

From: [Thorn, Mark](#)
To: [Fick, Mackinzey](#)
Subject: RE: CON 6172
Date: Monday, December 30, 2024 9:54:50 AM
Importance: High

In reply to your email, see below. Let me know if you have other questions or if I am missing anything.

- The proposed project budget states the cost of the project is \$1,940,814, however the items listed within the quote add up to more than that amount. Advise which line items are included in the cost.

Intuitive pg. 15	\$1,825,000
Hillrom Quote #1 (excl optional 1 Yr OR table protection plan) pg. 20	
- Equipment	101,461
- Freight	1,500
Hillrom Quote #2 (3 Yr OR table protection plan) pg. 38	12,853
Project Total	\$1,940,814

- Does this location currently offer robotic surgery services? Divider IV states yes. Clarification is needed.

This location does not currently offer robotic surgery services. Charges are based on Mercy's extensive robotic surgery expertise at other Mercy operated facilities. Changes are not anticipated to the charge structure with the addition of this unit other than normal inflationary increases in future years.

Mark Thorn, FACHE, MBA
Executive Director-Finance/Operations

Mercy Hospital Washington
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From: Fick, Mackinzey <Mackinzey.Fick@health.mo.gov>
Sent: Thursday, December 26, 2024 3:57 PM
To: Thorn, Mark <Mark.Thorn@Mercy.Net>
Subject: CON 6172
Importance: High

External Email: Please be careful when opening attachments or clicking on links. - Mercy Technology Services

Mark,

After review of the application, some additional information is needed.

- The proposed project budget states the cost of the project is \$1,940,814, however the items listed within the quote add up to more than that amount. Advise which line items are included in the cost.
- Does this location currently offer robotic surgery services? Divider IV states yes. Clarification is needed.

This information is needed by Friday, January 3rd, 2025.

Mackinzey Fick

Assistant Program Coordinator, Certificate of Need

Department of Health and Senior Services

920 Wildwood Drive, P.O. Box 570

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

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From: [Thorn, Mark](#)
To: [Fick, Mackinzey](#)
Subject: RE: CON 6172
Date: Wednesday, January 29, 2025 8:36:02 AM

Thank you for bearing with me on this. We were able to get the below data from the only 2 facilities that have robotics.

Provider	Units	2022	2023	2024
Barnes-Jewish St. Peters Hospital	2	454	611	627
SSM St. Joseph Hospital-St. Charles	1	165	265	295

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From: Fick, Mackinzey <Mackinzey.Fick@health.mo.gov>
Sent: Monday, January 27, 2025 2:33 PM
To: Thorn, Mark <Mark.Thorn@Mercy.Net>
Subject: RE: CON 6172

External Email: Please be careful when opening attachments or clicking on links. - Mercy Technology Services

Mark,

It appears in the last two years, only two projects have been submitted under your name. One of which was a replacement and therefore, have different regulatory requirements.

The regulation 19 CSR 60-50.440 states (1) For new units or services in the service area, use the following. (A) **Provide the minimum annual utilization for each of the other providers in the service area** for the most recent three (3) full years, if applicable. The provider(s) should achieve at least the following community need rates as follows by the final year:

8. Robotic surgery system: 240.

Therefore, we require applicants to provide utilization from other facilities offering the same

equipment/service within their service area. We use this information to determine need for the equipment. Meaning, if each robotic surgery unit within the area does not meet the 240 requirement, then the need for additional robotic surgery units in the service area is not met. It appears this was not included within the application. If you included this type of information, please let me know where it would be located. If not, please obtain numbers from other facilities or provide an explanation of why it was not obtained.

If you have any additional questions, please let me know. Thank you.

Mackinzey Fick

Assistant Program Coordinator, Certificate of Need

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From: Thorn, Mark <Mark.Thorn@Mercy.Net>

Sent: Monday, January 27, 2025 12:07 PM

To: Fick, Mackinzey <Mackinzey.Fick@health.mo.gov>

Subject: RE: CON 6172

Not that its an excuse, but out of all of the CONs I have done, I have never been asked that question before. When we reached out to the other sites, we let them know our intent and gave them contact info, etc as required. Im not sure other sites would even give me their utilization numbers. We determine utilization based on the minimum community need rates outlined in the CON state regulations (see pg 16 in the link [19 CSR 60-50.010 to 19 CSR 60-50.900 - Effective 1/30/2023](#)). The minimum utilization standard was determined based on the robotic surgery system utilization listed in the CON Criteria and Standards for Equipment and New Hospitals. Letters were emailed to other affected facilities in the service area regarding the application as prescribed in Divider II, Question 12.

Does this answer your question? Im happy to call and talk through it if you need. Im not trying to be abstinent. I just never been asked for the other hospitals numbers before.

Mark Thorn, FACHE, MBA

Executive Director-Finance/Operations

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

Sent: Friday, January 24, 2025 2:08 PM

To: Thorn, Mark <Mark.Thorn@Mercy.Net>

Subject: CON 6172

Importance: High

External Email: Please be careful when opening attachments or clicking on links. - Mercy Technology Services

Mark,

After review your application, some additional information is still needed.

- Divider 3, question 1 states address the minimum annual utilization standard for the proposed service area, however you only mention Mercy's utilization. How did you reach out to facilities within the service area to obtain information? Provide any utilization you were able to obtain.

This information is needed by January 27, 2025.

Mackinzey Fick

Assistant Program Coordinator, Certificate of Need

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