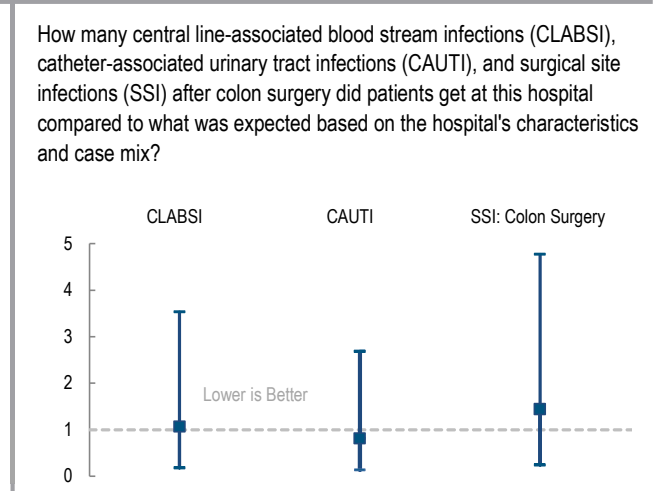
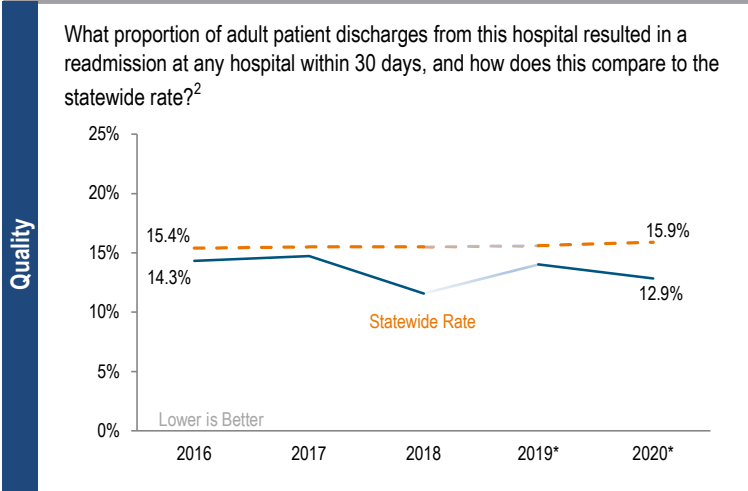
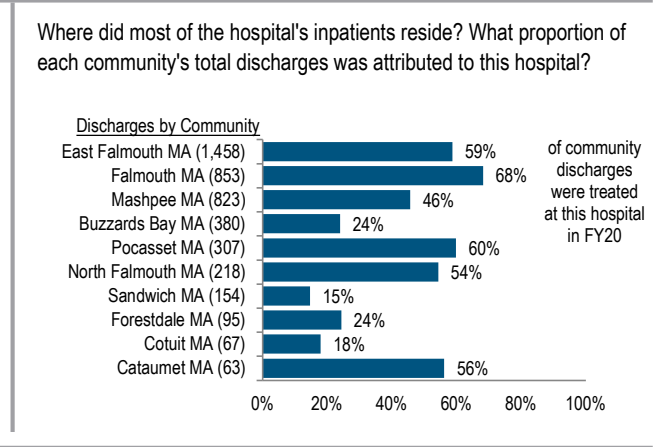
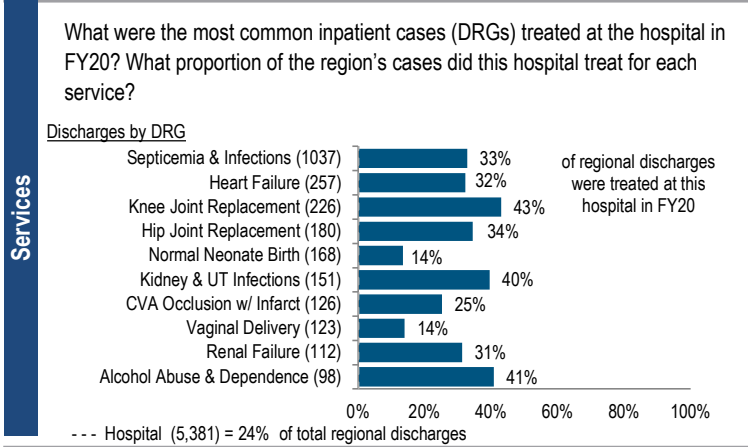


Falmouth Hospital is a mid-size, non-profit community-High Public Payer (HPP) hospital located in the Cape and Islands region. It is a member of Cape Cod Healthcare. Between FY16 and FY20, its inpatient discharges decreased 15.4% compared to a median decrease of 7.6% at peer cohort hospitals. Outpatient visits decreased 22.0% compared to a median decrease of 15.2% at peer cohort hospitals. Falmouth Hospital earned a profit each year from FY16 to FY20, and reported a 6.1% total margin in FY20, compared to a cohort median total margin of 4.0%. Falmouth Hospital's total margin has been higher than its peer cohort median in each of the last five years.

At a Glance	Overview / Size		Payer Mix	
	Hospital System Affiliation:	Cape Cod Healthcare	Public Payer Mix ¹ :	71.5% HPP Hospital
	Hospital System Surplus (Deficit) in FY20:	\$4,691,467	CY19 Commercial Statewide Relative Price:	1.450
	Change in Ownership (FY16-20):	Not Applicable	Top 3 Commercial Payers:	Blue Cross Blue Shield Tufts HMO Harvard Pilgrim
	Total Staffed Beds:	103, mid-size acute hospital		
	% Occupancy:	57.3%, < cohort avg. (63%)		
	Trauma Center Designation:	Not Applicable		
	Case Mix Index:	1.11, > cohort avg. (1.00); < statewide (1.16)		
	Financial		Utilization	
	Inpatient NPSR per CMAD:	\$9,333	Inpatient Discharges in FY20:	5,381
Change FY19-FY20:	4.5%	Change FY19-FY20:	-14.2%	
Inpatient Outpatient Revenue in FY20:	32%:68%	Emergency Department Visits in FY20:	26,749	
Change FY19-FY20:	-11.6%	Change FY19-FY20:	-14.1%	
Outpatient Revenue in FY20:	\$97,124,357	Outpatient Visits in FY20:	37,971	
Change FY19-FY20:	-11.6%	Change FY19-FY20:	-15.9%	
Total Revenue in FY20:	\$174,375,604			
COVID Funding Included in Total Revenue:	\$9,828,349	Quality		
Total Surplus (Deficit) in FY20:	\$10,555,211	Readmission Rate in FY20:	12.9%	
		Change FY19-FY20 (percentage points):	-1.2	
		Early Elective Deliveries Rate:	2.9%	



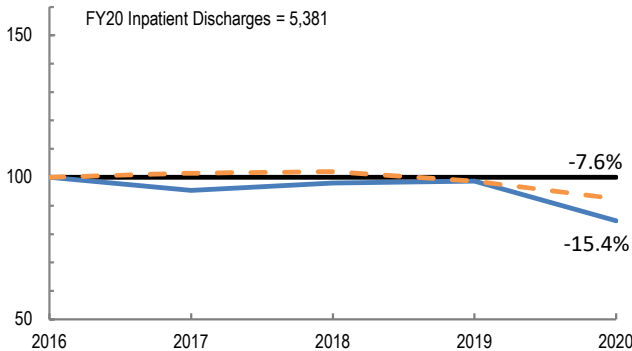
2020 HOSPITAL PROFILE: FALMOUTH HOSPITAL

Cohort: Community-High Public Payer Hospital

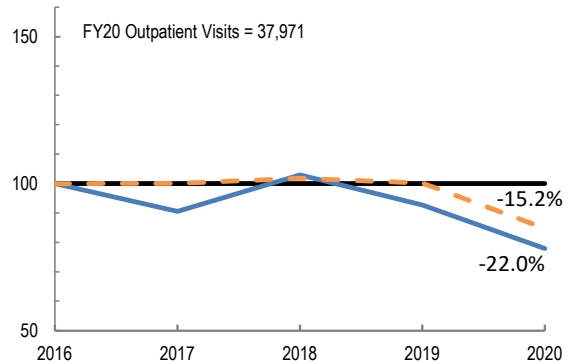


Utilization

How has the volume of the hospital's inpatient discharges changed compared to FY16, and how does this compare to the hospital's peer cohort median? (FY16=100)

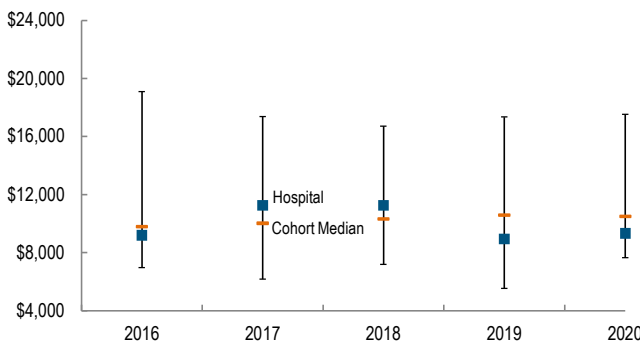


How has the volume of the hospital's outpatient visits changed compared to FY16, and how does this compare to the hospital's peer cohort median? (FY16=100)

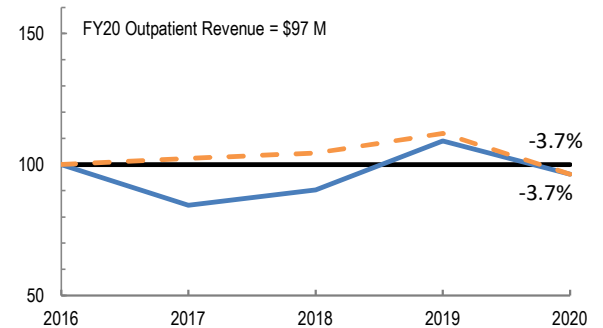


Patient Revenue Trends

What was the hospital's net inpatient service revenue³ per case mix adjusted discharge between FY16 and FY20, and how does this compare to the hospital's peer cohort median?



How has the hospital's net outpatient revenue³ changed compared to FY16, and how does this compare to the hospital's peer cohort median? (FY16=100)



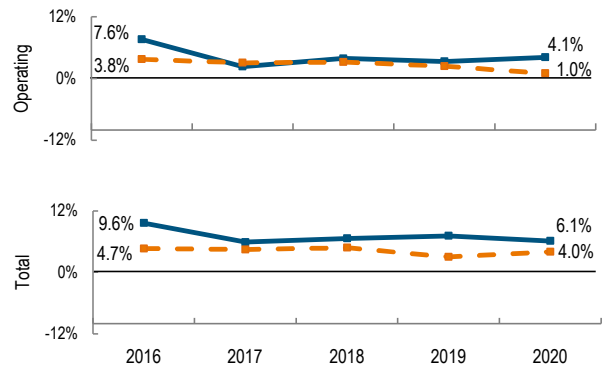
Financial Performance

How have the hospital's total revenue and costs changed between FY16 and FY20? (COVID funding affects FY20 only)

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

FY	2016	2017	2018	2019	2020
Operating Revenue	\$ 163.0	\$ 158.2	\$ 164.6	\$ 170.5	\$ 170.9
COVID Funding Included in Operating Revenue					\$ 9.8
Non-Operating Revenue⁴	\$ 3.5	\$ 5.9	\$ 4.6	\$ 6.9	\$ 3.5
Total Revenue	\$ 166.4	\$ 164.1	\$ 169.2	\$ 177.3	\$ 174.4
Total Costs	\$ 150.4	\$ 154.5	\$ 158.1	\$ 164.7	\$ 163.8
Total Profit (Loss)	\$ 16.1	\$ 9.6	\$ 11.1	\$ 12.7	\$ 10.6

What were the hospital's total margin and operating margins between FY16 and FY20, and how do these compare to the hospital's peer cohort medians? (Note: FY20 margins include COVID funding)



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

¹ High Public Payer Hospitals (HPP) reported a minimum of 63% of gross patient service revenue from public payers.

² For 2019 and 2020 readmission rates, a new methodology was used. These rates may not be comparable to earlier years. For more information, please see: <https://www.chiamass.gov/assets/docs/r/pubs/2022/Readmissions-Technical-Appendix-2011-2020.pdf>

³ Effective FY 2020 supplemental revenue is not included in net patient service revenue for all hospitals. Prior to FY 2020, reporting of supplemental revenue varied by hospital.

⁴ There was an accounting change adopted by most hospitals beginning in FY 2020 in which unrealized gains and losses on investments are now recognized as non-operating income