



COMMUNITY  
MENTAL HEALTH  
AFFILIATES, INC.

2008 MAR 19 A 11:59  
CONNECTICUT OFFICE OF  
HEALTH CARE ACCESS

RECEIVED

March 17, 2008

Commissioner Cristine A. Vogel  
Office of Health Care Access  
410 Capitol Avenue, MS #13HCA  
PO Box 340308

Dear Commissioner Vogel:

As required by the Office of Health Care Access Regulations, prior to a Certificate of Need Application, enclosed please find Letter of Intent Form 2030, which proposes the closure of Community Mental Health Affiliates' Guilford office. If you have any questions or need additional information regarding this request, please contact me at 826-1358.

Thank you.

Sincerely,

Raymond J. Gorman  
President & CEO

RJG/ddn





## State of Connecticut Office of Health Care Access Letter of Intent Form Form 2030

All Applicants involved with the proposal must be listed for identification purposes. A proposal's Letter of Intent (LOI) form must be submitted prior to a Certificate of Need application submission to OHCA by the Applicant(s), pursuant to Sections 19a-638 and 19a-639 of the Connecticut General Statutes and Section 19a-643-79 of OHCA's Regulations. Please complete and submit Form 2030 to the Commissioner of the Office of Health Care Access, 410 Capitol Avenue, MS# 13HCA, P.O. Box 340308, Hartford, Connecticut 06134-0308.

### **SECTION I. APPLICANT INFORMATION**

If this proposal has more than two Applicants, please attach a separate sheet, supplying the same information for each additional Applicant in the format presented in the following table.

	Applicant One	Applicant Two
Full legal name	Community Mental Health Affiliates, Inc. (CMHA)	
Doing Business As	Family Services of Central Connecticut 47 Clapboard Hill Road, Guilford	
Name of Parent Corporation	Central Connecticut Health Alliance	
Applicant's Mailing Address, if Post Office (PO) Box, include a street mailing address for Certified Mail (Zip Code Required)	29 Russell Street New Britain, CT 06052	
Identify Applicant Status: P for Profit or NP for Nonprofit	NP	
Does the Applicant have Tax Exempt Status?	Yes <input checked="" type="checkbox"/> X	No
Contact Person, including Title/Position: This Individual will be the Applicant Designee to receive all correspondence in this matter.	Raymond J. Gorman President & CEO	
Contact Person's Mailing Address, if PO Box, include a street mailing address for Certified Mail (Zip Code Required)	29 Russell Street New Britain, CT 06052	
Contact Person Telephone Number	860-826-1358	
Contact Person Fax Number	860-229-6575	
Contact Person e-mail Address	rgorman@cmhacc.org	

**SECTION II. GENERAL APPLICATION INFORMATION**

a. Project Title: Closure of CMHA Guilford Site

b. Project Proposal: Site Closure

c. Type of Project/Proposal, please check all that apply:

**Inpatient Service(s):**

Medical/Surgical       Cardiac       Pediatric       Maternity

Trauma Center       Transplantation Programs

Rehabilitation (specify type) \_\_\_\_\_

Behavioral Health (Psychiatric and/or Substance Abuse Services)

Other Inpatient (specify) \_\_\_\_\_

**Outpatient Service(s):**

Ambulatory Surgery Center       Primary Care       Oncology

New Hospital Satellite Facility       Emergency       Urgent Care

Rehabilitation (specify type) \_\_\_\_\_       Central Services Facility

Behavioral Health (Psychiatric and/or Substance Abuse Services)

Other Outpatient (specify) \_\_\_\_\_

**Imaging:**

MRI       CT Scanner       PET Scanner

CT Simulator       PET/CT Scanner       Linear Accelerator

Cineangiography Equipment       New Technology: \_\_\_\_\_

**Non-Clinical:**

Facility Development       Non-Medical Equipment       Renovations

Change in Ownership or Control       Land and/or Building Acquisitions

Organizational Structure (Mergers, Acquisitions, & Affiliations)

Other Non-Clinical: \_\_\_\_\_

d. Does the proposal include a Change in Facility (F), Service (S)/Function (Fnc) pursuant to Section 19a-638, C.G.S.?

Yes       No

If you checked "Yes" above, please check the appropriate box below:

New (F, S, Fnc)       Additional (F, S, Fnc)       Replacement

Expansion (F, S, Fnc)       Relocation       Termination of Service

Reduction       Change in Ownership/Control

e. Will the Capital Expenditure/Cost of the proposal exceed \$3,000,000, pursuant to Section 19a-639, C.G.S.?

Yes  No

If you checked "Yes" above, please check the boxes below, as appropriate:

New equipment acquisition and operation  
 Replacement equipment with disposal of existing equipment  
 Major medical equipment  
 Change in ownership or control

f. Location of proposal, identifying Street Address, Town and Zip Code:

47 Clapboard Hill Road, Guilford, CT 06437

g. List each town this project is intended to serve:

Primarily in Guilford and Madison

h. Estimated starting date for the project: Closure on May 31, 2008

i. If the proposal includes change in the number of beds provide the following information:

Type	Existing Staffed	Existing Licensed	Proposed Increase or (Decrease)	Proposed Total Licensed

### SECTION III. ESTIMATED CAPITAL EXPENDITURE/COST INFORMATION

a. Estimated Total Project Expenditure/Cost: \$ 0

b. Please provide the following tentative capital expenditure/costs related to the proposal:

Major Medical Equipment Purchases*	
Medical Equipment Purchases*	
Non-Medical Equipment Purchases*	
Land/Building Purchases	
Construction/Renovation	
Other (Non-Construction) Specify: _____	
<b>Total Capital Expenditure</b>	
Major Medical Equipment – Fair Market Value of Leases Medical	
Equipment – Fair Market Value of Leases	
Non-Medical Equipment – Fair Market Value of Leases*	
Fair Market Value of Space – Capital Leases Only	
<b>Total Capital Cost</b>	
<b>Total Project Cost</b>	
Capitalized Financing Costs (Informational Purpose Only)	

\* Provide an itemized list of all medical and non-medical equipment to be purchased and leased.

c. If the proposal has a total capital expenditure/cost exceeding \$20,000,000 or if the proposal is for major medical equipment exceeding \$3,000,000, you may request a Waiver of Public Hearing pursuant to Section 19a-643-45 of OHCA's Regulations? Please check your preference.

Yes       No

- If you checked "Yes" above: please check the appropriate box below indicating the basis of the projects eligibility for a waiver of hearing
 

Energy Conservation       Health, Fire, Building and Life Safety Code  
 Non Substantive
- Provide supporting documentation from elected town officials (i.e. letter from Mayor's Office).

d. Major Medical and/or Imaging Equipment Acquisition:

Equipment Type	Name	Model	Number of Units	Cost per unit
N/A				

Note: Provide a copy of the vendor contract or quotation for each major medical/imaging equipment.

e. Type of financing or funding source (more than one can be checked):

<input type="checkbox"/> Applicant's Equity	<input type="checkbox"/> Capital Lease	<input type="checkbox"/> Conventional Loan
<input type="checkbox"/> Charitable Contributions	<input type="checkbox"/> Operating Lease	<input type="checkbox"/> CHEFA Financing
<input type="checkbox"/> Funded Depreciation	<input type="checkbox"/> Grant Funding	
<input type="checkbox"/> Other (specify) _____		

#### **SECTION IV. PROJECT DESCRIPTION**

**In paragraph format**, please provide a description of the proposed project, highlighting each of its important aspects, on at least one, but not more than two separate 8.5" X 11" sheets of paper. At a minimum each of the following items need to be addressed, if applicable.

1. List the types of services are currently being provided. If applicable, provide a copy of each Department of Public Health (DPH) license held by the Applicant.
2. List the types of services being proposed and what DPH licensure categories will be sought, if applicable.
3. Identify the current population served and the target population to be served.
4. Identify any unmet need and describe how this project will fulfill that need.
5. Are there any similar existing service providers in the proposed geographic area?
6. Describe the anticipated effect of this proposal on the health care delivery system in the State of Connecticut.
7. Who will be responsible for providing the service?
8. Who are the current payers of this service and identify any anticipated payer changes when the proposed project becomes operational?

SEE ATTACHED

**AFFIDAVIT**

**To be completed by each Applicant**

Applicant: Community Mental Health Affiliates, Inc.

Project Title: Closure of CMHA Meridan Office

I, Raymond J. Gorman, CEO  
(Name) (Position – CEO or CFO)

of CMHA, Inc. being duly sworn, depose and state that the information provided in this CON Letter of Intent (Form 2030) is true and accurate to the best of my knowledge, and that CMHA, Inc. complies with the appropriate and (Facility Name) applicable criteria as set forth in the Sections 19a-630, 19a-637, 19a-638, 19a-639, 19a-486 and/or 4-181 of the Connecticut General Statutes.

Signature

Date

3/17/08

Subscribed and sworn to before me on March 17, 2008

Debora Naegelein  
Notary Public/Commissioner of Superior Court

My commission expires: \_\_\_\_\_

**DEBORA NAEGELEIN  
NOTARY PUBLIC  
MY COMMISSION EXPIRES OCT. 31, 2012**

2008 MAR 19 AM 11:59  
CONNECTICUT OFFICE OF  
HEALTH CARE ACCESS

**RECEIVED**

STATE OF CONNECTICUT  
Department of Public Health  
LICENSE

License No. 0420

**Psychiatric Outpatient Clinic for Adults**

In accordance with the provisions of the General Statutes of Connecticut Section 19a-493:

Community Mental Health Affiliates, Inc. of New Britain, CT, d/b/a Family Services Of Guilford is hereby licensed to maintain and operate a Psychiatric Outpatient Clinic for Adults.

**Family Services Of Guilford** is located at 47 Clapboard Hill Road, Suite 7, Guilford, CT 06437 with:

Steven D. Moore PhD as Director  
\*Raymond J. Gorman\* as Executive Director

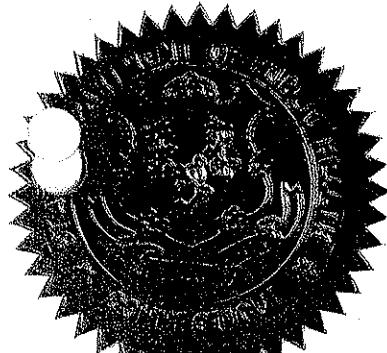
The service classification(s) and if applicable, the residential capacities are as follows:

MULTI SERVICE

This license expires **June 30, 2011** and may be revoked for cause at any time.

Dated at Hartford, Connecticut, July 1, 2007.

License revised to reflect:  
\*CHANGE OF EXECUTIVE DIRECTOR EFF: 12/6/07\*



*J. Robert Galvin MD, MPH, MBA*

J. Robert Galvin, MD, MPH, MBA,  
Commissioner

STATE OF CONNECTICUT

Department of Public Health

LICENSE

License No. 0357

**Facility for the Care or Treatment of Substance  
Abusive or Dependent Persons**

In accordance with the provisions of the General Statutes of Connecticut Section 19a-493:

Community Mental Health Affiliates, Inc. of New Britain, CT, d/b/a Family Services Of Guilford is hereby licensed to maintain and operate a Facility for the Care or Treatment of Substance Abusive or Dependent Persons.

**Family Services Of Guilford** is located at 47 Clapboard Hill Rd, Guilford, CT 06437 with:

\*Raymond J. Gorman\* as Executive Director

The service classification(s) and if applicable, the residential capacities are as follows:

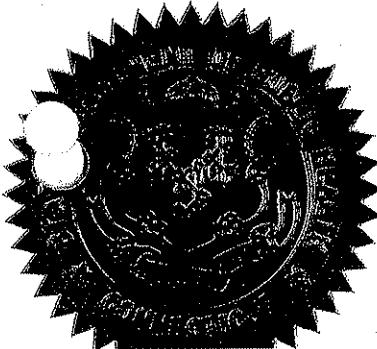
Outpatient Treatment

This license expires **June 30, 2009** and may be revoked for cause at any time.

Dated at Hartford, Connecticut, July 1, 2007.

License revised to reflect:

\*CHANGE OF EXECUTIVE DIRECTOR EFF: 12/6/07\*



*J. Robert Galvin MD, MPH, MBA*

J. Robert Galvin, MD, MPH, MBA,  
Commissioner

#### **SECTION IV. PROJECT DESCRIPTION**

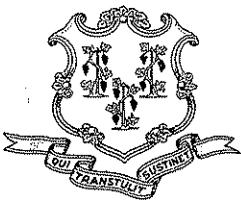
Community Mental Health Affiliates, Inc. (CMHA) completed a merger with Family Services of Central Connecticut, Inc. (FSCC) on July 1, 2007. As part of this merger, CMHA absorbed five offices operated by FSCC located in Guilford, Hamden, Terryville, New Britain and Terryville. Prior to this merger, CMHA had provided management services to FSCC. During this management period of all FSCC outpatient programs experienced deficits and it was CMHA's intent to provide support to these operations so as to allow for financial stability of the programs. Despite our best efforts, the Guilford office located at 47 Clapboard Hill Road, Guilford, CT 06437 has lost \$23,846 from July 1, 2007 through January 31, 2008 and is projected to deficit by over \$40,000 for the fiscal year 2008.

CMHA currently holds a "Psychiatric Outpatient Clinic for Adults" and "Facility for the Care or Treatment of Substance Abusive or Dependent Persons" licensure for this site (attached) and has provided services to 63 clients on an annualized basis through staffing of 1.2 FTE's.

Based upon our inability to continue to operate this site with its projected losses, CMHA is requesting approval to cease operations at the 47 Clapboard Hill Road Guilford site on May 31, 2008.

With annualized service levels in the 60's, the impact on service delivery is minimal. It is our intent to refer anyone seeking services, at this site, to either our Hamden or New Britain offices. If these individuals do not wish to receive services at those sites, we will make referrals to the Catholic Charities or the Stonington Institute within the service area.

Based upon the relatively low service levels at the site and the availability of service provisions through other CMHA sites or other local providers, there would not be any negative impact on the health care delivery system in the State of Connecticut.



# STATE OF CONNECTICUT

## OFFICE OF HEALTH CARE ACCESS

M. JODI RELL  
GOVERNOR

CRISTINE A. VOGEL  
COMMISSIONER

April 1, 2008

Raymond Gorman  
President & CEO  
Community Mental Health Affiliates, Inc.  
29 Russell Street  
New Britain, CT 06052

Re: Letter of Intent, Docket Number 08-31121-LOI  
Community Mental Health Affiliates, Inc.  
Closure of Community Mental Health Affiliates Site in Guilford  
Notice of Letter of Intent

Dear Mr. Gorman:

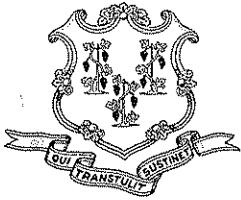
On March 19, 2008, the Office of Health Care Access ("OHCA") received the Letter of Intent ("LOI") Form of Community Mental Health Affiliates, Inc. ("Applicant") for the closure of Community Mental Health Affiliates site in Guilford, at a total capital expenditure of \$0.

A notice to the public regarding OHCA's receipt of a LOI was published in *The New Haven Register* pursuant to Section 19a-638 of the Connecticut General Statutes. Enclosed for your information is a copy of the notice to the public.

Sincerely,

Kimberly R. Martone  
Certificate of Need Supervisor

KRM:pf



# STATE OF CONNECTICUT

OFFICE OF HEALTH CARE ACCESS

M. JODI RELL  
GOVERNOR

CRISTINE A. VOGEL  
COMMISSIONER

April 1, 2008

Requisition # HCA08-163  
FAX: (203) 865-8360

New Haven Register  
40 Sargent Street  
New Haven, CT 06531-0715

Gentlemen/Ladies:

Please make an insertion of the attached copy, in a single column space, set solid under legal notices, in the issue of your newspaper by no later than **Sunday, April 6, 2008**.

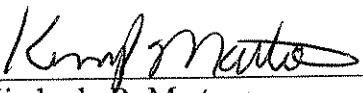
Please provide the following **within 30 days** of publication:

- Proof of publication (copy of legal ad. acceptable) showing published date along with the invoice.

If there are any questions regarding this legal notice, please contact **Paolo Fiducia** at (860) 418-7001.

KINDLY RENDER BILL IN DUPLICATE ATTACHED TO THE TEAR SHEET.

Sincerely,

  
\_\_\_\_\_  
Kimberly R. Martone  
Certificate of Need Supervisor

Attachment

KRM:pf  
c: Sandy Salus, OHCA

**PLEASE INSERT THE FOLLOWING:**

Statute Reference: 19a-638  
Applicant: Community Mental Health Affiliates, Inc.  
Town: Guilford  
Docket Number: 08-31121-LOI  
Proposal: Closure of Community Mental Health Affiliates site in  
Guilford  
Capital Expenditure: \$0

The Applicant may file its Certificate of Need application between May 18, 2008 and July 17, 2008. Interested persons are invited to submit written comments to Cristine A. Vogel, Commissioner Office of Health Care Access, 410 Capitol Avenue, MS13HCA P.O. Box 340308 Hartford, CT., 06134-0308.

The Letter of Intent is available for inspection at OHCA. A copy of the Letter of Intent or a copy of Certificate of Need Application, when filed, may be obtained from OHCA at the standard charge. The Certificate of Need application will be made available for inspection at OHCA, when it is submitted by the Applicant.

\*\*\*\*\*  
\*\*\* TX REPORT \*\*\*  
\*\*\*\*\*

TRANSMISSION OK

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RECIPIENT ADDRESS	912038658360
DESTINATION ID	
ST. TIME	04/01 16:31
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PAGES SENT	2
RESULT	OK



M. JODI RELL  
GOVERNOR

**STATE OF CONNECTICUT**  
**OFFICE OF HEALTH CARE ACCESS**

CRISTINE A. VOGEL  
COMMISSIONER

April 1, 2008

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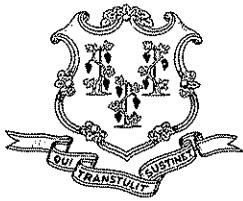
- Proof of publication (copy of legal ad. acceptable) showing published date along with the invoice.

If there are any questions regarding this legal notice, please contact **Paolo Fiducia** at (860) 418-7001.

**KINDLY RENDER BILL IN DUPLICATE ATTACHED TO THE TEAR SHEET.**

Sincerely,

*Kimberly Martone*  
\_\_\_\_\_  
Kimberly R. Martone  
Certificate of Need Supervisor



M. JODI RELL  
GOVERNOR

# STATE OF CONNECTICUT

## OFFICE OF HEALTH CARE ACCESS

CRISTINE A. VOGEL  
COMMISSIONER

April 7, 2008

Raymond Gorman  
President & CEO  
Community Mental Health Affiliates, Inc.  
d/b/a Family Services of Central CT  
29 Russell Street  
New Britain, CT 06052

RE: Certificate of Need Application Forms, Docket Number 08-31121-CON  
Community Mental Health Affiliates, Inc. d/b/a Family Services of Central CT  
Closure of Community Mental Health Affiliates Site in Guilford

Dear Mr. Gorman:

Enclosed are the application forms for Community Mental Health Affiliates, Inc.'s Certificate of Need ("CON") proposal for the Closure of Community Mental Health Affiliates Site in Guilford with an estimated total capital expenditure of \$0. According to the parameters stated in Section 19a-638 of the Connecticut General Statutes the CON application may be filed between May 18, 2008, and July 17, 2008.

When submitting your Con application and any subsequent application information to this agency, you are obligated to observe the following procedural requirements. **Failure to observe these requirements will require follow-up work on your part to correct the filing.**

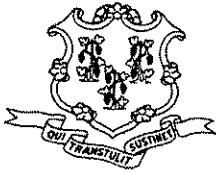
- Number and date each page, including cover letter and all attachments. Information filed after the initial CON application submission (i.e. completeness response letter, prefile testimony, late file submissions and the like) must be numbered sequentially from the Applicant's document immediately preceding it. For example, if the application concludes with page 100, your completeness response letter would begin with page 101.
- Submit one (1) original and six (6) hard copies of each submission in 3-ring binders.
- Submit a scanned copy of each submission in its entirety, including all attachments on CD, preferably in Adobe (pdf) format.
- Submit an electronic copy of the documents in MS Word format with financial attachments and other data as appropriate in MS Excel format.

The CON analyst assigned to the CON application is Diane Duran. Please contact her at (860) 418-7007, if you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Kimberly R. Martone".

Kimberly R. Martone  
Certificate of Need Supervisor



## State of Connecticut Office of Health Care Access Certificate of Need Application

Please complete all questions. If any question is not relevant to your project, Not Applicable may be an acceptable response. Your Certificate of Need application will be eligible for submission no earlier than May 18, 2008, and may be submitted no later than July 17, 2008. The Analyst assigned to your application is Diane Duran and may be reached at the Office of Health Care Access at (860) 418-7001.

**Docket Number:** 08-31121-CON

**Applicant(s) Name:** Community Mental Health Affiliates, Inc. d/b/a Family Services of Central CT

**Contact Person:** Raymond J. Gorman

**Contact Title:** President & CEO

Community Mental Health Affiliates, Inc.

**Contact Address:** 29 Russell Street  
New Britain, CT 06052

**Project Location:** Guilford

**Project Name:** Closure of Community Mental Health Affiliates Site in  
Guilford

**Type proposal:** Section 19a-638, C.G.S.

**Est. Capital Expenditure:** \$ 0

**1. Expansion of Existing or New Service**

What services are currently offered at your facility? Please list.

**2. State Health Plan**

No questions at this time.

**3. Applicant's Long Range Plan**

Is this application consistent with your long-range plan?

Yes

No

(If "No" is checked, please provide an explanation.)

**4. Clear Public Need**

A. Regarding this termination of services in Guilford, please answer the following:

- i) Explain in detail the Applicant's rationale for this termination of services. Identify the process undertaken by the Applicant in making the decision to terminate.
- ii) Did the Applicant determine there was no or insufficient public need for the continuation of this program? Please explain.
- iii) Is the Applicant being reimbursed by payers for these services? Did reimbursement levels enter into the determination to terminate?
- iv) Will this termination require the vote of the Board of Directors of the Applicant? If so, please provide a copy of the minutes (excerpted for other unrelated business) for the meeting(s) at which this termination was discussed and voted on.

B. Provide or answer the following:

- i) Provide a detailed description of the specific service components (i.e. description of the programs, age groups) that are available and provided at the Guilford location. Identify what the hours of operation are for the service location.
- ii) List the service area towns. Provide a rationale for choosing the selected towns.

- iii) Provide the units of service (i.e. clinic visits) for the past three fiscal or calendar years by patient town of origin, for the Guilford service location.
- iv) Discuss any scheduling backlogs that exist at the Guilford service location.
- v) Are there any waiting lists in place at the Guilford service location? If so, identify the number of patients on the waiting list.
- vi) Describe the pattern of referrals to the Guilford service location that currently exist.
- vii) Please provide a report that lists, by year, for FYs 2005, 2006, and 2007, to date, the following: average daily census; number of clients on the last day of the month; the number of clients admitted during the month; and the number of clients discharges during the month.

C. Regarding the impact on the patient and provider community of the termination of services at the Guilford service location, provide the following information:

- i) Explain the procedures that the Applicant will follow in terminating these services and transferring patients to other community providers.
- ii) Discuss how the services described above will continue to be made available to the patients that had previously utilized the Guilford service locations. List any special populations that utilize the services and explain how these clients will continue to access this service after the Guilford service location will close.
- iii) Provide the information as outlined in the following table concerning the existing providers services in the Guilford service area:

Description of Service	Provider Name and Location	Hours and Days of Operation <sup>1</sup>	Current Utilization <sup>2</sup>


<sup>1</sup> Specify days of the week and start and end time for each day.

<sup>2</sup> Number of clients served by Provider for the most recent 12 month period, if known.

- iv) Has your facility contacted any other providers in the Guilford service area to see if they are willing and able to absorb the patient population base for displaced patients? Please provide a detailed explanation, including any written agreements or memorandum of understanding between the Applicant and any other facilities as related to the proposal.
- v) What will be the effect of the termination of the Guilford service location on existing providers (i.e. patient volume, financial stability, quality of care, etc.)?
- vi) Will this termination of services create any barriers to access in the region? If so, please discuss such barriers, as they now exist.
- vii) Provide information and supporting documentation addressing the issue of transportation for the Guilford patients. Describe how patients would be able to travel to a new service location if without benefit of a personal vehicle.

D. Will your proposal remedy any of the following barriers to access? Please provide an explanation.

<input type="checkbox"/> Cultural	<input type="checkbox"/> Transportation
<input type="checkbox"/> Geographic	<input type="checkbox"/> Economic
<input type="checkbox"/> None of the above	<input type="checkbox"/> Other (Identify) _____

If you checked *other than None of the above*, please provide an explanation.

E. Provide copies of any of the following plans, studies or reports related to your proposal:

<input type="checkbox"/> Epidemiological studies	<input type="checkbox"/> Needs assessments
<input type="checkbox"/> Public information reports	<input type="checkbox"/> Market share analysis
<input type="checkbox"/> Other (Identify) _____	

None: *explain* why no reports, studies or market share analysis was undertaken related to the proposal:

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## 5. Quality Measures

- A. Provide a copy of the State of Connecticut Department of Public Health license(s) currently held by Community Mental Health Affiliates, Inc. d/b/a Family Services of Central CT in Guilford.
- B. Submit a list of **all** key professional and administrative personnel, including the Applicant's Chief Executive Officer (CEO) and Chief Financial Officer (CFO), Medical Director, physicians, nurses, therapists, counselors, etc., related to the proposal and a copy of their Curriculum Vitae.

**Note:** For physicians, please provide a list of hospitals where the physicians have admitting privileges.

- C. Provide a copy of the most recent inspection reports and/or certificate for your facility:

<input type="checkbox"/> DPH	<input type="checkbox"/> JCAHO
<input type="checkbox"/> Fire Marshall Report	<input type="checkbox"/> Other States Health Dept. Reports (new out-of-state providers)
<input type="checkbox"/> AAAHC	<input type="checkbox"/> AAAASF
<input type="checkbox"/> Other: _____	

**Note:** Above referenced acronyms are defined below.<sup>1</sup>

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<sup>1</sup> DPH – Department of Public Health; JCAHO – Joint Commission on Accreditation of Hospitals Organization; AAAHC – Accreditation Association for Ambulatory Health Care, AAAASF – American Association for Accreditation of Ambulatory Surgery Facilities, Inc.

## 6. Improvements to Productivity and Containment of Costs

In the past year has your facility undertaken any of the following activities to improve productivity and contain costs?

Energy conservation       Group purchasing  
 Reengineering       None of the above  
 Application of technology (e.g., computer systems, robotics, telecommunication systems, etc.)  
 Other (identify) \_\_\_\_\_

## 7. Miscellaneous

A. Are there any unique characteristics of your patient/physician mix?

Yes       No

(If you checked "Yes," please provide an explanation.)

B. Will this proposal result in new (or a change to) your teaching or research responsibilities?

Yes       No

(If you checked "Yes," please provide an explanation.)

C. Describe the impact of the proposal on the interests of consumers of health care services and the payers of such services.

## 8. Financial Information

A. Type of ownership: (Please check off all that apply)

Corporation (Inc.)       Limited Liability Company (LLC)  
 Partnership       Professional Corporation (PC)  
 Joint Venture       Other (Specify):  
\_\_\_\_\_

B. Does the Applicant have Tax Exempt Status?  Yes       No

C. Verify that this termination of services has not resulted in any capital expenditures or capital costs to the Applicant.

**9. Revenue, Expense and Volume Projections**

A. Provide the following financial information for the Cheshire service location:

i) Please submit one of the following.

(a) an Audited or Unaudited Balance Sheet.

(b) an Income Statement or Statement of Operations for the two most recently completed fiscal years.

**Note:** These statements should be externally prepared and submitted on the preparer's letterhead.

ii) Provide a discussion of any incremental gains or losses from operations that will be a direct result of the termination of the services.

B. Please provide both the current payer mix and the projected payer mix with the CON proposal for the Total Facility based on actual patient payor mix in the following reporting format:

	Provider's Payer Mix
<b>Medicare*</b>	
<b>Medicaid* (includes other medical assistance)</b>	
<b>TriCare (CHAMPUS)</b>	
<b>Total Government Payers</b>	
<b>Commercial Insurers*</b>	
<b>Self-Pay</b>	
<b>Workers Compensation</b>	
<b>Total Non-Government Payers</b>	
<b>Uncompensated Care</b>	
<b>Total Payer Mix</b>	<b>100.0%</b>

\*Includes managed care activity.

D. Provide the following for the financial and statistical projections for the Guilford service location:

- i) A summary of revenue, expense and volume statistics, without the CON project, incremental to the CON project, and with the CON project. **See attached, Financial Attachment I.** Please note that the actual results for the fiscal year reported in the first column must agree with the Applicant's audited financial statements.
- ii) Please complete the enclosed, OHCA's **Financial Attachment II.**
- iii) The assumptions utilized in developing the projections (e.g., FTE's by position, volume statistics, other expenses, revenue and expense % increases, project commencement of operation date, etc.).
- iv) An explanation for any projected incremental losses from operations contained in the financial projections that result from the implementation and operation of the CON proposal.

## GENERAL AFFIDAVIT

Applicant: \_\_\_\_\_

Project Title: \_\_\_\_\_

I, \_\_\_\_\_, \_\_\_\_\_  
(Name) (Position – CEO or CFO)

of \_\_\_\_\_ being duly sworn, depose and state that  
the (Facility Name) said facility complies with the appropriate and applicable  
criteria as set forth in the Sections 19a-630, 19a-637, 19a-638, 19a-639, 19a-486  
and/or 4-181 of the Connecticut General Statutes.

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Signature

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Date

Subscribed and sworn to before me on \_\_\_\_\_

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\_\_\_\_\_  
Notary Public/Commissioner of Superior Court

My commission expires: \_\_\_\_\_

**12. C (i).** Please provide one year of actual results and three years of projections of Total Facility revenue, expense and volume statistics without, incremental to and with the CON proposal in the following reporting format:

Total Facility: Description	FY Actual Results	FY Projected W/out CON	FY Projected Incremental	FY Projected With CON	FY Projected W/out CON	FY Projected Incremental	FY Projected With CON	FY Projected W/out CON	FY Projected Incremental	FY Projected With CON
<b>NET PATIENT REVENUE</b>										
Non-Government				\$0			\$0			\$0
Medicare				\$0			\$0			\$0
Medicaid and Other Medical Assistance				\$0			\$0			\$0
Other Government				\$0			\$0			\$0
<b>Total Net Patient Patient Revenue</b>	<b>\$0</b>			<b>\$0</b>			<b>\$0</b>			<b>\$0</b>
Other Operating Revenue				\$0			\$0			\$0
Revenue from Operations				\$0			\$0			\$0
<b>OPERATING EXPENSES</b>										
Salaries and Fringe Benefits				\$0			\$0			\$0
Professional / Contracted Services				\$0			\$0			\$0
Supplies and Drugs				\$0			\$0			\$0
Bad Debts				\$0			\$0			\$0
Other Operating Expense				\$0			\$0			\$0
<b>Subtotal</b>	<b>\$0</b>			<b>\$0</b>			<b>\$0</b>			<b>\$0</b>
Depreciation/Amortization				\$0			\$0			\$0
Interest Expense				\$0			\$0			\$0
Lease Expense				\$0			\$0			\$0
<b>Total Operating Expense</b>	<b>\$0</b>			<b>\$0</b>			<b>\$0</b>			<b>\$0</b>
Gain/(Loss) from Operations				\$0			\$0			\$0
<b>Plus: Non-Operating Revenue</b>	<b>\$0</b>			<b>\$0</b>			<b>\$0</b>			<b>\$0</b>
<b>Revenue Over/(Under) Expense</b>	<b>\$0</b>			<b>\$0</b>			<b>\$0</b>			<b>\$0</b>
<b>FTEs</b>				0			0			0

\*Volume Statistics:

Provide projected inpatient and/or outpatient statistics for any new services and provide actual and projected inpatient and/or outpatient statistics for any existing services which will change due to the proposal.

12.C(ii). Please provide three years of projections of incremental revenue, expense and volume statistics attributable to the proposal in the following reporting format:									
Type of Service Description	Type of Unit Description:	# of Months in Operation	FY	(1)	(2)	(3)	(4)	(5)	(6)
				Rate	Units	Gross	Allowances/ Deductions	Charity Care	Bad Debt
<b>FY Projected Incremental</b>									
Total Incremental Expenses:									
<b>Total Facility by Payer Category:</b>									
Medicare									
Medicaid									
CHAMPUSTriCare									
<b>Total Governmental</b>									
Commercial Insurers									
Uninsured									
<b>Total NonGovernment</b>									
<b>Total All Payers</b>									