From:	<u>Jordan, Jill</u>
То:	Fick, Mackinzey
Cc:	Mowry, Jill
Subject:	RE: CON Application Review
Date:	Thursday, November 14, 2024 10:02:45 AM
Attachments:	image001.png
	St. Mary"s daVinci CON #6118 HS additional questions 11.8.24 (2).docx

Hi Mackinzey,

Please see the attached document with the additional information needed. Please let us know if there is anything else you need.

### Jill Jordan

Executive Assistant to Steven Scott, President Misty Jones, Chief Operating Officer Kate Martin, VP Operations Mission Action Team Chair SSM Health St. Mary's Hospital - St. Louis 6420 Clayton Road St. Louis, MO 63117 Phone: 314-768-8075 Jill.Jordan@ssmhealth.com ssmhealth.com



From: Fick, Mackinzey [mailto:Mackinzey.Fick@health.mo.gov]
Sent: Friday, November 8, 2024 4:02 PM
To: Jordan, Jill <Jill.Jordan@ssmhealth.com>
Subject: CON Application Review

**CAUTION:** This email originated from outside of the SSM Health organization. Do not click links or open attachments unless you recognize the sender and know the content is safe. Think this message could be malicious? Click the Report button or forward it to <u>Phishing@ssmhealth.com</u>

Jill,

After review of application #6118 HS, some additional information is needed.

- Provide a new timeline.
- Statue 197.315.4. states If any person proposes to develop any new institutional health care service without a certificate of need as required by sections 197.300 to 197.366, the committee shall notify the attorney general, and he shall apply for an injunction or other appropriate legal action in any court of this state against that person. Please advise why the CON timeline indicates the new equipment will be implemented prior to CON approval.

- Provide the projects service area. This is usually a set of counties or zip codes.
- Provide a clearer copy of the newspaper article.
- Provide utilization and number of units for facilities with similar services.
- The proposed project budget states \$2,397,000, however the documentation provided states the unit was \$2,246,250. What is the difference in costs? Please advise.
- Provide revenues and expenses for years 2027 and 2028.
- The utilization and revenues/expenses do not match, they should match. Please revise and resubmit whichever is incorrect.

# This information is needed by Monday, November 18<sup>th</sup>, 2024.

# Mackinzey Fick

Assistant Program Coordinator, Certificate of Need Department of Health and Senior Services 920 Wildwood Drive, P.O. Box 570 Jefferson City, MO 65102 OFFICE: 573-751-6403 FAX: 573-751-7894 EMAIL: mackinzey.fick@health.mo.gov http://health.mo.gov/information/boards/certificateofneed/index.php

Confidentiality Notice: This email message, including any attachments, is for the sole use of the intended recipient(s) and may contain confidential and privileged information. Any unauthorized review, use, disclosure or distribution is prohibited. If you are not the intended recipient, please contact the sender by reply email and destroy all copies of the original message.

From:	Mowry, Jill
То:	Fick, Mackinzey; Jordan, Jill
Subject:	RE: CON Application Review
Date:	Wednesday, November 20, 2024 3:20:26 PM
Attachments:	image001.png
	image002.png
	St. Mary's daVinci CON #6118 HS additional guestions 11.8.24.docx
	SM-SL daVinci MO 580-1863 Proposed Project Budget.2024pdf.pdf

## Hello Mackinzey,

Please find the updated Budget proposal form and the updated additional clarification document with your questions regarding application #6118 HS. Below are the specific answers for your questions listed below.

## 1. PLACE HOLDER

				2024
Robotic Cases	2021	2022	2023	(Annl)
SLUH Robotic cases	219	201	222	262
SLUH Robotic Utilization rate	22%	41%	48%	64%
SLUH OR rate	77%	79%	85%	88%

2. Provide an updated proposed project budget sheet with the new cost. The proposed expenditures form is for non-applicability requests.

Certificate of Need Program

## PROPOSED PROJECT BUDGET

COSTS:*	(Fill in every line, even if the amount is " $\$$
1. New Construction Costs ***	\$0
<ol><li>Renovation Costs ***</li></ol>	
3. Subtotal Construction Costs (#1 plus	\$ #2)
4. Architectural/Engineering Fees	
5. Other Equipment (not in construction	contract)
6. Major Medical Equipment	\$2,246,250
7. Land Acquisition Costs ***	
8. Consultants' Fees/Legal Fees ***	
9. Interest During Construction (net of in	terest earned) ***
10. Other Costs ***	
11. Subtotal Non-Construction Costs (su	m of #4 through #10 \$2,246,250
12. Total Project Development Costs (#3	\$ plus #11) \$2,246,250 **
<ol> <li>13. Unrestricted Funds</li> <li>14. Bonds</li> </ol>	\$2,246,250
14. Bonds	
15. Loans	
16. Other Methods (specify)	
17. Total Project Financing (sum of #13 t	through #16) \$2,246,250 **
18. New Construction Total Square Footag	e 0
19. New Construction Costs Per Square Fo	ot ***** \$0
20. Renovated Space Total Square Footage	0
21. Renovated Space Costs Per Square Foo	\$0
* Attach additional page(s) detailing how each line assumptions used. Provide documentation of all	
** These amounts should be the same.	

Please advise if you have additional questions.

Thank you, Jill Mowry

From: Fick, Mackinzey <Mackinzey.Fick@health.mo.gov>
Sent: Friday, November 15, 2024 11:23 AM
To: Jordan, Jill <Jill.Jordan@ssmhealth.com>
Cc: Mowry, Jill <Jill.Mowry@ssmhealth.com>
Subject: RE: CON Application Review

Jill,

After reviewing, some additional information is still needed.

- Provide St. Louis University Hospital utilization for years 2021 and 2022.
- Provide an updated proposed project budget sheet with the new cost. The proposed expenditures form is for non-applicability requests.

## This information is needed by Friday, November 22<sup>nd</sup>, 2024.

## Mackinzey Fick

Assistant Program Coordinator, Certificate of Need Department of Health and Senior Services 920 Wildwood Drive, P.O. Box 570 Jefferson City, MO 65102 OFFICE: 573-751-6403 FAX: 573-751-7894 EMAIL: mackinzey.fick@health.mo.gov http://health.mo.gov/information/boards/certificateofneed/index.php

From: Jordan, Jill <<u>Jill.Jordan@ssmhealth.com</u>>
Sent: Thursday, November 14, 2024 10:00 AM
To: Fick, Mackinzey <<u>Mackinzey.Fick@health.mo.gov</u>>
Cc: Mowry, Jill <<u>Jill.Mowry@ssmhealth.com</u>>
Subject: RE: CON Application Review

Hi Mackinzey,

Please see the attached document with the additional information needed. Please let us know if there is anything else you need.

### Jill Jordan

Executive Assistant to Steven Scott, President Misty Jones, Chief Operating Officer Kate Martin, VP Operations Mission Action Team Chair SSM Health St. Mary's Hospital - St. Louis 6420 Clayton Road St. Louis, MO 63117 Phone: 314-768-8075 Jill.Jordan@ssmhealth.com



# PROPOSED PROJECT BUDGET

	ption	Dollars
OSTS	3:*	(Fill in every line, even if the amount is "\$0"
1.	New Construction Costs ***	
2.	Renovation Costs ***	
3.	Subtotal Construction Costs (#1 plus #2)	
4.	Architectural/Engineering Fees	
5.	Other Equipment (not in construction contract)	
6.	Major Medical Equipment	
7.	Land Acquisition Costs ***	
8.	Consultants' Fees/Legal Fees ***	
9.	Interest During Construction (net of interest ear	ned) ***
10.	Other Costs ***	
11.	Subtotal Non-Construction Costs (sum of #4 th	hrough #10
12.	<b>Total Project Development Costs</b> (#3 plus #11	) **
	<b>CING:</b> Unrestricted Funds	
	Bonds	
	Loans	
	Other Methods (specify)	
10.		
	<b>Total Project Financing</b> (sum of #13 through #	16) **
17.	<b>Total Project Financing</b> (sum of #13 through # New Construction Total Square Footage	16) <u>**</u>
<b>17.</b>		16) <u>**</u>
<b>17.</b> 18. 19.	New Construction Total Square Footage	16) <u>**</u>
<ul><li>17.</li><li>18.</li><li>19.</li><li>20.</li></ul>	New Construction Total Square Footage New Construction Costs Per Square Foot *****	16) <u>**</u>

\*\* These amounts should be the same.

- \*\*\* Capitalizable items to be recognized as capital expenditures after project completion.
- \*\*\*\* Include as Other Costs the following: other costs of financing; the value of existing lands, buildings and equipment not previously used for health care services, such as a renovated house converted to residential care, determined by original cost, fair market value, or appraised value; or the fair market value of any leased equipment or building, or the cost of beds to be purchased.
- \*\*\*\*\* Divide new construction costs by total new construction square footage.

\*\*\*\*\*\* Divide renovation costs by total renovation square footage.

## St. Mary's Hospital CON application #6118 HS

Additional information request email dated 11/8/2024

- 1. Provide a new timeline.
  - a. System capital approved from SSM Health to proceed on May 10, 2024
  - b. Missouri CON LOI submitted and approved in May 2024
  - c. Intuitive informed us they have a unit ready will deliver early in June 2024
  - d. Installation completed July 2024 No construction or prep needed to support the unit with dual console and could allow residents to begin using it August.
  - e. Although plan was to work through CON application submission in parallel to project planning with goal to gain CON approval prior to new unit being delivered, unanticipated delays in final submission/acceptance of full application pushed back CON to Nov 2024 with anticipated CON acceptance in Jan 2025.
- 2. Please advise why the CON timeline indicates the new equipment will be implemented prior to CON approval.

Originally planned to run the CON application process in parallel to the project planning. Project moved quicker than planned and staffing resources to complete the CON process were unexpectedly delayed missing the Sept full app submission date. Full application was submitted to the state on Oct 2, 2024 and we were asked to hold it and resubmit on Oct 30, 2024.

Township	Zip Codes	Township	Zip Codes
St. Louis City	63103	Bevo Mill/Tower Grove	63116
Lafayette Square and Soulard	63104	<b>Richmond Heights</b>	63117
Clayton	63105	Benton Park (St. Louis City)	63118
St. Louis City	63106	Webster Groves	63119
Hyde Park (North STL)	63107	Pine Lawn (North City)	63120
Central West End	63108	Clayton	63124
St. Louis Hills/South Hampton	63109	University City	63130
Forest Park (St. Louis City)	63110	Pagedale	63133
Crondelet (St. Louis City)	63111	Clifton Heights	63139
Wellston (St. Louis City)	63112	Maplewood	63143
St. Louis City	63113	Brentwood	63144
St. Louis City (North City)	63115	St. Louis City (North City)	63147

## 3. Provide the projects service area. This is usually a set of counties or zip codes.

Provide a clearer copy of the newspaper article. 4.

#### NESDAY, SEPTEMBER 4, 2024 | M1



## Dogs

Pincher Pups, Black & shot, Worming, Dew nd Tails done, \$700. 704-6903

riever Pups! 8 wks, AKC, k, wormed, shots, pedi-pers parents on site, . \$1000; 636-485-0887

Pups. Poodle AKC. & 6 Females. Cream, & Red, Health Wmty, , \$750 (573) 619-3357 8

## handise Wanted

call, Coming to Missouri, ortscards & Memorabilia, 203-767-2407

Historian will pay top \$\$ an-Japanese WW II relics 380

### arage Sales

aryland Heights ant Run / Springtree vision Garage Sale ocated between att & Ameling Rd off nt Run Dr or Rule Ave on, Saturday, Sept 7 25+ families athing for everyone!

### Iblic Notices

he Circuit Court of uis County, Missouri

ony Lamar Kelley Jr.

4SL-DR00788 . 40

#### nent for Change of ne of Minor Child

earing inthony Lamar Kelley is the Petitioner in 1 this ears by Next Friend.

has filed consent to Minor Child's Change of Name is the father of Petition er

Public Notices

The court finds that the change of name would be proper and would not be detrimental to the interests of any other person.

The name of Petitioner is changed as follows: From Anthony Lamar Kelley To J'Aiden Isaiah Alexander

Birth Date 11/07/2019

Change of Birth Records

It is further ordered that the Division of Health and Senior Services. Bureau of Vital Statistics for the State of Missouri alter the birth certificate of Petitioner to reflect this judgment. This judgment shall be mailed by the Petitioner to the Division of Health and Senior Services.

#### Notice

Notice of the change of name shall be published at least once each week for three consecutive weeks in the following newspaper of general circulation: St. Louis Countian

#### Court Costs

Court Costs are to be paid from the court cost deposit(s) previously posted.

Judge Date 04\24\24

#### NOTICE OF PUBLIC SALE

Transport Funding, LLC, Overland Park, Kansas will offer the following property at public sal at Arrow Truck Sales, Inc. 2100 Liebler Rd. Troy, IL 62294 on 09/13/2024 commencing at 10:00am 2016 VOLVO VNL780 I RAISED ROOF SLEEPER 4V4NC9EHXGN955406 The property may be inspected by appointment prior to the sale

# Public Notices

#### NOTICE OF PUBLIC SALE

Transport Funding, LLC, Overland Park, Kansas will offer the following property at public sale at Arrow Truck Sales, Inc. 2100 Liebler Rd., Troy, IL 62294 on 09/16/2024 commencing at 10:00am 2017 INTL PROSTAR I MID ROOF SLEEPER 3HS DJ AP R6 HN638 837 The property may be inspected by appointment prior to the sale.

In quiries: 618-667-1236 Cash sales only.

Fi

At

### Notice of Self Storage Sale

Please take notice TriLink Storage Hazelwood located at 8784 Pershall Rd Hazelwood, MO 63042 intends to release for sale by auction the personal property stored from the below listed units. The sale will occur as an online auction via www.storageauctions.com on 9 /11/2024 at 10:00AM. Unit #307; Unit #318; Unit #706; Unit #762; Unit #763; Unit #805; Unit #808; Unit #810. This sale or units may be withdrawn at any time without notice. Certain terms and conditions apply. See manager for details.

SSM Health is applying for two certificates of needs from Missouri Health facilities review committee. One to support adding a DaVinci Xi dual console surgical robot to support the growth of the academic surgical needs at SSM Health St. Mary's Hospital - St. Louis. The second is to relocate the existing single console DaVinci Xi to SSM Health St. Clare Hospital - Fenton to support the increasing robotic surgery needs of the incoming surgeons

### Bids and Proposals

NOTICE TO CONTRACTORS

- 5. Provide utilization and number of units for facilities with similar services.
  - St. Louis University Hospital 2023 = 222 cases and Annualized 2024 = 314 cases •
  - DePaul Hospital 2023 = 537 cases and annualized 2024 = 565 cases •
  - We inquired to both Barnes Hospital and Mercy requesting their case volumes but they • declined to share.
- 6. The proposed project budget states \$2,397,000, however the documentation provided states the unit was \$2,246,250. What is the difference in costs? Please advise. Original project budget was an estimate as we hadn't received final number with system discounts which brought it down to the actual price \$2,246,250. We've updated the Budget proposal form to read the correct number as well as the LOI document (attached).





CAPITAL	Certificate of Need Program <b>PROPOSED EXPENDITURES</b> (Completed for non-applicability letter requests.) COSTS:	Dollars
		t up to the nearest dollar and ne even if the amount is "\$0".)
Descriptio		
1. New	Construction Costs	\$0
2. Reno	ovation Costs	0
3. Arch	itectural/Engineering Fees	0
4. Equi	ipment (not in construction contract)	2,246,250
5. Land	Acquisition Costs	0
6. Cons	sultants' Fees/Legal Fees	0
7. Inter	rest During Construction (net of interest earned)	0
8. Othe	er Costs (describe what this includes)	0
9. Tota	al Capital Costs (sum of #1 thru #8)	\$2,246,250
		<u><b>Dollars</b></u> e even if the amount is "\$0".)
Descriptio		\$0
•	ipment (fixed and movable)	
	lding (if not included in equipment bid quote)	0
	allation (if not included in equipment bid quote)	
	ware (if not included in equipment bid quote)	0
14 Othe	er (describe what this includes)	U

14. Other (describe what this includes)

MO 580-2375 (09/12

Attach additional page(s) detailing how each line item was determined, including all methods and assumptions used. Provide documentation of all major costs.

15. Total Medical Equipment Costs (sum of #10 thru #14)

\$0

7. Provide revenues and expenses for years 2027 and 2028.

Iistorical Financial Data for Projections Through Three F	Latest Three	Day Project # Full Years plu ond Project C	ıs
se an individual form for each affected service with a ufficient number of copies of this form to cover entire pe nd fill in the years in the appropriate blanks.	2025	<b>Year</b> 2026	2027
Amount of Utilization:*	388	400	400
Revenue:			
Average Charge**	\$57,151	\$58,437	\$59,751
Gross Revenue	\$22,174,445	\$23,374,608	\$24,259,045
Revenue Deductions	17,561,791	18,512,300	19,212,760
Operating Revenue	4,612,654	4,862,308	5,046,285
Other Revenue	0	0	(
TOTAL REVENUE	\$4,612,654	\$4,862,308	\$5,046,285
Expenses:			
Direct Expenses			
Salaries	1,512,474	1,621,622	1,711,784
Fees	898,044	962,852	1,016,380
Supplies	1,495,389	1,603,303	1,692,447
Other	511,033	547,911	578,375
TOTAL DIRECT	\$4,416,940	\$4,735,688	\$4,998,992
Indirect Expenses			
Depreciation	167,047	167,047	167,047
Interest***	0	0	
Rent/Lease Overhead****	1,115,167	1,195,643	1,262,121
TOTAL INDIRECT	\$1,282,214	\$1,362,690	\$1,429,168
TOTAL EXPENSES	\$5,699,154	\$6,098,378	\$6,428,16

\*\*Indicate how the average charge/procedure was calculated.

8. The utilization and revenues/expenses do not match, they should match. Please revise and resubmit whichever is incorrect.

	2021	2022	2023	2024	2025	2026	2027
SMHC MAIN OR		Historical		Yr 1	Yr 2	Yr 3	Yr 4
Cardiothoracic	2	6	11	11	11	11	11
General	57	64	150	157	162	167	167
Gynecology	61	97	106	102	105	108	111
Gynecology Oncology	6	23	32	34	34	35	35
Obstetrics	0	0	2	2	2	2	2
Thoracic	5	12	20	22	22	23	24
Urology	20	35	49	50	52	53	55
TOTALS	151	237	370	378	388	400	406

9. Provide St. Louis University Hospital utilization for years 2021 and 2022. Access to the robot is often blocked due to other emergent surgical needs. You can see, the total OR Utilization is consistently above 80% hence the need for St. Mary's.

Robotic Robotic Cases	2021	2022	2023	2024 (Annl)
SLUH cases	219	201	222	262
SLUH Robotic Utilization rate	22%	41%	48%	64%
SLUH OR Utilization rate	77%	79%	85%	88%

10. Provide an updated proposed project budget sheet with the new cost.



Certificate of Need Program

### PROPOSED PROJECT BUDGET

scrij	ption		<b>Dollars</b>
STS	<b>;</b> *	(Fill in every lin	e, even if the amount is
1.	New Construction Costs ***		\$0
2.	Renovation Costs ***	_	
3.	Subtotal Construction Costs (#1 plus #2)		\$0
4.	Architectural/Engineering Fees		
5.	Other Equipment (not in construction contract)		
6.	Major Medical Equipment		\$2,246,250
7.	Land Acquisition Costs ***	_	
8.	Consultants' Fees/Legal Fees ***		
9.	Interest During Construction (net of interest earn	ned) ***	
10.	Other Costs ***	-	
11.	Subtotal Non-Construction Costs (sum of #4 th	rough #10	\$2,246,250
12.	Total Project Development Costs (#3 plus #11)		\$2,246,250 **
13.	CING: Unrestricted Funds Bonds	-	\$2,246,250
15.	Loans		
16.	Other Methods (specify)		
17.	Total Project Financing (sum of #13 through #1	16)	\$2,246,250 **
18.	New Construction Total Square Footage		0
19.	New Construction Costs Per Square Foot *****		\$0
	Renovated Space Total Square Footage		0
20.			\$0
	Renovated Space Costs Per Square Foot ******		
	Renovated Space Costs Per Square Foot ******	-	

\*\*\* Capitalizable items to be recognized as capital expenditures after project completion.

Hello Mackinzey and Jill J.,

Below is the clarification for your questions:

- The revenues and expenses forms show a continue loss in revenue. How is sustainable?
  - Robotic Surgery is now considered the standard of care for many procedures and specialties in addition to being demanded by both providers and patients. If we don't offer robotic surgery we are at high risk to:
    - Not being able to recruit specialists to serve the community
    - not meeting the patient demands and losing patients to competitors who are often strapped with robotic capacity leading to potential delay in care
  - We recognize a robotic surgical platform isn't a profit driving strategy but it is a required service in the future of medicine. We (in parallel to our colleagues in the industry) plan to subsidize with other more profitable services to offset any potential losses associated with a robotic surgical platform. SSM also has an initiative to improve our payor contract renewals to support a stronger reimbursement for surgical services as we're currently the lowest in the region.
  - Of all the specialties that utilize the technology, Bariatrics is a "robotic technology must have" for certain patient level BMI's for surgery to occur. Our surgical Bariatric program is one of the profitable services planned for the robot and the goal is to exceed our growth projections which would bring us favorable bottom line.
- Questions 9 states "Document that consumer needs and preferences have been included in planning this project and describe how consumers had an opportunity to provide input." N/A is not an acceptable answer, as the applicant is required to get input on projects. If this didn't occur, please state so.
  - Confirmed during negotiations with updating payor contracts in 2023 it become evident that robotic surgery is considered "standard of care" for the future and a necessary service.
  - Our General Surgery, OB-GYN, Urology and Bariatric provider offices have been monitoring requests for robotic surgical technology options in addition to the number of patients referred to or lost to other hospitals. Both have reached a level that became a greater loss to the organization if we didn't choose to move forward.

Thank you,

Jill

1015 Bowles Ave. Fenton, MO 63126 Office: 636-496-2520 Cell: 314-960-0006 Jill.mowry@ssmhealth.com ssmhealth.com



From: Jordan, Jill <Jill.Jordan@ssmhealth.com> Sent: Monday, January 6, 2025 12:21 PM To: Mowry, Jill <Jill.Mowry@ssmhealth.com> Subject: FW: #6118 HS Importance: High

Hi Jill M – please see below regarding the CON.

### Jill Jordan

Executive Assistant to Kim Henrichsen, Interim President Misty Jones, Chief Operating Officer Kate Martin, VP Operations Mission Action Team Chair SSM Health St. Mary's Hospital - St. Louis 6420 Clayton Road St. Louis, MO 63117 Phone: 314-768-8075 Jill.Jordan@ssmhealth.com ssmhealth.com



From: Fick, Mackinzey [mailto:Mackinzey.Fick@health.mo.gov]
Sent: Monday, January 6, 2025 12:17 PM
To: Jordan, Jill <<u>Jill.Jordan@ssmhealth.com</u>>
Subject: #6118 HS
Importance: High

**CAUTION:** This email originated from outside of the SSM Health organization. Do not click links or open attachments unless you recognize the sender and know the content is safe. Think this message could be malicious? Click the Report button or

Jill,

After final review of everything, some additional information is still needed.

- The revenues and expenses forms show a continue loss in revenue. How is sustainable?
- Questions 9 states "Document that consumer needs and preferences have been included in planning this project and describe how consumers had an opportunity to provide input." N/A is not an acceptable answer, as the applicant is required to get input on projects. If this didn't occur, please state so.

# This information is needed by Friday, January 10<sup>th</sup>, 2025.

# Mackinzey Fick

Assistant Program Coordinator, Certificate of Need Department of Health and Senior Services 920 Wildwood Drive, P.O. Box 570 Jefferson City, MO 65102 OFFICE: 573-751-6403 FAX: 573-751-7894 EMAIL: <u>mackinzey.fick@health.mo.gov</u> http://health.mo.gov/information/boards/certificateofneed/index.php

Confidentiality Notice: This email message, including any attachments, is for the sole use of the intended recipient(s) and may contain confidential and privileged information. Any unauthorized review, use, disclosure or distribution is prohibited. If you are not the intended recipient, please contact the sender by reply email and destroy all copies of the original message.