

# BERKSHIRE MEDICAL CENTER

## 2016 Hospital Profile

Pittsfield, MA  
Community High Public Payer Hospital  
Western Massachusetts

Berkshire Medical Center is a mid-size, non-profit community-High Public Payer (HPP) hospital located in the Western Massachusetts region. It is a Level 3 Trauma center and a member of Berkshire Health Systems. It has operated the Berkshire North Satellite Emergency Facility at the former North Adams Regional Hospital building since May 2014; as a result, there was a 29.2% increase in emergency room visits from FY12 to FY16. Between FY12 and FY16, there was a 22.7% increase in outpatient visits at Berkshire Medical Center. It earned a profit each year in the five-year period, with a total margin of 9.7% in FY16, above the cohort median of 4.1%.

**Overview / Size**

Hospital System Affiliation:	Berkshire Health Systems
Change in Ownership (FY12-16):	Not Applicable
Total Staffed Beds:	218, mid-size acute hospital
% Occupancy:	83.5%, > cohort avg. (65%)
Special Public Funding:	CHART^
Trauma Center Designation:	Adult: Level 3
Case Mix Index:	0.93, > cohort avg. (0.90); < statewide (1.07)

**Financial**

Inpatient NPSR per CMAD:	\$12,341
Change FY15-FY16:	-0.6%
Inpatient:Outpatient Revenue in FY16:	32%:68%
Outpatient Revenue in FY16:	\$268,949,392
Change FY15-FY16:	8.8%
Total Revenue in FY16:	\$486,781,054
Total Surplus (Loss) in FY16:	\$47,196,501

**Payer Mix**

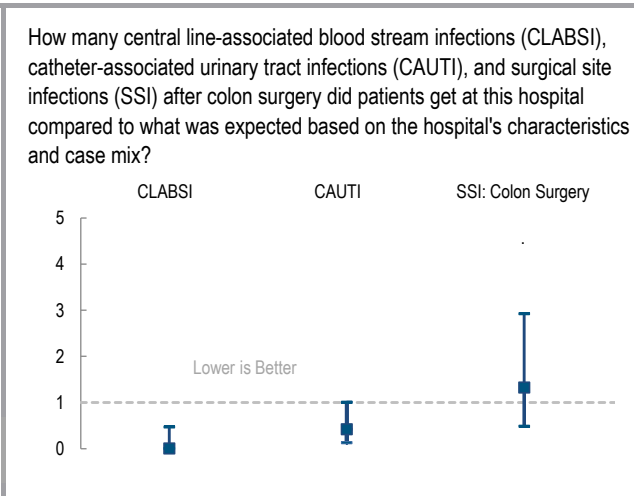
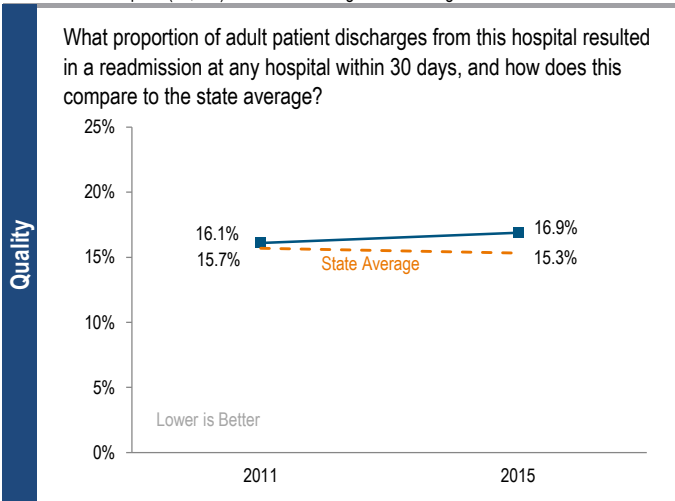
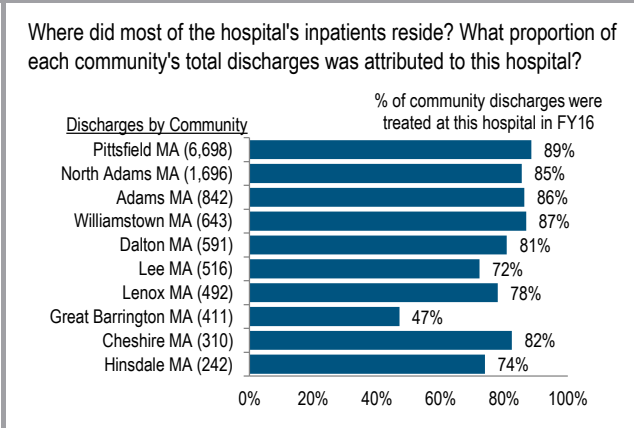
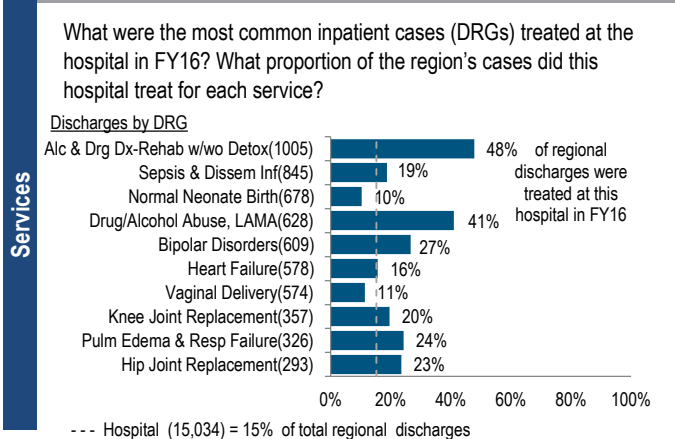
Public Payer Mix:	69.9% (HPP* Hospital)
CY15 Commercial S-RP:	1.13
Top 3 Commercial Payers:	Blue Cross Blue Shield of MA Health New England Tufts Health Plan

**Utilization**

Inpatient Discharges in FY16:	15,034
Change FY15-FY16:	-0.7%
Emergency Department Visits in FY16:	61,227
Change FY15-FY16:	1.9%
Outpatient Visits in FY16:	279,858
Change FY15-FY16:	5.9%

**Quality**

Readmission Rate in FY15:	16.9%
Change FY11-FY15 (percentage points):	0.8%
Early Elective Deliveries Rate (Jan 2015-Jun 2016):	0.0%



For descriptions of the metrics, please see the technical appendix.

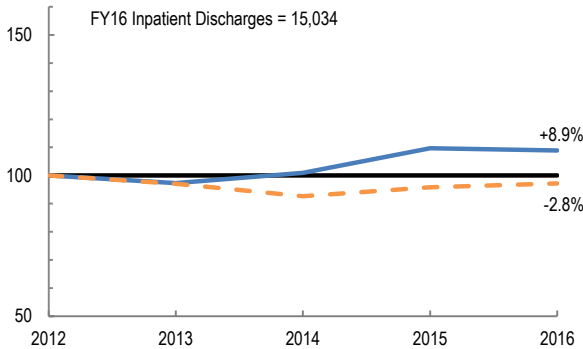
# 2016 HOSPITAL PROFILE: BERKSHIRE MEDICAL CENTER

Cohort: Community High Public Payer Hospital

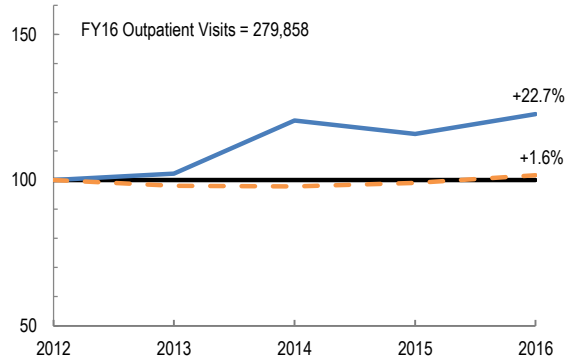


## Utilization

How has the volume of the hospital's inpatient discharges changed compared to FY12, and how does this compare to the hospital's peer cohort median? (FY12=100)

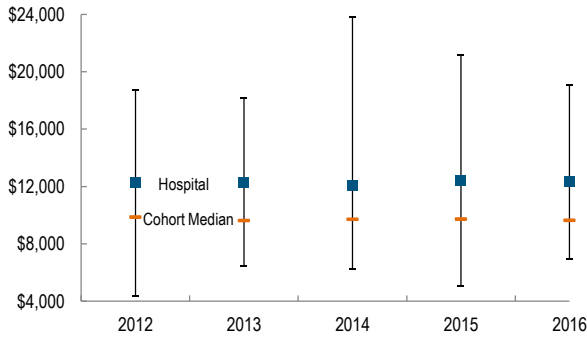


How has the volume of the hospital's outpatient visits changed compared to FY12, and how does this compare to the hospital's peer cohort median? (FY12=100)

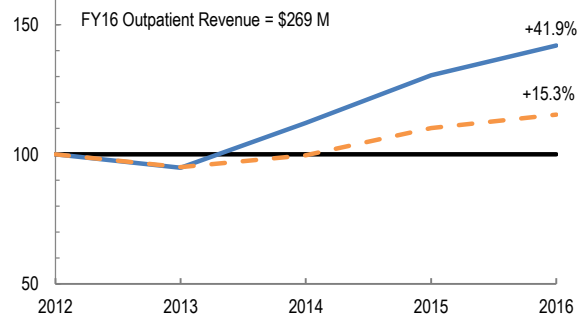


## Patient Revenue Trends

What was the hospital's net inpatient service revenue per case mix adjusted discharge between FY12 and FY16, and how does this compare to the hospital's peer cohort median?



How has the hospital's total outpatient revenue changed compared to FY12, and how does this compare to the hospital's peer cohort median? (FY12=100)



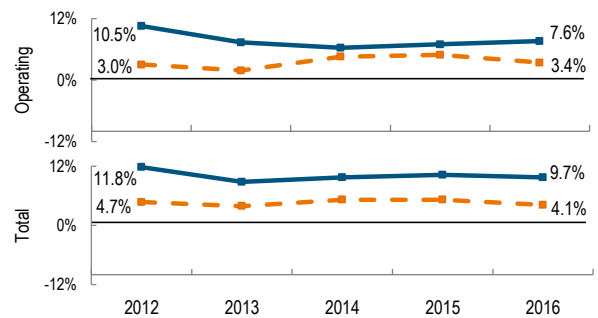
## Financial Performance

How have the hospital's total revenue and costs changed between FY12 and FY16?

### Revenue, Cost, & Profit/Loss (in millions)

FY	2012	2013	2014	2015	2016
<b>Operating Revenue</b>	\$ 363	\$ 351	\$ 387	\$ 439	\$ 477
<b>Non-Operating Revenue</b>	\$ 5	\$ 5	\$ 14	\$ 15	\$ 10
<b>Total Revenue</b>	\$ 368	\$ 356	\$ 401	\$ 454	\$ 487
<b>Total Costs</b>	\$ 324	\$ 325	\$ 362	\$ 407	\$ 440
<b>Total Profit (Loss)</b>	\$ 43.4	\$ 31.3	\$ 38.8	\$ 46.4	\$ 47.2

What were the hospital's total margin and operating margins between FY12 and FY16, and how do these compare to the hospital's peer cohort medians?



For descriptions of the metrics, please see the technical appendix.

\* High Public Payer Hospitals (HPP) receive a minimum of 63% of gross patient service revenue from public payers.

^ For more information on Community Hospital Acceleration, Revitalization and Transformation (CHART) special funding, please contact the Health Policy Commission (HPC).