

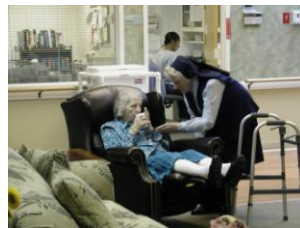
# Catholic Health East Continuing Care Management Services Network

1

## CCMSN

Created in 2008 to focus continuing care System experts on operational excellence and strategic execution to best position continuing care ministries to succeed into the future

- ▶ Direct Continuing Care Regional Health Corporations: St. Joseph of the Pines, Mercy Community Health and Mercy Medical
- ▶ Consult with continuing care ministries within other RHCs

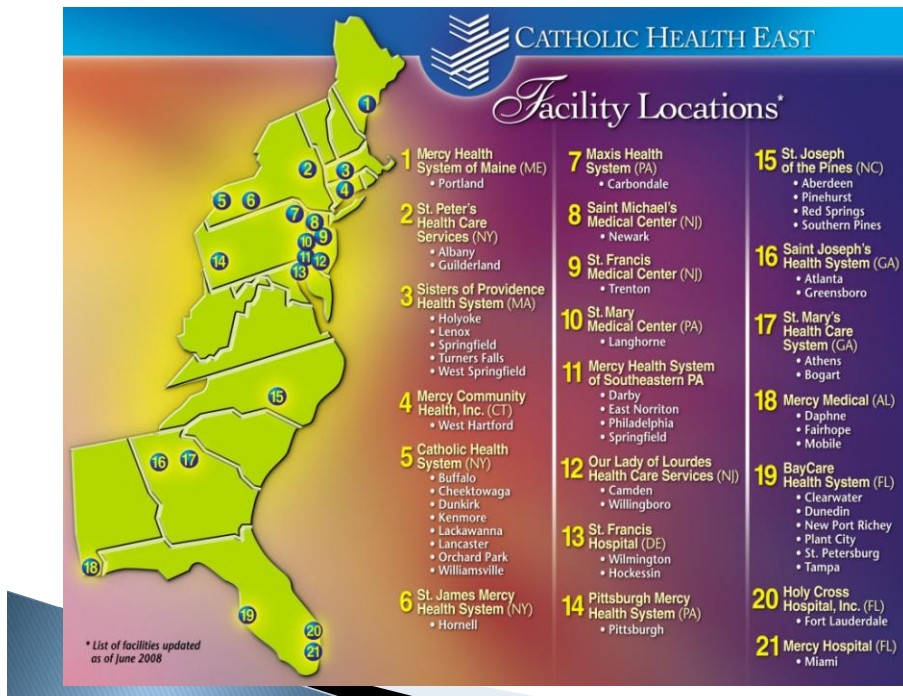


2

# CCMSN Ministry Focus

- ▶ Skilled Nursing Communities
- ▶ Home Health
- ▶ Continuing Care Retirement Communities
- ▶ Programs for the All-Inclusive Care of the Elderly (PACE)

3



4

## Continuing Care Ministries

<b>Business Line</b>	<b>Size / Service</b>	<b>Annual Revenue</b>
Adult Day Health	7 Sites	\$2 Million
<b>PACE</b>	7 Current Sites / 3 Under Development	\$30 Million
<b>Hospice</b>	10 Programs	\$10 Million
<b>Home Care</b>	17 Certified agencies in 14 RHCs 1.5 Million visits in 2003	\$100 Million
<b>Alzheimer's Care</b>	2 Sites	(in A/L estimate)
Medical Rehab	15 Acute Based and Rehab Hospitals	\$70 Million
<b>SNF</b>	21 Freestanding and Hospital Based	\$250 Million
<b>Residential / ILU's</b>	400 Subsidized Apartments 200 Market Rate Apartments	\$14 Million
<b>Assisted Living</b>	400 Apartments in 5 CCRCs	\$7 Million
<b>CCRC's</b>	900 Apartments	\$27 Million
CHE CC Overall		\$500 Million

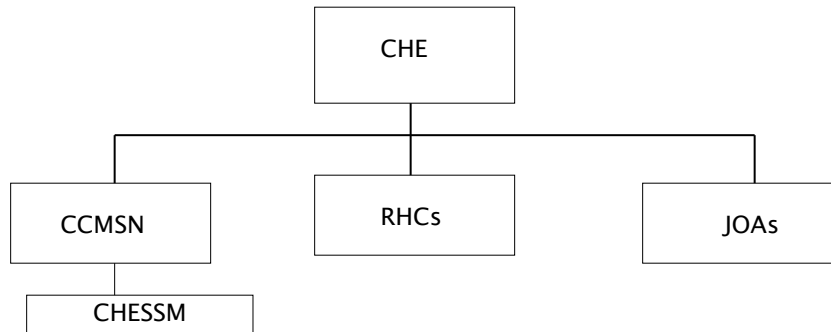
5

## CCMSN Team

- John Capasso, President & CEO, CCMSN
- Bill Healy, Vice President, Regional Operations
- Trish Gathers, Vice President, Finance
- Kelly Hopkins, Vice President, Finance & Growth
- Vicki Christian-Baggott, Vice President, Clinical Improvement
- Kay Miller, Vice President, Marketing & Sales
- Kathleen Glendening, Director, Quality & Clinical Support
- Tony West, Information Technology
- Maria Santoro, Executive Assistant

6

## CCMSN Legal Structure



7

## CCMSN Outcomes

- ▶ Ability to organize ministries by affinity to collaboratively develop goals and deploy executional tactics.
- ▶ Accessing capital is more effective by heightening awareness of continuing care growth opportunities.
- ▶ Opportunities for continuing care leadership development.
- ▶ Development of performance benchmarks against which all ministries are measured.

8

## CHESM Purpose

- ▶ Pursue opportunities with organizations unaffiliated with CHE for consulting and management
- ▶ Perform operational assessments
- ▶ Create strategic plans
- ▶ Marketing, sales assessment and planning
- ▶ Operations management



9

## CHESM Outcomes

- ▶ Consulting Engagements – Five
  - Operational assessment for Women Religious sponsored communities, e.g. CCRCs, SNFs, AL
  - One secular engagement
- ▶ Management Agreements – Two
  - CCRC owned by a Catholic hospital system
  - SNF sponsored by a Catholic Diocese
- ▶ Affiliation – One
  - Women Religious sponsored SNF

10