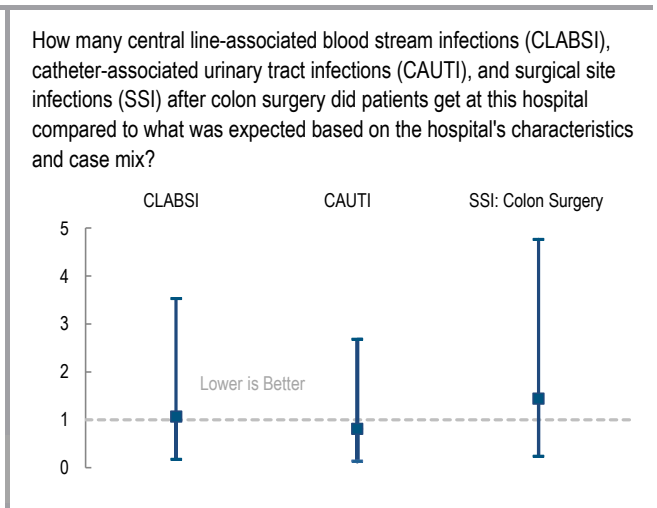
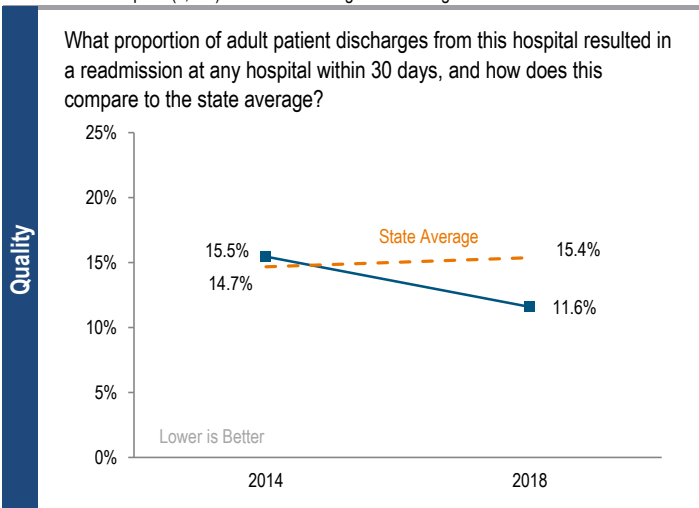
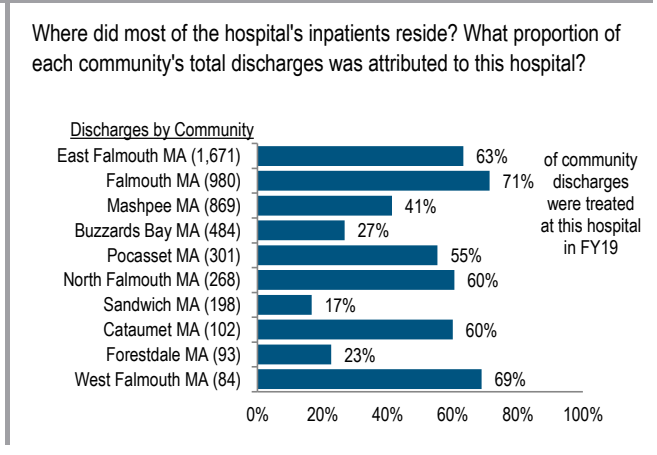
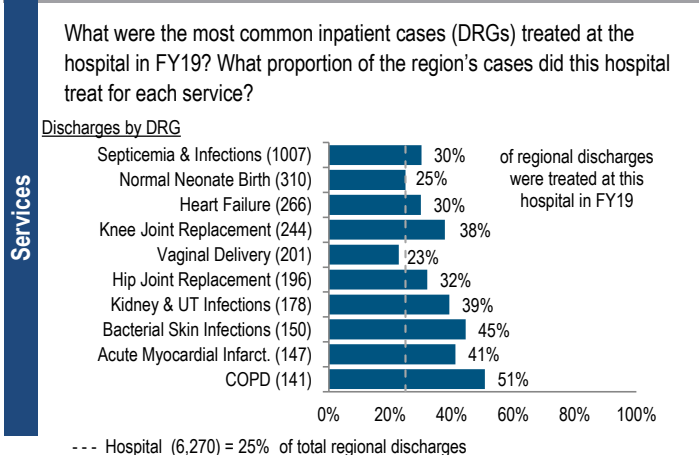


Falmouth Hospital is a mid-size, non-profit community-High Public Payer (HPP) hospital located in the Cape and Islands region. It is a member of Cape Cod Healthcare. Between FY15 and FY19, its inpatient discharges decreased 0.7% compared to a median decrease of 2.7%. Outpatient visits decreased 5.6% compared to a median increase of 2.1%. Falmouth Hospital earned a profit each year from FY15 to FY19, and reported a 7.1% total margin in FY19, compared to a cohort median total margin of 3.3%. 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 (Deficit) in FY19:	\$42,773,717	CY18 Commercial Statewide Relative Price:	1.39
	Change in Ownership (FY15-19):	Not Applicable	Top 3 Commercial Payers:	Blue Cross Blue Shield Tufts HMO Harvard Pilgrim
	Total Staffed Beds:	103, mid-size acute hospital	Utilization	
	% Occupancy:	61.4%, < cohort avg. (66%)	Inpatient Discharges in FY19:	6,270
	Special Public Funding:	Not Applicable	Change FY18-FY19:	0.7%
	Trauma Center Designation:	Not Applicable	Emergency Department Visits in FY19:	31,137
	Case Mix Index:	1.02, > cohort avg. (0.96); < statewide (1.16)	Change FY18-FY19:	-4.2%
			Outpatient Visits in FY19:	45,147
		Change FY18-FY19:	-10.0%	
	Financial		Quality	
Inpatient NPSR per CMAD:	\$8,934	Readmission Rate in FY18:	11.6%	
Change FY18-FY19:	-20.6%	Change FY14-FY18 (percentage points):	-3.9	
Inpatient:Outpatient Revenue in FY19:	31%:69%	Early Elective Deliveries Rate:	2.9%	
Outpatient Revenue in FY19:	\$109,900,911			
Change FY18-FY19:	20.6%			
Total Revenue in FY19:	\$177,348,324			
Total Surplus (Deficit) in FY19:	\$12,660,330			



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

2019 HOSPITAL PROFILE: FALMOUTH HOSPITAL

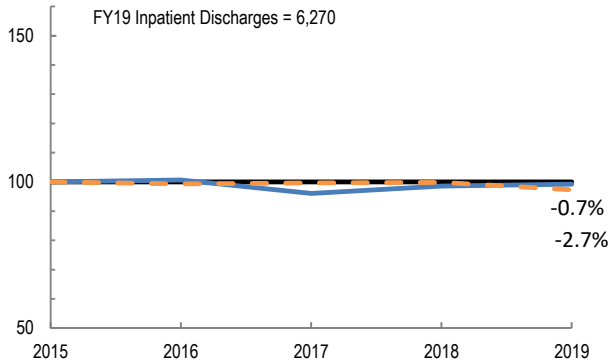
Cohort: Community-High Public Payer Hospital

Key:

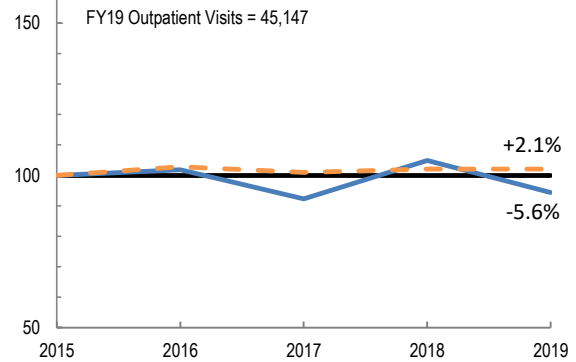
- Hospital
- Peer Cohort

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)

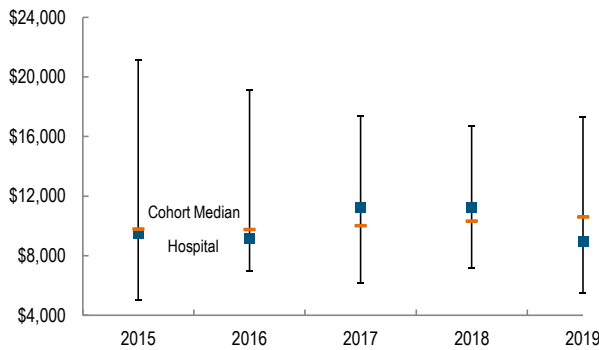


How has the volume of the hospital's outpatient visits changed compared to FY15, and how does this compare to the hospital's peer cohort median? (FY15=100)

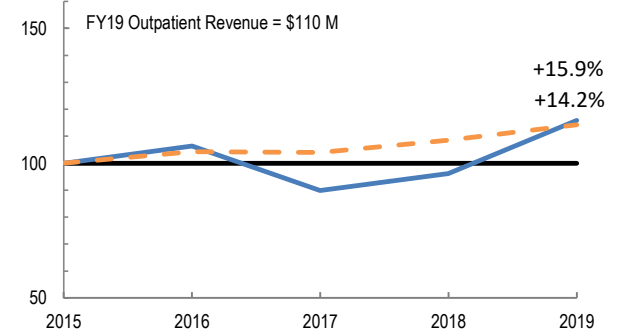


Patient Revenue Trends

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)



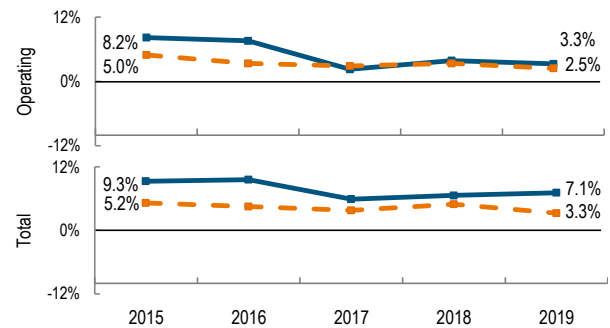
Financial Performance

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
Operating Revenue	\$ 157.3	\$ 163.0	\$ 158.2	\$ 164.6	\$ 170.5
Non-Operating Revenue	\$ 1.8	\$ 3.5	\$ 5.9	\$ 4.6	\$ 6.9
Total Revenue	\$ 159.1	\$ 166.4	\$ 164.1	\$ 169.2	\$ 177.3
Total Costs	\$ 144.2	\$ 150.4	\$ 154.5	\$ 158.1	\$ 164.7
Total Profit (Loss)	\$ 14.8	\$ 16.1	\$ 9.6	\$ 11.1	\$ 12.7

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.