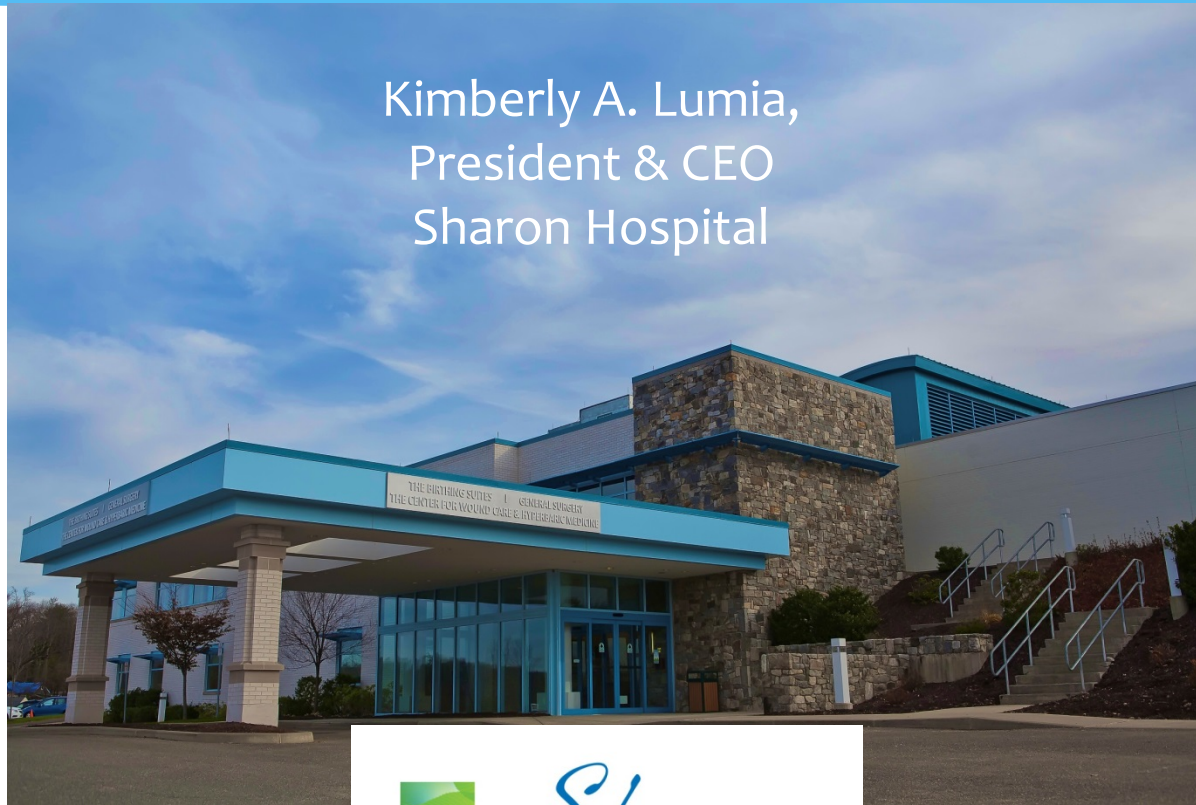


# Impact on Hospital Host Communities

## November 20<sup>th</sup>, 2014

Kimberly A. Lumia,  
President & CEO  
Sharon Hospital



***Purpose: To treat everyone like family, providing the peace of mind that comes from receiving extraordinary care close to home.***

# Quality Caring at Sharon Hospital

- \* Incentivized by CMS Values Based Purchasing Program (based on quality of care not the volume of services provided)  
“How well did you do?”
- \* Hospital Acquired Infections  
(Zero ICU CLABSI, CAUTI, Ventilator Associated Pneumonias)
- \* Patient Safety Program 75% reduction in patient falls
- \* 122 days since our last serious safety event (50% reduction from 2013)  
High Reliability Organization
- \* Overall rating of hospital Press Ganey 58<sup>th</sup> percentile overall region
- \* Birthing Suites OB Services 91<sup>st</sup> percentile nationally, 97<sup>th</sup> percentile region
- \* Hospitalist Program 24/7
- \* Palliative Care Program



# Affiliations & Certifications

- \* Tele-Neurology Yale New Haven Health System
- \* Primary Stroke Center Certification  
(Healthcare Facilities Accreditation Program)
- \* Breast Imaging Center of Excellence (American College of Radiology)
- \* Smilow Cancer Infusion Center at Sharon Hospital
- \* St. Francis Medical Group (Cardiology Physician Services)
- \* CCMC Pediatric EKG services
- \* St. Mary's Pathology Services
- \* Northwestern Connecticut Community College  
(\$125,000 Donation, ADN Students Clinical Rotations)

# Sharon Hospital Then

- \* 1990's Hospital faced with substantial operating losses
  - \* Management Succession
  - \* Failed IT Conversion
  - \* Broken Revenue Cycle Processes
  - \* Other issues from “go it alone” status
- \* Technical Default of Debt in months leading to sale
- \* 3 choices (close the hospital, critical access or sell)
- \* 2000 Local Board decision to sell hospital via broad auction to all interested parties
- \* Decision to sell

# Sharon Hospital Then Cont. . .

- \* 2002 State's first Private Tax Paying Hospital Conversion
- \* Thorough AG review & all conditions met post sale
- \* \$19 million capital improvements committed to & delivered by new owner (New ED, OB, Radiology & infrastructure upgrades)
- \* Foundation for Community Health funded by the sale of Sharon Hospital \$16 million
- \* Board of Trustees

# Sharon Hospital Now

- \* Sharon Hospital celebrates 105 years of caring for our community December 2014
- \* \$45 million in capital improvements over 12 years
- \* Energized by a growing medical staff
- \* Updated physical plant
- \* Debt free
- \* Excellent corporate citizens
- \* Governing Board & Advisory Board

# Our Community

- \* Quarterly community events, screenings & outreach
- \* Health & Wellness Concierge
- \* EMS Medical Control oversight with over 30 EMS squads
- \* Sole Community Hospital caring for patients & families in Northwest CT, NY & MA
- \* ACA Border Concerns related to exchange in NY/MA
- \* Sponsorships & Donations (\$40k per year average)
- \* Annual Uncompensated Care (\$3.9 mil YTD) (Self Pay Discounts, Bad Debt & Charity Care)
- \* Hospital pays approximately \$3.83 million YTD in taxes (including property, state, federal, sales, & provider taxes)

# Our Employees & Medical Staff

- \* Largest employer in Northwest CT
- \* 412 Employees (including per diems) Full Time Staff 300 Employees
- \* 94 Nurses
- \* Average Tenure 8 years
- \* 37% Employees > 10 years & 13% Employees > 20 years
- \* 37% Nurses > 10 years & 18% Nurses > 20 years
- \* 212 Credentialed Medical Staff Members
- \* 76 Attending Medical Staff Members



# Clinical Services at Sharon Hospital

- \* Emergency Department
- \* ICU & Med/Surg Units
- \* Senior Behavioral Health Unit
- \* Birthing Suites
- \* Surgical Services
- \* Outpatient Cardiology, Cardiac Rehab & Coumadin Clinic
- \* Smilow Infusion Outpatient Center
- \* Advanced Therapy (PT/OT/Speech)
- \* Wound Care Center (with HBO)
- \* Sleep Center
- \* Radiology & Laboratory Services
- \* Travel Clinic & Infectious Disease



## Q&A Session | Thank You



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