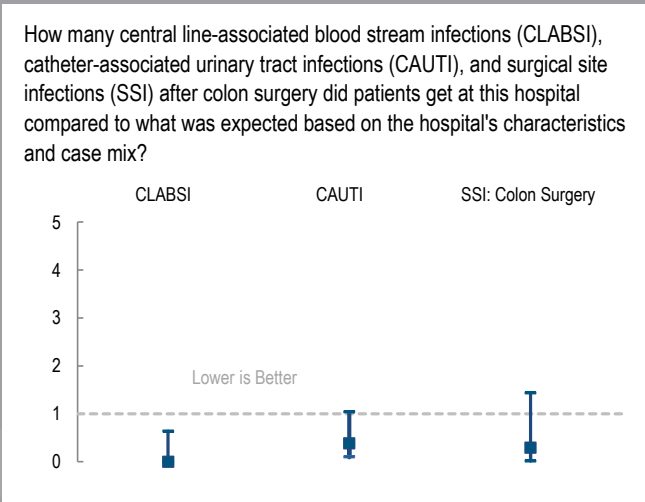
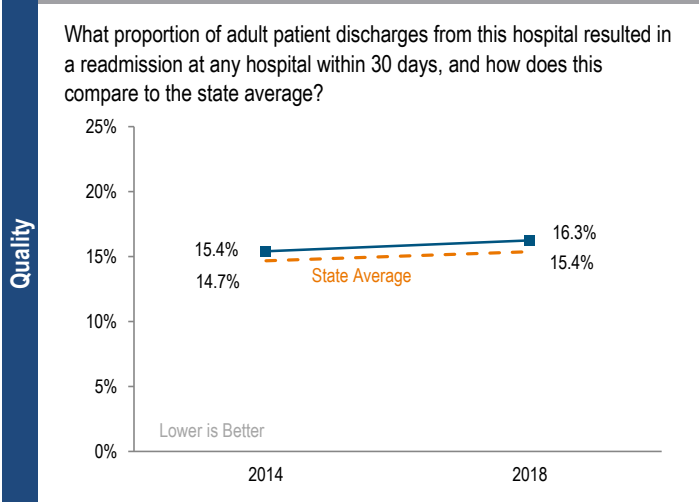
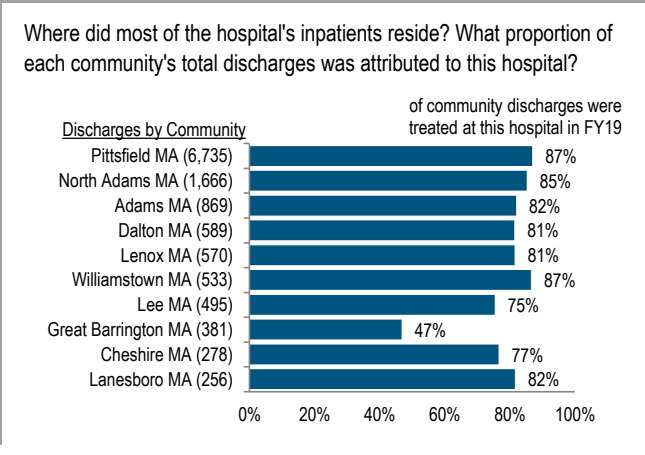
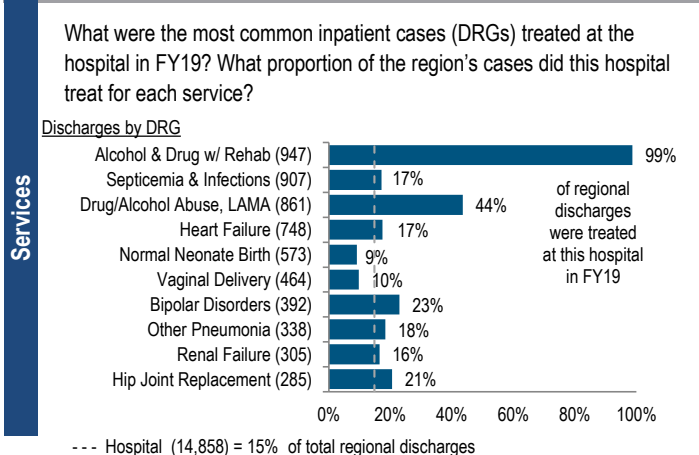


Berkshire Medical Center is a mid-size, non-profit community-High Public Payer (HPP) hospital located in the Western Massachusetts region. It is a Level 3 Trauma center and a member of Berkshire Health Systems. Between FY15 and FY19, the volume of inpatient discharges at the hospital decreased by 1.8% compared to a median decrease of 2.7% at cohort hospitals. Outpatient visits increased 16.4% for the hospital between FY15 and FY19, compared to a median increase of 2.1% for its peer cohort. The hospital has reported a profit in each of the last five years. In FY19 it had a total margin of 7.4%, above the 3.3% median of its cohort hospitals.

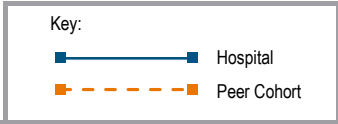
<b>At a Glance</b>	<b>Overview / Size</b>		<b>Payer Mix</b>	
	Hospital System Affiliation:	Berkshire Health Systems	Public Payer Mix:	72.1% (HPP* Hospital)
	Hospital System Surplus (Deficit) in FY19:	\$24,177,823	CY18 Commercial Statewide Relative Price:	1.23
	Change in Ownership (FY15-19):	Not Applicable	Top 3 Commercial Payers:	Blue Cross Blue Shield Health New England Cigna East
	Total Staffed Beds:	214, mid-size acute hospital	<b>Utilization</b>	
	% Occupancy:	88.9%, highest in cohort avg. (66%)	Inpatient Discharges in FY19:	14,858
	Special Public Funding:	HCII <sup>1</sup>	Change FY18-FY19:	-2.9%
	Trauma Center Designation:	Adult: Level 3	Emergency Department Visits in FY19:	53,713
	Change FY18-FY19:	-4.0%	Change FY18-FY19:	-4.0%
	Case Mix Index:	1.02, > cohort avg. (0.96); < statewide (1.16)	Outpatient Visits in FY19:	307,375
		Change FY18-FY19:	0.2%	
<b>Financial</b>		<b>Quality</b>		
Inpatient NPSR per CMAD:	\$11,786	Readmission Rate in FY18:	16.3%	
Change FY18-FY19:	0.7%	Change FY14-FY18 (percentage points):	0.9	
Inpatient:Outpatient Revenue in FY19:	31%:69%	Early Elective Deliveries Rate:	0.0%	
Outpatient Revenue in FY19:	\$281,387,201			
Change FY18-FY19:	-1.4%			
Total Revenue in FY19:	\$539,216,915			
Total Surplus (Deficit) in FY19:	\$40,131,258			



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

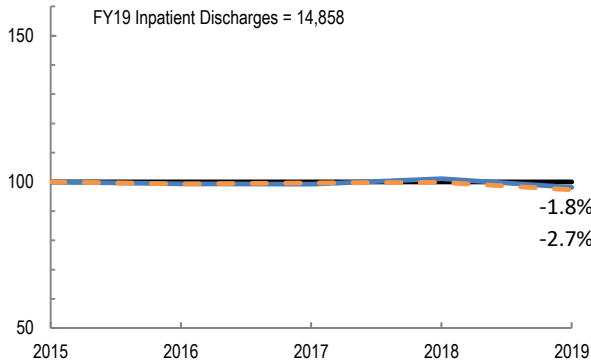
# 2019 HOSPITAL PROFILE: BERKSHIRE MEDICAL CENTER

Cohort: Community-High Public Payer Hospital

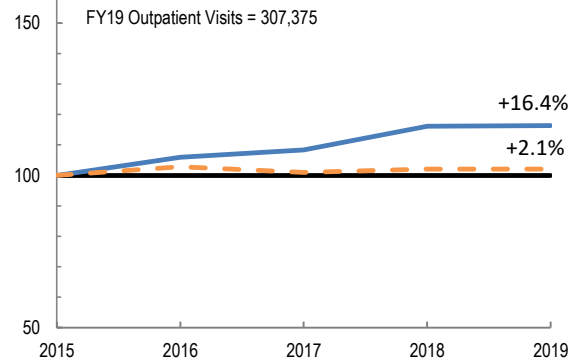


## Utilization

How has the volume of the hospital's inpatient discharges changed compared to FY15, and how does this compare to the hospital's peer cohort median? (FY15=100)

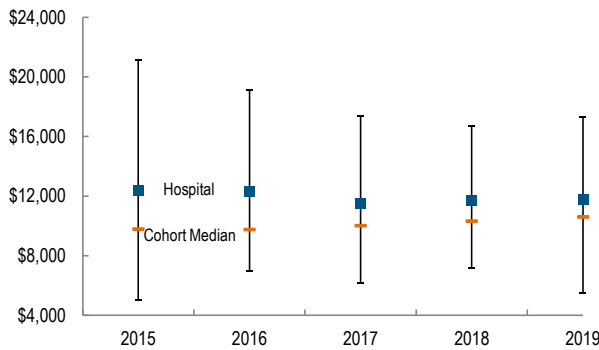


How has the volume of the hospital's outpatient visits changed compared to FY15, and how does this compare to the hospital's peer cohort median? (FY15=100)

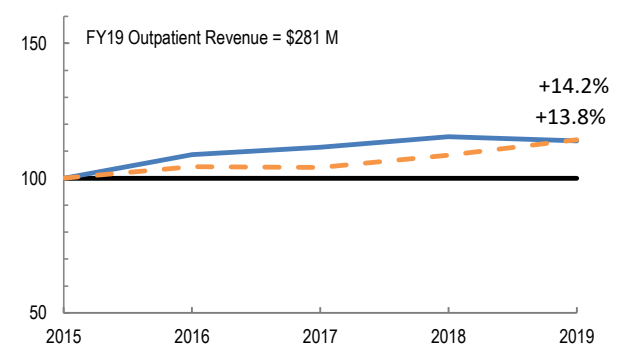


## Patient Revenue Trends

What was the hospital's net inpatient service revenue per case mix adjusted discharge between FY15 and FY19, and how does this compare to the hospital's peer cohort median?



How has the hospital's net outpatient revenue changed compared to FY15, and how does this compare to the hospital's peer cohort median? (FY15=100)



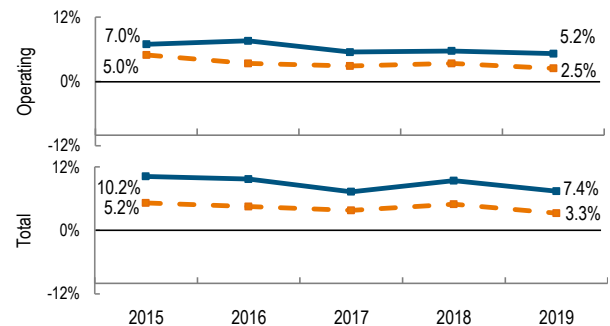
## Financial Performance

How have the hospital's total revenue and costs changed between FY15 and FY19?

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

FY	2015	2016	2017	2018	2019
<b>Operating Revenue</b>	\$ 438.8	\$ 476.6	\$ 486.0	\$ 509.1	\$ 527.0
<b>Non-Operating Revenue</b>	\$ 14.8	\$ 10.2	\$ 9.3	\$ 19.1	\$ 12.2
<b>Total Revenue</b>	\$ 453.6	\$ 486.8	\$ 495.3	\$ 528.2	\$ 539.2
<b>Total Costs</b>	\$ 407.2	\$ 439.6	\$ 459.0	\$ 478.8	\$ 499.1
<b>Total Profit (Loss)</b>	\$ 46.4	\$ 47.2	\$ 36.3	\$ 49.4	\$ 40.1

What were the hospital's total margin and operating margins between FY15 and FY19, 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).