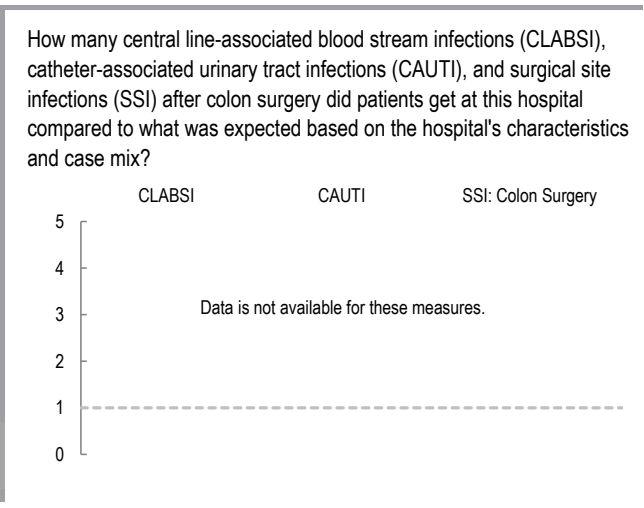
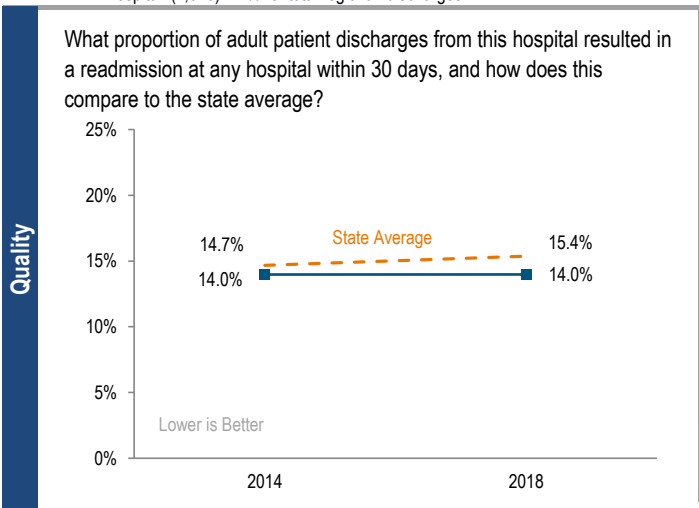
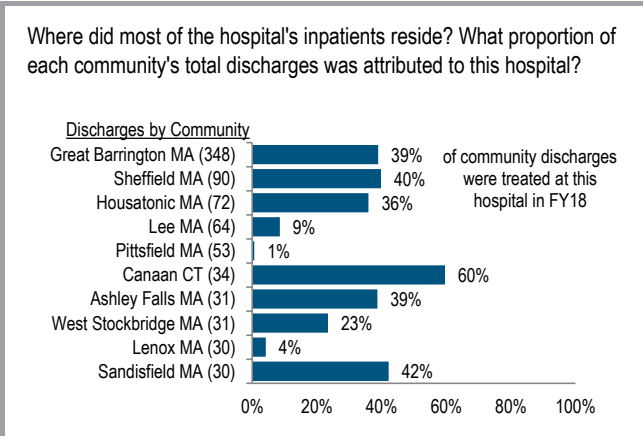
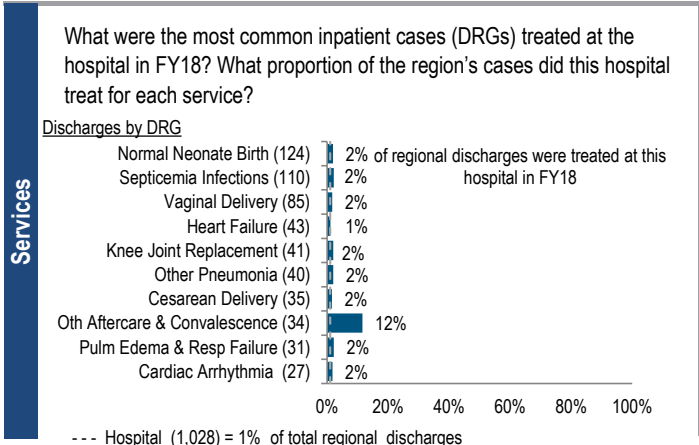


Fairview Hospital is a small, non-profit community-High Public Payer (HPP) hospital located in the Western Massachusetts region. It is a member of Berkshire Health Systems. Fairview Hospital is designated by the Centers for Medicare & Medicaid Services (CMS) as one of three Critical Access Hospitals (CAH) in Massachusetts. It earned a profit each year from FY14 to FY18, with a total margin of 6.4% in FY18, compared with a median total margin of 5.0% in its peer cohort. In each of the last five years, Fairview hospital has reported a total margin greater than the median of its peer cohort hospitals.

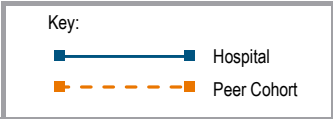
At a Glance	Overview / Size		Payer Mix	
	Hospital System Affiliation:	Berkshire Health Systems	Public Payer Mix:	66.3% HPP Hospital
	Hospital System Surplus (Loss) in FY18:	\$30,367,084	CY17 Commercial Statewide Relative Price:	1.38
	Change in Ownership (FY14-18):	Not Applicable	Top 3 Commercial Payers:	Blue Cross Blue Shield of Massachusetts Health New England, Inc. Network Health, LLC (Medicaid MCO)
	Total Staffed Beds:	28, among the smallest acute hospitals		
	% Occupancy:	34.5%, lowest in cohort avg. (67%)		
	Special Public Funding:	Not Applicable		
	Trauma Center Designation:	Not Applicable		
	Case Mix Index:	0.77, < cohort avg. (0.93); < statewide (1.14)		
		Financial		
	Inpatient NPSR per CMAD:	\$16,709		
	Change FY17-FY18:	-3.8%		
	Inpatient:Outpatient Revenue in FY18:	18%:82%		
	Outpatient Revenue in FY18:	\$39,477,275		
	Change FY17-FY18:	8.3%		
	Total Revenue in FY18:	\$56,216,469		
	Total Surplus (Loss) in FY18:	\$3,611,800		
			Utilization	
			Inpatient Discharges in FY18:	1,028
			Change FY17-FY18:	5.7%
			Emergency Department Visits in FY18:	11,275
			Change FY17-FY18:	1.6%
			Outpatient Visits in FY18:	21,370
			Change FY17-FY18:	3.7%
			Quality	
			Readmission Rate in FY18:	14.0%
			Change FY14-FY18 (percentage points):	0.0
			Early Elective Deliveries Rate:	0.0%



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

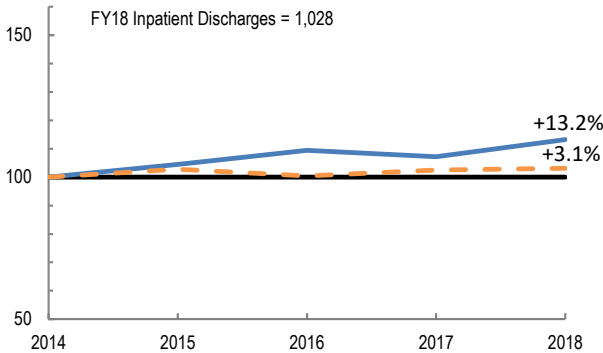
2018 HOSPITAL PROFILE: FAIRVIEW HOSPITAL

Cohort: Community-High Public Payer Hospital

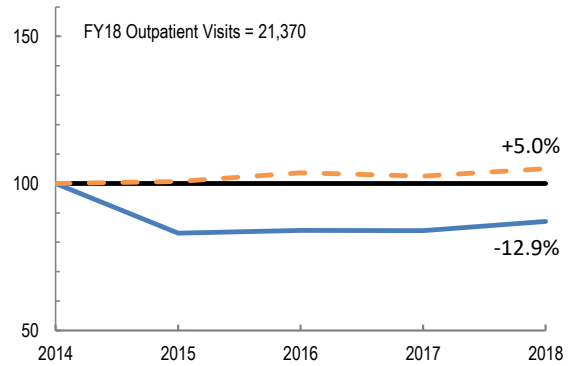


Utilization

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)

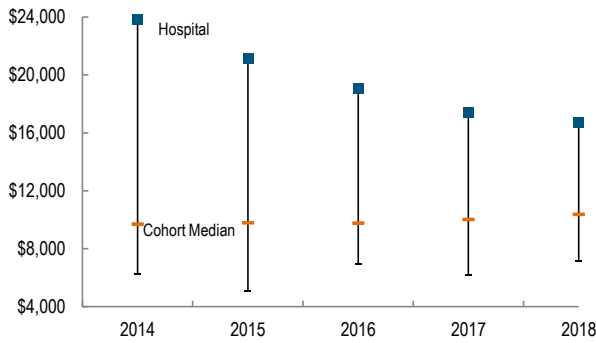


How has the volume of the hospital's outpatient visits changed compared to FY14, and how does this compare to the hospital's peer cohort median? (FY14=100)

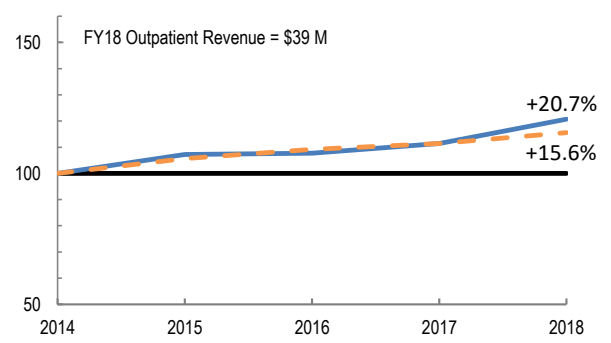


Patient Revenue Trends

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)



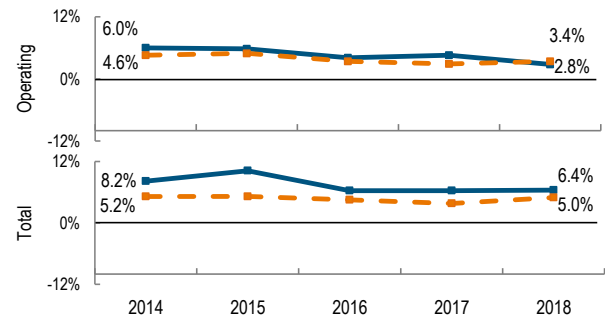
Financial Performance

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	\$ 47.0	\$ 48.8	\$ 49.7	\$ 50.2	\$ 54.2
Non-Operating Revenue	\$ 1.0	\$ 2.2	\$ 1.1	\$ 0.9	\$ 2.0
Total Revenue	\$ 48.1	\$ 51.0	\$ 50.9	\$ 51.1	\$ 56.2
Total Costs	\$ 44.2	\$ 45.8	\$ 47.7	\$ 47.9	\$ 52.6
Total Profit (Loss)	\$ 3.9	\$ 5.2	\$ 3.2	\$ 3.2	\$ 3.6

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.