**NEW ENGLAND REHABILITATION SERVICES OF CENTRAL MASSACHUSETTS, INC. D/B/A FAIRLAWN REHABILITATION HOSPITAL, an affiliate of ENCOMPASS HEALTH**

**DON APPLICATION #N/A-22022810-HE**

**SUPPLEMENTAL RESPONSES**

**Projected Occupancy Trends**

In response to the Determination of Need (“DoN”) Program’s request for additional information about the Applicant’s projections following completion of the Proposed Project, please find the following data related to the Hospital’s projected occupancy trends for CY 2024, 2025 and 2026.

| **Fairlawn Rehabilitation HospitalProjected Occupancy Trends** **CY 2024-2026** |
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|  | **CY 2024** | **CY 2025** | **CY 2026** |
| Patient Days  | 28,231 | 29,721 | 30,997 |
| Discharges | 2,133 | 2,246 | 2,342 |
| Avg. Length of Stay | 13.2 | 13.2 | 13.2 |
| Licensed Beds  | 110 | 110 | 110 |
| Average Daily Census | 77 | 81 | 85 |
| **Occupancy**  | **70%** | **74%** | **77%** |
| Source: Fairlawn Rehabilitation Hospital Internal Data. |

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