

### A. Heywood Hospital Patient Panel

The Applicant reviewed the patient panel of Heywood Hospital (“Heywood”) to determine the need for the Proposed Project. Heywood provides care primarily to the greater Gardner community, with nearly 50,000 patients served annually (48,691 patients in FY18; 49,580 patients in FY19; and 48,237 patients in FY20). In the first quarter of FY21, Heywood served 26,481 patients. More than half of Heywood’s patient panel is female (57.1% in FY18; 56.8% in FY19; 56.6% in FY20). In the first quarter of FY21, 58.5% of Heywood’s patients were female. The remaining patients were either male or the data was unavailable (42.9% in FY18; 43.2% in FY19; and 43.4% in FY20). In the first quarter of FY21, approximately 41.5% of the panel was male or the gender was unknown.

With regard to age, a majority of Heywood’s patients are between the ages of 18-59 (54.9% in FY18; 55.1% in FY19; 56.0% in FY20). In the first quarter of FY21, 57.5% of Heywood’s patients were ages 18-59. Patients in the 60+ age cohort also represent a significant percentage of Heywood’s patients – nearly one-third of the panel (31.1% in FY18; 30.7% in FY19; 30.3% in FY20). In the first quarter of FY21, patients ages 60 and older represented 31.2% of Heywood’s patient panel. Finally, approximately 10% of Heywood’s patients are under the age of 18 (13.9% in FY18; 14.2% in FY19; 13.7% in FY20). In the first quarter of FY21, 11.3% of Heywood’s patients were under the age of 18.

The Applicant also reviewed Heywood’s demographic data for race based on patient self-reporting. Based on FY20 data, data indicate that Heywood’s patient panel is largely reflective of a Caucasian/White population (87.7%). The next largest cohort identify as Black (1.7%), followed by Asian (0.5%). Less than 0.1% of Heywood’s patient panel identify as either Hawaiian or Pacific Islander, or American Indian or Alaska Native. Finally, the race/ethnicity of 10.0% of the panel is either unknown, identifies as another race/ethnicity not listed, or the patient declined to respond.

The payer mix for Heywood’s patient panel is demonstrated in the table below:

**Table 1: Heywood Hospital Payer Mix**

	<b>FY18</b>	<b>FY19</b>	<b>FY20</b>	<b>FY21Q1</b>
Commercial	1.1%	1.2%	1.1%	1.1%
HMO	33.6%	34.3%	34.7%	37.0%
PPO	10.7%	11.2%	10.9%	11.3%
Medicaid	23.4%	23.0%	22.2%	19.8%
Medicare	25.6%	25.1%	24.0%	24.3%
Other Gov’t	1.4%	1.5%	1.6%	1.6%
All Other <sup>1</sup>	4.2%	3.7%	5.5%	4.9%

Based on a review of FY20 zip code data, Heywood’s patients originate in the greater Gardner community. The top towns/cities in which Heywood’s patients reside are: Gardner (25.2%); Winchendon (11.5%); Athol (11.0%); Templeton (9.0%); Ashburnham (5.5%); Westminster (5.4%); Fitchburg (4.8%); Orange (4.8%); and Hubbardston (3.3%). The remaining 19.5% of Heywood patients either reside in another town or city in Massachusetts or reside outside of Massachusetts.

<sup>1</sup> All Other includes: Self-Pay, Worker’s Compensation, and all other payer sources not already listed.

## B. Athol Hospital Patient Panel

The Applicant also reviewed the patient panel of Athol Hospital ("Athol") to determine the need for the Proposed Project. Athol provides care primarily to the greater Athol community, with approximately 15,000 patients served annually (14,884 patients in FY18; 15,638 patients in FY19; and 14,802 patients in FY20). In the first quarter of FY21, Athol served 6,900 patients. Over half of Athol's patient panel is female (55.5% in FY18; 55.3% in FY19; 56.0% in FY20). In the first quarter of FY21, 57.9% of Athol's patients were female. The remaining patients were either male or the data was unavailable (44.5% in FY18; 44.7% in FY19; and 44.0% in FY20). In the first quarter of FY21, approximately 42.1% of the panel was male or the gender was unknown.

With regard to age, a majority of Athol's patients are between the ages of 18-59 (50.8% in FY18; 52.5% in FY19; 54.2% in FY20). In the first quarter of FY21, approximately 52.8% of Athol's patients were between the ages of 18- 59. A significant percentage of Athol's patient panel is in the 60+ age cohort (34.1% in FY18; 33.1% in FY19; 33.1% in FY20). In the first quarter of FY21, patients ages 60 and older represented 38.9% of Athol's patient panel. Finally, patients under the age of 18 represent the smallest percentage of Athol's patient panel and this age cohort has been decreasing steadily over the past three FYs (15.1% in FY18; 14.3% in FY19; 12.7% in FY20). In the first quarter of FY21, only 8.4% of Athol's patients were under the age of 18.

The Applicant also reviewed Athol's demographic data for race based on patient self-reporting. Based on FY20 data, data indicate that Athol's patient panel is largely reflective of a Caucasian/White population (92.8%). The next largest patient cohort identify as Black (1.3%), followed by Asian (0.4%). Finally, the race/ethnicity of 5.5% of the panel is either unknown, identifies as another race/ethnicity not listed, or the patient declined to respond.

The payer mix for Athol's patient panel is demonstrated in the table below:

**Table 2: Athol Hospital Payer Mix**

	<b>FY18</b>	<b>FY19</b>	<b>FY20</b>	<b>FY21Q1</b>
Commercial	1.2%	1.1%	1.4%	1.0%
HMO	28.4%	29.9%	31.7%	31.9%
PPO	7.3%	7.8%	8.9%	8.0%
Medicaid	28.0%	27.2%	24.6%	19.8%
Medicare	30.5%	29.5%	27.9%	33.0%
Other Gov't	1.4%	1.4%	1.7%	1.6%
All Other <sup>2</sup>	3.2%	3.1%	3.7%	4.7%

Based on a review of FY20 zip code data, Athol's patients originate in the greater Athol community. The top towns/cities in which Athol's patients reside are: Athol (45.8%); Orange (24.2%); Gardner (3.6%); Templeton (3.6%); Petersham (2.4%); Royalston (2.3%); Winchendon (2.2%); New Salem (1.7%); and Warwick (1.1%). The remaining 13.1% of patients either reside in another town or city in Massachusetts or reside outside of Massachusetts.

<sup>2</sup> All Other includes: Self-Pay, Worker's Compensation, and all other payer sources not already listed.