

**Questions for MGB-Clinics-3 Sites**

**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. <https://tools.usps.com/zip-code-lookup.htm?citybyzipcode>**

**Answer:**

<b>Catchment Area<sup>1</sup></b>					
<b>Westborough</b>		<b>Woburn</b>		<b>Westwood</b>	
<b>Zip</b>	<b>Town</b>	<b>Zip</b>	<b>Town</b>	<b>Zip</b>	<b>Town</b>
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		

<sup>1</sup> 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.

**Questions for MGB-Clinics-3 Sites**

**Question 2:**

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

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

**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.

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*Payer Mix for FY 2019:*

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

**Questions for MGB-Clinics-3 Sites**

**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.

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**Questions for MGB-Clinics-3 Sites**

*Projected Volume of Surgeries by Specialty:*

<b>Woburn Site (Fiscal Year: Oct-Sept)</b>						
	<i>Prorated months</i>	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)		-	-	-	-	-
<b>Total</b>		<b>481</b>	<b>3750</b>	<b>4616</b>	<b>5193</b>	<b>5770</b>

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**Questions for MGB-Clinics-3 Sites**

*Projected Volume of Surgeries by Specialty, continued:*

<b>Westwood Site (Fiscal Year: Oct-Sept)</b>						
	<i>Prorated months</i>	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)		-	-	-	-	-
<b>Total</b>		<b>1,337</b>	<b>3,477</b>	<b>4,279</b>	<b>4,814</b>	<b>5,349</b>

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*Projected Volume of Surgeries by Specialty, continued:*

<b>Westborough, MA (Fiscal Year: Oct-Sept)</b>					
<i>Prorated months</i>	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)	-	-	-	-	-
<b>Total</b>	<b>528</b>	<b>2,060</b>	<b>2,535</b>	<b>2,852</b>	<b>3,169</b>