462,296	87,730			91,960	(50,685)			2,798	206			59,652	(16,964)			5,366	(599)	631,486	24,638
Oncology	36,777	(5,014)	338,120	173,780	1,463,775	353,616	15,235,516	5,116,692	128,949	3,659	844,420	(202,285)	1,327,225	324,349	6,516,197	(96,687)	198,108	29,569	620,272	199,585	1,198,329	283,483	6,596,281	(379,747)	34,503,970	5,801,000
Ophthalmology			44,928	22,062	34,950	19,992	1,269,259	408,423	8,260	5,812	42,575	(55,783)	21,176	9,328	1,095,306	(88,357)	13,625	5,324	113,700	(45,445)	63,154	15,864	1,417,112	(121,503)	4,124,044	175,717
Pain Management			89,482	63,027			847,034	432,803			130,777	(10,999)			224,604	72,179			84,405	23,837			371,716	96,195	1,748,018	677,042
Physical Therapy																										
/Rehabilitation			432,736	191,306			2,022,351	(245,501)			1,117,011	530,034			861,741	(234,089)			285,176	3,684			754,679	(394,806)	5,473,695	(149,372)
Podiatry			18,493	14,354			55,715	11			16,039	(2,691)			38,640	(18,947)			13,827	(4,364)			35,220	(29,525)	177,934	(41,162)
Poisoning/Drug Tox	30,660	3,794			380,908	110,311			346,103	71,481			281,501	(49,058)			487,533	59,713			559,634	24,319			2,086,338	220,560
Radiology			2,828,823	2,283,903			8,768,329	4,732,946			2,414,767	1,078,289			1,407,515	208,759			1,314,634	502,464			1,749,592	143,044	18,483,661	8,949,404
Respiratory	169,398	95,059	167,620	117,993	4,458,178	2,105,611	758,304	295,207	1,420,151	(7,940)	211,940	7,445	7,490,360	821,802	426,074	24,727	1,329,958	6,795	137,538	(42,240)	8,384,181	1,100,813	453,031	30,158	25,406,733	4,555,429
Skin and Breast	181,427	39,829	189,556	(128,838)	1,417,237	556,216	2,117,403	(226,969)	1,169,715	129,614	202,870	(231,427)	1,104,482	259,165	482,482	(256,288)	452,937	(106,130)	138,197	(71,960)	1,556,902	156,232	549,449	(322,512)	9,562,657	(203,068)
SPINE	75,539	34,972	7,298	(196)	2,733,433	1,066,903	1,676,014	369,087	223,214	(74,797)	94,894	(83,363)	1,560,099	454,258	797,110	314,202	162,792	18,197	44,570	(84,779)	2,342,211	614,300	744,833	208,792	10,462,007	2,837,575
Trauma	20,036	15,621	414,214	261,126	26,490	20,700	1,468,083	605,284	14,241	8,880	293,133	(5,883)	135,331	61,173	741,145	(278,154)	25,058	12,150	145,347	(74,500)	176,204	78,051	887,617	(414,431)	4,346,898	290,017
Ungroupable			137,063	36,594			1,001,458	224,821			222,799	29,338			23,497	(10,001)			4,925	(12,998)			24,958	9,150	1,414,700	276,903
Grand Total	3,686,660	846,240	10,530,490	7,107,279	77,249,019	23,021,728	89,813,668	28,334,997	17,886,879	(1,375,116)	13,386,462	(258,204)	65,020,505	11,543,816	32,603,770	1,302,211	13,414,312	(441,547)	8,639,536	334,526	73,045,404	12,391,672	35,456,186	(1,774,593)	440,732,889	81,033,008

* ER encounters are included with the OP totals
** All Other includes Self Pay, Commercial, and Charity
*** Commercial includes Managed Care and Managed Care Exchange

Facility 810 Sumary by Service Line
All Discharges from 01/01/2016 - 12/31/2016 (based on discharge date)

	All Other				Commercial				Managed Medicaid				Managed Medicare				Medicaid				Medicare				Combined Totals			
Service Lines	Inpatient Revenue	Inpatient Margin	Outpatient Revenue	Outpatient Margin	Inpatient Revenue	Inpatient Margin	Outpatient Revenue	Outpatient Margin	Inpatient Revenue	Inpatient Margin	Outpatient Revenue	Outpatient Margin	Inpatient Revenue	Inpatient Margin	Outpatient Revenue	Outpatient Margin	Inpatient Revenue	Inpatient Margin	Outpatient Revenue	Outpatient Margin	Inpatient Revenue	Inpatient Margin	Outpatient Revenue	Outpatient Margin	Total Revenue	Total Margin		
All Other	202,203	93,793			1,885,531	791,406			629,324	(185,124)			1,912,326	322,556			443,506	150,754			2,390,144	427,871			7,463,036	1,601,257		
Behavioral	813,867	(509,506)			1,219,526	(146,336)			996,475	(104,072)							761,927	(328,345)			1,918,771	(803,429)			6,653,471	(1,861,102)		
Burn			10,516	6,223			126,482	62,062			21,144	3,612			53,351	14,080			21,827	2,737			149,881	20,812	6,653,471	1,601,257		
Cardiovascular	313,829	139,517	704,164	426,367	12,413,569	5,255,937	13,287,077	5,482,616	1,909,346	(50,809)	1,248,976	(519,779)	18,597,113	5,574,454	8,236,890	276,991	1,705,369	331,566	568,342	(315,439)	17,601,785	5,054,406	7,248,399	81,628	83,834,857	21,737,456		
Digestive Disease	290,003	109,519	222,949	63,062	10,672,015	4,100,215	6,817,229	(178,550)	2,975,710	501,907	353,032	(824,080)	6,403,962	942,774	1,211,920	(227,343)	1,745,368	239,829	181,845	(639,749)	7,683,342	1,217,812	1,583,169	(287,114)	40,140,542	5,018,280		
Endocrine	47,736	22,951			916,827	435,024			552,777	129,925			866,687	197,748			192,185	(5,873)			1,434,527	226,466			4,010,739	1,006,241		
ENT			41,264	2,830	307,396	100,887	3,288,223	565,716	71,791	15,747			119,838	39,563	468,444	(41,862)			92,619	(204,730)			638,839	32,580	5,489,206	223,599		
Evaluation and Management			715,244	512,468			1,173,415	457,784			2,751,432	1,658,882			471,120	192,066			1,731,777	1,039,592			774,278	280,292	7,617,266	4,141,084		
Gynecology			44,793	15,075			1,780,927	(456,637)			73,191	(287,987)			220,918	(36,744)			17,894	(129,689)			209,067	(45,050)	2,346,790	(941,033)		
Hematology	20,926	7,694			446,410	203,094			74,893	29,490			624,748	240,995			132,600	19,147			738,003	223,834			2,053,528	719,287		
Infectious Disease	33,172	7,093			5,107,242	2,289,204			1,540,894	60			7,370,237	1,769,432			1,728,921	295,925			9,308,494	1,795,443			25,088,961	6,157,157		
IP ONLY																												
UNGROUPEABLE																												
Lab			10,414	7,953			225,874	(46,269)							40,634	(23,863)			5,732	(24,468)					11,032	(130)	294,350	(116,857)
Miscellaneous							217,289	107,228							25,032	2,642			21,081	9,708			45,819	11,536	387,067	161,926		
																										364	170	
Miscellaneous Services			1,499,218	972,183			10,173,309	3,984,798			2,539,951	(461,086)			3,876,872	(365,124)			1,432,947	(669,575)			3,987,035	(27,973)	23,509,333	3,433,223		
Musculoskeletal	170,801	68,667	380,792	154,892	12,161,032	4,190,530	10,351,111	74,300	1,435,734	199,027	402,998	(717,024)	8,309,536	1,321,373	1,368,829	(45,531)	703,627	(96,337)	205,267	(373,677)	8,587,195	1,415,948	1,687,116	(143,820)	45,764,039	6,048,348		
Nephrology/Urology	158,403	54,506	323,670	212,603	2,586,948	798,243	3,988,165	842,086	669,118	83,871	165,685	(359,076)	3,240,513	387,623	2,472,024	136,993	302,401	68,488	193,372	(199,748)	4,791,348	910,549	3,029,577	(1,440,815)	21,921,224	1,495,323		
Neuroscience	99,654	41,513			2,471,483	1,145,952			583,993	85,954			3,284,920	855,090			557,903	(23,921)			2,963,443	779,725			9,961,397	2,884,314		
Neurosciences			51,988	25,064			1,785,191	699,848			266,562	(107,429)			568,192	188,789			122,297	(158,613)			648,736	182,151	3,442,966	829,809		
Newborn	77,962	(31,554)			3,482,640	(353,108)			1,167,893	(291,756)							509,002	(385,921)							5,237,497	(1,062,339)		
OB/GYN	166,587	(21,920)			12,298,133	1,182,554			3,377,169	(60,816)			107,983	15,575			1,225,498	(456,217)			229,396	2,358			17,404,766	661,534		
Obstetrics			17,029	4,877			386,616	(69,484)			65,385	(66,905)							56,655	(10,817)			7,346	(2,222)	533,030	(144,551)		
Oncology	8,560	4,634	451,247	271,906	1,752,414	600,734	15,165,589	4,353,900	120,147	(32,371)	808,118	(462,105)	1,276,842	206,690	6,360,575	(229,225)	110,788	(66,256)	176,254	(258,859)	1,706,168	406,685	5,775,583	(681,835)	33,712,284	4,113,898		
Ophthalmology			17,707	2,751	54,483	32,608	1,136,060	298,651	13,363	6,794	47,480	(86,679)	48,769	18,731	1,242,584	(89,650)			26,907	(130,165)	34,384	10,499	1,360,851	(169,827)	3,982,586	(106,287)		
Pain Management			73,716	47,872			837,313	339,361			94,158	(56,519)			187,152	43,865			52,295	(34,636)			331,612	47,413	1,576,246	387,357		
Physical Therapy/Rehabilitation			323,492	135,913			1,871,665	(304,970)			1,465,927	868,517			815,003	(283,996)			684,763	438,201			581,095	(348,573)	5,741,945	505,092		
Podiatry			4,841	3,058			56,893	7,577			15,663	(949)			27,110	(19,310)			16,016	(8,490)			27,192	(20,126)	147,716	(38,241)		
Poisoning/Drug Tox	17,865	8,574			429,666	203,373			556,126	(52,072)			338,918	107,541			143,069	(5,118)			483,337	112,367			1,968,980	374,665		
Radiology			1,893,442	1,450,507			8,619,085	4,483,313			2,565,012	1,198,042			1,451,642	311,283			1,358,277	618,844			1,770,499	240,311	17,657,958	8,302,300		
Respiratory	63,721	12,731	81,013	43,110	4,874,112	2,160,466	816,410	272,028	1,533,796	(11,199)	279,126	291	6,324,877	1,367,459	492,521	(52,464)	1,129,495	92,855	160,256	(17,160)	8,409,593	2,044,155	460,133	(8,656)	24,625,054	5,903,615		
Skin and Breast	47,672	3,713	196,273	(395,932)	1,370,476	527,902	2,139,544	(544,351)	1,010,729	132,950	220,438	(272,983)	1,038,411	323,162	570,638	(200,519)	389,953	(111,018)	103,132	(162,229)	1,817,717	454,246	454,105	(281,062)	9,359,088	(526,121)		
Spine	81,596	28,224	68,331	38,022	3,402,807	1,285,162	1,128,831	285,114	527,841	(4,254)	30,025	(111,058)	1,725,943	539,045	681,951	224,245	164,058	(17,843)	12,047	(37,924)	1,728,538	471,521	548,310	208,059	10,000,277	2,908,312		
Trauma	14,317	23	194,705	139,749	63,060	46,018	1,803,388	869,003	15,522	5,687	441,561	122,507	135,440	50,010	616,464	(218,635)	9,665	6,428	163,610	(39,336)	190,396	96,383	717,045	(342,533)	4,365,174	735,304		
Ungroupable			51,312	(35,996)			333,930	69,822			33,176	4,276			10,156	66			4,882	(5,169)			42,555	2,546	476,011	35,544		
Grand Total	2,628,872	40,173	7,380,323	4,105,401	77,915,770	24,849,865	87,527,970	21,657,236	19,762,641	398,941	14,062,260	(850,902)	62,300,593	14,213,111	31,512,927	(422,919)	12,031,919	(291,361)	7,413,230	(1,310,567)	72,268,748	14,916,403	32,103,820	(2,691,469)	426,909,072	74,613,913		

* ER encounters are included with the OP totals
** All Other includes Self Pay, Commercial, and Charity
*** Commercial includes Managed Care and Managed Care Exchange

Facility 810 Summary by Service Line
All Discharges from 01/01/2015 - 12/31/2015 (based on discharge date)

Service Lines	All Other				Commercial				Managed Medicaid				Managed Medicare				Medicaid				Medicare				Combined Totals	
	Inpatient Revenue	Inpatient Margin	Outpatient Revenue	Outpatient Margin	Inpatient Revenue	Inpatient Margin	Outpatient Revenue	Outpatient Margin	Inpatient Revenue	Inpatient Margin	Outpatient Revenue	Outpatient Margin	Inpatient Revenue	Inpatient Margin	Outpatient Revenue	Outpatient Margin	Inpatient Revenue	Inpatient Margin	Outpatient Revenue	Outpatient Margin	Inpatient Revenue	Inpatient Margin	Outpatient Revenue	Outpatient Margin	Total Revenue	Total Margin
All Other	281,773	76,907			1,232,702	215,584			638,730	115,492			2,190,057	888,685			227,660	61,333			2,665,161	533,733			7,236,083	1,891,734
Behavioral	756,515	(269,328)	12,820	6,246	1,155,459	(104,160)	108,320	28,466	1,069,106	3,440	44,971	(6,771)	581,920	4,153	54,202	1,860	959,795	(449,013)	23,455	(6,316)	1,321,055	(219,936)	102,880	5,270	6,190,500	(1,006,090)
Burn			4,342	2,929			8,206	(647)			10,664	199	14,188	11,451	1,171	719			5,389	2,867			5,483	2,106	49,444	19,624
Cardiovascular	832,053	236,064	503,496	236,030	10,796,704	4,126,748	12,826,426	4,839,602	1,674,646	78,045	1,204,039	(607,582)	16,751,648	3,303,744	8,454,560	1,075,983	934,839	(199,407)	582,470	(407,947)	16,262,850	3,778,562	7,393,876	245,560	78,217,606	16,705,402
Digestive Disease	243,284	77,070	166,224	(7,914)	8,347,065	2,753,836	6,798,203	(103,007)	2,493,193	538,778	385,090	(854,220)	7,030,027	1,112,075	1,563,176	(216,132)	1,415,992	25,038	231,400	(728,413)	6,679,425	1,242,037	1,636,354	(366,912)	36,989,434	3,472,234
Endocrine	46,209	20,011			922,656	347,014			464,242	77,658			1,054,753	307,487			170,525	33,966			1,351,347	362,774			4,009,732	1,148,910
ENT	17,397	3,463	44,399	(8,299)	173,028	95,595	1,831,767	(129,109)	130,486	35,990			237,282	73,300	428,448	(51,941)			59,390	(141,657)	205,165	67,082	310,290	(21,814)	3,576,043	(360,390)
Evaluation and Management			736,303	518,994			1,112,185	423,681			2,683,641	1,653,915			513,277	159,984			1,866,880	1,147,761			728,521	247,259	7,640,807	4,151,594
Gynecology			50,697	(2,289)			1,695,763	(637,785)			81,755	(391,512)			226,724	(34,606)			23,953	(172,404)			218,781	(61,365)	2,297,673	(1,299,962)
Hematology	8,047	3,644			458,171	166,451	26,407	(3,884)	135,587	21,655			639,316	167,548			82,943	39,204			538,985	174,722	3,354	117	1,892,810	569,458
Infectious Disease	194,619	82,339			4,792,726	2,086,224			1,599,705	251,793			7,525,669	2,434,198			1,249,145	177,239			8,116,379	2,532,187			23,478,244	7,563,979
IP ONLY UNGROUPABLE			609	(4,885)			296,242	(46,881)			13,037	(21,967)			73,103	(72,058)			2,259	(13,273)			77,847	(21,638)	463,096	(180,702)
Lab			17,861	12,628			208,072	102,713			26,639	5,606			93,143	45,484			14,586	3,263			78,145	27,529	438,446	197,222
Miscellaneous Services			1,365,720	818,906			9,951,650	3,855,019			2,671,014	(818,102)			3,982,701	(246,677)			1,362,361	(578,440)			3,870,249	(171,430)	23,203,696	2,859,274
Musculoskeletal	362,262	119,991	426,189	90,450	11,850,058	4,217,893	9,259,891	(458,436)	992,472	1,448	402,012	(714,147)	8,833,043	1,785,918	1,415,783	(46,240)	678,856	(48,348)	198,764	(474,894)	7,131,441	1,083,261	1,831,619	(14,908)	43,382,389	5,541,987
Nephrology/Urology	68,545	20,294	48,432	(10,595)	2,676,801	709,524	3,267,803	628,676	759,780	172,019	136,429	(270,031)	3,636,763	596,165	2,660,758	401,732	401,395	(40,095)	113,241	(165,160)	4,046,375	720,296	2,675,063	(917,619)	20,491,581	1,845,205
Neuroscience	96,282	(30,258)			1,869,468	895,008			635,686	83,200			2,607,080	750,914			488,723	47,221			2,775,342	640,274			8,472,581	2,386,359
Neurosciences			70,664	37,871			1,602,966	576,390			227,205	(139,137)			586,267	185,508			82,223	(130,724)			399,396	43,494	2,968,720	573,402
Newborn	66,360	2,080			3,621,891	(44,637)			1,316,343	81,244							655,438	(186,451)							5,660,032	(147,762)
OB/GYN	179,596	(197)			12,654,472	1,673,618			3,226,960	322,617			113,419	(13,766)			1,532,491	(243,068)			153,021	(4,141)			17,859,958	1,735,063
Obstetrics			20,857	4,449			475,205	(19,682)			94,780	(50,334)			157	(83)			93,316	(39,431)			7,314	(3,317)	691,629	(108,398)
Oncology	15,094	(18,673)	541,462	311,668	1,836,919	469,513	14,921,825	6,455,722	242,404	17,627	1,020,447	(247,974)	1,758,755	392,160	6,213,951	(96,264)	162,460	38,728	209,904	(474,836)	1,340,943	281,643	5,607,121	(201,645)	33,871,283	6,927,670
Ophthalmology			37,492	6,535	29,944	9,084	956,199	188,133	29,243	11,976	64,520	(144,920)	43,048	18,710	1,121,830	(121,277)	4,485	2,030	22,375	(102,082)	37,770	9,889	1,527,864	(82,485)	3,874,771	(204,408)
Pain Management			25,470	13,243			627,790	153,329			108,946	(97,931)			241,078	6,110			36,904	(40,968)			300,888	(30,353)	1,341,076	3,430
Physical Therapy/Rehabilitation			352,024	122,926			1,953,209	(333,029)			1,355,915	868,210			838,146	(296,066)			577,740	293,687			569,360	(469,889)	5,646,394	185,839
Podiatry			1,432	631			56,962	(3,959)			19,070	(337)			32,731	(9,747)			10,442	892			42,490	(25,847)	163,128	(38,368)
Poisoning/Drug Tox	77,684	22,601			347,219	80,137			482,300	(79,236)			304,782	73,742			270,041	(25,773)			408,783	83,509			1,890,810	154,980
Radiology			1,757,795	1,255,082			8,735,354	4,445,772			2,573,844	1,189,240			1,666,338	377,206			1,438,262	635,880			1,791,356	313,464	17,962,950	8,216,644
Respiratory	134,841	57,286	114,614	61,322	4,852,230	1,916,847	877,118	276,675	1,316,992	236,478	285,457	12,910	8,355,333	2,092,459	572,212	(75,091)	1,160,583	(25,058)	154,515	(7,397)	7,687,422	1,921,952	520,797	(41,705)	26,032,116	6,426,678
Skin and Breast	20,896	9,967	155,271	(373,998)	1,161,443	369,272	1,702,738	(337,133)	1,015,496	184,101	222,702	(130,104)	1,403,400	405,352	491,386	(261,380)	428,156	(39,453)	94,822	(234,122)	1,353,834	299,465	489,144	(192,118)	8,539,289	(300,151)
Spine	128,539	18,705	20,872	(14,723)	2,694,039	948,981	754,199	(13,742)	344,428	(115,759)	38,204	(89,769)	1,550,527	450,162	353,293	(6,767)	18,906	4,748	11,996	(34,290)	1,791,008	613,056	412,273	137,629	8,118,283	1,898,231
Trauma			158,682	106,071	8,309	4,560	2,087,493	957,387			360,130	77,959	141,117	26,405	699,695	(149,710)	19,057	(476)	166,855	(74,216)	238,400	65,526	649,576	(248,106)	4,529,312	765,399
Ungroupable			1,395	967			82,229	23,498			3,839	(7,472)			78,760	17,204			1,076	(3,401)			49,881	(3,307)	217,180	27,488
Grand Total	3,529,998	431,965	6,635,123	3,184,246	71,481,304	20,937,091	82,224,222	20,867,767	18,567,799	2,038,565	14,151,119	(1,069,853)	64,772,126	14,880,862	32,362,889	587,748	10,883,114	(825,051)	7,384,577	(1,745,621)	64,104,705	14,185,890	31,299,922	(1,852,033)	407,396,897	71,621,576

* ER encounters are included with the OP totals

** All Other includes Self Pay, Commercial, and Charity

*** Commercial includes Managed Care and Managed Care Exchange

Facility 810 Sumary by Financial Class Summary
All Discharges from 01/01/2015 - 12/31/2017 (based on discharge date)

	All Other				Commercial				Managed Medicaid				Managed Medicare				Medicaid				Medicare				Combined Totals	
Year	Inpatient Revenue	Inpatient Margin	Outpatient Revenue	Outpatient Margin	Inpatient Revenue	Inpatient Margin	Outpatient Revenue	Outpatient Margin	Inpatient Revenue	Inpatient Margin	Outpatient Revenue	Outpatient Margin	Inpatient Revenue	Inpatient Margin	Outpatient Revenue	Outpatient Margin	Inpatient Revenue	Inpatient Margin	Outpatient Revenue	Outpatient Margin	Inpatient Revenue	Inpatient Margin	Outpatient Revenue	Outpatient Margin	Total Revenue	Total Margin
2017	3,686,660	846,340	10,530,490	7,107,279	77,249,019	23,021,728	89,813,668	28,334,997	17,866,879	(1,375,116)	13,386,462	(258,204)	65,020,505	11,543,816	32,603,770	1,302,211	13,414,312	(441,547)	8,639,536	334,526	73,045,404	12,391,672	35,456,186	(1,774,593)	440,732,889	81,033,008
2016	2,628,872	40,173	7,380,323	4,105,401	77,915,770	24,849,865	87,527,970	21,657,236	19,762,641	398,941	14,062,260	(850,902)	62,300,593	14,213,111	31,512,927	(422,919)	12,031,919	(291,361)	7,413,230	(1,310,567)	72,268,748	14,916,403	32,103,820	(2,691,469)	426,909,072	74,613,913
2015	3,529,998	431,965	6,635,123	3,184,246	71,481,304	20,937,091	82,224,222	20,867,767	18,567,799	2,038,565	14,151,119	(1,069,853)	64,772,126	14,880,862	32,362,889	587,748	10,883,114	(825,051)	7,384,577	(1,745,621)	64,104,705	14,185,890	31,299,922	(1,852,033)	407,396,897	71,621,576
Combined Totals	9,845,530	1,318,379	24,545,936	14,396,926	226,646,092	68,808,685	259,565,860	70,860,000	56,217,320	1,062,390	41,599,841	(2,178,959)	192,093,224	40,637,789	96,479,586	1,467,039	36,329,344	(1,557,960)	23,437,342	(2,721,661)	209,418,857	41,493,966	98,859,928	(6,318,095)	1,275,038,859	227,268,498