

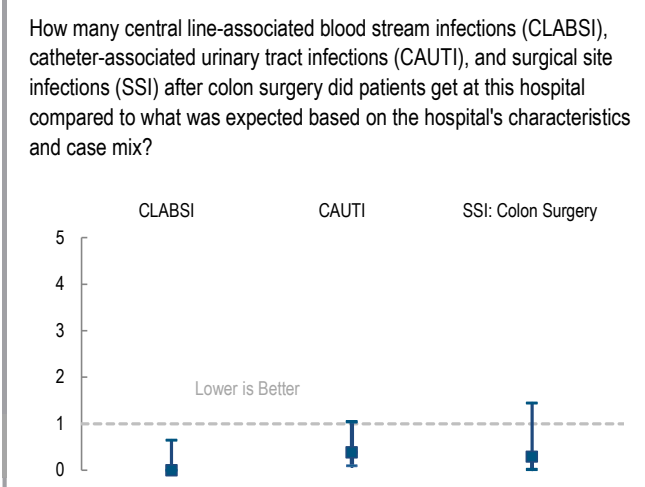
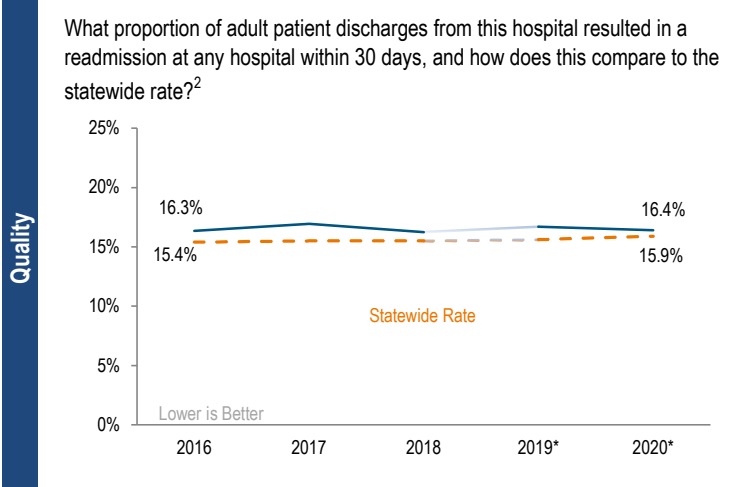
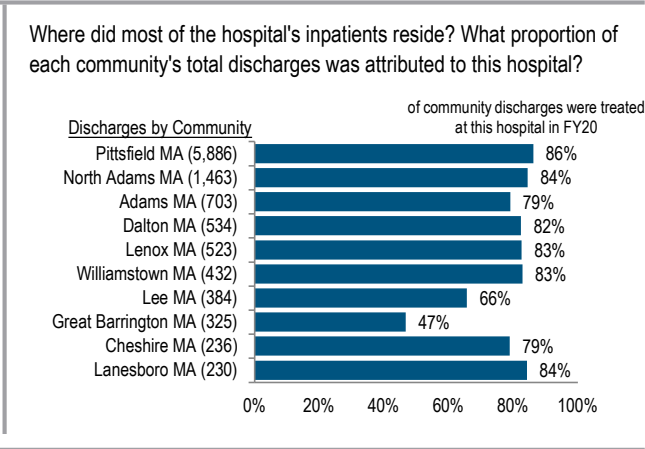
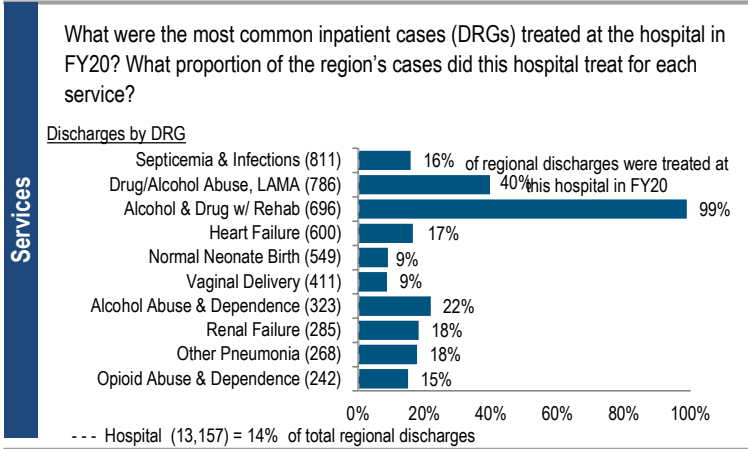
BERKSHIRE MEDICAL CENTER

2020 Hospital Profile

Pittsfield, MA
Community-High Public Payer Hospital
Western Massachusetts

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 FY16 and FY20, the volume of inpatient discharges at the hospital decreased by 12.5% compared to a median decrease of 7.6% at cohort hospitals. Outpatient visits decreased 11.5% for the hospital between FY16 and FY20, compared to a median decrease of 15.2% for its peer cohort. The hospital has reported a profit in each of the last five years. In FY20 it had a total margin of 4.6%, above the 4.0% median of its peer cohort hospitals.

At a Glance	Overview / Size		Payer Mix	
	Hospital System Affiliation:	Berkshire Health Systems	Public Payer Mix ¹ :	73.5% HPP Hospital
	Hospital System Surplus (Deficit) in FY20:	(\$9,554,414)	CY19 Commercial Statewide Relative Price:	1.215
	Change in Ownership (FY16-20):	Not Applicable	Top 3 Commercial Payers:	Blue Cross Blue Shield Health New England Tufts Health Public Plans
	Total Staffed Beds:	187, mid-size acute hospital		
	% Occupancy:	90.6%, > cohort avg. (63%)		
	Trauma Center Designation:	Adult: Level 3		
	Case Mix Index:	1.06, > cohort avg. (1.00); < statewide (1.16)		
	Financial		Utilization	
	Inpatient NPSR per CMAD:	\$11,741	Inpatient Discharges in FY20:	13,157
Change FY19-FY20:	-0.4%	Change FY19-FY20:	-11.4%	
Inpatient Outpatient Revenue in FY20:	32%:68%	Emergency Department Visits in FY20:	40,870	
Change FY19-FY20:	-7.2%	Change FY19-FY20:	-23.9%	
Outpatient Revenue in FY20:	\$261,005,061	Outpatient Visits in FY20:	247,671	
Change FY19-FY20:	-7.2%	Change FY19-FY20:	-19.4%	
Total Revenue in FY20:	\$544,005,859			
COVID Funding Included in Total Revenue:	\$20,438,042	Quality		
Total Surplus (Deficit) in FY20:	\$24,874,472	Readmission Rate in FY20:	16.4%	
		Change FY19-FY20 (percentage points):	-0.3	
		Early Elective Deliveries Rate:	0.0%	



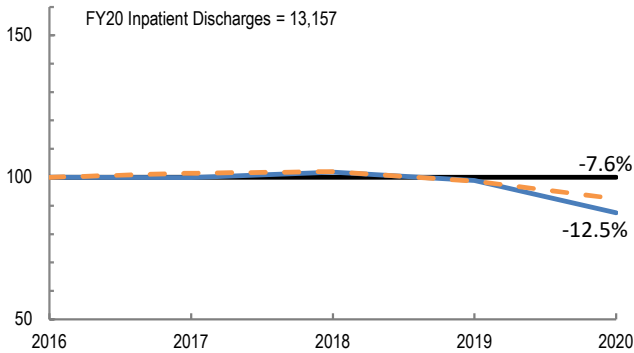
2020 HOSPITAL PROFILE: BERKSHIRE MEDICAL CENTER

Cohort: Community-High Public Payer Hospital

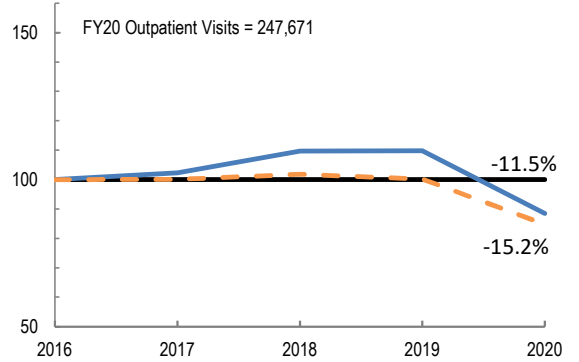


Utilization

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

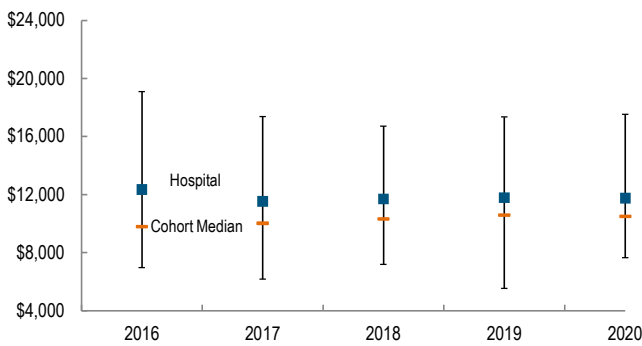


How has the volume of the hospital's outpatient visits changed compared to FY16, and how does this compare to the hospital's peer cohort median? (FY16=100)

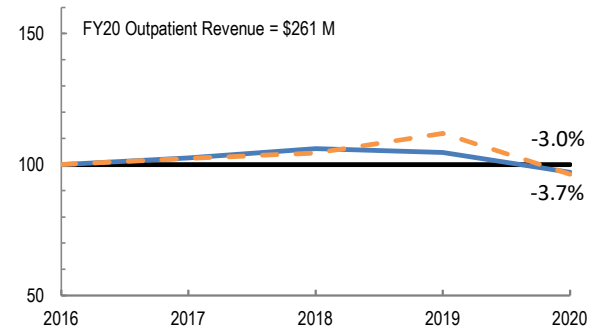


Patient Revenue Trends

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)



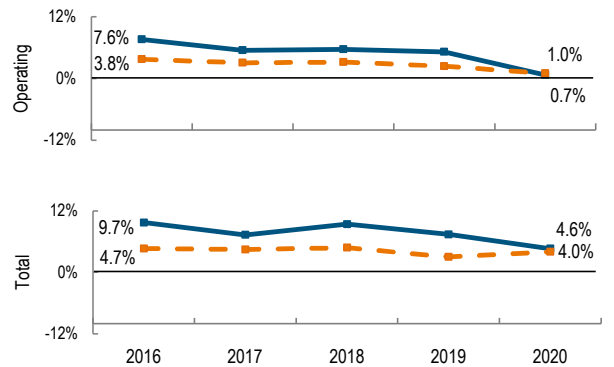
Financial Performance

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	\$ 476.6	\$ 486.0	\$ 509.1	\$ 527.0	\$ 522.7
COVID Funding Included in Operating Revenue					\$ 20.4
Non-Operating Revenue⁴	\$ 10.2	\$ 9.3	\$ 19.1	\$ 12.2	\$ 21.3
Total Revenue	\$ 486.8	\$ 495.3	\$ 528.2	\$ 539.2	\$ 544.0
Total Costs	\$ 439.6	\$ 459.0	\$ 478.8	\$ 499.1	\$ 519.1
Total Profit (Loss)	\$ 47.2	\$ 36.3	\$ 49.4	\$ 40.1	\$ 24.9

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