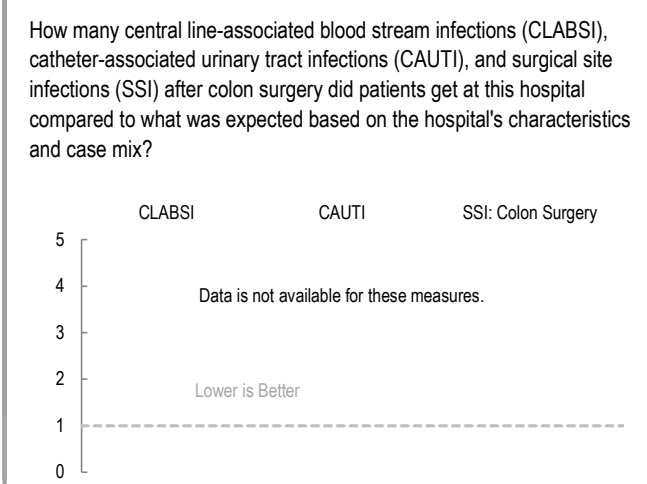
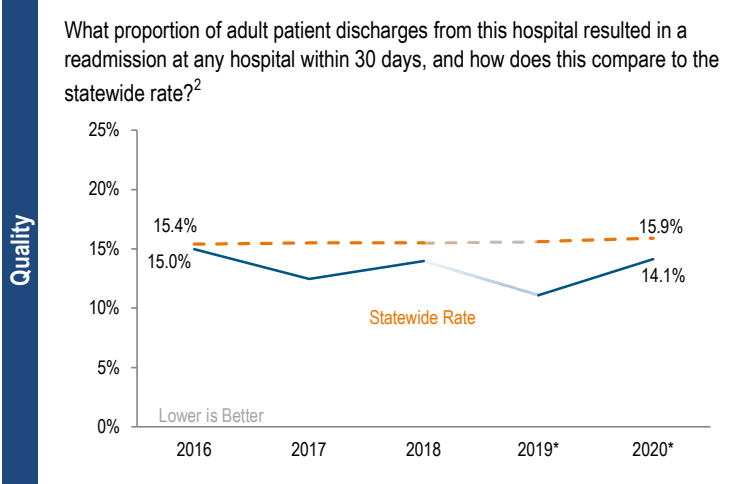
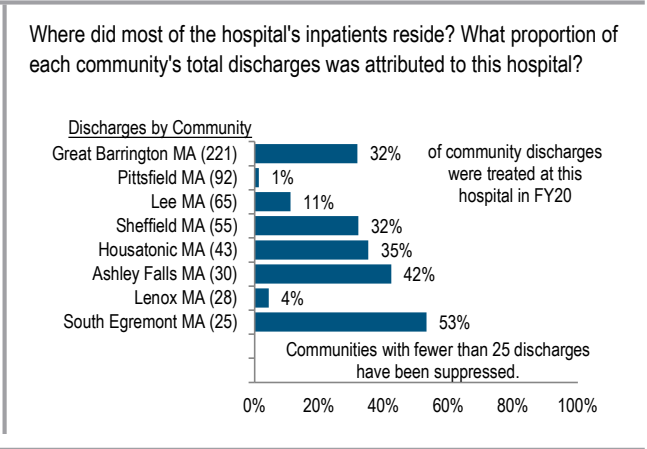
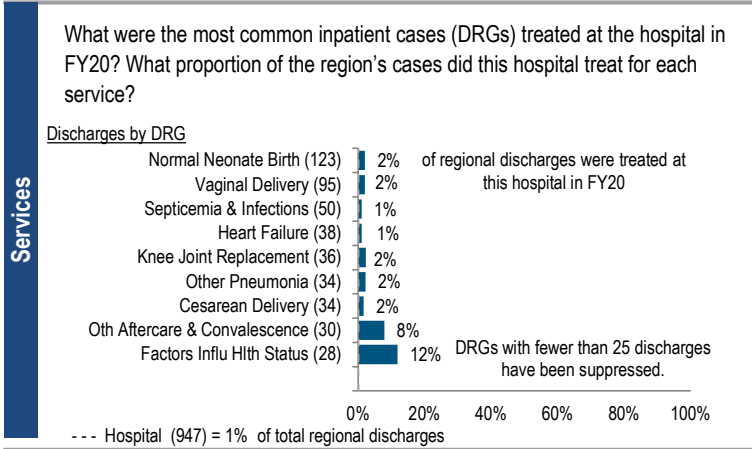


Fairview Hospital is a small, non-profit community-High Public Payer (HPP) hospital located in the Western Massachusetts region. It is a member of Berkshire Health Systems. Fairview Hospital is designated by the Centers for Medicare & Medicaid Services (CMS) as one of three Critical Access Hospitals (CAH) in Massachusetts. Between FY16 and FY20, the volume of inpatient discharges at the hospital decreased by 4.7% compared to a median decrease of 7.6% at cohort hospitals. After reporting profits in each of the prior four years, Fairview Hospital reported a loss of \$0.8M and a total margin of -1.2% in FY20 compared to the median total margin of 4.0% at its cohort hospitals.

At a Glance	Overview / Size		Payer Mix	
	Hospital System Affiliation:	Berkshire Health Systems	Public Payer Mix ¹ :	64.9% HPP Hospital
	Hospital System Surplus (Deficit) in FY20:	(\$9,554,414)	CY19 Commercial Statewide Relative Price:	1.349
	Change in Ownership (FY16-20):	Not Applicable	Top 3 Commercial Payers:	Blue Cross Blue Shield HNE Tufts Health Public Plans
	Total Staffed Beds:	28, among the smallest acute hospitals		
	% Occupancy:	29.6%, lowest in cohort avg. (63%)		
	Trauma Center Designation:	Not Applicable		
	Case Mix Index:	0.75, < cohort avg. (1.00); < statewide (1.16)		
	Financial		Utilization	
	Inpatient NPSR per CMAD:	\$17,510	Inpatient Discharges in FY20:	947
Change FY19-FY20:	1.0%	Change FY19-FY20:	-4.1%	
Inpatient Outpatient Revenue in FY20:	15%:85%	Emergency Department Visits in FY20:	10,410	
Change FY19-FY20:	1.0%	Change FY19-FY20:	-10.6%	
Outpatient Revenue in FY20:	\$46,733,995	Outpatient Visits in FY20:	59,406	
Change FY19-FY20:	9.1%	Change FY19-FY20:	161.1%	
Total Revenue in FY20:	\$65,365,282			
COVID Funding Included in Total Revenue:	\$5,569,968	Quality		
Total Surplus (Deficit) in FY20:	-\$780,093	Readmission Rate in FY20:	14.1%	
		Change FY19-FY20 (percentage points):	3.0	
		Early Elective Deliveries Rate:	0.0%	



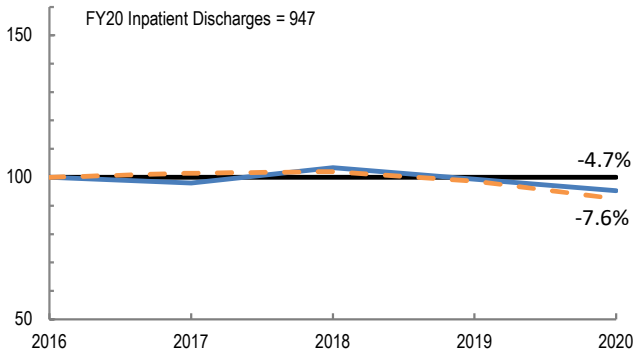
2020 HOSPITAL PROFILE: FAIRVIEW HOSPITAL

Cohort: Community-High Public Payer Hospital

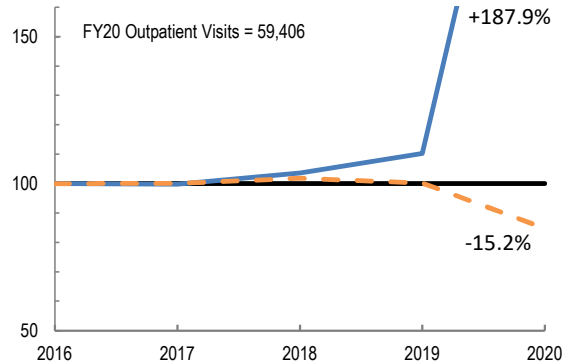


Utilization

How has the volume of the hospital's inpatient discharges changed compared to FY16, and how does this compare to the hospital's peer cohort median? (FY16=100)

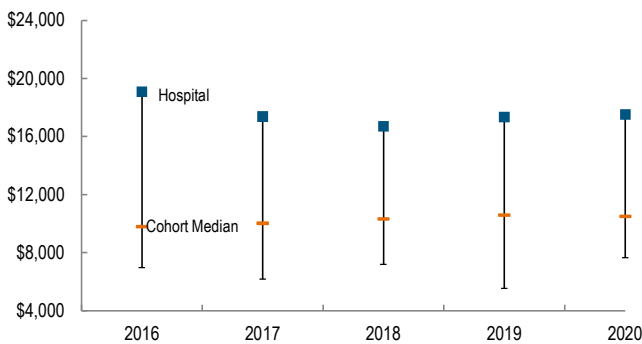


How has the volume of the hospital's outpatient visits changed compared to FY16, and how does this compare to the hospital's peer cohort median? (FY16=100)

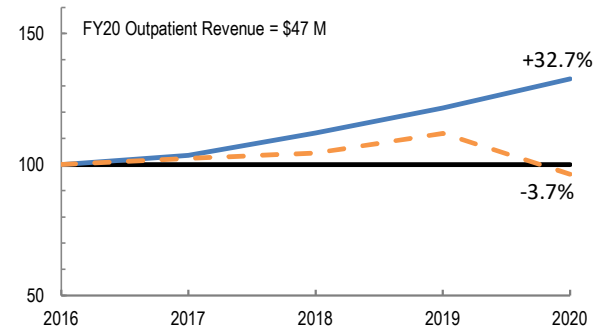


Patient Revenue Trends

What was the hospital's net inpatient service revenue³ per case mix adjusted discharge between FY16 and FY20, and how does this compare to the hospital's peer cohort median?



How has the hospital's net outpatient revenue³ changed compared to FY16, and how does this compare to the hospital's peer cohort median? (FY16=100)



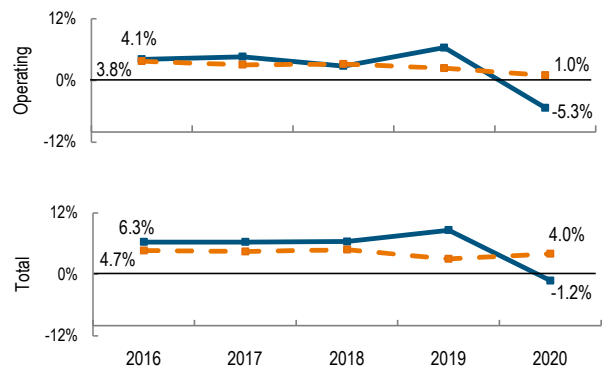
Financial Performance

How have the hospital's total revenue and costs changed between FY16 and FY20? (COVID funding affects FY20 only)

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

FY	2016	2017	2018	2019	2020
Operating Revenue	\$ 49.7	\$ 50.2	\$ 54.2	\$ 58.5	\$ 62.7
COVID Funding Included in Operating Revenue					\$ 5.6
Non-Operating Revenue⁴	\$ 1.1	\$ 0.9	\$ 2.0	\$ 1.3	\$ 2.7
Total Revenue	\$ 50.9	\$ 51.1	\$ 56.2	\$ 59.8	\$ 65.4
Total Costs	\$ 47.7	\$ 47.9	\$ 52.6	\$ 54.7	\$ 66.1
Total Profit (Loss)	\$ 3.2	\$ 3.2	\$ 3.6	\$ 5.2	\$ (0.8)

What were the hospital's total margin and operating margins between FY16 and FY20, and how do these compare to the hospital's peer cohort medians? (Note: FY20 margins include COVID funding)



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

¹ High Public Payer Hospitals (HPP) reported a minimum of 63% of gross patient service revenue from public payers.

² For 2019 and 2020 readmission rates, a new methodology was used. These rates may not be comparable to earlier years. For more information, please see: <https://www.chiamass.gov/assets/docs/r/pubs/2022/Readmissions-Technical-Appendix-2011-2020.pdf>

³ Effective FY 2020 supplemental revenue is not included in net patient service revenue for all hospitals. Prior to FY 2020, reporting of supplemental revenue varied by hospital.

⁴ There was an accounting change adopted by most hospitals beginning in FY 2020 in which unrealized gains and losses on investments are now recognized as non-operating income