**Question 1:**

**Patient panel: DoN Staff note that some of the towns that have been attributed to some of the zip codes do not appear to be consistent with the USPS official designations. Please verify and correct, if necessary, the towns attributed to a zip code.** [**at https://tools.usps.com/zip-code-lookup.htm?citybyzipcode**](https://tools.usps.com/zip-code-lookup.htm?citybyzipcode)

**Answer:**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Catchment Area[[1]](#footnote-1)** | | | | | |
| **Westborough** | | **Woburn** | | **Westwood** | |
| **Zip** | **Town** | **Zip** | **Town** | **Zip** | **Town** |
| 01503 | Berlin | 01730 | Bedford | 02021 | Canton |
| 01519 | Grafton | 01731 | Hanscom AFB (Bedford) | 02026 | Dedham |
| 01532 | Northborough | 01801 | Woburn | 02030 | Dover |
| 01536 | North Grafton | 01810 | Andover | 02032 | East Walpole (Walpole) |
| 01545 | Shrewsbury | 01864 | North Reading | 02052 | Medfield |
| 01568 | Upton | 01821 | Billerica | 02062 | Norwood |
| 01581 | Westborough | 02420 | Lexington | 02081 | Walpole |
| 01701 | Framingham | 02421 | Lexington | 02132 | West Roxbury (Boston) |
| 01702 | Framingham | 02474 | Arlington | 02136 | Hyde Park (Boston) |
| 01721 | Ashland | 02476 | Arlington | 02492 | Needham |
| 01740 | Bolton | 01876 | Tewksbury | 02494 | Needham Heights (Needham) |
| 01745 | Fayville (Southborough) | 01803 | Burlington | 02090 | Westwood |
| 01748 | Hopkinton | 01867 | Reading |  |  |
| 01749 | Hudson | 01880 | Wakefield |  |  |
| 01752 | Marlborough | 01887 | Wilmington |  |  |
| 01757 | Milford | 01890 | Winchester |  |  |
| 01772 | Southborough | 01940 | Lynnfield |  |  |
|  |  | 02153 | Medford |  |  |
|  |  | 02155 | Medford |  |  |
|  |  | 02176 | Melrose |  |  |
|  |  | 02180 | Stoneham |  |  |

**Question 2:**

**For Payor Mix information, please include a differentiation of commercial and public payors. Please fill in the table below with that information.**

|  |  |
| --- | --- |
| **Payer Mix** | **MGB\*** |
| **Commercial** |  |
| * **Commercial PPO/Indemnity** | **37.40%** |
| * **Commercial HMO/POS** | **21.40%** |
| * **Other Commercial** |  |
| **Commercial Total** | **58.80%** |
| **Public** |  |
| * **Managed Medicaid** | **6.30%** |
| * **MassHealth** | **1.60%** |
| * **Commercial Medicare** | **5.10%** |
| * **Medicare FFS** | **22.70%** |
| * **Other** | **5.20%** |
| **Public Total** | **40.90%** |
| **Overall total** | **100%** |
| **\*Based on data provided in MGH DON Application 20121612-HE** | |

**Answer:**

As requested, the differentiation of commercial and public payers for each Project Site for FY 2019 is provided on the following page. Please note the following:

* The Other category should not be included in the Public subtotal, because it is comprised of other payers.
* The “Commercial Medicare” category refers to individuals enrolled in Medicare Advantage plans.

*Payer Mix for FY 2019:*

|  |  |  |  |
| --- | --- | --- | --- |
|  | **Woburn** | **Westwood** | **Westborough** |
| **Commercial** |  |  |  |
| *PPO/Indemnity* | 32.2% | 29.6% | 31.7% |
| *HMO/POS* | 21.5% | 23.6% | 23.7% |
| *Other Commercial* | 9.6% | 8.5% | 9.2% |
| **Commercial Total** | **63.3%** | **61.7%** | **64.7%** |
|  |  |  |  |
| **Public** |  |  |  |
| *MassHealth* | 3.8% | 5.8% | 2.4% |
| *Commercial Medicare* | 10.9% | 10.7% | 13.0% |
| *Medicare FFS* | 12.5% | 12.2% | 14.6% |
| *Managed Medicaid* | 3.8% | 5.8% | 2.4% |
| **Public Total** | **31.0%** | **34.5%** | **32.4%** |
| **Free Care/Health Safety Net** | **0.7%** | **0.6%** | **0.6%** |
| ***Other*** | **5.0%** | **3.2%** | **2.4%** |
| **Overall Total** | **100.0%** | **100.0%** | **100.0%** |
|  |  |  |  |

**Question 3:**

**Need for ASC Pgs. 8-9**You have provided the types of surgical specialists you project you will embed at each site; however, we do not have the projected volume of surgery by specialty. Please provide volume by specialty for three years, designating which specific (fiscal/calendar) years, following your “ramp-up period.”

**Answer:**

The timeline for opening each Project Site been modified since the Application was filed due to two main factors: 1) timing of regulatory review and 2) supply chain delays and shortages. As a result of these factors, the Applicant is taking a more conservative approach and has lengthened the volume ramp up timeframe to five years at each Project Site, as reflected below.

Please note, the specialties listed below have been used for planning purposes, but the final compliment of specialties may differ based on patient need. See tables on the following pages.

*Projected Volume of Surgeries by Specialty:*

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Woburn Site (Fiscal Year: Oct-Sept)** |  |  |  |  |  |
| *Prorated months* | *2* | *12* | *12* | *12* | *12* |
| Specialty | FY2024 (Aug 2024 Opening) | FY2025 | FY2026 | FY2027 | FY2028 |
| Allergy/Immunology | - | - | - | - | - |
| Cardiology: Noninvasive | 37 | 292 | 359 | 404 | 449 |
| Dermatology | - | - | - | - | - |
| Endocrinology/Metabolism | - | - | - | - | - |
| Gastroenterology | 103 | 800 | 985 | 1,108 | 1,231 |
| Surgery: General | 4 | 31 | 38 | 43 | 48 |
| Neurology | - | - | - | - | - |
| Spine | 31 | 242 | 298 | 335 | 372 |
| Obstetrics/Gynecology: General | - | - | - | - | - |
| Ophthalmology | 116 | 908 | 1,117 | 1,257 | 1,396 |
| Orthopedic Surgery: General | 91 | 713 | 878 | 987 | 1,097 |
| Otorhinolaryngology | 85 | 666 | 819 | 922 | 1,024 |
| Hematology/Oncology | - | - | - | - | - |
| Pulmonary Medicine: General | - | - | - | - | - |
| Pain Management: Nonanesthesia | - | - | - | - | - |
| Physiatry (Physical Medicine and Rehabilitation) | - | - | - | - | - |
| Psychiatry: General | - | - | - | - | - |
| Rheumatology | - | - | - | - | - |
| Urology | 13 | 99 | 122 | 137 | 153 |
| Family Medicine: Ambulatory Only (No Inpatient Work) | - | - | - | - | - |
| ***Total*** | ***481*** | ***3750*** | ***4616*** | ***5193*** | ***5770*** |

*Projected Volume of Surgeries by Specialty, continued:*

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Westwood Site (Fiscal Year: Oct-Sept)** |  |  |  |  |  |
| *Prorated months* | *6* | *12* | *12* | *12* | *12* |
| Specialty | FY2024 (April 2024 Opening) | FY2025 | FY2026 | FY2027 | FY2028 |
| Allergy/Immunology | - | - | - | - | - |
| Cardiology: Noninvasive | 7 | 18 | 22 | 25 | 28 |
| Dermatology | - | - | - | - | - |
| Endocrinology/Metabolism | - | - | - | - | - |
| Gastroenterology | 19 | 50 | 61 | 69 | 76 |
| Surgery: General | 387 | 1,007 | 1,240 | 1,395 | 1,550 |
| Neurology | - | - | - | - | - |
| Spine | 86 | 225 | 277 | 311 | 346 |
| Obstetrics/Gynecology: General | - | - | - | - | - |
| Ophthalmology | 221 | 574 | 706 | 794 | 882 |
| Orthopedic Surgery: General | 293 | 762 | 938 | 1,055 | 1,173 |
| Otorhinolaryngology | 195 | 507 | 624 | 702 | 780 |
| Hematology/Oncology | - | - | - | - | - |
| Pulmonary Medicine: General | - | - | - | - | - |
| Pain Management: Nonanesthesia | 22 | 58 | 71 | 80 | 89 |
| Physiatry (Physical Medicine and Rehabilitation) | - | - | - | - | - |
| Psychiatry: General | - | - | - | - | - |
| Rheumatology | - | - | - | - | - |
| Urology | 106 | 277 | 340 | 383 | 426 |
| Family Medicine: Ambulatory Only (No Inpatient Work) | - | - | - | - | - |
| ***Total*** | ***1,337*** | ***3,477*** | ***4,279*** | ***4,814*** | ***5,349*** |

*Projected Volume of Surgeries by Specialty, continued:*

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Westborough, MA (Fiscal Year: Oct-Sept)** |  |  |  |  |  |
| *Prorated months* | *4* | *12* | *12* | *12* | *12* |
| Specialty | FY2024 (June 2024 Opening) | FY2025 | FY2026 | FY2027 | FY2028 |
| Allergy/Immunology | - | - | - | - | - |
| Cardiology: Noninvasive | - | - | - | - | - |
| Dermatology | - | - | - | - | - |
| Endocrinology/Metabolism | - | - | - | - | - |
| Gastroenterology | 75 | 293 | 360 | 406 | 451 |
| Surgery: General | 131 | 510 | 628 | 706 | 785 |
| Neurology | - | - | - | - | - |
| Spine | 68 | 266 | 327 | 368 | 409 |
| Obstetrics/Gynecology: General | - | - | - | - | - |
| Ophthalmology | 51 | 199 | 245 | 276 | 307 |
| Orthopedic Surgery: General | 100 | 392 | 482 | 542 | 602 |
| Otorhinolaryngology | 56 | 219 | 270 | 304 | 337 |
| Hematology/Oncology | - | - | - | - | - |
| Pulmonary Medicine: General | - | - | - | - | - |
| Pain Management: Nonanesthesia | 9 | 34 | 42 | 47 | 52 |
| Physiatry (Physical Medicine and Rehabilitation) | - | - | - | - | - |
| Psychiatry: General | - | - | - | - | - |
| Rheumatology | - | - | - | - | - |
| Urology | 38 | 147 | 181 | 204 | 226 |
| Family Medicine: Ambulatory Only (No Inpatient Work) | - | - | - | - | - |
| ***Total*** | ***528*** | ***2,060*** | ***2,535*** | ***2,852*** | ***3,169*** |

1. Fayville (Southborough), Hanscom AFB (Bedford), East Walpole (Walpole), West Roxbury (Boston), Hyde Park (Boston), and Needham Heights (Needham) have unique zip codes but are not separately incorporated municipalities. [↑](#footnote-ref-1)