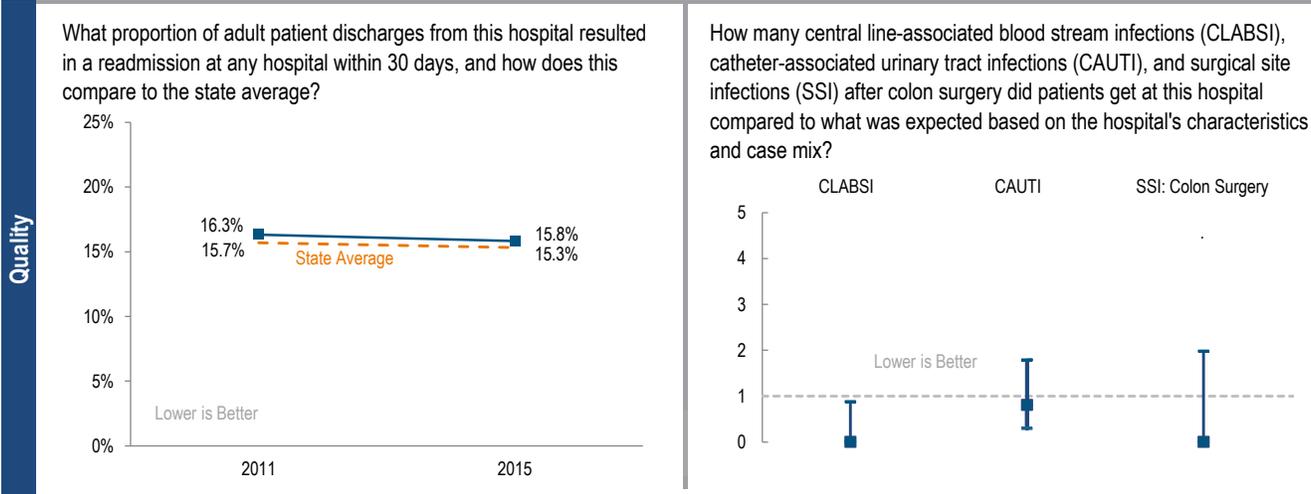
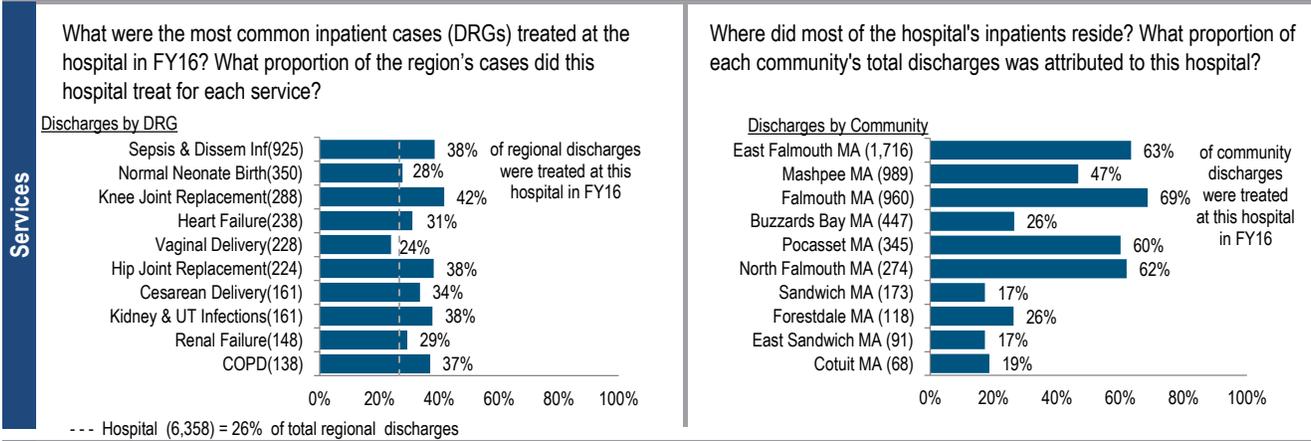


Falmouth Hospital is a mid-size, non-profit community-High Public Payer (HPP) hospital located in the Cape and Islands region. It is a member of Cape Cod Healthcare. Between FY12 and FY16, its inpatient discharges decreased 0.7%, compared with a median decrease of 2.8% among cohort hospitals. Outpatient visits decreased 1.1% in that same period, compared to a median increase of 1.6% for its peer cohort. Falmouth Hospital earned a profit each year from FY12 to FY16, and earned a 9.6% total margin in FY16, compared to a cohort median total margin of 4.1%. Falmouth Hospital's total margin and operating margin have been consistently higher than its peer cohort medians over this time period.

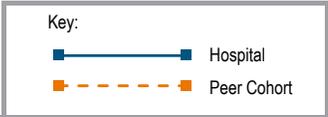
At a Glance	Overview / Size	
	Hospital System Affiliation:	Cape Cod Healthcare
	Change in Ownership (FY12-16):	Not Applicable
	Total Staffed Beds:	103, mid-size acute hospital
	% Occupancy:	65.7%, > cohort avg. (65%)
	Special Public Funding:	Not Applicable
	Trauma Center Designation:	Not Applicable
	Case Mix Index:	1.01, > cohort avg. (0.90); < statewide (1.07)
	Financial	
	Inpatient NPSR per CMAD:	\$9,187
Change FY15-FY16:	-4.3%	
Inpatient:Outpatient Revenue in FY16:	32%:68%	
Outpatient Revenue in FY16:	\$100,846,441	
Change FY15-FY16:	5.5%	
Total Revenue in FY16:	\$166,434,952	
Total Surplus (Loss) in FY16:	\$16,053,207	
Payer Mix		
Public Payer Mix:	70.8% (HPP* Hospital)	
CY15 Commercial S-RP:	1.52	
Top 3 Commercial Payers:	Blue Cross Blue Shield of MA Harvard Pilgrim Health Care Tufts Health Plan	
Utilization		
Inpatient Discharges in FY16:	6,358	
Change FY15-FY16:	0.7%	
Emergency Department Visits in FY16:	34,504	
Change FY15-FY16:	-0.9%	
Outpatient Visits in FY16:	48,690	
Change FY15-FY16:	1.8%	
Quality		
Readmission Rate in FY15:	15.8%	
Change FY11-FY15 (percentage points):	-0.5%	
Early Elective Deliveries Rate (Jan 2015-Jun 2016):	3.2%	



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

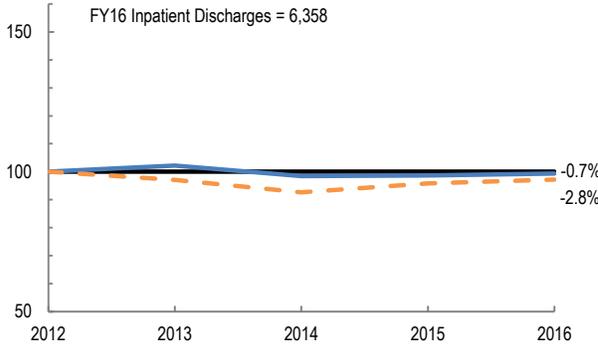
2016 HOSPITAL PROFILE: FALMOUTH HOSPITAL

Cohort: Community High Public Payer Hospital

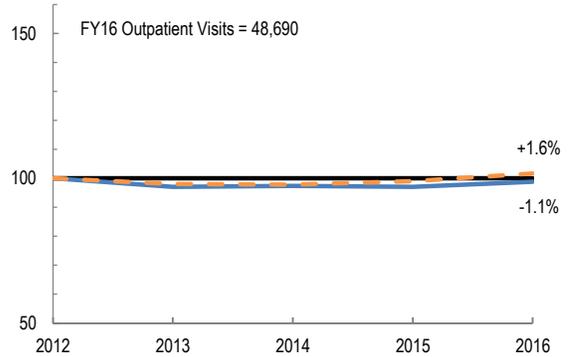


Utilization

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)

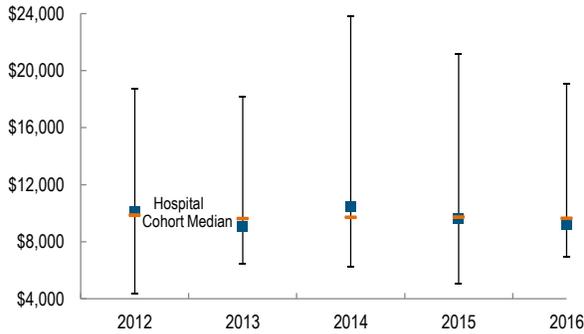


How has the volume of the hospital's outpatient visits changed compared to FY12, and how does this compare to the hospital's peer cohort median? (FY12=100)

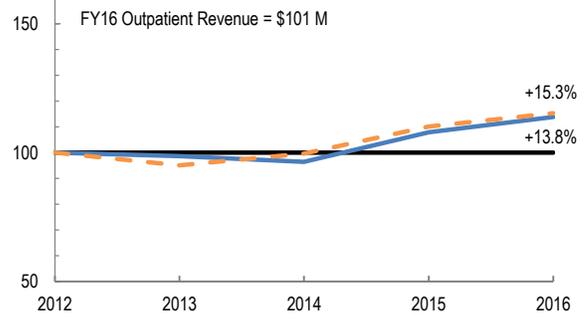


Patient Revenue Trends

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)



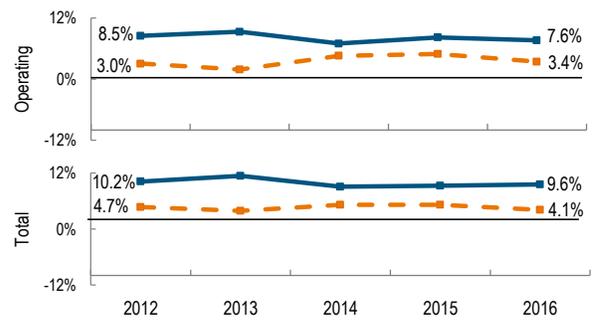
Financial Performance

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
Operating Revenue	\$ 156	\$ 150	\$ 155	\$ 157	\$ 163
Non-Operating Revenue	\$ 3	\$ 3	\$ 3	\$ 2	\$ 3
Total Revenue	\$ 159	\$ 154	\$ 159	\$ 159	\$ 166
Total Costs	\$ 143	\$ 136	\$ 144	\$ 144	\$ 150
Total Profit (Loss)	\$ 16.2	\$ 17.6	\$ 14.4	\$ 14.8	\$ 16.1

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.