

## Exeter Health Resources

- Exeter Hospital
- Core Physicians
- Rockingham VNA & Hospice

Wentworth-Douglass Hospital  
Massachusetts General Hospital

# Proposed Transaction: Consumer Fact Sheet



## Potential Benefits

Exeter Health Resources (EH), Wentworth-Douglass Hospital (WDH), and Massachusetts General Hospital (MGH) say that the proposed transaction will benefit the Seacoast region by:

- **Increasing the availability of specialty and sub-specialty care in the region**
- **Implementing system-wide safety, clinical and quality protocols and best practices** to reduce the rate of readmissions and improve the overall patient experience and satisfaction
- **Improving coordination of clinical programs and services across the region**
- **Expanding the availability of mental health and substance use disorders services**
- **Consolidating and coordinating administrative functions** and leveraging technology advantages for greater operational efficiency and cost savings

## Potential Concerns

Stakeholders have noted some concerns about the proposed transaction including the possibility of:

- **Increased costs for insurers or consumers** possibly related to a Partners Healthcare System administrative fee
- **Changes to local control of hospitals**
- **Changes to the local administrative workforce**
- **Changes to the community benefits/ investment policies** at EH or WDH
- **Changes to the provider network** limiting consumer choice of specialists
- **New services duplicating existing services**, drawing patients away from existing local providers

Comments regarding the proposed transaction may be sent to Director of Charitable Trusts, Department of Justice, 33 Capitol St, Concord, NH 03301; or by email: [charitabletrusts2@doj.nh.gov](mailto:charitabletrusts2@doj.nh.gov).

More information about the proposed transaction is available at: <https://www.doj.nh.gov/charitable-trusts/hospitals.htm>



**Commonwealth  
Medicine**

# Organizations at a Glance

EH is the smallest hospital by all measures when compared with WDH and MGH.

	Exeter Hospital	Wentworth-Douglass Hospital	Massachusetts General Hospital
<b>Total Number of Beds</b>	100 (FY18) <sup>1</sup>	178 (FY18) <sup>4</sup>	1,011 (FY16) <sup>7</sup>
<b>Total Outpatient Visits</b>	213,817 (FY18) <sup>1</sup>	325,537 (FY18) <sup>4</sup>	1,500,000 (FY16) <sup>7</sup>
<b>Total Charity Care</b>	\$ 897,185 (FY18) <sup>2</sup>	\$ 1,474,582 (FY18) <sup>5</sup>	\$ 49,019,658 (FY16) <sup>8</sup>
<b>Total Employees</b>	2,345 (FY18) <sup>1</sup>	2,841 (FY17) <sup>4</sup>	25,622 (FY16) <sup>7</sup>
<b>Total Expense</b>	\$ 205,476,283 (FY18) <sup>3</sup>	\$ 280,729,695 (FY18) <sup>6</sup>	\$ 2,674,077,046 (FY18) <sup>9</sup>
<b>Total Net Patient Service Revenue</b>	\$ 244,454,054 (FY18) <sup>3</sup>	\$ 334,984,494 (FY18) <sup>6</sup>	\$ 2,903,757,623 (FY18) <sup>9</sup>

# Community Health Profile

On most population health measures, Rockingham County, which includes EH, and Strafford County, which includes WDH, both performed similar to or better than the state average. However, each county has some ongoing health challenges, such as those highlighted below.

Measure	Rockingham County	Strafford County	New Hampshire
<b>Number of asthma related ED visits*</b>	410 <sup>10</sup>	<b>536<sup>10</sup></b>	337 <sup>11</sup>
<b>Number of diabetes related hospitalizations*</b>	1,331 <sup>12</sup>	<b>1,916<sup>12</sup></b>	1,419 <sup>12</sup>
<b>Number of drug related ED visits*</b>	177 <sup>13</sup>	<b>675<sup>13</sup></b>	413 <sup>13</sup>
<b>Persons living with a diagnosis of HIV*</b>	<b>208<sup>15</sup></b>	107 <sup>14</sup>	108 <sup>15</sup>
<b>Newly diagnosed chlamydia cases*</b>	220 <sup>16</sup>	<b>378<sup>16</sup></b>	271 <sup>16</sup>
<b>Ratio of population to primary care physicians</b>	1,300:1 <sup>18</sup>	<b>1,400:1<sup>17</sup></b>	1,100:1 <sup>18</sup>
<b>Ratio of population to dentists</b>	<b>1,460:1<sup>18</sup></b>	1,430:1 <sup>17</sup>	1,370:1 <sup>18</sup>
<b>Ratio of population to mental health providers</b>	<b>470:1<sup>18</sup></b>	440:1 <sup>17</sup>	350:1 <sup>18</sup>

\* Per 100,000 people

# Quality Snapshot:

EH, WDH and MGH score similarly across multiple sets of quality measures.

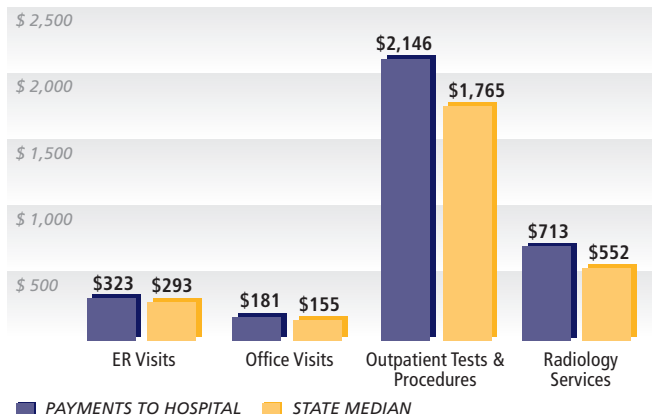
Source	Measure	Exeter Hospital	Wentworth-Douglass Hospital	Massachusetts General Hospital
NH HealthCost Quality of Care Scores <sup>19</sup>	Quality of Care Measures Better Than Average	5 out of 20	3 out of 19	N/A
	Quality of Care Measures Near Average	13 out of 20	13 out of 19	N/A
	Quality of Care Measures Worse Than Average	2 out of 20	3 out of 19	N/A
CMS Hospital Compare <sup>20</sup>	Overall Rating	5 out of 5 stars	5 out of 5 stars	5 out of 5 stars
	Patient Survey Summary Star Rating	4 out of 5 stars	4 out of 5 stars	4 out of 5 stars
	Percent of patients who would recommend the hospital	75% (Above national average)	84% (Above national average)	89% (Above national average)
	Percent of patients who received help as soon as they wanted it	73% (Above national average)	69% (Below national average)	67% (Below national average)
	Cancer Care Rating	Above national average	Below national average	Above national average
	Colonoscopy Follow-Up Rating	Above national average	Above national average	Above national average
	Unplanned Readmission Rating	No different than national rate	No different than national rate	No different than national rate

## Hospital Payment Levels:

These charts show the average payments EH and WDH receive for the services each hospital provides, compared to the state median payment for the same sets of services. The payments both hospitals receive are higher than the state median for most services. WDH's payments from private insurers for emergency services are slightly lower than the state median. EH gives greater discounts to uninsured patients.<sup>21, 22</sup>

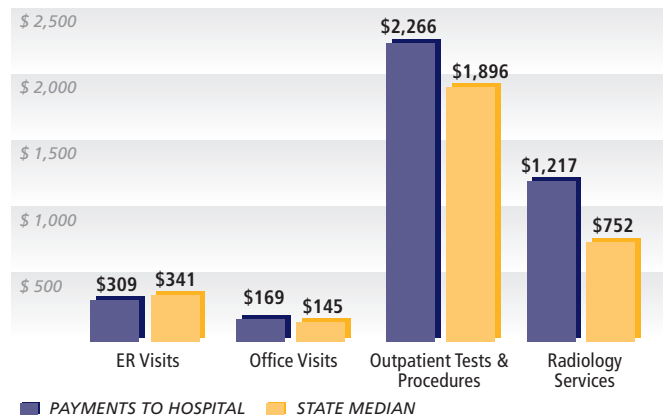
### Exeter Hospital:

Private insurance payments compared to NH state median



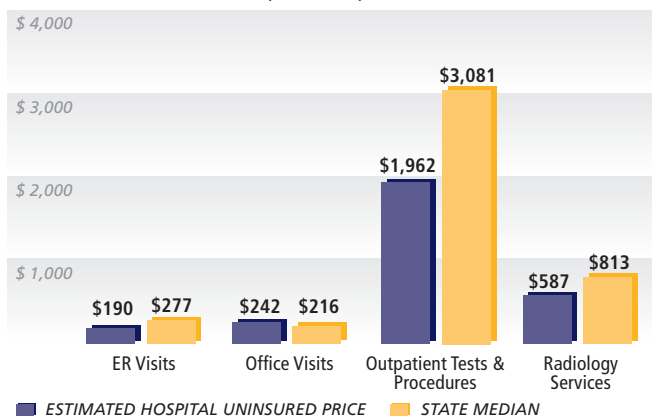
### Wentworth-Douglass Hospital:

Private insurance payments compared to NH state median



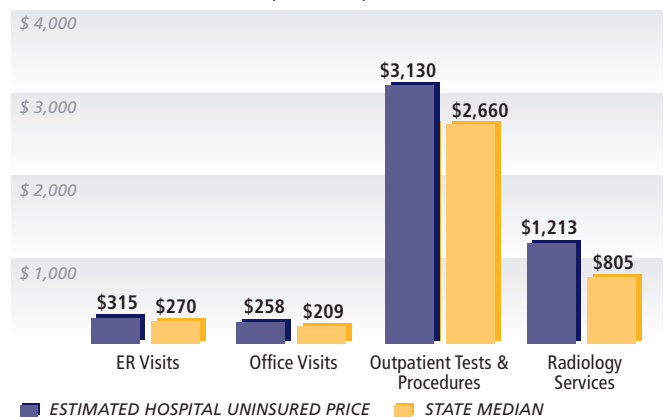
### Exeter Hospital:

Estimated uninsured prices compared to NH state median



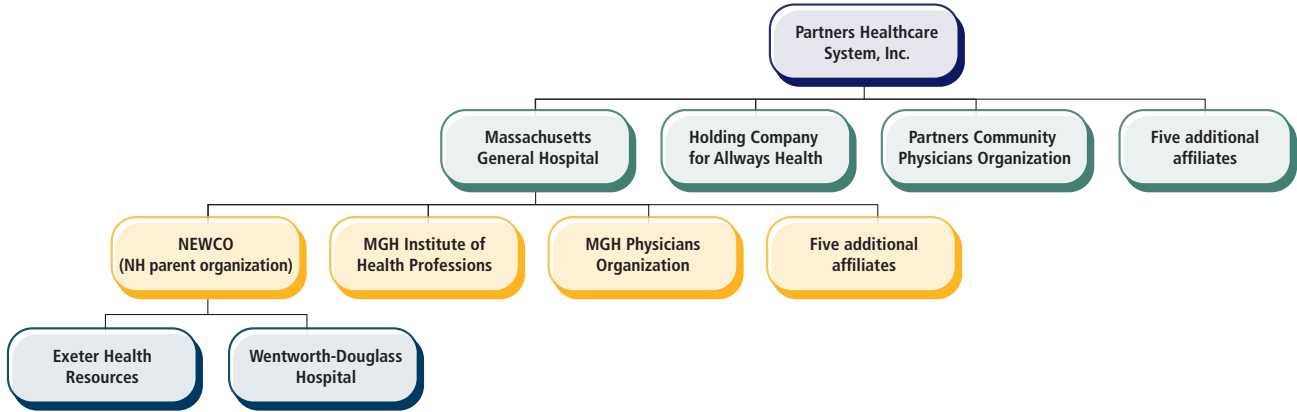
### Wentworth-Douglass Hospital:

Estimated uninsured prices compared to NH state median



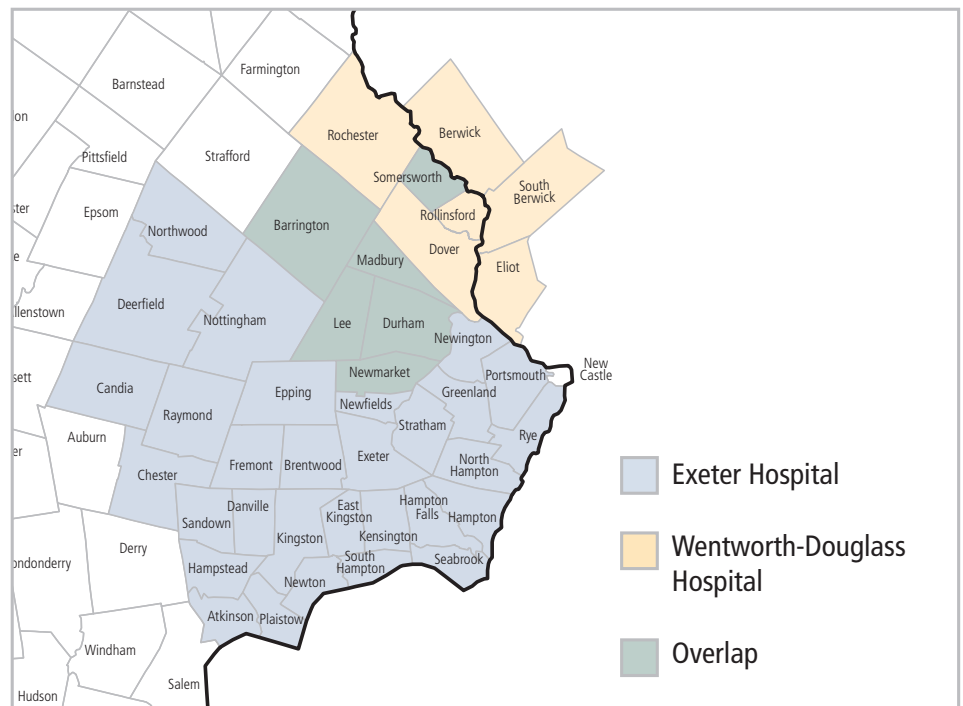
# Proposed Structure of Affiliated Hospital Group:

The parent organization for the new affiliated hospital group will be managed by leadership representing all three hospitals: MGH, EH, and WDH. Both EH and WDH will continue to maintain their own locally-managed board of directors, within the larger Partners Healthcare System.



## Communities Served by EH and WDH:

These are the communities that EH and WDH serve as listed in their respective 2018 Community Benefit Reports.<sup>23, 24</sup>



## Citations:

- NH Department of Justice. Exhibit 22g to Notice Documents for Pending Hospital Transaction between Exeter Hospital/Wentworth-Douglass Hospital/Massachusetts General Hospital. Available at <https://www.doj.nh.gov/charitable-trusts/hospitals.htm> Accessed August 29, 2019.
- Exeter Health System Community Benefit Report, 2018. Available at <https://www.exeterhospital.com/About-Us/Community-Benefits>. Accessed on August 29, 2019.
- Data retrieved from CMS Hospital Form 2552-10 Cost Reports for Exeter Hospital for 2018.
- Wentworth-Douglass Hospital: At A Glance, Fiscal 2018. Available at [https://www.wdhospital.org/files/1815/5620/7730/WDHAAAGlance\\_2019.pdf](https://www.wdhospital.org/files/1815/5620/7730/WDHAAAGlance_2019.pdf). Accessed on August 6, 2019.
- Wentworth-Douglass Hospital Community Benefit Report, 2018. Available at <https://www.doj.nh.gov/charitable-trusts/documents/2018-wentworth-douglass.pdf>. Accessed on August 29, 2019.
- Data retrieved from CMS Hospital Form 2552-10 Cost Reports for Wentworth-Douglass Hospital for FY2018.
- Massachusetts General Hospital. Facts and Figures, FY2016. Available at <https://www.massgeneral.org/news/facts/>. Accessed on August 29, 2019.
- Massachusetts General Hospital Community Benefit Report, FY2016. Available at <https://www.massgeneral.org/cchi/assets/pdf/FY16-Community-Benefit-Report-MA-Artorney-General.pdf>. Accessed on August 29, 2019.
- Data retrieved from CMS Hospital Form 2552-10 Cost Reports for Massachusetts General Hospital for FY2018.
- New Hampshire Department of Health and Human Services, Division of Public Health Services: Asthma Burden Report, Update (2014). Available at <https://www.dhhs.nh.gov/dphs/odpc/asthma/documents/asthma-burden-2014.pdf>. Accessed on August 29, 2019.
- New Hampshire Department of Health and Human Services, Division of Public Health Services: Asthma Burden Report, Update (2019). Available at <https://www.dhhs.nh.gov/dphs/odpc/asthma/documents/asthma-burden-2019.pdf>. Accessed on August 29, 2019.
- New Hampshire Department of Health and Human Services, Division of Public Health Services: NH Wisdom Database, Diabetes Community Profile. Available at [https://wisdom.dhhs.nh.gov/wisdom/#CommunityProf\\_0F445A18E89649B0BED6650CA7F86382\\_Anon](https://wisdom.dhhs.nh.gov/wisdom/#CommunityProf_0F445A18E89649B0BED6650CA7F86382_Anon). Accessed on August 29, 2019.
- New Hampshire Information and Analysis Center: New Hampshire Drug Monitoring Report, 2018 Overview Report. Available at <https://www.dhhs.nh.gov/dcbcs/bdais/documents/dmi-2018-overview.pdf>. Accessed on August 29, 2019.
- Robert Wood Johnson Foundation: County Health Rankings & Roadmaps – Strafford County, NH Profile. Available at <https://www.countyhealthrankings.org/app/new-hampshire/2018/rankings/strafford/county/outcomes/overall/snapshot>. Accessed on August 29, 2019.
- Robert Wood Johnson Foundation: County Health Rankings & Roadmaps – Rockingham County, NH Profile. Available at <https://www.countyhealthrankings.org/app/new-hampshire/2019/rankings/rockingham/county/outcomes/overall/snapshot>. Accessed on August 29, 2019.
- New Hampshire Department of Health and Human Services, Division of Public Health Services: New Hampshire STD/HIV Surveillance Program 5 Year Data Summary Report 2014-2018. Available at <https://www.dhhs.nh.gov/data/documents/std-hiv-recent.pdf>. Accessed on August 30, 2019.
- Robert Wood Johnson Foundation: County Health Rankings & Roadmaps – Strafford County, NH Profile. Available at <https://www.countyhealthrankings.org/app/new-hampshire/2018/rankings/strafford/county/outcomes/overall/snapshot>. Accessed on August 29, 2019.
- Robert Wood Johnson Foundation: County Health Rankings & Roadmaps – Rockingham County, NH Profile. Available at <https://www.countyhealthrankings.org/app/new-hampshire/2019/rankings/rockingham/county/outcomes/overall/snapshot>. Accessed on August 29, 2019.
- NH HealthCost: Quality of Care. Available at <https://nh.healthcost.nh.gov/quality/select>. Accessed on August 29, 2019.
- Medicare Hospital Compare: Exeter Hospital, Wentworth-Douglass Hospital, and Massachusetts General Hospital. Available at <https://www.medicare.gov/hospitalcompare/search.html>. Accessed on August 29, 2019.
- New Hampshire Comprehensive Health Care Information System (NH CHIS). NH CHIS Group Medical Plans and Uninsured Claims only, FY2018 Q3. Weighted average of median payment amounts compiled by the authors and staff of the New Hampshire Insurance Division.
- New Hampshire Comprehensive Health Care Information System (NH CHIS). NH CHIS Group Medical Plans and Uninsured Claims only, FY2018 Q3. Weighted average of median payment amounts compiled by the authors and staff of the New Hampshire Insurance Division.
- Exeter Health System Community Benefit Report, 2018. Available at <https://www.exeterhospital.com/About-Us/Community-Benefits>. Accessed on August 29, 2019.
- Wentworth-Douglass Hospital Community Benefit Report, 2018. Available at <https://www.doj.nh.gov/charitable-trusts/documents/2018-wentworth-douglass.pdf>. Accessed on August 29, 2019.