



PAM Rehabilitation Hospital of Georgetown, LLC Certificate of Public Review

Delaware Health Resources Board
January 27, 2022

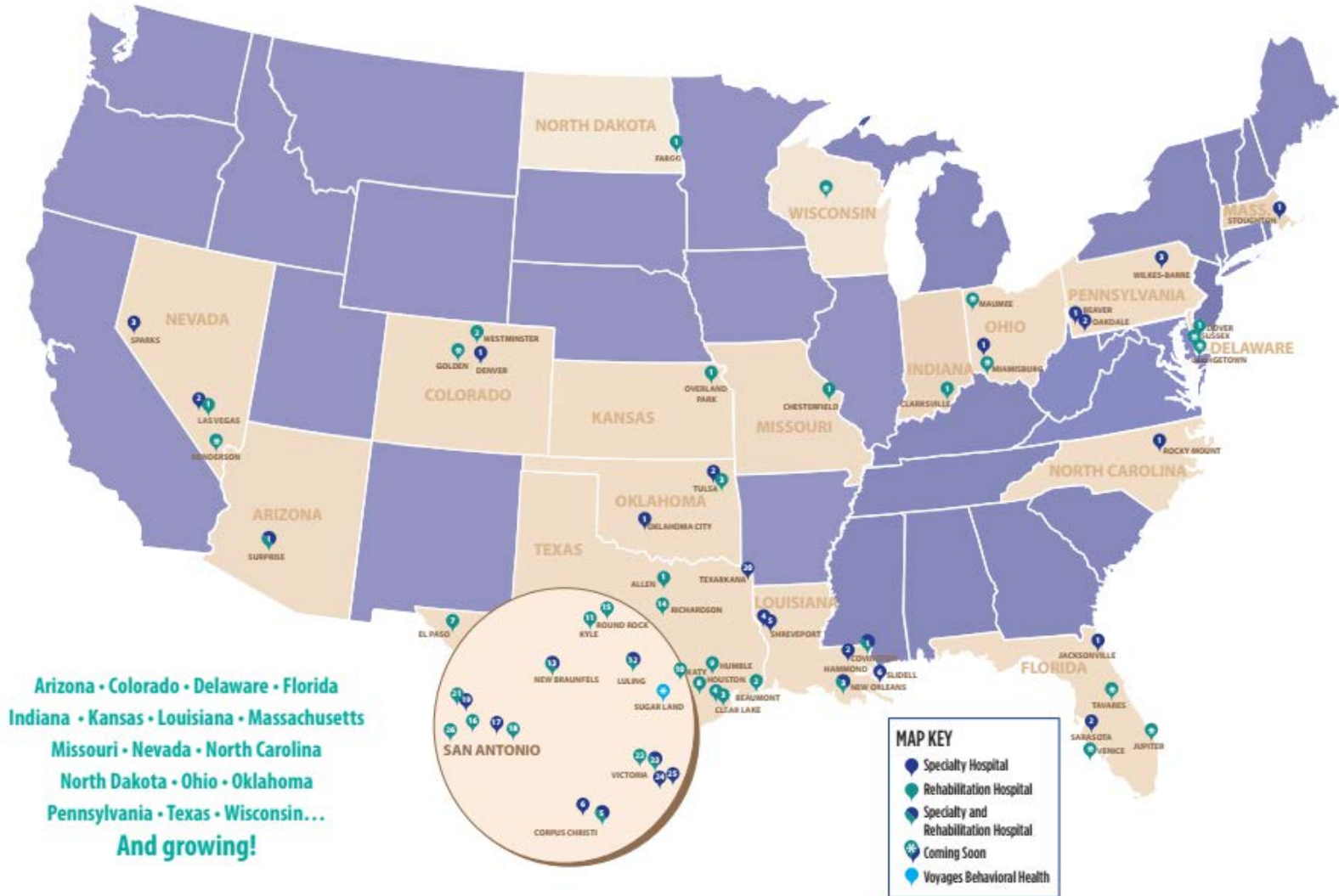




Background: PAM Health

- Since 2006, PAM Health has been focused on providing high-quality, post-acute care to both long-term acute care and rehabilitation hospitals in the United States
- Owns and operates 67 hospitals and outpatient clinics across the country
 - 36 Inpatient Rehabilitation Hospitals (includes 5 rehabilitation units)
 - 31 Long Term Acute Care Hospitals
 - 22 Outpatient Clinics
- Corporate headquarters in Enola, PA
- Over 10,000 employees across the United States Across 22 States

Hospital Locations



Background: Delaware Hospitals

PAM Health

Dover

34-Bed Hospital

- Opened February 2019
- Facility is leased from developer (Anchor)
- Outpatient services including specialty Psychiatrist clinic
- Specialty programs in Traumatic Brain Injury, Stroke and Parkinson's.

Georgetown

34-Bed Hospital

- Recently received COPR, open in May 2022
- Facility will be leased from developer
- Outpatient services including specialty Psychiatrist clinic
- Specialty programs planned for Parkinson's, Amputee and Brain Injury.

Background:

Bayhealth Hospital, Sussex Campus

Bayhealth Hospital, Sussex Campus opened February, 2019

- 152-Bed Hospital
 - 96 Med/Surg Beds
 - 10 Bed ICU
 - 6 Bed Women's Services
 - 40 Bed Separately Licensed Rehabilitation Unit

Significant Growth for our Med/Surg Units Since Opening

- 16% Growth in Admission
- 12% Growth in Observation Cases
- 60% Growth in Patient days
- 100% Occupancy Frequently



PAM Affiliation with Bayhealth

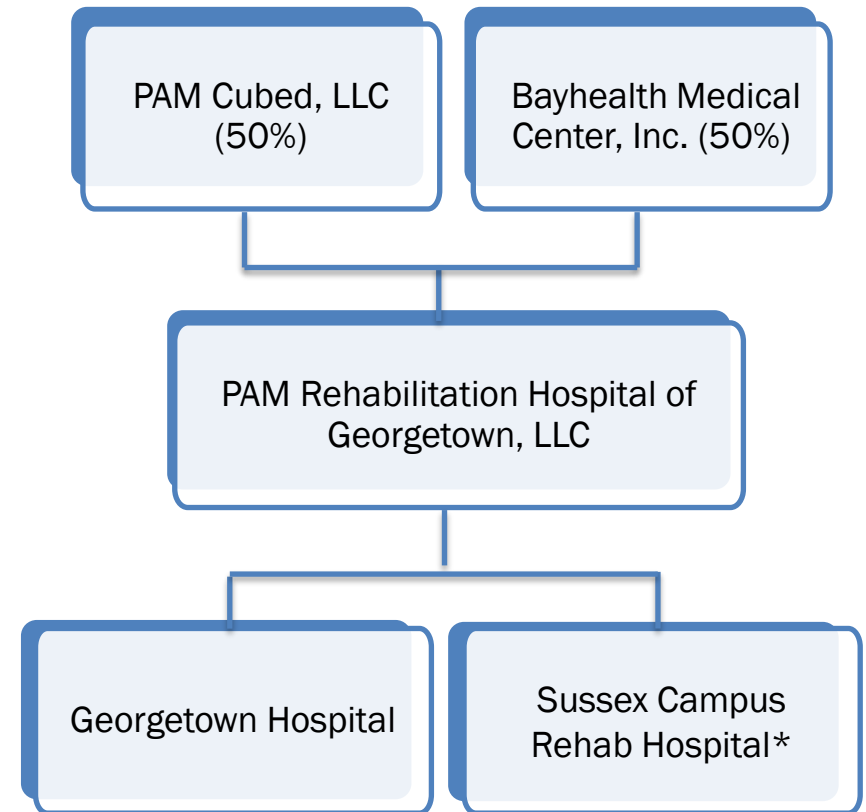
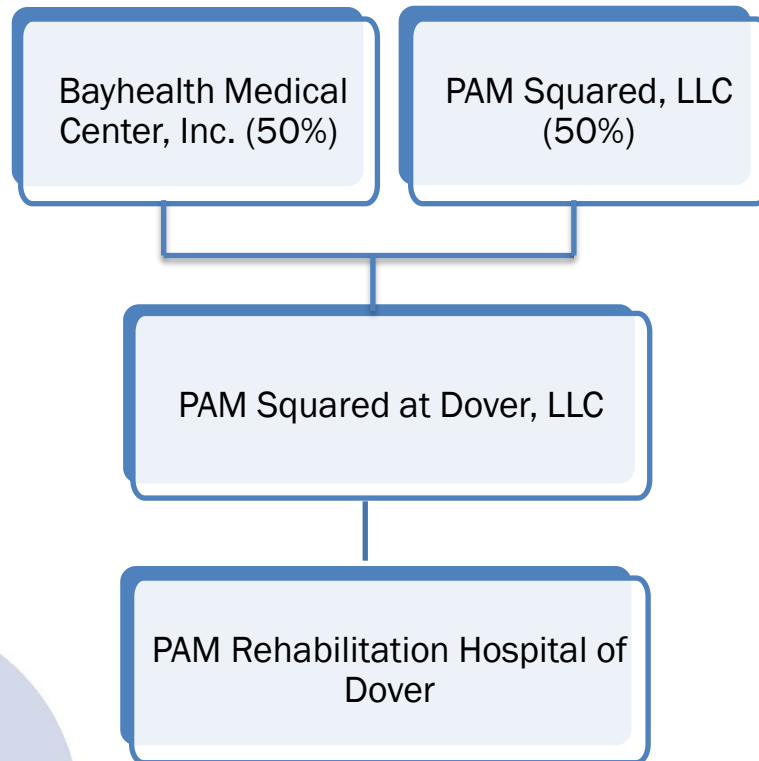
Rationale for Affiliation

- PAM Health Proving to be an Excellent Care Partner to Patients in Dover
- PAM Health Strategic Focus on Elevating Rehabilitation Care
- PAM Health Growing to Service Delaware Population
- Bayhealth Strategic Focus on Core Services (i.e., Acute Care, Ambulatory Care) and Collaboration for Post Acute Services (ie., Bayada Home Health at Bayhealth)
- Bayhealth Success at Sussex Campus Requiring Beds Much Sooner than Planned

General Structure as of Jan. 1, 2022:

- 50-50 Partners (PAM Health to Manage Hospital Operations)
 - PAM Rehabilitation Hospital of Dover
 - PAM Rehabilitation Hospital of Georgetown
 - Future Facility (PAM Rehabilitation Hospital Sussex Campus)
- Management Agreement Until New Facility Opens
 - Bayhealth Hospital, Sussex Campus 40-bed Rehabilitation Unit

Organization Structure: Post Transaction



**Requires a COPR*

COPR Application Proposal

- Open a New 40-Bed Freestanding Inpatient Rehab Facility on Bayhealth Sussex Campus
- Re-purpose Existing 40-Bed Inpatient Rehab Unit at Bayhealth Hospital, Sussex Campus

Location of New IRH



40-Bed Rehab Hospital to be Located on Sussex Campus

- Shelled Unit for 10 Additional Beds
- Bayhealth Leases Land
- Developer to Own the Building
- Facility Lease to PAM Rehabilitation Hospital of Georgetown, LLC.
- Satellite Hospital of PAM Rehabilitation Hospital of Georgetown

Owner: PAM Rehabilitation Hospital of Georgetown, LLC

COPR Applicant: PAM Rehabilitation Hospital of Georgetown, LLC

Rendering of New IRH



Program Features of New IRH

Full Program of Medical, Nursing, and Rehabilitation Services

- PM&R Medical Director
- Internal Medicine
- Other Medical Specialties
- 24/7 Physician & Nursing coverage
- Certified Rehabilitation Registered Nurses
- Prosthetic/Orthotics services
- Occupational Therapy
- Speech Therapy
- Physical Therapy
- Outpatient Therapy
- State-of-the-Art Equipment
- Joint Commission Certification for Stroke

Benefits of a Freestanding Hospital

- Dedicated Staff and Focus
 - _ Access to PAM's staffing pool
- Faster Decisions on Acceptance of Referrals
- Easier Navigation of Facility
- More Approachable for Patient Friends/Family
- Less Exposure to Communicable Disease
- Increases Availability of Acute Care Beds

Benefits of a Freestanding Hospital

- Full Alignment of Operational and Financial Management Structure and Incentives
 - Extremely Difficult to Joint Venture a Rehab Unit in a Hospital
- Ability to Introduce Sub-Specialty Programs
- Community Need to Continue Providing Rehab Services
- Provides Available Beds for Future Acute Care Expansion

- No Change in Beds
- Re-Location is Essentially Unchanged
- No Impact on Existing Providers
- No Increase in Cost of Care
- New Hospital Will Benefit Rehab and Acute Care Patients
 - Improves Access
 - Improves Quality



REDEFINING THE PATIENT EXPERIENCE.