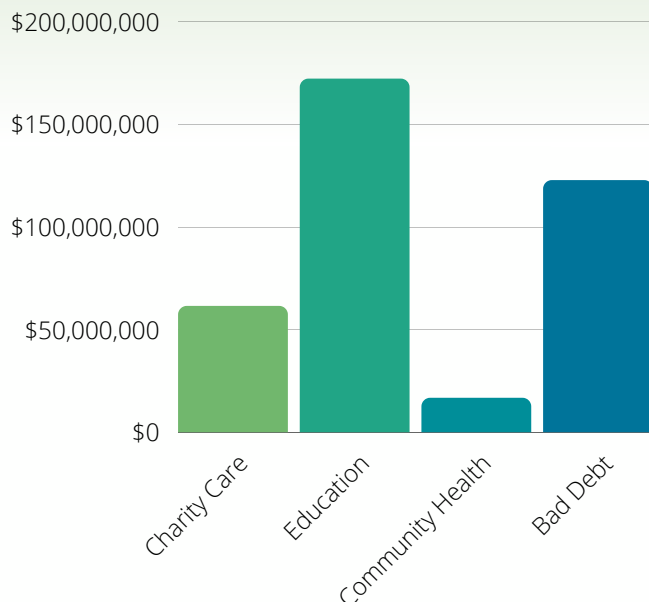


# How Hospitals Care for their Communities

## Investing in the Hudson Valley & the Future of Healthcare

Hudson Valley hospitals care for a diverse population, offering specialized programs, targeted interventions, and innovative health solutions, every day, 24 hours a day. They expertly meet patients' varied needs because they listen to what the community says is important to its health and well-being. In 2019, there were 2,482,913 visits to hospitals. (1) The majority were insured by Medicare and Medicaid, government payers.

### \$373 Million Invested



Community Health and Charity Care data from 2019 IRS 990, all other data from 2019 Medicare Institutional Cost Reports

### Community Investment Highlights

**EDUCATION AND RESEARCH** Millions are invested each year in training physicians, nurses, and other health professionals through residency programs, internships, and clinical rotations to prepare the next generation of healthcare workers for the region. Hudson Valley hospitals also participate in cutting-edge research, clinical trials, and other evaluative studies for the benefit of the broader provider and patient communities.

**CHARITY CARE/BAD DEBT** Hudson Valley hospitals exceed federal and state charity care requirements, offering free care for those with incomes up to 300% of the federal poverty level, and discounted care ranging from 400-500%. (2) Hospitals absorb these losses, which are classified as bad debt.

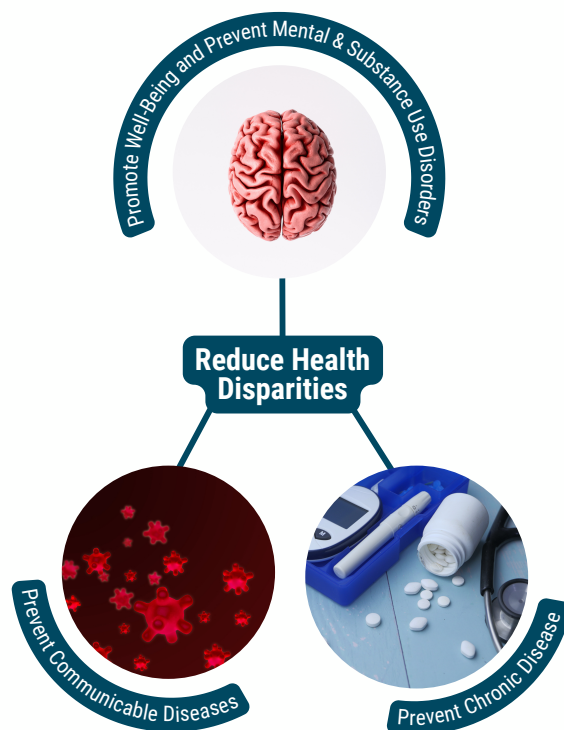
**COMMUNITY HEALTH ACTIVITIES** Every hospital provides programs and services to the community in response to an assessment of the community's needs. These include free screenings, mobile health vans, free disease-specific education, and partnerships with community-based organizations to provide a range of social and behavioral determinants of health interventions, such as food assistance, transportation services, and mental health counseling.

### Regional Health Priorities

Chronic disease, which affects one in every two adults according to the Centers for Disease Control and Prevention, drives much of healthcare delivery. Community health assessments reveal this time and time again. Concerns about cancer, diabetes, heart disease, and mental health are top of mind for the Hudson Valley. In response, our region's hospitals support centers of excellence in diagnostics, treatment, and prevention for a range of both chronic health conditions and acute diseases and injuries.

### Ensuring Access for All

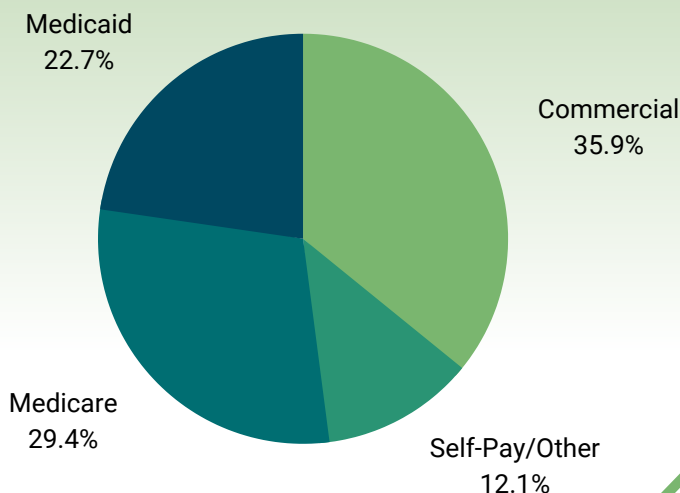
Our hospitals work collectively with community-based organization providers, school systems, and regional planning organizations to reduce health disparities and ensure that all have access to quality care. Between 2012 and 2019, the percentage of uninsured individuals dropped from 10.5% to 5.5%. (3) Our region is a microcosm of the state health department's ambitious Prevention Agenda, which seeks to dramatically reduce health disparities and improve the health of all New Yorkers. Our collective Prevention Agenda priorities for the region are prevent chronic diseases and promote well-being, prevent mental and substance use disorders, and prevent communicable diseases.



(1) Statewide Planning and Research Cooperative System (SPARCS) Data;  
(2) PHL 2807-K; (3) US Census

Despite restrictive financial circumstances, Hudson Valley hospitals make all of these investments.

## Inpatient Payer Mix



2019 Statewide Planning and Research Cooperative System (SPARCS) Data

Hospitals in the Hudson Valley experienced a Medicare and Medicaid shortfall of **\$766 million** in 2019. (4)

Medicare pays **74 cents on the dollar**, and Medicaid pays **69 cents on the dollar**.

**52%** of hospital services were covered by Medicare or Medicaid.

## Operating Margins

New York hospitals' operating margins are razor thin, and have been that way historically. Mounting equipment, supply, and workforce costs due to the pandemic continue to make the situation worse.

The average operating margin for Hudson Valley hospitals is 0.7% — well below the 4.1% that economists advise for any business to be able to modernize and grow. (5) As nonprofit institutions, all of hospitals' net revenue is reinvested in their facilities and communities.

Despite these financial pressures, hospitals in the Hudson Valley provided \$373 million in community health benefits, including \$61 million in charity care.

## Care by the Numbers

**4,700,000**  
Outpatients Provided Care

**828,000**  
People Treated in  
the Emergency Room

**240,000**  
People Admitted to Hospitals

**21,000**  
Babies Delivered

Healthcare Association of New York State Economic Community Benefit Report

## Hospitals are Economic Engines



**\$12,275,000,000**  
Economic Activity



**\$1,829,000,000**  
Tax Dollars Generated



**54,000**  
Jobs Generated



**Northern  
Metropolitan**  
Hospital Association

(4) 2019 Medicare Institutional Cost Reports; (5) Healthcare Association of New York State Analysis