

APPLICANT RESPONSES

Responses should be sent to DoN staff at DPH.DON@State.MA.US

While you may submit each answer as available, please

- List question number and question for each answer you provide
- Submit responses as a separate word document, using the above application title and number as a running header and page numbers in the footer
- When providing the answer to the final question, submit all questions and answers in one final document
- Submit responses in WORD or EXCEL; only use PDF's if absolutely necessary. If "cutting and pasting" charts, provide them in a PDF so they can be clearly seen

1. Please provide additional information comparing the existing (Shields at Berkshire) and proposed (BMIC) population. It is stated that the patient populations do not significantly differ. What characteristics of the population were considered in this assessment (e.g., race, age, etc.)? Present demographic data showing the comparisons between the two patient populations.

It is important to recognize that BMIC and Shields at Berkshire are two separately licensed clinics. Historically, Berkshire Hospital was a satellite location under the BMIC license. Shields and Berkshire Hospital then formed a joint venture and received DoN approval to establish a separately licensed clinic to provide PET/CT services. As such, Berkshire is not losing a day of service due to this request to relocate the prior day of operation under the BMIC license back to the BMIC main site. This request is based solely on demand being experienced by BMIC to allow it to move the day of service that is no longer being used at Berkshire because Shields at Berkshire now serves Berkshire Hospital patients.

Nevertheless, the following information is provided in response to the Department's request. The Applicant reviewed demographic data including age, gender, clinical indications, and zip codes. For 2020, both locations served slightly more men than women. BMIC's patient population consisted of 52.3% men and 47.7% women; Shields at Berkshire's patients were 50.3% men and 49.7% women. Both locations also primarily served older adults aged 65+. Older adults made up 69% of BIMC's patients in 2020 and 59.3% of Shields at Berkshire. At both locations, the top four clinical indications were Lung, Lymphoma, Solitary Pulmonary Nodule, and Head and Neck. Lastly, the Applicant reviewed the primary patient originating zip codes for each location, represented in the table below.

Baystate MRI and Imaging Center, LLC

BIMC		Shields at Berkshire	
Zip Code	Volume	Zip Code	Volume
Springfield	117	Pittsfield	283
Chicopee	107	North Adams	99
Westfield	66	Great Barrington	53
W. Springfield	62	Adams	45
Holyoke	58	Dalton	41
Ludlow	48	Lenox	39
Greenfield	47	Lee	35
South Hadley	38	Williamstown	25
Springfield	37	Cheshire	19
Belchertown	36	Becket	18

2. The application mentions that BMIC experienced an increase in scans (e.g., lung cancer, women’s related cancers, etc.) between April 2019 to March 2020. What were the total number of PET/CT scans completed at BMIC and Shields at Berkshire during this period?

BMIC: 1603

Shields at Berkshire: 839

3. It is stated that the proposed transfer of site from Berkshire to BMIC will not impact patient access. To understand the current level of access provided by Shields at Berkshire, please provide the following information:

Please refer to discussion in response to question #1 of the historical and current services available at Berkshire Hospital.

- a. What are the current wait times for PET/CT scans? **5 to 7 days**
- b. What is the current capacity of the existing unit? **2080 scans per year, 40 scans per week based on two days per week. Accordingly, the existing unit is operating at 40% capacity.**