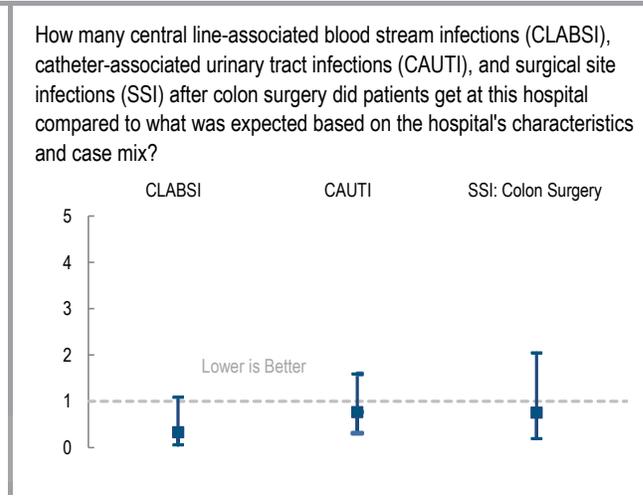
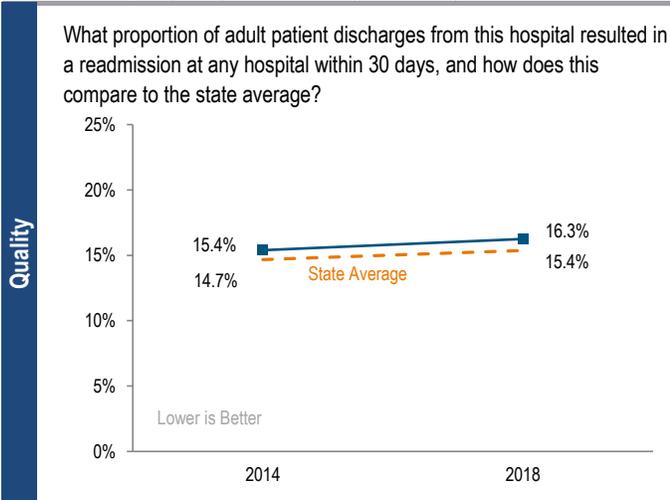
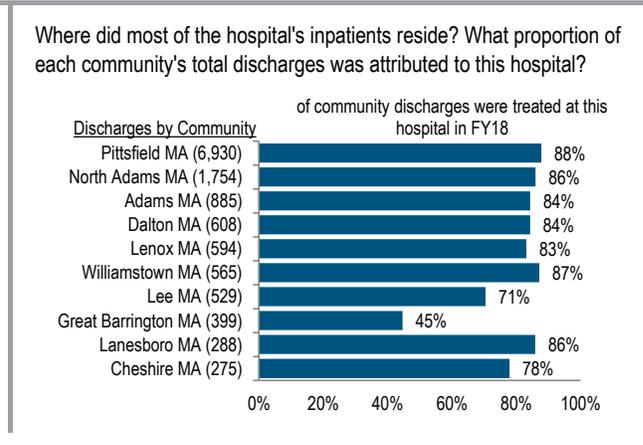
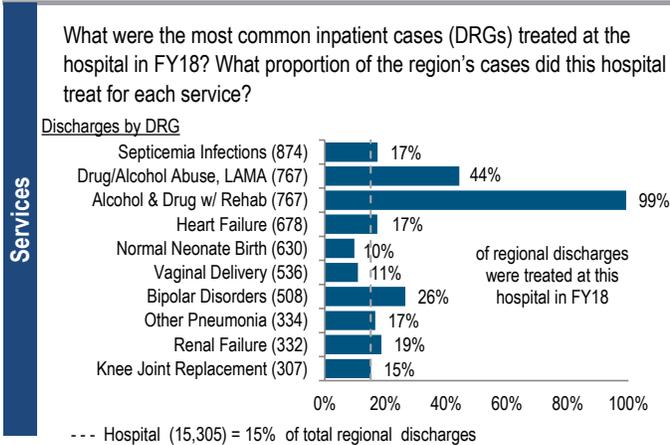


Berkshire Medical Center is a mid-size, non-profit community-High Public Payer (HPP) hospital located in the Western Massachusetts region. It is a Level 3 Trauma center and a member of Berkshire Health Systems. Between FY14 and FY18, the volume of inpatient discharges at the hospital increased by 9.8% compared to a median increase of 3.1% at cohort hospitals. Outpatient visits increased 11.7% for the hospital between FY14 and FY18, compared to a median increase of 5.0% for its peer cohort. The hospital has reported a profit in each of the last five years. In FY18 it had a total margin of 9.4%, above the 5.0% median of its cohort hospitals.

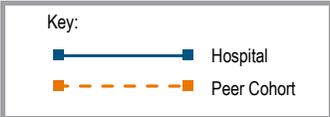
At a Glance	Overview / Size		Payer Mix	
	Hospital System Affiliation:	Berkshire Health Systems	Public Payer Mix:	72.1% HPP Hospital
	Hospital System Surplus (Loss) in FY18:	\$30,367,084	CY17 Commercial Statewide Relative Price:	1.24
	Change in Ownership (FY14-18):	Not Applicable	Top 3 Commercial Payers:	Blue Cross Blue Shield of Massachusetts Health New England, Inc. Network Health, LLC (Medicaid MCO)
	Total Staffed Beds:	214, mid-size acute hospital		
	% Occupancy:	92.2%, highest in cohort avg. (67%)		
	Special Public Funding:	HCI ¹		
	Trauma Center Designation:	Adult: Level 3		
	Case Mix Index:	0.97, > cohort avg. (0.93); < statewide (1.14)		
		Financial		Utilization
Inpatient NPSR per CMAD:	\$11,702	Inpatient Discharges in FY18:	15,305	
Change FY17-FY18:	1.5%	Change FY17-FY18:	1.9%	
Inpatient:Outpatient Revenue in FY18:	32%:68%	Emergency Department Visits in FY18:	55,972	
Outpatient Revenue in FY18:	\$285,247,777	Change FY17-FY18:	-0.2%	
Change FY17-FY18:	3.5%	Outpatient Visits in FY18:	306,908	
Total Revenue in FY18:	\$528,183,871	Change FY17-FY18:	7.2%	
Total Surplus (Loss) in FY18:	\$49,429,429			
		Quality		
		Readmission Rate in FY18:	16.3%	
		Change FY14-FY18 (percentage points):	0.9	
		Early Elective Deliveries Rate:	0.0%	



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

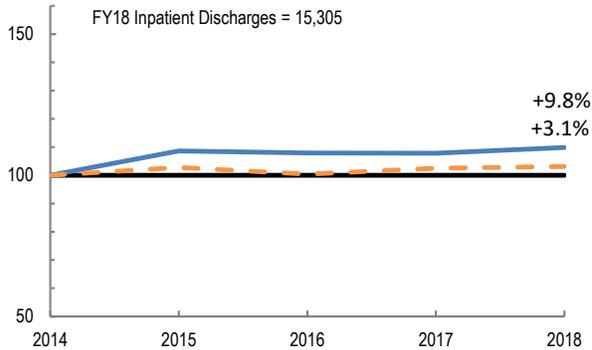
2018 HOSPITAL PROFILE: BERKSHIRE MEDICAL CENTER

Cohort: Community-High Public Payer Hospital

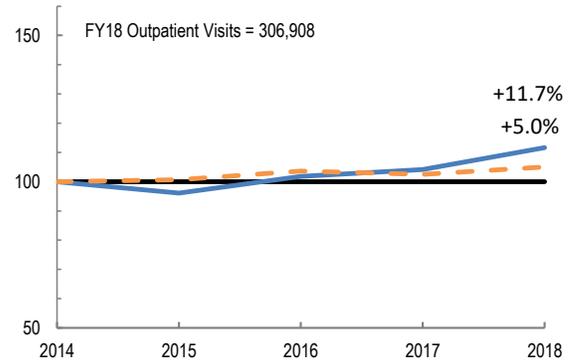


Utilization

How has the volume of the hospital's inpatient discharges changed compared to FY14, and how does this compare to the hospital's peer cohort median? (FY14=100)

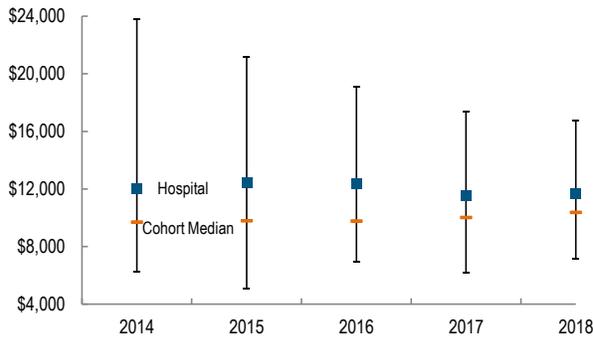


How has the volume of the hospital's outpatient visits changed compared to FY14, and how does this compare to the hospital's peer cohort median? (FY14=100)

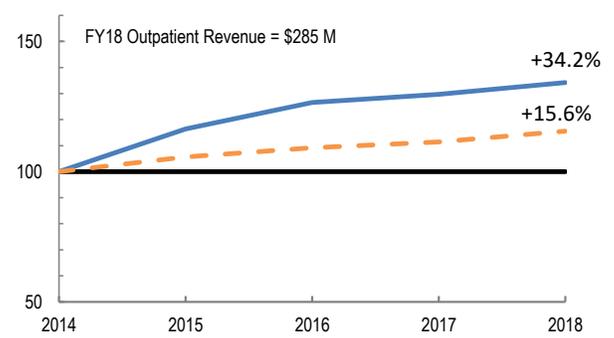


Patient Revenue Trends

What was the hospital's net inpatient service revenue per case mix adjusted discharge between FY14 and FY18, and how does this compare to the hospital's peer cohort median?



How has the hospital's total outpatient revenue changed compared to FY14, and how does this compare to the hospital's peer cohort median? (FY14=100)



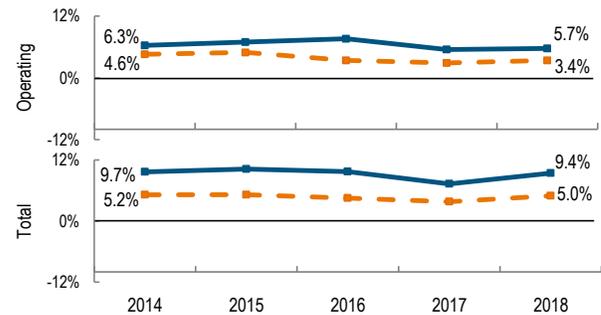
Financial Performance

How have the hospital's total revenue and costs changed between FY14 and FY18?

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

FY	2014	2015	2016	2017	2018
Operating Revenue	\$ 387.2	\$ 438.8	\$ 476.6	\$ 486.0	\$ 509.1
Non-Operating Revenue	\$ 13.5	\$ 14.8	\$ 10.2	\$ 9.3	\$ 19.1
Total Revenue	\$ 400.7	\$ 453.6	\$ 486.8	\$ 495.3	\$ 528.2
Total Costs	\$ 361.9	\$ 407.2	\$ 439.6	\$ 459.0	\$ 478.8
Total Profit (Loss)	\$ 38.8	\$ 46.4	\$ 47.2	\$ 36.3	\$ 49.4

What were the hospital's total margin and operating margins between FY14 and FY18, 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.

η For more information on Health Care Innovation Investment Program (HCII) special funding, please contact the Health Policy Commission (HPC).