



2017 INDUSTRY REPORT: VIRGINIA HOSPITALS AND NURSING FACILITIES NORTHWESTERN HOSPITAL EXCERPTS

Employers and healthcare purchasers want to spend their healthcare dollars wisely. Finding the best value in healthcare often means choosing hospitals that provide services based on good science while avoiding duplicative and unnecessary services. Making healthcare information transparent to the public helps consumers and businesses make better healthcare decisions. Below are a few select Efficiency and Productivity measures from Virginia Health Information's *2017 Industry Report: Virginia Hospitals and Nursing Facilities*. The Industry Report contains important information on how much hospitals are paid, charity care provided, staffing levels and profit margins. For the bottom line on efficiency, the Composite Efficiency and Productivity Score is an overall ranking of hospitals based on ten cost, utilization and efficiency measures. All indicators are on the web at www.vhi.org or in the easy-to-use files on the CD found in the publication.

Northwestern Virginia Hospitals	Tax Status	CEP Score	\$ Paid/ Admission	Operating Margin	Total Margin	Charity Care
Augusta Health	NP	2.5	\$10,284	11.4%	15.0%	6.0%
Fauquier Hospital - Hospital in Northern Virginia	P	3.2	\$11,388	15.5%	15.5%	7.8%
Martha Jefferson Hospital	NP	2.1	\$7,621	1.8%	1.9%	6.3%
Mary Washington Hospital	NP	2.0	\$8,429	3.6%	3.9%	7.1%
Novant Health UVA Health System Culpeper Hospital	NP	2.3	\$7,281	5.1%	5.1%	8.4%
Sentara RMH Medical Center	NP	3.3	\$11,538	6.1%	6.1%	7.7%
Spotsylvania Regional Medical Center	P	2.4	\$7,877	-13.1%	-13.1%	-2.1%
Stafford Hospital Center	NP	2.3	\$9,373	10.4%	12.8%	8.0%
University of Virginia Medical Center	NP	2.9	\$15,204	4.9%	5.8%	7.0%
Valley Health Warren Memorial Hospital	NP	3.7	\$10,423	-13.8%	-12.8%	10.6%
Valley Health Winchester Medical Center	NP	2.2	\$9,487	8.1%	9.3%	4.7%
Regional Medians			\$9,487	5.1%	5.8%	7.1%

Tax Status – NP - Not-for-Profit; P – Proprietary (For Profit)

Composite Efficiency and Productivity Score –The average of ten select indicator quartiles. The desired direction is toward a lower score. The Statewide average score is 2.5.

Dollars Paid Per Admission - The average dollar amount expected to be collected for each admission. An adjustment is made for outpatient care, wage-price index and patient severity of illness. The desired direction is toward a lower score.

Operating Margin (%) – A percentage that expresses the difference between operating revenue and cost as a proportion of operating revenue. The desired direction is toward a higher value.

Total Margin (%) – A percentage that expresses the difference between total revenue and cost as a proportion of total revenue. The desired direction is toward a higher value.

Charity Care (%). - **Charity Care, Bad Debt and Taxes** - Expressed as a percentage, the amount of charity care and bad debt (converted to a cost basis) and taxes that the facility incurred in relation to its total expenses. The desired direction is toward a higher value.