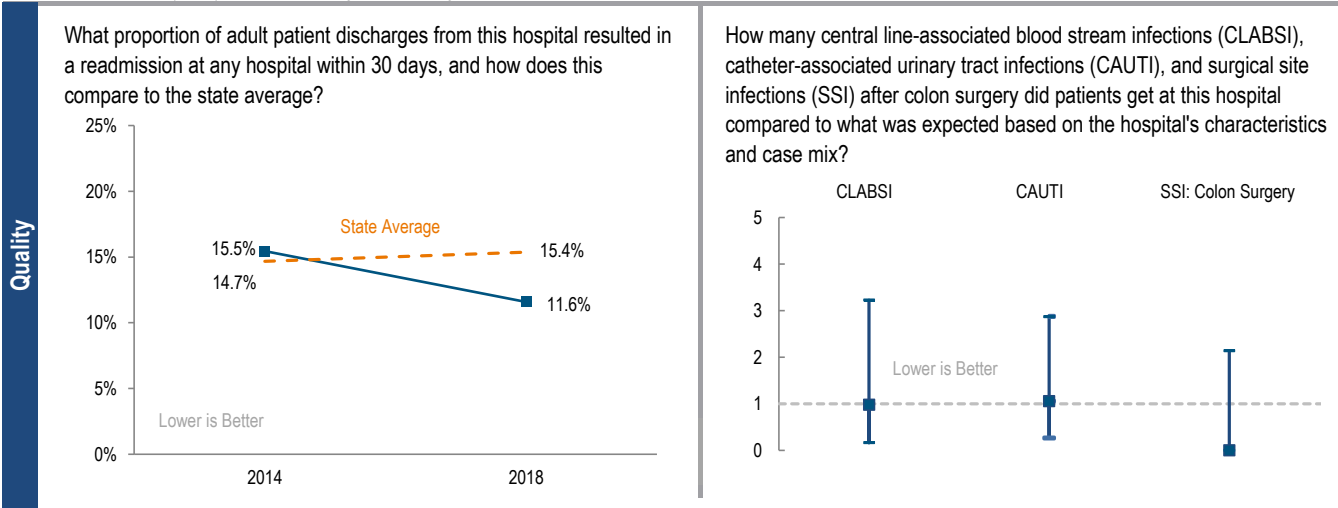
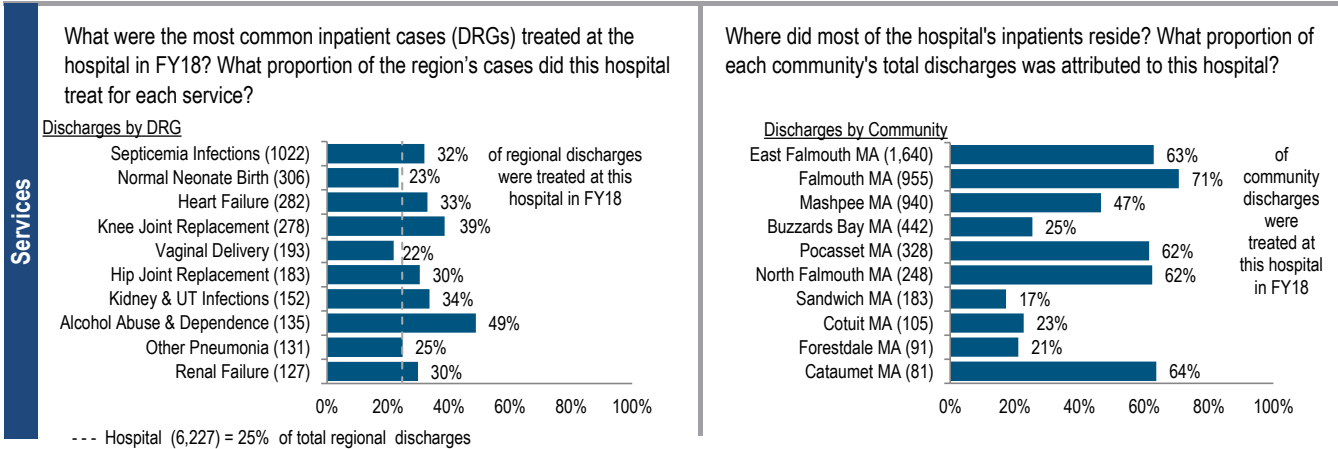


Falmouth Hospital is a mid-size, non-profit community-High Public Payer (HPP) hospital located in the Cape and Islands region. It is a member of Cape Cod Healthcare. Between FY14 and FY18, its inpatient discharges decreased 1.1% and outpatient visits increased 4.6%. Falmouth Hospital earned a profit each year from FY14 to FY18, and reported a 6.6% total margin in FY18, compared to a cohort median total margin of 5.0%. 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:	71.7% HPP Hospital
	Hospital System Surplus (Loss) in FY18:	\$71,013,771	CY17 Commercial Statewide Relative Price:	1.39
	Change in Ownership (FY14-18):	Not Applicable	Top 3 Commercial Payers:	Blue Cross Blue Shield of Massachusetts Tufts Associated HMO, Inc. Harvard Pilgrim Health Care
	Total Staffed Beds:	103, mid-size acute hospital		
	% Occupancy:	62.6%, < cohort avg. (67%)		
	Special Public Funding:	Not Applicable		
	Trauma Center Designation:	Not Applicable		
	Case Mix Index:	1.00, > cohort avg. (0.93); < statewide (1.14)		
		Financial		Utilization
Inpatient NPSR per CMAD:	\$11,250	Inpatient Discharges in FY18:	6,227	
Change FY17-FY18:	0.0%	Change FY17-FY18:	2.7%	
Inpatient:Outpatient Revenue in FY18:	31%:69%	Emergency Department Visits in FY18:	32,497	
Outpatient Revenue in FY18:	\$91,144,897	Change FY17-FY18:	1.2%	
Change FY17-FY18:	7.0%	Outpatient Visits in FY18:	50,156	
Total Revenue in FY18:	\$169,183,382	Change FY17-FY18:	13.7%	
Total Surplus (Loss) in FY18:	\$11,118,148			
		Quality		
		Readmission Rate in FY18:	11.6%	
		Change FY14-FY18 (percentage points):	-3.9	
		Early Elective Deliveries Rate:	0.0%	



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

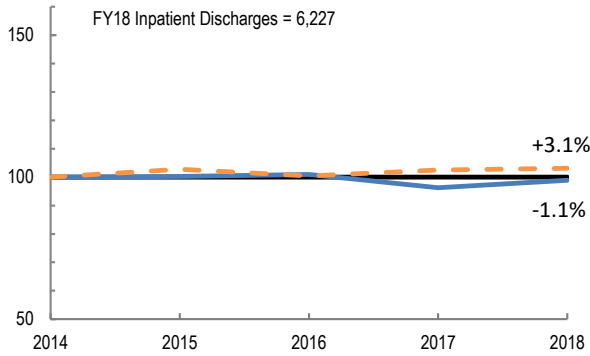
2018 HOSPITAL PROFILE: FALMOUTH HOSPITAL

Cohort: Community-High Public Payer Hospital

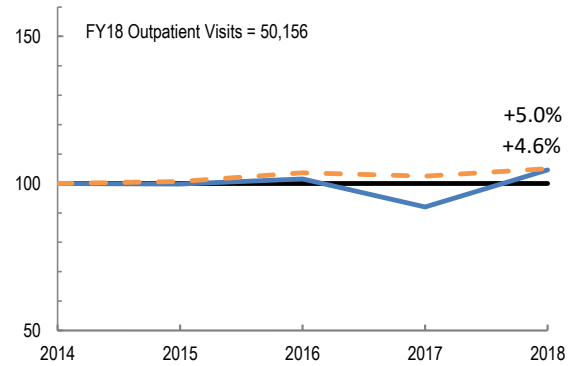


Utilization

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)

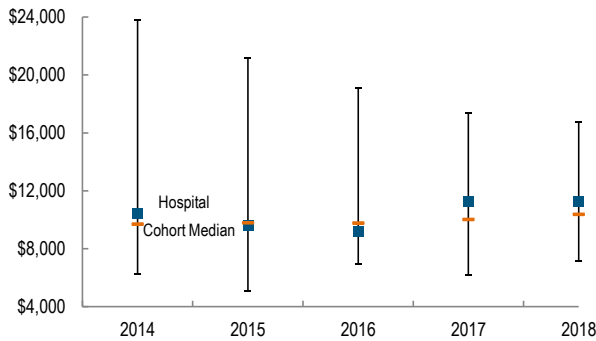


How has the volume of the hospital's outpatient visits changed compared to FY14, and how does this compare to the hospital's peer cohort median? (FY14=100)

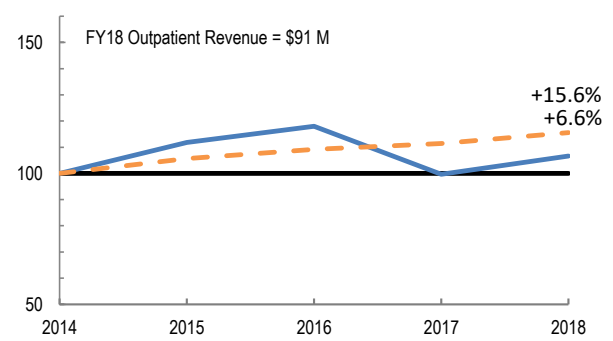


Patient Revenue Trends

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)



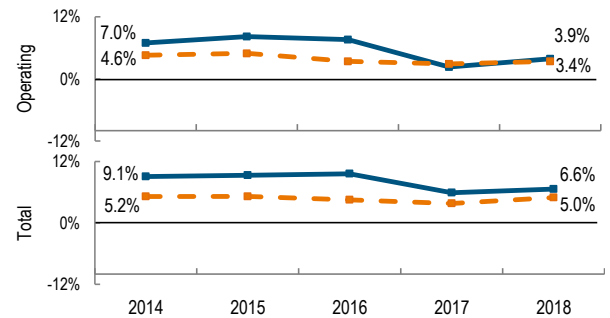
Financial Performance

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	\$ 155.2	\$ 157.3	\$ 163.0	\$ 158.2	\$ 164.6
Non-Operating Revenue	\$ 3.4	\$ 1.8	\$ 3.5	\$ 5.9	\$ 4.6
Total Revenue	\$ 158.6	\$ 159.1	\$ 166.4	\$ 164.1	\$ 169.2
Total Costs	\$ 144.2	\$ 144.2	\$ 150.4	\$ 154.5	\$ 158.1
Total Profit (Loss)	\$ 14.4	\$ 14.8	\$ 16.1	\$ 9.6	\$ 11.1

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.