

OCT | 9 2012

OFFICE OF
HEALTH CARE ACCESS

24 Hospital Ave. Danbury, CT 06810 203.739.4903

WesternConnecticutHeatlhNetwork.org DanburyHospital.org NewMilfordHospital.org

October18, 2012

Kimberly R. Martone Director of Operations Department of Public Health Office of Health Care Access 410 Capitol Avenue, MS#13HCA P.O. Box 340308 Hartford, CT 06134-0308

Re: CON Submission

Dear Ms. Martone,

Pursuant to Section 19a-638, C.G.S., please find enclosed a Certificate of Need for New Milford Hospital (NMH), Danbury Hospital (DH), and Western Connecticut Health Network (WCHN). NMH is requesting approval to terminate its mobile PET CT vendor agreement and refer patients to DH's Danbury Medical Arts Center located in Danbury, CT.

If you have any questions that the attached submission does not answer, please contact me so that we may provide whatever additional information you need in your deliberations. I can be reached directly at 203-739-4903, or <a href="mailto:sally.herlihy@wchn.org">sally.herlihy@wchn.org</a>.

Sincerely,

Sally F. Herlihy, FACHE Vice President, Planning

Harry F. Herliky

Western Connecticut Health Network

cc: Enclosure

#### Application Checklist

#### **Instructions:**

1. Please check each box below, as appropriate; and

2. The completed checklist *must* be submitted as the first page of the CON application.

Attached is the CON application filing fee in the form of a certified, cashier or business check made out to the "Treasurer State of Connecticut" in the amount of \$500.

#### For OHCA Use Only:

Docket No.: 12-31716 Check No.: 多ら236 OHCA Verified by: 50 Date: 10/22/12

- Attached is evidence demonstrating that public notice has been published in a suitable newspaper that relates to the location of the proposal, 3 days in a row, at least 20 days prior to the submission of the CON application to OHCA. (OHCA requests that the Applicant fax a courtesy copy to OHCA (860) 418-7053, at the time of the publication)
- Attached is a paginated hard copy of the CON application including a completed affidavit, signed and notarized by the appropriate individuals.
- Attached are completed Financial Attachments I and II.
- Submission includes one (1) original and four (4) hard copies with each set placed in 3-ring binders.
- Note: A CON application may be filed with OHCA electronically through email, if the total number of pages submitted is 50 pages or less. In this case, the CON Application must be emailed to the following email addresses: <a href="mailto:steven.lazarus@ct.gov">steven.lazarus@ct.gov</a> and <a href="mailto:leslie.greer@ct.gov">leslie.greer@ct.gov</a>.
- Important: For CON applications(less than 50 pages) filed electronically through email, the singed affidavit and the check in the amount of \$500 must be delivered to OHCA in hardcopy.
- $oxed{oxed}$  The following have been submitted on a CD
  - 1. A scanned copy of each submission in its entirety, including all attachments in Adobe (.pdf) format.
  - 2. An electronic copy of the documents in MS Word and MS Excel as appropriate.

WESTERN CONNECTICUT
HEALTH NETWORK
DAMBURY HOSPITAL - REW MILFORD HOSPITAL

Accounts Physidic Telephone: 203-739-7169

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Applicants: New Millord Hespital, Inc. and Western Connecticut Health Network, Inc.

Address: New Militard Hospital, 21 Eim Street, New Militard, CT 06776

Proposal: Termination of the ven-dor agreement for mobile PET C7 scanning service at MMI and refo-cation to attitude partners at Dan-bury Medical Arts Center, Ti1 Ca-borns Street, Dambury, C7 08816

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#### **AFFIDAVIT**

Applicant: New Milford Hospital, Inc.

Project Title: Termination of Vendor Agreement and Relocation of PET CT Services to Affiliate Partner

I, John Murphy, MD, President and CEO of Western Connecticut Health Network, Inc. being duly sworn, depose and state that the information provided in this CON application form is true and accurate and correct to the best of my knowledge.

John Su Sm	ughzun	10/15/12
Signature		Date ´
Subscribed and sworn to be	efore me on	115/12
Carol Freem	(an)	
Notary Public/Commissione	<del>or of Superior C</del> ourt	
My commission expires:	4-30-2014	



## State of Connecticut Office of Health Care Access Certificate of Need Application

<u>Instructions</u>: Please complete all sections of the Certificate of Need ("CON") application. If any section or question is not relevant to your project, a response of "Not Applicable" may be deemed an acceptable answer. If there is more than one applicant, identify the name and all contact information for each applicant. OHCA will assign a Docket Number to the CON application once the application is received by OHCA.

#### **Docket Number:**

Applicant:

New Milford Hospital, Inc. and Western Connecticut Health

Network

**Contact Person:** 

Sally F. Herlihy, FACHE

Contact Person's

Title:

VP, Planning, Western Connecticut Health Network

Contact Person's

Address:

24 Hospital Avenue, Danbury, CT 06810

**Contact Person's** 

**Phone Number:** 

203-739-4903

Contact Person's

Fax Number:

203-739-1974

Contact Person's

**Email Address:** 

sally.herlihy@wchn.org

**Project Town:** 

New Milford, CT

**Project Name:** 

Termination of Vendor Agreement and Relocation of PET CT

Services to Affiliate Partner

**Statute Reference:** 

Section 19a-638, C.G.S.

Estimated Total Capital Expenditure:

\$0

#### 1. Project Description: Service Termination

a. For each of the Applicant's programs, identify the location, population served, hours of operation, and whether the program is proposed for termination.

This project addresses provision of PET CT service at New Milford Hospital (NMH), a member of the Western Connecticut Health Network, Inc. (WCHN). Services at NMH are accessed primarily by the towns of New Milford, CT and its adjacent communities, Bridgewater, Brookfield, Kent, Roxbury, Sherman, Warren and Washington, CT and nearby Dover, Pawling and Wingdale, NY.

The mobile PET service is currently being scheduled with a vendor, Alliance Imaging, Inc. (Al) at NMH once per week (on Mondays) from 7 AM-5 PM.

The primary service area encompasses approximately 17 towns-mostly in midwestern CT but 4 in adjacent NY State. This translates to a market population of about 275,000 residents.

b. Describe the history of the services proposed for termination, including when they were begun and whether CON authorization was received.

NMH received CON authorization to provide positron emission tomography services (PET) on November 20, 2001 under Docket No. 01-509. Included in the Final Decision to establish a mobile PET scanning service with AI were six (6) other Connecticut hospitals. Since its execution, the original contract with AI has been modified five times to address changing circumstances for delivery of services at NMH.

c. Explain in detail the Applicant's rationale for this termination of services, and the process undertaken by the Applicant in making the decision to terminate.

This request to terminate the PET CT services at NMH is based on the following:

- The average test volume is <3 patients per day of service
- There are less than five regularly referring physicians for the service
- The vendor has indicated a need to terminate the mobile service to NMH because of consistently declining program volumes
- There are increasingly stringent payer restrictions for covering test expense
- An alternative patient access for PET CT is available due to the affiliation of NMH with Danbury Hospital

d. Did the proposed termination require the vote of the Board of Directors of the Applicant? If so, provide copy of the minutes (excerpted for other unrelated material) for the meeting(s) the proposed termination was discussed and voted.

This decision to terminate the vendor agreement and consolidate services within the network involved operational discussions at the leadership level but did not require a formal vote.

e. Explain why there is a clear public need for the proposal. Provide evidence that demonstrates this need.

NMH desires to effectively utilize its resources to support the health care delivery system. The volume for the PET CT mobile service has been consistently declining at NMH, to its current projected level of approximately 120 exams this fiscal year:

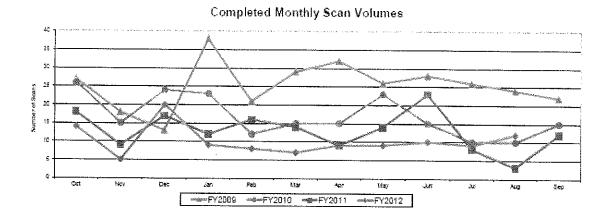
- FY 2009 to FY 2010 33.2% decline
- FY 2010 to FY 2011 23.6% decline
- FY 2011 to FY 2012 21.7% decline (projected)
- 3-year cumulative decline is 63.2%

NMH was originally contractually obligated to AI for a minimum of 16 exams per month for one visit per week. With declining volumes contract addendums have been executed that eliminated the minimum per month obligation and revised pricing to accommodate total scan volume <8 procedures per day. However, with a current volume of less than 3 scans per day of service, we believe that an anticipated price increase associated with this lower volume would make the program economically not viable for the long-term. The NMH PET CT service has primarily been used by medical oncologists for the staging and re-staging of cancer patients. Exams have declined due to payer requirements as patients must have a positive CT scan prior to the authorization of a PET CT. Furthermore, most insurance companies now limit the number of PET CT's to 2 per year per patient.

Scan Volumes	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Total	% Change YTD
FY2009	27	18	13	38	21	29	32	26	28	26	24	22	304	
FY2010	26	15	24	23	12	15	15	23	15	10	10	15	203	-33.2%
FY2011	18	9	17	12	16	14	9	14	23	8	3	12	155	-23.6%
FY2012	14	5	20	9	8	7	9	9	10	9	12		112	-21.7%*

\* Change from FY2011 - FY2012 is based on 11 months

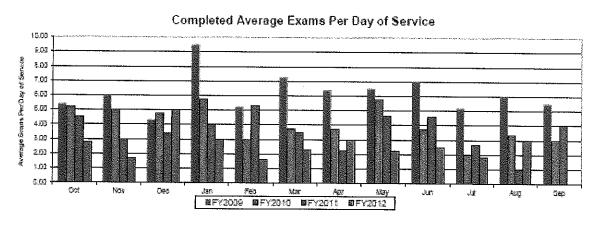
Because PET CT scanning is not performed on patients often or at regular intervals, it is the type of service that lends itself to being a regional resource.



#scans/day*	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Average YTD
FY2009	5.40	6.00	4.33	9.50	5.25	7.25	6.40	6.50	7.00	5.20	6.00	5.50	6.19
FY2010	5.20	5.00	4.80	5.75	3.00	3.75	3.75	5.75	3.75	2.00	3.33	3.00	4.09
FY2011	4.50	3.00	3.40	4.00	5.33	3.50	2.25	4.67	4.60	2.67	1.00	4.00	3.58
FY2012	2.80	1.67	5.00	3.00	1.60	2.33	3.00	2.25	2.50	1.80	3.00		**2.63

<sup>\*</sup>per day of service

<sup>\*\*</sup> average based on 11 months



#### 2. Termination's Impact on Patients and Provider Community

a. List all existing providers (name, address, services provided, hours and days of operation, and current utilization) of the services proposed for termination in the towns served by the Applicant, and in nearby towns.

A fixed 64-slice PET CT scanner is available at The Danbury Medical Arts Center (DMAC), a Western Connecticut Health Network affiliate, Monday-Friday 8:00 AM – 4:00 PM, at 11 Osborne Street, Danbury CT 06810. Approximately 640 PET CT scans are performed annually at this center.

b. Discuss what steps the Applicant has undertaken to ensure continued access to the services proposed for termination for the Applicant's patients.

Discussions have been held within the network to determine how patients can continue to receive necessary PET CT scanning services. The operational plan will include communication to existing physicians and future patients the date the PET CT service is no longer available at NMH, and any patient who requires a test will be able to access one through scheduling at DH's PET CT located at the DMAC facility. Clients will also be able to call the current existing scheduling office at NMH to access services. We will be coordinating with the DMAC offices to provide these services so there is no change in contact point from the clients or the referring physician's perspectives.

c. For each provider to whom the Applicant proposes to transfer or refer clients, provide the current available capacity, as well as the total capacity and actual utilization for the current year and last completed year.

Clients will be referred to DMAC. This center operated at 49% capacity during 2011 (836 tests/1700 total capacity) and at 38% capacity in 2012 (630 tests/1700 total capacity).

d. Identify any special populations that utilize the services and explain how these clients will continue to access this service after the service location closes.

There are no special populations that utilize the services identified. Primary clients are medical oncology patients undergoing treatment at the NMH Regional Cancer center.

e. Provide evidence (e.g. written agreements or memorandum of understanding) that other providers in the area are willing and able to absorb the displaced patients.

Correspondence related to the DMAC facility's ability and willingness to accept NMH patients is provided in Attachment I. While DMAC could absorb 100% of the NMH patients who require PET CT scanning, we are conservatively projecting that 80% of the volume from NMH will go to DMAC in the financial proforma. There is an assumption that some patients will go to facilities other than DMAC

f. Describe how clients will be notified about the termination and transferred to other providers.

Clients will be notified directly when they call/contact NMH to schedule tests. Currently, NMH provides one centralized scheduler who organizes and coordinates all such tests. This same individual will, in the future, provide support

for clients by providing direct connection to convenient scheduled appointments, directions to the service in Danbury and offer any required paperwork or other details.

Physicians who refer patients to this service will be contacted individually one-onone so they are aware of the relocation of the service site. Additionally, physicians will be provided the centralized scheduler contact information (above) to support their patients in obtaining required tests.

#### 3. Actual and Projected Volume

a. Provide volumes for the most recently completed FY by town.

#### NMH FY2011 PET Volume by City/Town - Total 155

City	FY2011
New Milford- CT	62
Bridgewater- CT	9
Dover Plains- NY	8
Kent- CT	8
Danbury- CT	7
Sherman- CT	7
Washington Depot- CT	7
Roxbury- CT	5
Bantam- CT	4
Marble Dale- CT	4
Brookfield Center- CT	3
East End- CT	2
Millerton- NY	2
Newburgh- NY	2
Pawling- NY	2
Southbury- CT	2
Torrington- CT	2
unspecified	1

City	FY2011
Amenia- NY	1
Bethel- CT	1
Canaan- CT	1
Cornwall Bridge- CT	1
Cornwall- CT	1
Gallatin- NY	1
Gaylordsville- CT	1
Glenbrook- CT	1
Harwinton- CT	1
Hotchkiss School- CT	1
Lakeside- CT	1
Newtown- CT	1
Ridgefield- CT	1
Ross Corners- NY	1
Sharon Valley- CT	1
Verbank- NY	1
Wassaic- NY	1
Wingdale- NY	1

b. Complete the following table for the past three fiscal years ("FY") and current fiscal year ("CFY"), for both number of visits and number of admissions, by service.

Table 1: Historical and Current Visits & Admissions

	(Las	Actual Volui st 3 Complete		CFY Volume*
	FY 2009	FY 2010	FY 2011	FY 2012
PET CT**	304	203	155	122
Total	304	203	155	122

<sup>\*</sup> FY12 volume annualized using FY 12, financial periods 1-11

c. Explain any increases and/or decreases in volume seen in the tables above.

The explanations for volume changes are included in response to Questions 1.c. and 1.e. above.

- d. <u>For DMHAS-funded programs only</u>, provide a report that provides the following information for the last three full FYs and the current FY to-date:
  - i. Average daily census;
  - ii. Number of clients on the last day of the month;
  - iii. Number of clients admitted during the month; and
  - iv. Number of clients discharged during the month.

The PET CT scanning service is not a DMHAS-funded program.

#### 4. Quality Measures

a. Submit a list of all key professional, administrative, clinical, and direct service personnel related to the proposal. Attach a copy of their Curriculum Vitae.

The CVs for Fatejeet Sandhu, MD, Chairman of the Department of Radiology at Danbury Hospital and Toni Ann Marchione, Director of Diagnostic Imaging are enclosed as Attachment II.

b. Explain how the proposal contributes to the quality of health care delivery in the region.

With the declining volume at NMH causing uncertainty as to whether the hospital will be able to continue PET CT service with a mobile provider, this proposal will eliminate the uncertainty of PET CT service in the future. This is a financially viable alternative for provision of PET CT services (for both NMH and DH) as DMAC is capable of absorbing all of the NMH scans into their existing workload (an approximate 19% increase) without any modification to staffing, and a total network projected savings of approximately \$54,000 annually will be realized. The quality of scanning at DMAC will improve the service as it will not be mobile;

<sup>\*\*</sup> Reported data is for outpatient PET CT services performed at NMH

<sup>\*\*\*</sup> Fiscal Year is October 1-September 30

patients will receive scanning inside the facility. Health care dollars saved through this solution can be utilized to continue to improve the quality of health care in the service area.

c. Identify when the Applicants' funding and/or licensing agencies (e.g. DPH, DMHAS) were notified of the proposed termination, and when the Applicants' licenses will be returned.

Appropriate notifications with regulatory agencies will occur following CON approval to terminate the PET CT scanning service at NMH.

- 5. Organizational and Financial Information
  - a. Identify the Applicant's ownership type(s) (e.g. Corporation, PC, LLC, etc.).

New Milford Hospital is a not-for profit corporation.

b.	Does the Applicant have non-profit status?
	Xes (Provide documentation) No

- c. Financial Statements
  - i. If the Applicant is a Connecticut hospital: Pursuant to Section 19a-644, C.G.S., each hospital licensed by the Department of Public Health is required to file with OHCA copies of the hospital's audited financial statements. If the hospital has filed its most recently completed fiscal year audited financial statements, the hospital may reference that filing for this proposal.

The audited financial statements for NMH are on file with OHCA as part of the OHCA Annual Reporting.

- ii. If the Applicant is not a Connecticut hospital (other health care facilities):
  Audited financial statements for the most recently completed fiscal year.
  If audited financial statements do not exist, in lieu of audited financial statements, provide other financial documentation (e.g. unaudited balance sheet, statement of operations, tax return, or other set of books.)
- d. Submit a final version of all capital expenditures/costs.

Not Applicable.

e. List all funding or financing sources for the proposal and the dollar amount of each. Provide applicable details such as interest rate; term; monthly payment; pledges and funds received to date; letter of interest or approval from a lending institution.

Not Applicable.

f. Demonstrate how this proposal will affect the financial strength of the state's health care system.

This proposal will not result in an unnecessary duplication of services as it is relocating an existing program patient base within the service area to a network partner. It will strengthen the state's health care system because there will be an operational savings for NMH that has been experiencing a negative margin to maintain the service - the relocation will reduce overall costs through opportunities for shared resources.

#### 6. Financial Attachments I & II

a. Provide a summary of revenue, expense, and volume statistics, without the CON project, incremental to the CON project, and with the CON project. Complete Financial Attachment I. (Note that the actual results for the fiscal year reported in the first column must agree with the Applicant's audited financial statements.) The projections must include the first three <u>full</u> fiscal years of the project.

Financial Attachments I, II and the associated assumptions are enclosed as Attachment III.

b. Provide a three year projection of incremental revenue, expense, and volume statistics attributable to the proposal by payer. Complete Financial Attachment II. The projections must include the first three <u>full</u> fiscal years of the project.

Financial Attachments I, II and the associated assumptions are enclosed as Attachment III.

c. Provide the assumptions utilized in developing <u>both</u> Financial Attachments I and II (e.g., full-time equivalents, volume statistics, other expenses, revenue and expense % increases, project commencement of operation date, etc.).

Financial Attachments I, II and the associated assumptions are enclosed as Attachment III.

d. Provide documentation or the basis to support the proposed rates for each of the FYs as reported in Financial Attachment II. Provide a copy of the rate schedule for the proposed service(s).

A list of the rates for the PET CT service is enclosed in Attachment IV.

e. Was the Applicant being reimbursed by payers for these services? Did reimbursement levels enter into the determination to terminate?

Yes, WCHN was being reimbursed by payers for this service. Reimbursement did not have any impact into the determination of this service.

f. Provide the minimum number of units required to show an incremental gain from operations for each fiscal year.

Not Applicable.

g. Explain any projected incremental losses from operations contained in the financial projections that result from the implementation and operation of the CON proposal.

Not Applicable.

h. Describe how this proposal is cost effective.

This is a financially viable alternative for provision of PET CT services (for both NMH and DH) as DMAC is capable of absorbing all of the NMH scans into their existing workload (an approximate 19% increase) without any modification to staffing, and a total network projected savings of approximately \$54,000 annually will be realized because DMAC owns the PET CT that operates there. NMH will no longer have the expense of leasing PET CT technology, making this proposal very cost effective.

#### Attachment I

#### **DMAC Letter**

Western (Nonnecticut Hearth network

#### DANBURY HOSPITAL

24 Hespital Ave Danbury, CT 06810 203-739-7000 DanburyHospitaLorg

October 17, 2012

State of Connecticut Office of Health Care Access Hartford, CT

To Whom It May Concern:

This letter is in reference to the Certificate of Need Application regarding the Termination of Vendor Agreement and Relocation of PET CT Services to Affiliate Partner.

We welcome the opportunity to provide all New Milford Hospital patients PET CT services at the Danbury Medical Arts Center (DMAC), a Western Connecticut Health Network affiliate, located at 11 Osborne Street, Danbury, CT 06810. The hours of operation are Monday – Friday 8:00 am – 4:00 pm. We have the capacity to absorb 100% of the testing currently done at New Milford without any modification to staffing.

We fully support New Milford's decision to relocate PET CT services, as this will serve to further the elimination of any duplicate services within our network service area.

Sincerelly,

Richard Rigling

Director of Clinical Operations Non Invasive Cardiology Lab

#### Attachment II

### Fatejeet Singh Sandhu, M.D. Danbury Hospital Department of Radiology, 3<sup>rd</sup> Floor 24 Hospital Ave, Danbury, CT 06810 Office (203) 797-7291

#### **Current Appointment**

Chairman, Department of Radiology, Danbury Hospital, Danbury CT, 3/2011-Present

Attending Radiologist, Danbury Radiological Associates, Danbury CT, 7/2002- Present

Attending Radiologist, Putnam Imaging Associates, Putnam Hospital, Carmel, NY 1/2003- present

#### **Past Appointments**

Attending Physician, Department of Radiology, University of North Carolina Hospitals, Chapel Hill, NC 1996-2002

Assistant Professor of Radiology, Section of Vascular and Interventional Radiology, University of North Carolina, 1996-2002

Chief, Interventional Radiology, San Francisco General Hospital, 1993-1996 Assistant Director, Vascular Access Clinic, San Francisco General Hospital, 1993-1996

Attending Physician, VA Medical Center, San Francisco, CA 1992-1993 Attending Physician, Mt. Zion Hospital, San Francisco, CA 1991-1992

#### **Post Graduate Medical Training**

Interventional Radiology Fellowship 1992-1993 Emory Hospital/ Grady Hospital Emory University School of Medicine, Atlanta, GA

Body Imaging Fellowship 1991-1992 San Francisco General Hospital University of California, San Francisco

Radiology Resident 1987-1991 University of California, San Francisco Internal Medicine Internship 1986-87 Yale University School of Medicine, New Haven, CT

#### **Medical Education**

Emory University School of Medicine, Atlanta, GA Doctor of Medicine, June 1986.

#### **Undergraduate Education**

Duke University, Durham, NC B.A. Chemistry with Biological Specialization

#### **Honors and Awards**

Phi Eta Sigma, 1981
Phi Beta Kappa, 1982
Magna Cum Laude Duke University, 1982
Alpha Omega Alpha, 1985
Lange Book Award, Awarded to the most Outstanding Medical Student, 1986
Cum Laude Emory University, 1986
Hideyo Minagi Award, Outstanding Teacher of the Year Award, 1995
Distinguished Reviewer Award, Journal of Vascular and Interventional
Radiology, 1996, 1997
Outstanding Workshop Faculty Member, SCVIR Annual Meeting, 1997, 1998
Charles Bream Award, Outstanding Teacher of the Year Award, 1999
Distinguished Faculty Award, SVIR Annual Meeting, 2000

#### Licensure and Certification

American Board of Radiology, 1991 CAQ, Vascular and Interventional Radiology, 1996, Recertified 2006 Connecticut State License New York State License California State License Georgia State License North Carolina State License

#### Memberships

American College of Radiology American Roentgen Ray Society Connecticut Radiological Society Radiological Society of North America Society of Interventional Radiology

#### Selected Publications

**Sandhu JS**, Goodman PC: "Pulmonary cysts associated with pneumocystis carinii pneumonia in patients with AIDS." *Radiology* 173:33-35, 1989.

**Sandhu JS**, Dillon WP: "MR demonstration of leukoencephalopathy associated with mitochondrial encephalomyopathy: a case report." *AJNR* 12: 375-79, 1991.

**Sandhu JS**, Wilson MW: "Use of a stone basket to treat lysis- resistant clot after pulse- spray thrombolysis of an occluded hemodialysis graft." *AJR*. 163: 957-959, 1994.

Cello JP, Ring EJ, Olcott EW, Koch J, Gordon R, **Sandhu J**, Morgan DR, Ostroff JW, Rockey DC, LaBerge J, Lake JR, Somberg K, Doherty C, Davila M, McQuaid K, Wall SD: "Endoscopic Sclerotherapy versus percutaneous transjugular intrahepatic portosystemic shunt (TIPS) after initial sclerotherapy in cirrhotic patients with acute variceal hemorrhage: a randomized controlled trial." *Ann Intern Med.* 1997; 126: 858-865.

Gordon RL, Ahl KL, Kerlan RK, Wilson MW, LaBerge JM, **Sandhu JS**, Ring EJ, Welton ML: "Selected arterial embolization for the control of lower gastrointestinal bleeding." *Am Journal of Surgery.* 1997; 14: 24-28.

#### Toni Ann Marchione L.R.T. (M)

#### Education

Florida Hospital College of Health Sciences

Orlando, Fla.

BS – Radiologic Science 2012

United Hospital School of Radiology

Port Chester, NY

Certification in Radiologic Technology

#### **Work Experience**

Director of Diagnostic Services 2010 – Present Manager of Operations (Rad) 2007 – 2010

Manager RDI – Imaging Facility 2006 - 2007

**Danbury Hospital** 

Danbury, CT

 $\begin{array}{lll} \text{Assistant Administrator} & 2003 - 2006 \\ \text{Chief Technologist} & 1998 - 2003 \\ \text{Floor Supervisor} & 1995 - 1998 \\ \text{Staff Technologist} & 1993 - 1995 \\ \end{array}$ 

Rye Radiology Associates

Rye Brook, NY

#### **Professional**

Member, American Society of Radiologic Technologists

Attachment III

Financial Attachments I, II and Assumptions

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HELLY HOSPITAL - PRETECT CON

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New Milford Hospital - PET/CY CON

(Dollars are in thousands)

8.8. Financial Attachment II. Ploase provide three years of projections of <u>ingremental</u> revense, expense and volume staksics attributable to the proposal in the following reporting formar.

Type of Service Bescholon Type of List Description: d of Months in Operation	PET CT Discharges 12 months	Abrilla Caracter Control		b = z						
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# New Milford Hospital - PETICT CCN

## S.C. FINANCIAL ASSUMPTIONS

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Danbury Hospital - PET/CT CON

(Dodars are in mousands)

Question 6b. Financial Attachment II. Plasses provide three years of projections of <u>incomental</u> revenue, expense and volume statestes attributable to the proposal in the following reporting format:

Type of Service Bestreiption Type of Unit Description: If of Mooths in Operation	PET CT Discharges 12 months	# 623% California III Ca		-SAN					transfer first radio for the	
FY 2813 FY Projected incremental Total incremental Expenses: Total Facility by Payer Category:	(1) 820	(2) Nate	(22) Units	(4) Gross Revenue Cot. 2 * Col. 3	(5) Alfowances/ Deductions	(6) Charity Care	(7) Session	(8) Met Kevenus Col.4 - Col.5 -Col.6 - Col.7	(8) Operating Expenses Col. 1. Exteir* Col. 4 / Col. 4. Total	(10) Gain/Mars) form Operators, Cof. 8 - Cal. 9
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# Danbury Hospital - PET/CT CON

# 6.C. FINANCIAL ASSUMPTIONS

Revenue
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N. H.L.

Determined using incomed payment expensions with OK annoblincross in goal false and OK abouel minerage is norgan false. Uslizaci historia payment experience combined with PCI/CT anticlosted volume staft. Wathout Projects With Project:

海域(1994年)

Without Project:

With Project:

Assumption is based on 1% volume increase pur year. No change in payarmix, Assumption is based on 1% volume increase pur year combined with 80% of anticpated PET/C3 volume shift from NV to Dr..

Without frager: Other Operating Revenue

Assumes ON increase omitally adjusted for one time sale of Dielysis in FYLL

Same as above

with Project:

Salaries and knage Besoftes

Without Proyect:

With Project:

Adsumption is based on historic and planage expense combined with inflationary increases of 2% anauely.

Some as above with no expected identities in staffing to accommodate PUVCT valume.

Prefessional / Contracted Sney

Based on projected frend Based on projected (nend Without Project: Vidsh Project:

Supplies and Drugs: Without Project: With Project:

Assumption is based on bistorical exponens plus 2% inflateur mareasus pur year. Projected using laistorical actuals plus inflation applied to incremental PET/CT volume.

Bad Debt.

Speed on actual trend Besed on actual (rend Without Project: With Projects

Basad on historic neard combined Other Op Expense: Without Project:

Based on historic trend combined With Project.

Depresations

Assumption is teased on historic and planned annual capital speculing Assumption is based on missoric and planned annual capital spending Without Project

With Project:

hterest

Based on cereat laterast of existing debt noted forward amusify. Based on carrost interest of existing debt reflect forward assignativ. Without Project: With Fragette

Lebbe Expense:

without Projects With Project.

FTES

firthdes a 2% aprival increase on expenses annually includes a 2% annual increase on expenses annually.

incledes annest ancrease in variable staffing required to expport growth combinest with contembraty intertives currently underway. Mo espected change un seaffing Without Project With Projects

#### **Attachment IV**

#### **PET CT Rates**

Description	Rate	CPT
PET/CT DX;LUNG CA NONSMALL CEL	\$ 6,561.00	
PET/CT INI STG LUNG NONSML CEL	\$ 6,561.00	
PET/CT RESTAGE/LUNG, NONSML CEL	\$ 6,561.00	
PET/CT DX/COLORECTAL	\$ 6,561.00	
PET/CT INIT STAGE/COLORECTAL	\$ 6,561.00	
PET/CT RESTAGE/COLORECTAL CA	\$ 6,561.00	
PET/CT DX/MELANOMA	\$ 6,561.00	
PET/CT INIT STAGE/MELANOMA	\$ 6,561.00	
PET/CT RESTAGE/MELANOMA	\$ 6,561.00	78815PS
PET/CT MELANOMA N/C INDICATION	\$ 6,561.00	78815
PET/CT DX/LYMPHOMA	\$ 6,561.00	78815PI
PET/CT INIT STAGE/LYMPHOMA	\$ 6,561.00	78815PI
PET/CT RESTAGING; LYMPHOMA	\$ 6,561.00	
PET/CT DX/HEAD & NECK	\$ 6,561.00	78815PS
PET/CT INIT STAGE/HEAD&NECK	\$ 6,561.00	78815PI
PET/CT RESTAGE/HEAD&NECK	\$ 6,561.00	78815PI
PET/CT DX/ESOPHAGEAL	\$ 5,561.00	78815PS
PET/CT INIT STAGE/ESOPHAGEAL	\$ 6,561.00	78815PI
PET/CT RESTAGE/ESOPHAGEAL		78815P1
PET/CT SNGL PULMONARY NOD	\$ 6,561.00	78815PS
PET/CT TUMOR IMAGING, NOS	\$ 6,561.00	78815PI
PET/CT INIT DX, BREAST	\$ 6,561.00	
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PET/CT NOPR SKULL TO MID THIGH	\$ 6,561.00	78814Q0 78815Q0
PET/CT NOPR WHOLE BODY	\$ 6,561.00	78816Q0
PET NOPR INIT TX STRAT - 78814	\$ 6,561.00	78814Q0
PET NOPR INIT TX STRAT - 78815	\$ 6,561.00	78815Q0
PET NOPR INIT TX STRAT - 78816		78816Q0
PET NOPR BONE NAF-18		78815Q0
PET HEART, METABOLIC INITIAL	4	78459
PET HEART, PERF, SINGLE	T	78491
PET HEART, PERF, MULT	4	78492
PET BRAIN, METABOLIC EVAL	1	78608
PET BRAIN, PERFUSION EVAL	3 - 7 - 7 - 4	78609
FDG RADIOPHARMACEUTICAL	4	A9552
RUBIDIUM RB-82 PER DOSE <60MCL	4	A9555
NAF-18 PER DOSE < 31 MCI	4	A9586
PET TUMOR INIT TX STRAT 78814	* * * * * * * * * * * * * * * * * * * *	78814PI
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#### STATE OF CONNECTICUT

### DEPARTMENT OF PUBLIC HEALTH Office of Health Care Access

December 11, 2012

VIA FAX ONLY

Sally F.Herlihy, FACHE Vice President, Planning Western Connecticut Health Network 24 Hospital Avenue Danbury, CT 06810

RE:

Certificate of Need Application, Docket Number 12-31796-CON Western Connecticut Health Network d/b/a New Milford Hospital Proposal to Terminate PET-CT Services at New Milford Hospital

Dear Ms. Herlihy:

This letter is to inform you that, pursuant to Section 19a-639a(d) of the Connecticut General Statutes, the Office of Health Care Access has determined that the above-referenced application has been deemed complete as of November 18, 2012.

If you have any questions regarding this matter, please feel free to contact me at (860) 418-7012.

Sincerely,

Steven W. Lazarus

Associate Health Analyst,

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#### STATE OF CONNECTICUT

### DEPARTMENT OF PUBLIC HEALTH Office of Health Care Access

March 14, 2013

#### IN THE MATTER OF:

An Application for a Certificate of Need filed Pursuant to Section 19a-638, C.G.S. by:

Notice of Final Decision Office of Health Care Access Docket Number: 12-31796-CON

New Milford Hospital, Inc. and Western Connecticut Health Network, Inc. Termination of PET-CT Scanning Services at New Milford Hospital, Inc.

To:

Sally F. Herlihy, FACHE

VP, Planning

Western Connecticut Health Network

24 Hospital Avenue Danbury, CT 06810

Dear Ms. Herlihy:

This letter will serve as notice of the Final Decision of the Office of Health Care Access in the above matter, as provided by Section 19a-638, C.G.S. On March 14, 2013, the Final Decision was rendered as the finding and order of the Office of Health Care Access. A copy of the Final Decision is attached hereto for your information.

Kimberly R. Martone Director of Operations

Enclosure KRM:swl



#### Office of Health Care Access Certificate of Need Application

#### **Final Decision**

Applicants:

New Milford Hospital, Inc. and Western Connecticut

Health Network

24 Hospital Avenue, Danbury, CT 06810

**Docket Number:** 

12-31796-CON

**Project Title:** 

Termination of PET-CT Scanning Services at New

Milford Hospital, Inc.

**Project Description:** New Milford Hospital, Inc. ("New Milford Hospital") and Western Connecticut Health Network (Western Connecticut Health Network and New Milford Hospital are hereinafter collectively referred to as the "Applicants") are proposing the termination of Positron Emission Tomography-Computed Tomography ("PET-CT") services at New Milford Hospital.

**Procedural History:** The Office of Health Care Access ("OHCA") received a Certificate of Need ("CON") application from New Milford Hospital on October 19, 2012 for the above-referenced project and deemed the application complete on November 18, 2012. New Milford Hospital published notice of its intent to file the CON Application in *The News-Times* (Danbury), on July 20, 21 and 22, 2012. OHCA received no responses from the public concerning New Milford Hospital's proposal and no hearing requests were received per Conn. Gen. Stat. § 19a-639a.

#### FINDINGS OF FACT

- 1. New Milford Hospital is a 95 bed, acute care hospital located at 21 Elm Street, New Milford. OHCA's 2012 Twelve Months Actual Filing.
- 2. Western Connecticut Health Network is the parent corporation of New Milford Hospital; Danbury Hospital located at 24 Hospital Avenue, Danbury; and The Danbury Medical Arts Center, located at 11 Osborne Street, Danbury. Ex. A, p. 7 and OHCA's 2012 Hospital Reporting System.
- 3. A 16-slice mobile PET scanner, leased through a vendor, Alliance Imaging, Inc. ("Alliance Imaging"), provides PET-CT services at New Milford Hospital. This service is currently offered one day per week. Ex. A, p. 7.
- 4. The service area for New Milford Hospital's PET-CT services is comprised of the Connecticut towns of New Milford, Bridgewater, Kent, Danbury, Roxbury, Bantam, Brookfield, Southbury and Torrington. Additionally, it includes the towns of Dover Plains, Newburgh and Pawling, New York. Ex. A, pp.7 &11.
- 5. The Applicants are proposing the termination of New Milford Hospital's PET-CT scanning services and, going forward, utilizing Danbury Hospital's PET-CT scanner, located at the Danbury Medical Arts Center. The Applicants' proposal is based on multiple factors, including:
  - a. The current average test volume at New Milford Hospital is fewer than three patients per day;
  - b. There are fewer than five regularly referring physicians for this service;
  - c. Alliance Imaging has indicated a need to terminate the mobile service due to a consistent decline in volume;
  - d. There are increasingly stringent payer restrictions for covering test expenses; and
  - e. PET-CT services are available at Danbury Hospital. Ex. A, p. 7.
- 6. New Milford Hospital's PET-CT scans have declined due to payers requiring positive CT-scans before authorizing PET-CT scans and most insurance companies now limiting the number of PET-CT scans to two per year per patient. Ex. A, p. 8.

7. New Milford Hospital reported declining PET-CT utilization, as shown in Table 2. Overall, PET-CT utilization declined 63% from FY2009 to 2012.

Table 2: New Milford Hospital's Historical PET-CT Volume, FY 2009-2012

PET-CT	FY 2009	FY 2010	FY 2011	FY 2012
Scans	305	202	165	112
% change from prior year		-34%	-18%	-32%
% change FY 2009-2012				-63%

Source: FYs 2009-2011, OHCA's Hospital Reporting System and FY 2012, Ex. A, p. 8

- 8. Originally, New Milford Hospital was contractually obligated to Alliance Imaging for a minimum of 16 exams per month. However, due to declining scan volume, contract addendums were executed to eliminate the obligation for a minimum number of scans per month and to revise pricing to accommodate lower scan volume. Ex. A, p. 8.
- 9. New Milford Hospital anticipates a price increase due to the current volume of fewer than three scans per day of service, which would render the service economically unfeasible in the long-term. Ex. A, p. 8.
- 10. According to the Applicants, because PET-CT scans are not performed on patients often or at regular intervals, it is the type of service that lends itself to being a regional resource. Ex. A, p. 8.
- 11. There is a fixed 64-slice PET-CT scanner available to New Milford Hospital patients at The Danbury Medical Arts Center. Ex. A, p. 9.
- 12. The fixed PET-CT scanner at The Danbury Medical Arts Center is available Monday through Friday 8:00 am-4:00 pm and is currently performing 640 PET-CT scans annually. Ex. A, p. 9.
- 13. The PET-CT scanner at The Danbury Arts Medical Center operated at 49% capacity during FY2011 (836 scans/1,700 total capacity) and at 38% capacity in FY2012 (630 scans/1,700 total capacity). Ex. A, p. 10.
- 14. The Applicants have projected level PET-CT volumes for FYs 2014-2015, as shown in Table 3:

Table 3: Projected PET-CT Volume\*, FYs 2012-2015

Indicate Ind	024222		
PET-CT	FY 2013	FY 2014	FY 2015
Scans	95	103	103
% change from prior year		-8%	0%

Ex A, p. 24

<sup>\*</sup>Projected PET-CT scans at Danbury Medical Arts Center for former New Milford Hospital patients.

New Milford Hospital & Western Connecticut Health Network DN: 12-31796-CON

- 15. Although the PET-CT scanner at The Danbury Arts Medical Center has the capacity to accept 100% of New Milford Hospital's patients that require a PET-CT scan, the Applicants have based their projected volumes on 80% of New Milford Hospital's PET-CT volume, accounting for up to 20% of New Milford Hospital patients that might choose to receive their PET-CT service elsewhere. Ex. A, p. 10.
- 16. According to the Applicants, Danbury Medical Arts Center is capable of absorbing all of New Milford Hospital's projected PET-CT scan volume into the existing workload without any modification to staffing. Ex. A, p. 12.
- 17. Other than the PET-CT scanner at The Danbury Medical Arts Center (14 miles away), there are no other existing providers of PET-CT scanning service in New Milford Hospital's service area. The closest provider of PET-CT scanning service is The Harold Leever Regional Cancer Center in Waterbury (22 miles away). Connecticut's Statewide Health Care Facilities and Services Plan, November 2012 and Google Maps.
- 18. To ensure that New Milford Hospital's patients have continued access to PET-CT services, the Applicants' operational plan includes communicating to physicians and existing patients the date the mobile PET-CT service is no longer available at New Milford Hospital. Patients who require a test will have the option of scheduling one through The Danbury Medical Arts Center. Scans may also be scheduled via New Milford Hospital's scheduling office, so there will be no change in contact point from either the patient or referring physician's perspective. Ex. A, p. 10.
- 19. The Applicants do not expect any change in the payer mix as the patient population remains the same. The payer mix is as follows: Medicare 54%, Medicaid 5% for a total government payer mix of 59%. The total non-government payer mix is 41%, which is comprised of 39% commercial payers and 2% uninsured. Ex. A, pp. 29-30.
- 20. The Applicants project the proposal will result in savings of \$54,000 annually for Western Connecticut Health Network. Ex. A, p. 12.
- 21. There is no capital expenditure associated with this proposal. Ex. A, p. 13.
- 22. OHCA is currently in the process of establishing its policies and standards as regulations. Therefore, OHCA has not made any findings as to this proposal's relationship to any policies and standards not yet adopted as regulations by OHCA. (Conn. Gen. Stat. § 19a-639(a)(1))
- 23. This CON application was deemed complete by OHCA prior to the statewide health care facilities and services plan being published. Therefore, OHCA has not made any findings as to the relationship between this CON application and the statewide health care facilities and services plan. (Conn. Gen. Stat.§ 19a-639(a)(2))

- 24. The Applicants have demonstrated a clear public need for the change in services as proposed. (Conn. Gen. Stat. § 19a-639(a)(3))
- 25. The Applicants have demonstrated that this proposal will be financially feasible. (Conn. Gen. Stat.§ 19a-639(a)(4))
- 26. The Applicants have satisfactorily demonstrated that their proposal would maintain the accessibility of health care delivery in the region and have satisfactorily demonstrated a potential improvement in quality and cost effectiveness. (Conn. Gen. Stat. § 19a-639(a)(5))
- 27. The Applicants have shown that there would be no change to the provision of health care services to the relevant populations and payer mix. (Conn. Gen. Stat. § 19a-639(a)(6))
- 28. The Applicants have satisfactorily identified the population to be served by their proposal. (Conn. Gen. Stat.§ 19a-639(a)(7))
- 29. The declining historical utilization of New Milford Hospital's PET-CT scanner in the service area supports this proposal. (Conn. Gen. Stat.§ 19a-639(a)(8))
- 30. The Applicants have satisfactorily demonstrated that their proposal would not result in an unnecessary duplication of existing imaging services in the area. (Conn. Gen. Stat.§ 19a-639(a)(9))

#### DISCUSSION

CON applications are decided on a case-by-case basis and do not lend themselves to general applicability due to the uniqueness of the facts in each case. In rendering its decision, OHCA considers the factors set forth in General Statutes § 19a-639(a). The Applicant bears the burden of proof in this matter by a preponderance of the evidence. Goldstar Medical Services, Inc., et al. v. Department of Social Services, 288 Conn. 790 (2008).

The Applicants, New Milford Hospital and Western Connecticut Health Network, are proposing the termination of New Milford Hospital's PET-CT services, which are currently offered one day per week, and referring patients to Danbury Hospital's Danbury Medical Arts Center to utilize its PET-CT services going forward. *FF1-3 & 5*. There has been a steady decline in PET-CT utilization volume at New Milford Hospital. This low volume is reflected in a 32% decline in the most recent fiscal year reported and a 63% cumulative decline from FY 2009 to 2012. *FF7*. PET-CT scans have declined, in part, due to payer requirements; since patients must have a positive CT scan prior to the authorization of a PET-CT scan. Furthermore, most insurance companies now limit the number of PET-CT scans to two per year per patient. *FF6*. Due to the low volume of PET-CT scans, a price increase by New Milford Hospital's PET-CT vendor, Alliance Imaging, is now anticipated. Such an increase would render the service economically unfeasible. *FF9*.

Because PET-CT scans are not performed on patients often or at regular intervals, it is the type of service that lends itself to regionalization. *FF10*. The Danbury Medical Arts Center PET-CT scanner has the capacity to fully absorb New Milford Hospital's PET-CT patients. *FF16*. To ensure that New Milford Hospital's patients have uninterrupted and continued access to PET-CT services, the Applicants will communicate to referring physicians and existing patients the date the mobile PET-CT service ceases at New Milford Hospital. Patients requiring a scan will have the option of scheduling one through The Danbury Medical Arts Center or via New Milford Hospital's scheduling office; so there will be no change in contact point from either the patient or referring physician's perspective. *FF18*.

OHCA concludes that access to PET-CT imaging services will be maintained for New Milford Hospital patients. Moreover, both quality and accessibility will be improved for the patients through the use of a faster, higher resolution scanner and the additional days the PET-CT services are available at The Danbury Medical Arts Center. *FF11 & 12*.

There is no capital expenditure associated with this proposal. *FF21*. Terminating the one-day per week service at New Milford Hospital and scheduling all scans on the PET-CT at the Danbury Medical Arts Center will result in annual savings of \$54,000 for Western Connecticut Health Network. *FF20*. Thus, OHCA finds this proposal is financially feasible and cost effective.

#### Order

Based upon the foregoing Findings and Discussion, the Certificate of Need application of New Milford Hospital, Inc. and Western Connecticut Health Network for the termination of PET-CT services at New Milford Hospital, with no associated capital expenditure, is hereby **APPROVED**.

All of the foregoing constitutes the final order of the Office of Health Care Access in this matter.

By Order of the Department of Public Health Office of Health Care Access

3/14/20/3 Date

Lisa A. Davis, MBA, BSN, RN

Deputy Commissioner

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#### STATE OF CONNECTICUT DEPARTMENT OF PUBLIC HEALTH OFFICE OF HEALTH CARE ACCESS

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