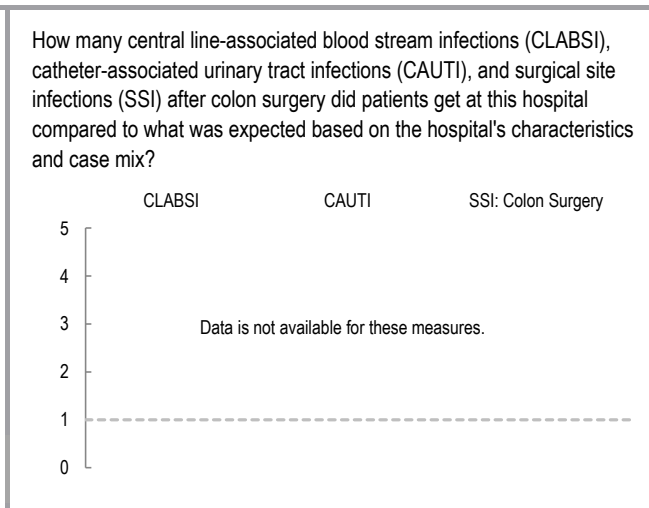
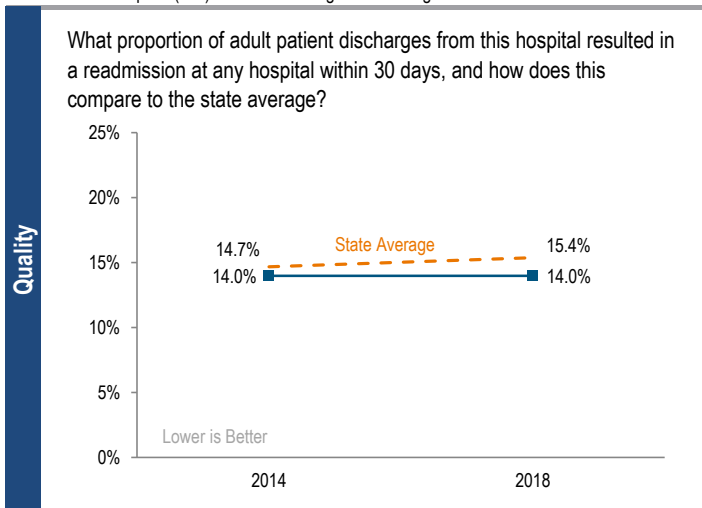
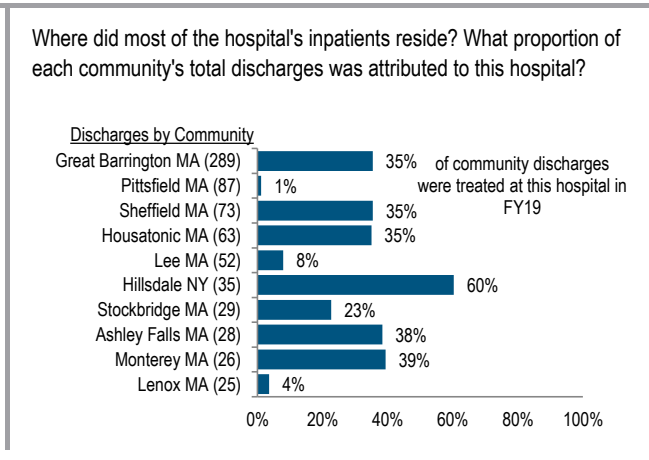
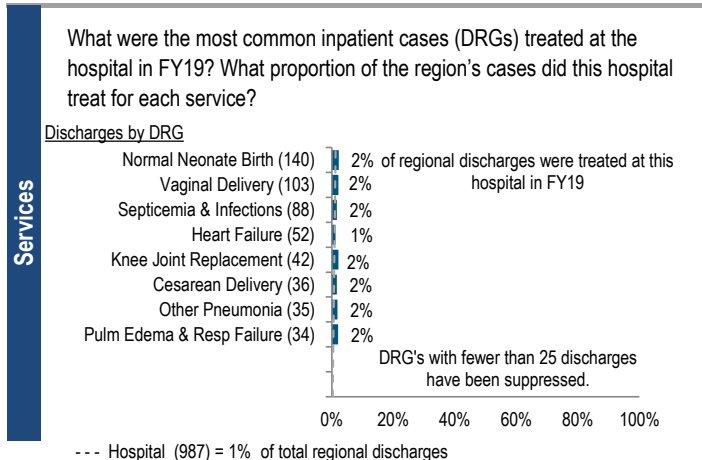


Fairview Hospital is a small, non-profit community-High Public Payer (HPP) hospital located in the Western Massachusetts region. It is a member of Berkshire Health Systems. Fairview Hospital is designated by the Centers for Medicare & Medicaid Services (CMS) as one of three Critical Access Hospitals (CAH) in Massachusetts. It earned a profit each year from FY15 to FY19, with a total margin of 8.6% in FY19, compared with a median total margin of 3.3% 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	<b>Overview / Size</b>		<b>Payer Mix</b>	
	Hospital System Affiliation:	Berkshire Health Systems	Public Payer Mix:	66.3% (HPP* Hospital)
	Hospital System Surplus (Deficit) in FY19:	\$24,177,823	CY18 Commercial Statewide Relative Price:	1.33
	Change in Ownership (FY15-19):	Not Applicable	Top 3 Commercial Payers:	Blue Cross Blue Shield Health New England Tufts Health Public Plans
	Total Staffed Beds:	28, among the smallest acute hospitals		
	% Occupancy:	31.8%, lowest in cohort avg. (66%)		
	Special Public Funding:	Not Applicable		
	Trauma Center Designation:	Not Applicable		
	Case Mix Index:	0.81, < cohort avg. (0.96); < statewide (1.16)		
	<b>Financial</b>		<b>Utilization</b>	
Inpatient NPSR per CMAD:	\$17,336	Inpatient Discharges in FY19:	987	
Change FY18-FY19:	3.8%	Change FY18-FY19:	-4.0%	
Inpatient:Outpatient Revenue in FY19:	16%:84%	Emergency Department Visits in FY19:	11,642	
Change FY18-FY19:	8.5%	Change FY18-FY19:	3.3%	
Outpatient Revenue in FY19:	\$42,848,856	Outpatient Visits in FY19:	22,755	
Change FY18-FY19:	8.5%	Change FY18-FY19:	6.5%	
Total Revenue in FY19:	\$59,813,062	<b>Quality</b>		
Total Surplus (Deficit) in FY19:	\$5,152,048	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.

# 2019 HOSPITAL PROFILE: FAIRVIEW HOSPITAL

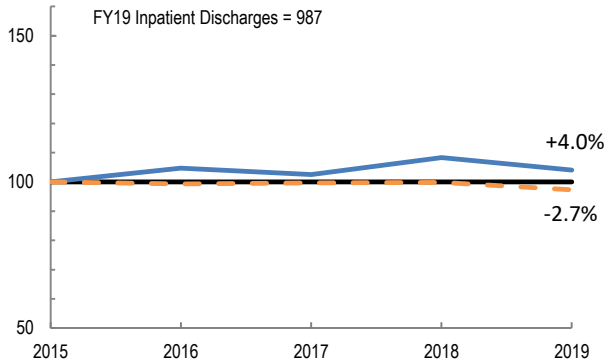
Cohort: Community-High Public Payer Hospital

Key:

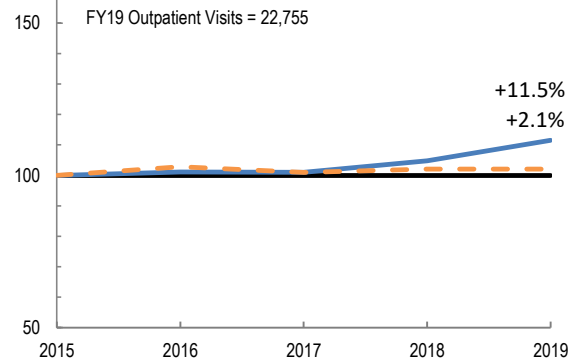
- Hospital
- Peer Cohort

## 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)

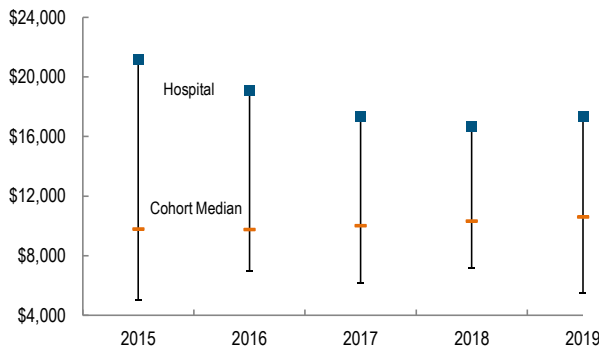


How has the volume of the hospital's outpatient visits changed compared to FY15, and how does this compare to the hospital's peer cohort median? (FY15=100)

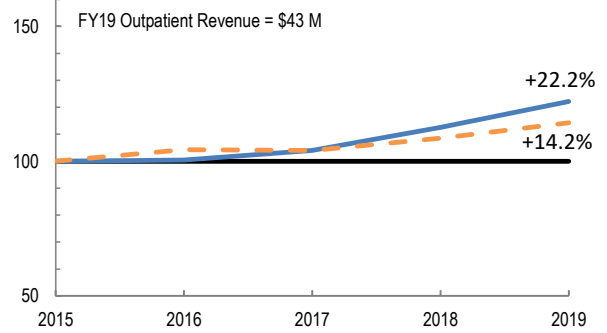


## Patient Revenue Trends

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)



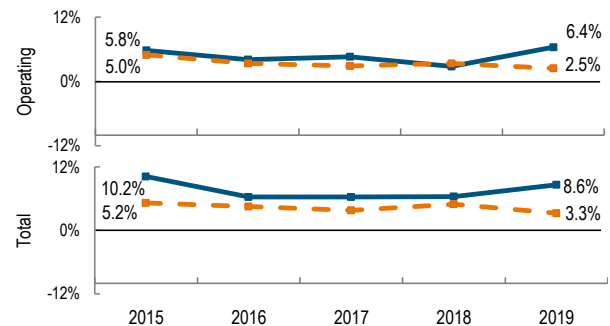
## Financial Performance

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>	\$ 48.8	\$ 49.7	\$ 50.2	\$ 54.2	\$ 58.5
<b>Non-Operating Revenue</b>	\$ 2.2	\$ 1.1	\$ 0.9	\$ 2.0	\$ 1.3
<b>Total Revenue</b>	\$ 51.0	\$ 50.9	\$ 51.1	\$ 56.2	\$ 59.8
<b>Total Costs</b>	\$ 45.8	\$ 47.7	\$ 47.9	\$ 52.6	\$ 54.7
<b>Total Profit (Loss)</b>	\$ 5.2	\$ 3.2	\$ 3.2	\$ 3.6	\$ 5.2

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.

