

From: [Solum, Emily](#)
To: [Fick, Mackinze](#)
Cc: [Hinz, Katey](#)
Subject: RE: CON Application Review
Date: Monday, November 11, 2024 5:12:37 PM

Hi Mackinze,

We consider 2026 to be a full year of operation since operations are anticipated to begin in January in order for the facility to be prepped for survey, surveyed, and readied to receive patients beginning in March.

Emily M. Solum
Partner
Direct: 573-761-1120
Emily.Solum@huschblackwell.com

Please note my name change from Park to Solum.

From: Fick, Mackinze <Mackinze.Fick@health.mo.gov>
Sent: Friday, November 8, 2024 4:03 PM
To: Solum, Emily <Emily.Solum@huschblackwell.com>
Subject: CON Application Review

[EXTERNAL EMAIL]

Emily,

After review of application #6158 HS, some additional information is needed.

- Provide year 2029 revenues and expenses as 2026 is not a full year of operation.

This information is needed by Monday, November 18th, 2024.

Mackinze 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: mackinze.fick@health.mo.gov

<http://health.mo.gov/information/boards/certificateofneed/index.php>

From: [Hinze, Katey](#)
To: [Fick, Mackinze](#)
Cc: [Solum, Emily](#)
Subject: RE: CON Application Review
Date: Friday, November 22, 2024 11:55:37 AM
Attachments: [image001.png](#)

Hi Mackinze,

Other than divider 2, question 17 (19 CSR 60-50.430.7), the Applicant is not required to contact facilities in the service area. The Applicant's letters to the affected facilities in the proposed service area were included as Exhibit 13. Also, as noted in the application, there is no legal requirement for facilities in the service area with psychiatric beds to track this occupancy data or provide such occupancy data upon request. Even if such data were collected and voluntarily provided by existing facilities, that data would lack uniformity and reliability since there is no process to independently verify the information and no requirement that such facilities certify the accuracy of such data.

Katey Hinz 

Attorney

Direct: [573-761-1146](tel:573-761-1146)

Katey.Hinz@huschblackwell.com

From: Fick, Mackinze <Mackinze.Fick@health.mo.gov>

Sent: Friday, November 15, 2024 11:22 AM

To: Solum, Emily <Emily.Solum@huschblackwell.com>

Cc: Hinz, Katey <Katey.Hinz@huschblackwell.com>

Subject: RE: CON Application Review

Importance: High

[EXTERNAL EMAIL]

Emily,

After review a secondary review, some information is still needed.

- Divider 3, question 2 states that compliance with requirement is not possible. Were facilities within the service area contacted and how?

This information is needed by Friday, November 22nd, 2024.

Mackinze 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: mackinze.fick@health.mo.gov



Certificate of Need Program

REPRESENTATIVE REGISTRATION

(A registration form must be completed for **each** project presented.)

Project Name Broadway Arches - Behavioral Health Facility	Number 6158 HS
---------------------------------------------------------------------	--------------------------

(Please type or print legibly.)

Name of Representative John E Bardgett Jr	Title President
-----------------------------------------------------	---------------------------

Firm/Corporation/Association of Representative (may be different from below, e.g., law firm, consultant, other) John Bardgett & Associates, Inc.	Telephone Number 636.530.9392
----------------------------------------------------------------------------------------------------------------------------------------------------------------	-----------------------------------------

Address (Street/City/State/Zip Code)
16141 Swingley Ridge Road Ste 110, Chesterfield, MO 63017

Who's interests are being represented?
(If more than one, submit a separate Representative Registration Form for each.)

Name of Individual/Agency/Corporation/Organization being Represented Broadway Arches Realty, LLC/Broadway Arches Operating Co., LLC.	Telephone Number 531-489-7100
------------------------------------------------------------------------------------------------------------------------------------------------	-----------------------------------------

Address (Street/City/State/Zip Code)
10123 Alliance Road, Suite 320, Blue Ash, OH 45242

Check one. Do you:

- Support
- Oppose
- Neutral

Relationship to Project:

- None
- Employee
- Legal Counsel
- Consultant
- Lobbyist
- Other (explain):

Other Information:

I attest that to the best of my belief and knowledge the testimony and information presented by me is truthful, represents factual information, and is in compliance with §197.326.1 RSMo which says: *Any person who is paid either as part of his normal employment or as a lobbyist to support or oppose any project before the health facilities review committee shall register as a lobbyist pursuant to chapter 105 RSMo, and shall also register with the staff of the health facilities review committee for every project in which such person has an interest and indicate whether such person supports or opposes the named project. The registration shall also include the names and addresses of any person, firm, corporation or association that the person registering represents in relation to the named project. Any person violating the provisions of this subsection shall be subject to the penalties specified in § 105.478, RSMo.*

Original Signature 	Date 12/03/2024
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CAPITOL OFFICE

State Capitol, Room 328
Jefferson City, Missouri 65101
Tele: (573) 751-4415
Email: Steve.Roberts@Senate.Mo.Gov



COMMITTEES

Fiscal Oversight
Insurance And Banking
Judiciary And Civil And Criminal Jurisprudence
Veterans, Military Affairs And Pensions
Economic Development And Tax Policy

SENATOR STEVEN ROBERTS
MINORITY WHIP
5TH DISTRICT

December 5, 2024

Alison Dorge
Program Coordinator
Certificate of Need Program
Department of Health and Senior Services
920 Wildwood Drive, P.O. Box 570
Jefferson City, MO 65109

Re: Broadway Arches Behavioral Health Facility, Project #6158 HS – 72-Bed Behavioral Health Facility in St. Louis City

Dear Ms. Dorge,

I would like to extend my support to Broadway Arches in its application to obtain a certificate of need for a new 72-bed inpatient behavioral health facility in St. Louis City.

There is significant need for inpatient psychiatric beds in the state of Missouri. In the service area for this proposed facility, there is a need for hundreds of beds. Residents of this area and the state will greatly benefit from the addition of the proposed facility. The applicant proposes to renovate an existing 4-story building that was formerly a nursing facility and that is currently vacant. This renovation will add much needed jobs to the community, and the facility itself will add 135 permanent professional and semi-professional jobs, not to mention many other jobs and revenue created for services such as laundry, food deliveries, transportation, and the like.

The applicant has extensive experience with providing inpatient behavioral health services, successfully operating inpatient facilities in other nearby Midwest states, Ohio and Indiana, which are Joint Commission or CARF accredited. Applicant operates several adjacent behavioral health companies in those states, including transportation, community-based outpatient services, applied behavior analysis, and outpatient adolescent behavioral health, which further demonstrates applicant's commitment to providing a continuum of care for patients with behavioral health needs.

For these reasons, I fully support this project and encourage you to approve the application.

Respectfully submitted,

Senator Steven Roberts (D-5)
Minority Whip



Mercy
Administration
615 S New Ballas Rd
St. Louis, MO 63141
314-251-1556
www.mercy.net

November 19, 2024

Alison Dorge
Program Coordinator
Certificate of Need Program
Department of Health and Senior Services
920 Wildwood Drive, P.O. Box 570
Jefferson City, MO 65109

Re: Broadway Arches Behavioral Health Facility, Project #6158 HS – 72-Bed Behavioral Health Facility in St. Louis City

Dear Ms. Dorge,

I would like to extend my support to Broadway Arches in its application to obtain a certificate of need for a new 72-bed inpatient behavioral health facility in St. Louis City. As the Vice President of Behavioral Health Services at Mercy, I understand the challenges facing behavioral health providers, particularly in the proposed service area for this project. Mercy has 125 licensed psychiatric beds in the proposed service area.

There is significant need for more inpatient psychiatric beds in the state of Missouri and the proposed service area for this new facility. Many hospitals in Missouri, including Mercy, are increasingly burdened by the operational and financial strain resulting from patients who need long-term behavioral health treatment and in many cases are being left at hospitals due to a lack of other placement options in the state. Because of the lack of inpatient psychiatric beds, many of these patients are unfortunately held in emergency departments, which places significant strain on often already limited capacity. This problem has worsened over the years, and it has a devastating impact on the emergency departments.

I believe Mercy and other hospitals in the service area would greatly benefit from this project. The additional psychiatric beds would certainly help in improving the strain placed on local hospitals by patients waiting in emergency departments for inpatient placement.

For these reasons, I fully support this project and encourage you to approve the application.

Very truly yours,

A handwritten signature in purple ink that reads "Patty Morrow".

Patty Morrow, MA, LPC
Vice President – Behavioral Health Services



5500 S. Broadway St. Louis, MO 63111



VISTA

Vision

Inspiring hope.
Restoring peace of mind.
Healing lives.

Vision

To be known as the premier provider of behavioral health services in the region, one that others look to as the lighthouse of excellence.

Mission

To inspire hope and deliver holistic care to those in need of behavioral health and substance use rehabilitation services in a contemporary and healing environment; one that is conducive to providing the life skills needed to regain stability and independence, utilizing a passionate and highly trained team of professionals.

VISTA

Values

Honesty

Base all decisions and actions upon honesty.

Excellence

Strive to achieve excellence in every area you impact.

Accountability

Be accountable and consistent to the company standards and values.

Respect

Show respect and treat others the way they want to be treated.

Teamwork

Be committed to lateral service, so the needs of our customers and each other are met.

The New **VISTA** Team



Isaac Rosedale
President/CEO



Neicole Knott
VP of Operations



Dov Berman
Chief Financial
Officer



Kyle Studabaker
VP of Development



Antonia (Nina) Galarza
VP of Clinical
Services



Summer Embick
VP of Quality
Compliance



Samantha Hayman
VP of Nursing



Wendy Gilkey
VP of Business Dev
& Patient Access



Katherine Allen
Chief of Staff



Mitch Krasnow
Corp Director of
Telehealth



Jesseca Wallace
VP Outpatient
Services



Jay Epstein
Director Of Operations
Lynx Transportation



David Frankel
Director Of Operations
Kids Thrive



Sean Kagy
Corp Director of
Culinary



Josh Priaulx
Corp Director of
EOC / EVS

Community Impact

- 72 Bed Freestanding Psychiatric Hospital – 3 floors consisting of 24 beds each
- Target population – Age 18+ with a Primary Medicaid population focus
 - currently our company cares for 50% Medicaid, 40% Medicare, 10% commercial
 - designated units – higher acuity, lower acuity, highly vulnerable
- Permanent jobs created 135 – professional and semi-professional jobs (skilled and non-skilled)
 - Many other jobs created for adjacent services like laundry, food deliveries, transportation, etc...
- Walk ins accepted 24/7 – easy community access and on bus line
- Safe discharge plans and post discharge transportation is arranged
- Establish relationships with local partners – courts, police and fire, local community mental health agencies

NewVista Differentiators

- VIP process with first responders so patients can be directly admitted to us rather than taking them to emergency departments
 - We take all payors so first responders don't have to worry
- All facilities participate in National outcome measures and are currently at or above the National Averages
- Continuum of care – outpatient services
- Strive for 15 min turn around times for referrals
- Family Involvement during care
- No mechanical or chemical restraints
- Hospitality feel and environment in a behavioral health setting
 - Views of the Mississippi River

St. Louis Population

- The City of St Louis has high rates of mental health disorders, including depression, schizophrenia, and bipolar disorder.
- According to agencies like SAMHSA, NAMI, and NIH, St Louis has a higher prevalence rate of SMI (Serious Mental Illness), 8% of adults in St Louis compared to the national average of 6% of adults.
- High prevalence rates of mental disorders in St. Louis City show the immediate need for increased access to care, treatment and rehabilitation for those diagnosed with mental disorders
- The higher rates of SMI are often directly related to the amount of people below the poverty line in which St Louis is also above the national average, 20.2% compared to a national average of 11.1% (3).

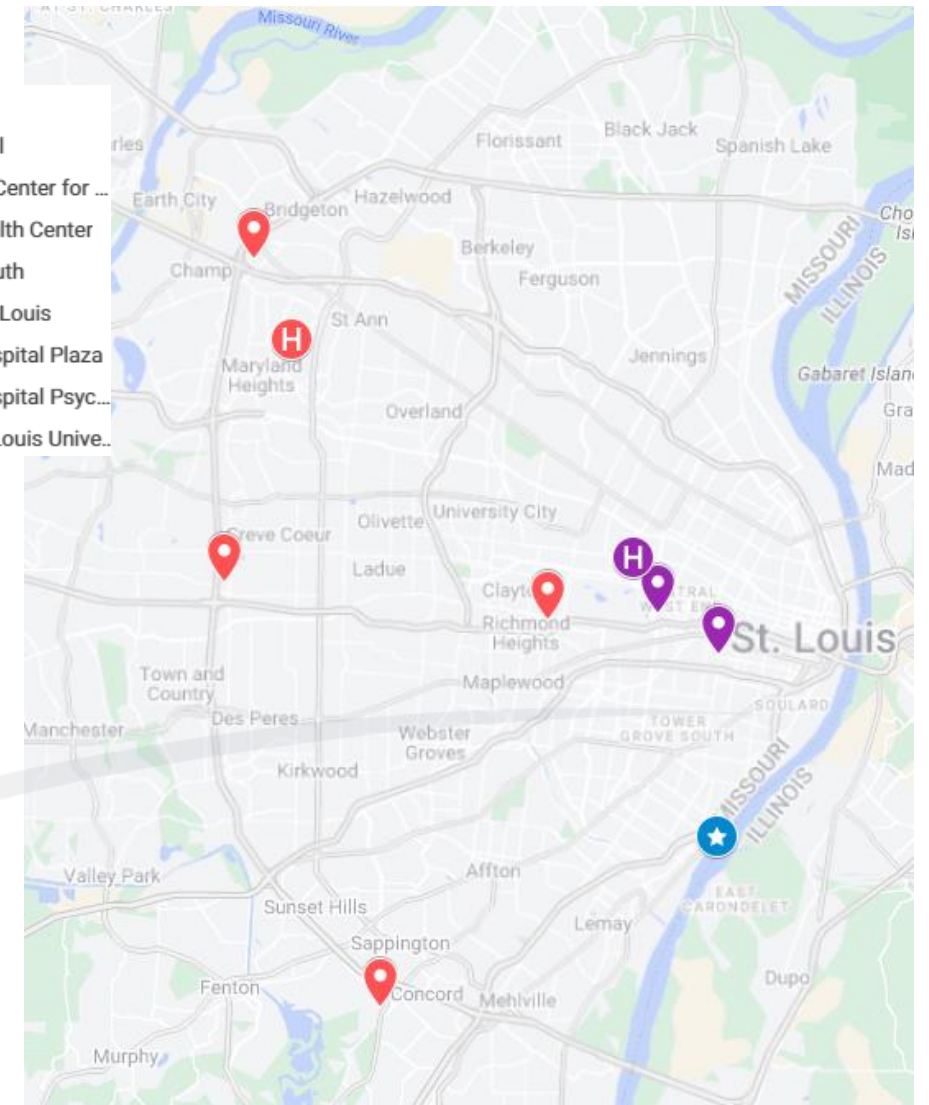
Primary Market

- St. Louis City and St. Louis County

2025 County Projection	
St. Louis County, MO (29189)	990,180
St. Louis city, MO (29510)	277,256
Total	1,267,436

County	Facility Name	Facility Address	City	Facility Type	Total Licensed Beds	Licensed Psych Beds
St Louis	SSM Health DePaul Hospital - St. Louis	12303 DePaul Drive	Bridgeton	General Acute Care Hospital	540	124
St Louis	Maryland Heights Center for Behavioral Health	11100 Ayrshire Drive	Maryland Heights	Psychiatric Hospital	20	20
St Louis	SSM Health St. Mary's Hospital - St. Louis	6420 Clayton Road	Richmond Heights	General Acute Care Hospital	495	46
St Louis	Mercy Hospital South	10010 Kennerly Road	St. Louis	General Acute Care Hospital	751	74
St Louis	Mercy Hospital St. Louis	615 South New Ballas Road	St. Louis	General Acute Care Hospital	823	51
St. Louis City	Barnes Jewish Hospital	One Barnes Jewish Hospital Plaza	St. Louis	General Acute Care Hospital	896	46
St. Louis City	Barnes-Jewish Hospital Psychiatric Care	5355 Delmar Blvd	St. Louis	Psychiatric Hospital	50	50
St. Louis City	SSM Health Saint Louis University Hospital	3635 Vista Avenue	St. Louis	General Acute Care Hospital	106	40
						451

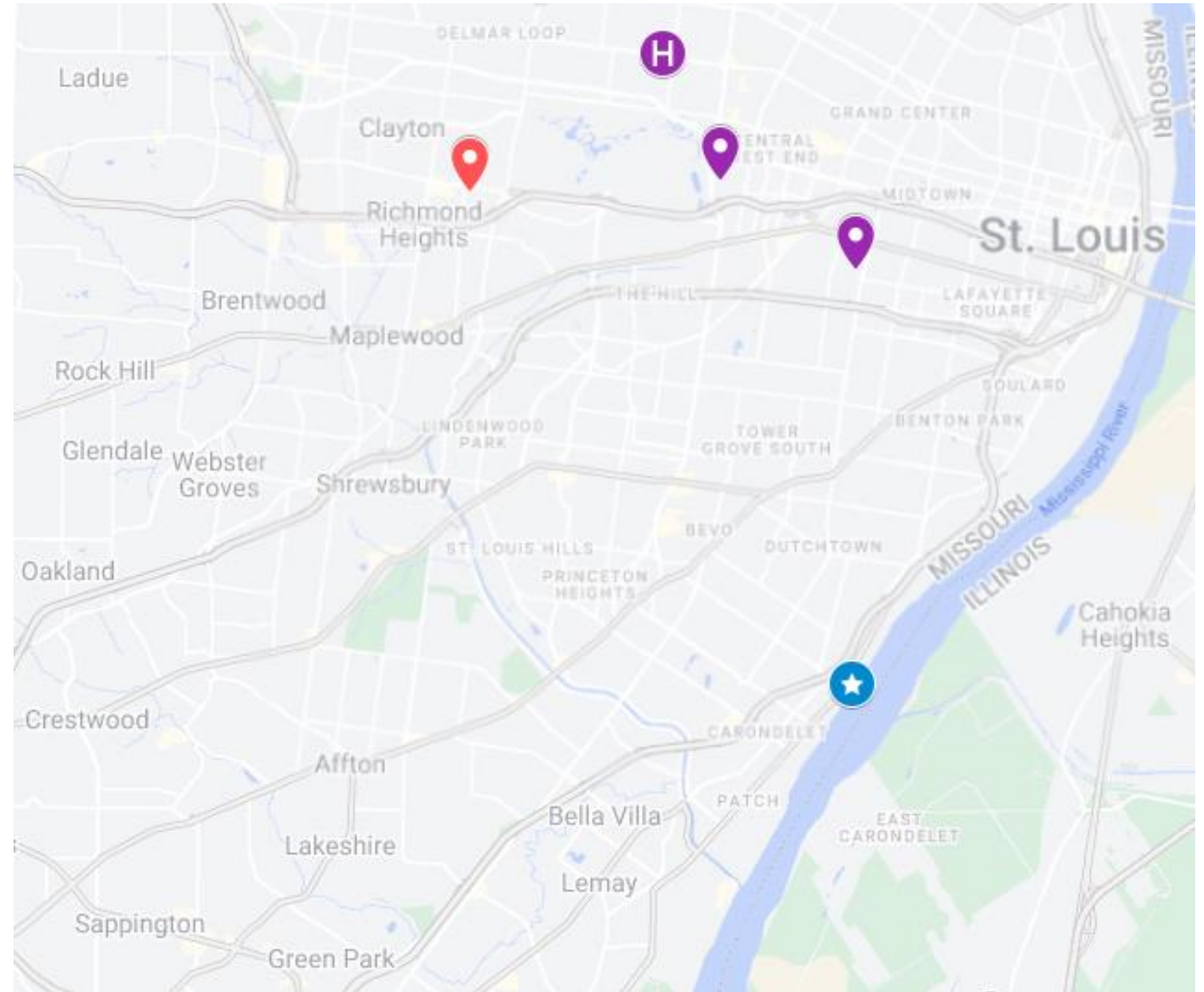
- ★ 5500 S Broadway
- 📍 SSM Health DePaul
- H Maryland Heights Center for ...
- 📍 SSM St Mary's Health Center
- 📍 Mercy Hospital South
- 📍 Mercy Hospital St. Louis
- 📍 Barnes Jewish Hospital Plaza
- H Barnes Jewish Hospital Psyc...
- 📍 SSM Health Saint Louis Unive..



- State Need Calculation = $1,267,436 \times (1/2080) = 609$ beds needed
 - 609 beds needed – 451 existing beds = **158 Bed Unmet Need** inside of the City and County
 - Only 70 freestanding psychiatric beds

Map

- Closest Hospital is over 15 minutes away
- Closest free standing psych hospital is approx. 25 min away
- Our location addresses a major void in the southern part of the city and county in a highly dense and populated area

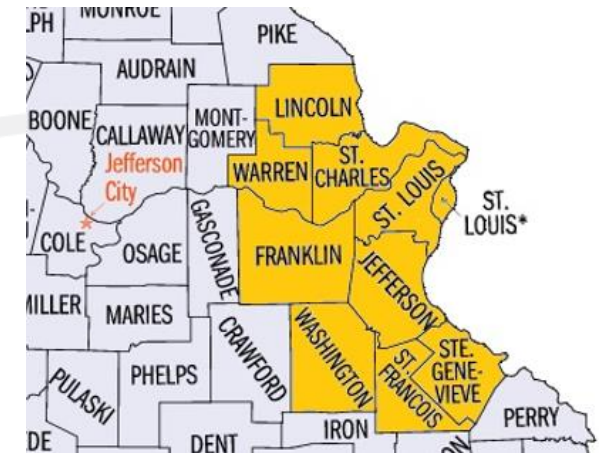


Secondary Market

- 1 hour drive time
 - Only 3 free standing Psych Hospitals

2025 County Projection	
Lincoln County, MO (29113)	63,762
Ste. Genevieve County, MO (29186)	17,783
St. Francois County, MO (29187)	68,252
Warren County, MO (29219)	37,428
Washington County, MO (29221)	24,709
Franklin County, MO (29071)	106,645
Jefferson County, MO (29099)	228,389
St. Charles County, MO (29183)	432,828
St. Louis County, MO (29189)	990,180
St. Louis city, MO (29510)	277,256
Total	2,247,232

County	Facility Name	Facility Address	City	Facility Type	Total Licensed Beds	Licensed Psych Beds
St Charles	CenterPointe Hospital	4801 Weldon Spring Parkway	St. Charles	Psychiatric Hospital	125	125
St Charles	SSM Health St. Joseph Hospital - St. Charles	300 First Capitol Drive	St. Charles	General Acute Care Hospital	329	22
St Charles	SSM Health St. Joseph Hospital - Wentzville	500 Medical Drive	Wentzville	General Acute Care Hospital	77	77
St Louis	SSM Health DePaul Hospital - St. Louis	12303 DePaul Drive	Bridgeton	General Acute Care Hospital	540	124
St Louis	Maryland Heights Center for Behavioral Health	11100 Ayrshire Drive	Maryland Heights	Psychiatric Hospital	20	20
St Louis	SSM Health St. Mary's Hospital - St. Louis	6420 Clayton Road	Richmond Heights	General Acute Care Hospital	495	46
St Louis	Mercy Hospital South	10010 Kennerly Road	St. Louis	General Acute Care Hospital	751	74
St Louis	Mercy Hospital St. Louis	615 South New Ballas Road	St. Louis	General Acute Care Hospital	823	51
St. Louis City	Barnes Jewish Hospital	One Barnes Jewish Hospital Plaza	St. Louis	General Acute Care Hospital	896	46
St. Louis City	Barnes-Jewish Hospital Psychiatric Care	5355 Delmar Blvd	St. Louis	Psychiatric Hospital	50	50
St. Louis City	SSM Health Saint Louis University Hospital	3635 Vista Avenue	St. Louis	General Acute Care Hospital	106	40
						675



- State Need Calculation = $2,247,232 \times (1/2080) = 1,080$ beds needed
 - 1,080 beds needed – 675 existing beds = **405 Bed Unmet Need** within 1 hr. drive time

Cost

- Local Architect – Hired Design Alliance
- Contractor – Plan to bid construction to qualified local contractors
- Not asking for any public funds or government subsidies for the renovation and development of the hospital
- Taxes and Income for the community
- Additional Jobs created throughout the construction process

<i>STL Broadway - Psych</i>	
Budget	
General Considerations	\$ 10,000
Building Clean Out, Site Clean Up, and Moving	\$ 10,000
Permits - Included in Construction	\$ -
Professional Services	\$ 500,000
Architect	\$ 400,000
Legal - Zoning and CON Process	\$ 80,000
Construction Testing	\$ 20,000
Construction / Renovation Costs	\$ 3,475,000
Construction -	\$ 3,000,000
Landscaping (Includes Fencing)	\$ 75,000
Parking Lot Alteration	\$ 250,000
Nurse Call and Security Cameras and Door Access Control	\$ 150,000
Furniture, Fixtures, and Equipment	\$ 1,765,000
Furniture - Common, Res Rm, Admin, Out-Patient	\$ 1,250,000
Furniture - Courtyards	\$ 50,000
Misc Equipment (appliances, tvs, med carts, etc...)	\$ 125,000
Art	\$ 100,000
Signage	\$ 40,000
Technologies (phones, computers, networking)	\$ 100,000
Misc Start Up Expenses	\$ 100,000
Soft Costs and Contingency	\$ 1,650,000
Design Contingency	\$ 400,000
Construction Contingency	\$ 1,000,000
FFE and Other Contingency	\$ 250,000
Operating Costs	\$ -
Purchase Price	\$ 6,300,000
	\$ -
Total	\$ 13,700,000

Past Projects - Before and After













1223


Sunrise
VISTA
HEALTH & WELLNESS

SteppingStone
@SunriseVista






Sunrise
VISTA
HEALTH & WELLNESS

Stepping Stone
of Health & Wellness

EXIT









NewVISTA
BEHAVIORAL HEALTH

From: [Solum, Emily](#)
To: [Fick, Mackinzey](#)
Cc: [Hinz, Katey](#)
Subject: RE: #6158 HS
Date: Tuesday, January 7, 2025 9:13:34 AM

Hi Mackinzey,

The buyer under the Purchase and Sale Agreement is “Behavioral Health Management, LLC, an Ohio limited liability company **and/or assigns**[.]” As permitted under Section 13(k), prior to closing, Behavioral Health Management, LLC will assign its rights under the Purchase and Sale Agreement to the proposed owner entity identified in the application, Broadway Arches Realty, LLC.

Let me know if you need anything else.

Thanks!

Emily M. Solum
Partner
Direct: 573-761-1120
Emily.Solum@huschblackwell.com

Please note my name change from Park to Solum.

From: Fick, Mackinzey <Mackinzey.Fick@health.mo.gov>
Sent: Monday, January 6, 2025 12:17 PM
To: Solum, Emily <Emily.Solum@huschblackwell.com>
Cc: Hinz, Katey <Katey.Hinz@huschblackwell.com>
Subject: #6158 HS
Importance: High

[EXTERNAL EMAIL]

Emily,

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

- The owner/buyers listed on the purchase agreement is Behavioral Health Management, LLC--- this does not match what was listed within the app ID and LOI. Advise.

This information is needed by Friday, January 10th, 2025.

Mackinzey Fick

Assistant Program Coordinator, Certificate of Need
Department of Health and Senior Services