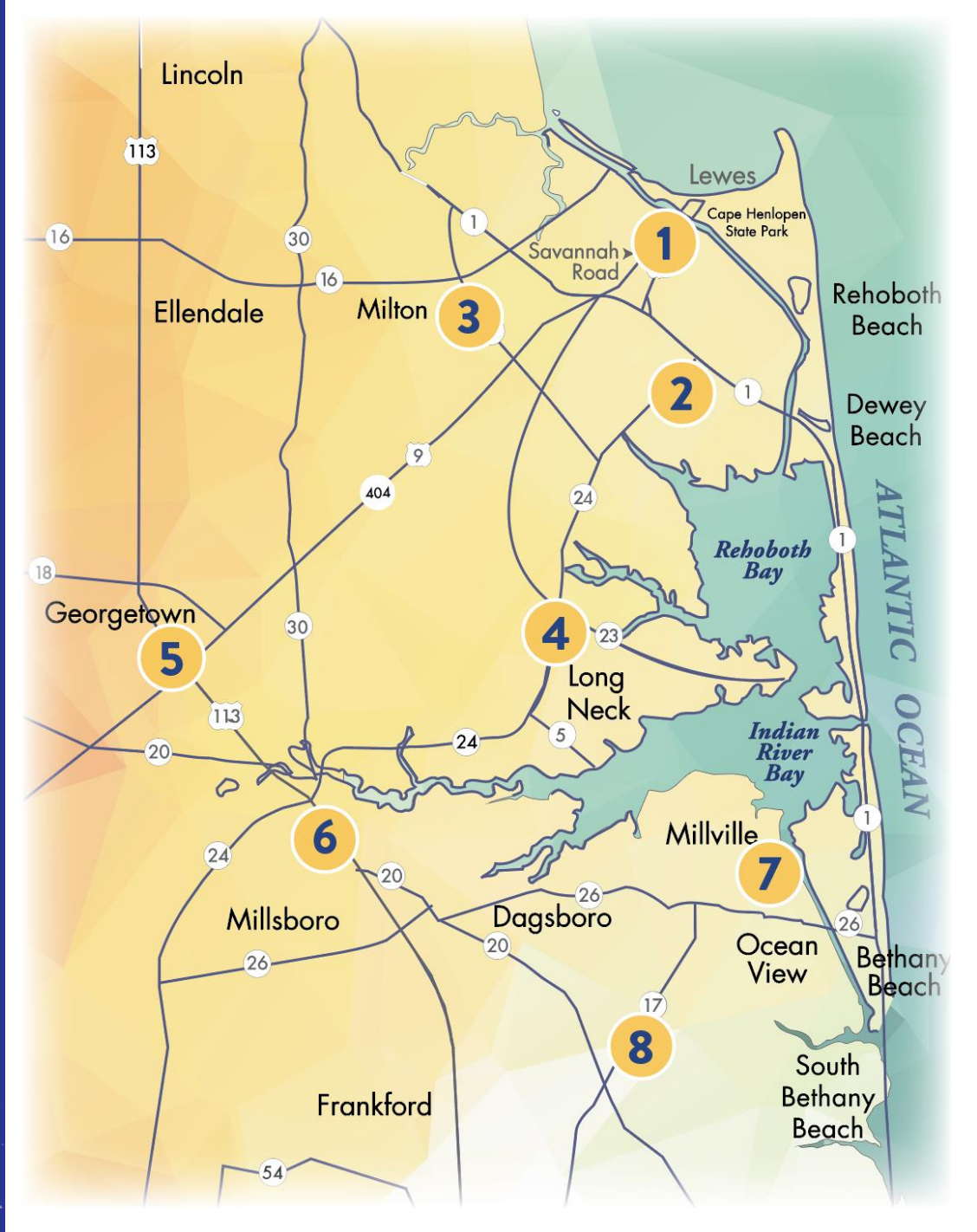




SUSSEX COUNTY

is *Our Specialty*

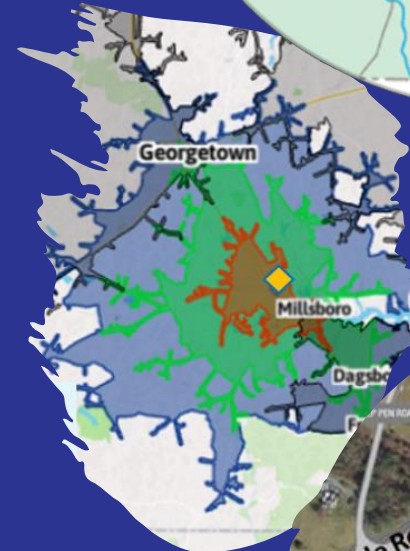


Millsboro Hybrid Free-Standing Emergency Department

Improving Access to Care for Millsboro
Bringing Pediatric Emergency Services
to Sussex County

Goals of Project

- Improve timely access to diagnosis and treatment for those experiencing medical emergencies in central Sussex County.
- Provide a hybrid model of care to reduce excess ED utilization and cost of care.
- Bring critically needed pediatric emergency care to the center of Sussex County, better serving children and families from all communities.



Large and Growing Population

- Full-time population estimated at 67k
- Daily commuter-adjusted daytime population: 4,200 to 5,500, which does not include smaller, non-major employers in these zip codes

Millsboro Service Area (2022 est.)		
Town	Zip Code	Population
Millsboro	19966	36,220
Georgetown	19947	21,960
Dagsboro	19939	8,850

Population estimates based on ESRI, Sg2, and US Postal Service data to gain best insight to latest figures

80+ population makes up 6% of Millsboro area

Pediatric population in Millsboro service area is 21% of total population

Pediatric Population in Millsboro service area will grow 14.3% in next 5 years

65+ population makes up 28.6% of Millsboro service area

65+ population expected to grow by 17.8% in Millsboro area by 2027

Need of the Population

- Access to timely care is a critical factor for the successful treatment of medical emergencies
- Roadway improvements have not kept pace with population growth in Sussex County
- Travel time from Millsboro to existing and planned EDs can range from 20 to 30 minutes, up to 40 minutes during peak travel times.
- None of the existing or planned emergency care facilities offer Pediatric Emergency Medicine trained physicians to meet the needs of approximately 20% of our county's population

Utilization Projections

- The National Center for Health Statistics, a division of the CDC, in their survey *National Hospital Ambulatory Medical Care Survey*, estimated national emergency-visits-per-100-residents 40.4.
- 46.9 emergency medicine visits per 100 residents is projected for Millsboro Hybrid Emergency department driven mainly by the age demographic for this area
- 17% of projected visits to the Millsboro Hybrid Emergency Department are expected from those who live outside of Sussex County
- 23% of projected visits are already being served in Lewes
- Nearly 28% of the projected visits represent pediatric emergency patients that currently leave the county for emergency or urgent care
- 24,350 projected visits annually, with approximately 4,800 diverted to walk-in care based on medical necessity

A Less Costly Emergency Care Model

- A portion of visits to emergency rooms are for non-emergent needs
- Beebe currently operates four Walk-In Care Centers –for non-emergent cases
 - 72,390 Walk-In Care Visits in fiscal 2022, a year-over-year increase of 6.6% since 2018
- Although Urgent, level 1 & 2 emergency medicine visits continue to decline, overall visits to Beebe Emergency Departments have increased by 17% since 2018. This is largely driven by:
 - Increases in population throughout Sussex County and especially east of Route 13.
 - With tourism to our area approaching 1 million during the summer months, mainly to the eastern side of the county and the Long Neck area (within Millsboro), increasing emergency visits also have increased.
- The hybrid model proposed for the Millsboro facility will provide a venue where patients requiring a lower-acuity of care can be immediately diverted to walk-in care within the same facility, where patients incur a much lower cost of care

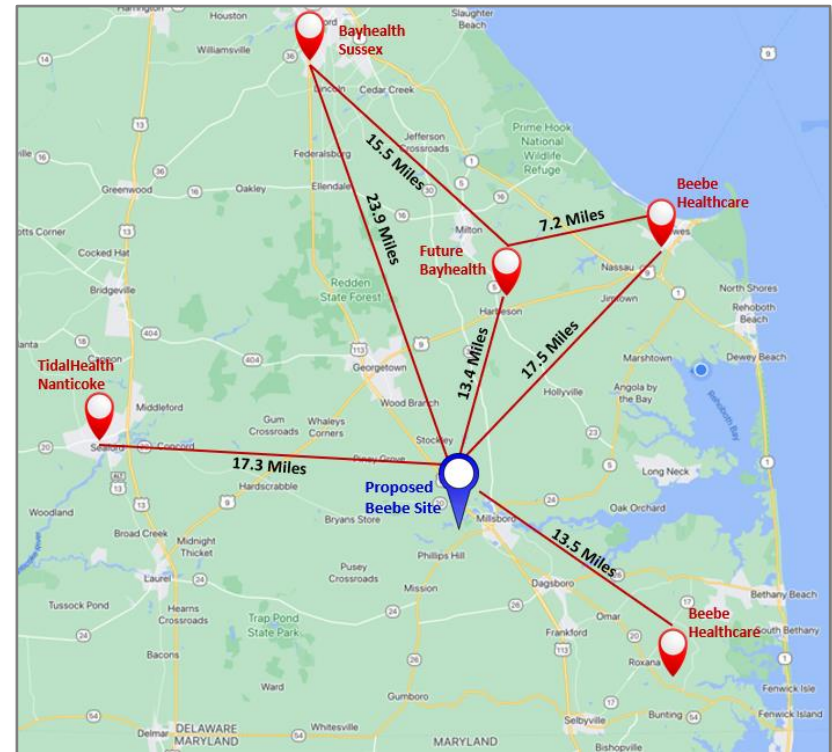
Relationship to Existing Healthcare

Site is within a 15-minute drive of :

- Veterans Outpatient Clinic
- La Red FQHC
- Sun Behavioral Health
- 4 pharmacy locations

Also,

- Less than 2 miles to 2 Beebe Primary Care Practices
- Beebe has transfer agreements with >45 organizations
- Active relationship with Sussex EMS and Basic Life Support



The proposed Millsboro site fills a gap in emergency care that currently exists in the center of the county, cutting patient and EMS travel times, making more efficient use of EMS services, and it provides the closest emergency care to the southwestern corner of Sussex in the Delmar area where patients currently must travel into Maryland for the closest emergency care

Impact on Cost

- Beebe's mission is to provide healthcare when it is needed by the people we serve, as cost effectively as possible
- No anticipated impact on unit-based cost or charges to payers or patients
- Access to emergency medicine may increase utilization however a hybrid model of care provides opportunity for overall reduction in cost of care
 - Diversion of lower-acuity patients to lower-cost walk-in care on the same site
 - Provision of emergency care in a timely manner to those that need it reduces need for longer-term, more costly care

Impact on Cost, Contd.

- Improved access to care ensures care is sought and delivered early, before conditions worsen and require hospitalizations, expensive interventions
- Investment in primary & family practice providers will increase access to wellness care as a lower cost preventative alternative—Beebe GME program and continued primary care recruitment plan
- Hybrid operating model provides for triage of patients upon entry to the HFSED where diversion of lower-acuity patients to Walk-In will ultimately reduce cost of care
- Operation of Beebe Walk-In Care will continue to offer low-cost alternative for non-emergent care

Millsboro FSED Facility

- 24,000 square feet
 - 10 Emergency exam and treatment rooms
 - 10 Walk-in / Urgent Care exam and treatment rooms
 - Advanced Diagnostic Imaging (CT, X-ray room, Ultrasound)
- Helicopter pad for transport to regional centers
- Capital costs anticipated between \$32-36 million

Financial Viability

- Beebe maintains positive operating margins (4.4% in Year 1; projected average operating margin of 3.9% for the next 5 years of operation)
- Tax exempt bond offering will be used to finance construction and equipment costs.
- Analysis by Ponder & Co. affirms ability to secure bond financing without jeopardizing BBB bond rating.
- If projected visits are realized, Millsboro Hybrid Freestanding ED is projected to generate a surplus of \$1.5M by year 2 of operations, and this margin remains consistent for the next several years after that.
 - This is not 'new' revenue; this largely represents realignment of existing ED volumes and volume leakage outside of Sussex County

Quality

- Timely access to diagnosis and treatment of medical emergencies is the single most significant influence of positive outcomes in emergency medicine

Quality Measure	Current Travel to ED Care (Millsboro)	National Median (Suburban - Rural)
Door to Door Transport Time from Home to ED	Average 23 minutes (10 - 14 miles)	12 - 17 minutes

Includes new facility to be built in Harbeson; mileage from Millsboro as well as Long Neck communities and includes peak and non-peak travel times

- In a study published by the National Institutes of Health, increasing distance from the closest available emergency care contributes to increased mortality rates:

Distance to ED Care	Survived	Died	Mortality Rate to Discharge
0 - 6 miles	7,725	475	6%
6 - 12 miles	1,479	124	8%
> 12 miles	467	45	10%

This is based on a study conducted by NIH in 2007

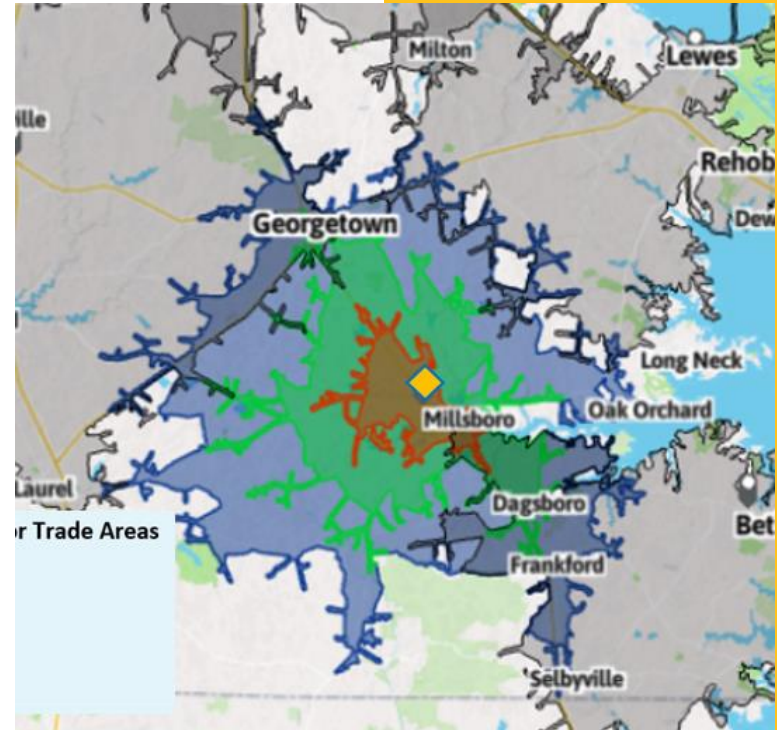
- Timeliness of care is expected to be faster in free-standing emergency department due to narrower range of case complexity

Quality, Contd.

- As the areas of Millsboro, Dagsboro, Georgetown, and Long Neck continue to grow, the travel time to emergency care will lengthen.
- The road infrastructure is not keeping pace with development and is not likely to meet population needs for many years to come.
- Population growth from 2010 census to 2020 census, and 5-year growth projections:

Town	Growth 2010 - 2020	Projected 5 Yr Growth
Delmar	22.6%	7.2%
Georgetown	16.8%	8.3%
Millsboro	24.5%	13.3%
Dagsboro	47.1%	10.7%

- Total growth between National Census periods of 2010 to 2020 for these areas best served by the new Millsboro HFSED were 24%, and overall growth for the next 5 years is expected to be a net total of 11%
- These do not include the many thousands of people that travel to or through Millsboro daily to work and shop.



Quality, Contd.

- The Millsboro Hybrid Freestanding Emergency Department will provide pediatric emergency care delivered by a pediatric emergency medicine trained physician through a hybrid model of care.
- This facility will also offer tele-health psychiatric evaluations, comparable to services provided in Lewes
- Will seek recognition by the state under Emergency Medical Service for Children (EMSC)
- Millsboro Hybrid Free-Standing Emergency Department Medicine will be included in future Joint Commission accreditation reviews

Conformity to HRMP:

Health Resources Management Plan

- Beebe is an independent, not-for-profit community health system guided by charitable mission to encourage healthy living, prevent illness, and restore optimal health
- Medicare and Medicaid provider where nearly 73% of total patient care expenditures are for Medicare and Medicaid beneficiaries
- During fiscal 2022 Beebe Healthcare provided more than \$26 million in indigent care (bad debt and charity combined), representing more than 5 percent of total net patient revenue
- Participant with DHIN; user of EMRs
- Beebe C.A.R.E.s program offers comprehensive support for high utilizers of ED and Inpatient care as well as a transition of care program for patients with chronic disease (COPD, CHF, etc.)
- All programs focus on improving care outcomes and lowering unnecessary utilization and cost

Community Support for Beebe's Millsboro HFSED thus far

Supporter	Position	Representing
Ruth Briggs King	Delaware House of Representatives Sussex County, 37 th Representative District	Millsboro, Delaware
Jamie Burke	Town Manager, Millsboro Sussex County, Delaware	Millsboro, Delaware
Rich Collins	Delaware House of Representatives Sussex County, 41 st Representative District	Millsboro / Dagsboro / Frankford / Selbyville, Delaware
Timothy Dukes	Delaware House of Representatives Sussex County, 40 th Representative District House Minority Whip	Laurel / Delmar, Delaware
Gerald Hocker	Delaware State Senate Sussex County, 20 th Senate District	Bethany Beach / Dagsboro / Fenwick Island / Frankford / Millsboro / Selbyville, Delaware
Faye Lingo	Mayor, Millsboro Sussex County, Delaware	Millsboro, Delaware
Ernie Lopez	Delaware State Senate Sussex County, 6 th Senate District	Dewey Beach / Harbeson / Lewes / Milton / Rehoboth Beach, Delaware

Community Support for Beebe's Millsboro HFSED, Cont'd

Supporter	Position	Representing
Brian Pettyjohn	Delaware State Senate Sussex County, 19 th Senate District Senate Minority Whip	Bridgeville / Ellendale / Georgetown / Long Neck, Delaware
Pete Schwartzkopf	Delaware House of Representatives Sussex County, 14 th Representative District Speaker of the Delaware House of Representatives	Lewes / Rehoboth Beach / Dewey Beach, Delaware
Steve Smyk	Delaware House of Representatives Sussex County, 20 th Representative District <i>Candidate for Delaware State Senator</i>	Lewes / Milton, Delaware
Bill West	Mayor, Georgetown, Sussex County, Delaware	Georgetown, Delaware
Millsboro Town Council	Including: <ul style="list-style-type: none"> • Tim Hodges, Council VP (Acting President) • John Thoroughgood, Council President Pro Tem (Acting VP) • Jim Kells, Council Secretary • Larry Gum, Council Treasurer • Ron O'Neal, Councilman • Brad Cordrey, Councilman • Faye Lingo, Councilwoman 	Millsboro, Delaware

QUESTIONS?



**SUSSEX
COUNTY**
is *Our Specialty*

Thank You

