

**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 Hospital Projected Occupancy Trends CY 2024-2026 | | | |
|---|----------------|----------------|----------------|
| | 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. | | | |