

Acute Hospital Financial Performance Trends

Hospital	City/Town	County	Hospital Type	Fiscal Year End	Number of Months Data
Berkshire Medical Center	Pittsfield, MA	Berkshire	Teaching Hospital	09/30/14	12

Financial Performance Indicators	FY10	FY11	FY12	FY13	FY14	MA Industry Median FY14	North East US Median FY13
PROFITABILITY							
Operating Margin	0.8%	4.2%	10.5%	7.4%	6.3%	2.6%	2.9%
Non-Operating Margin	1.8%	2.0%	1.3%	1.4%	3.4%	0.8%	0.1%
Total Margin	2.6%	6.2%	11.8%	8.8%	9.7%	4.2%	3.8%
Operating Surplus (Loss)	\$2,673,822	\$14,219,234	\$38,765,214	\$26,220,513	\$25,326,350	--	--
Total Surplus (Loss)	\$8,261,347	\$21,016,770	\$43,433,179	\$31,297,598	\$38,831,682	--	--
LIQUIDITY							
Current Ratio	1.1	1.2	1.4	1.2	1.1	1.6	1.6
Days in Accounts Receivable	42	45	44	49	47	40	49
Average Payment Period	64	59	63	62	63	59	65
SOLVENCY/CAPITAL STRUCTURE							
Debt Service Coverage (Total)	3.7	4.5	6.3	5.9	6.8	5.6	4.0
Cash Flow to Total Debt	17.0%	23.1%	33.1%	28.6%	32.9%	20.2%	13.6%
Equity Financing	47.7%	48.2%	54.6%	58.7%	61.0%	51.1%	46.6%
OTHER							
Total Net Assets	\$177,161,567	\$181,844,958	\$235,850,632	\$276,549,458	\$313,219,939	--	--
Assets Whose Use is Limited	\$150,290,567	\$145,588,504	\$167,244,046	\$189,601,154	\$209,513,506	--	--
Net Patient Service Revenue	\$296,559,156	\$315,676,608	\$345,392,125	\$334,233,146	\$367,409,295	--	--

For descriptions of the metrics, please see the Massachusetts Hospital Financial Performance Technical Appendix