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**From:** Emily B. Kretchmer <EKretchmer@kb-law.com>  
**Sent:** Tuesday, October 3, 2023 1:55 PM  
**To:** Clarke, Lucy (DPH) <Lucy.Clarke2@mass.gov>  
**Subject:** RE: [External] Re: [External] BHS NARH DoN Questions #1

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Hi Lucy,

Here is an update to Question #4. The responses to DoN Questions #2 should be coming soon.

Based on the change in service form, the occupancy rate is projected to be 52% after project implementation. How did you determine occupancy rate after project implementation? Do you anticipate that it will change over the next five years after project implementation? If so, please explain.

**The Applicant's projected occupancy rate was calculated using the following data points:**

**1) The Applicant calculated the daily census at Fairview Hospital, the Applicant's 25-bed critical access hospital in Great Barrington, compared to the population of Fairview Hospital's service area. This data was then extrapolated to the population of NARH's service area, but the Applicant reduced its findings because there is a competitor hospital in South Western Vermont where some North County patients could elect to obtain service. There is no an alternative hospital options in the Fairview Hospital service area; and**

**2) The Applicant looked at the number of North County patients that came to Berkshire Medical Center in Pittsfield that would be appropriate for inpatient/observation care at NARH.**

**The Applicant has not done any formal projections of occupancy rates over the next five years. Two areas where the Applicant may expect increased inpatient volume is inpatient surgery and outpatient surgeries requiring observation which are now currently being done at Berkshire Medical Center because of patient co-morbidities and through the utilization of swing beds as outlined in DoN Applicant Questions #2. Neither was accounted for in the projected occupancy rate.**

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