

FIRST STATE SURGERY CENTER





First State Surgery Center Overview

- **First State Surgery Center (FSSC) has operated as a free standing surgery center in Newark, Delaware since 2001. First State Surgery Center is currently certified and licensed by CMS, licensed as a Free Standing 23 Hour Surgery Center by the State of Delaware and is accredited by the Accreditation Association for Ambulatory Health Care (AAAHC) as an Ambulatory Surgery Center. The surgery center is certified by Medicare, Medicaid, and Worker's Compensation and participates with many of the major insurance carriers.**
- **First State Surgery Center provided state-of-the-art outpatient surgical services to over 6400 patients in 2016 and anticipates providing care to over 6600 patients in 2017. Since 2001, the center has provided care to over 80,000 patients. The surgery center enjoys a high patient satisfaction rate with 96% of our patients indicating that the center exceeded their expectations and that they would refer their friends and family to the facility.**
- **FSSC has experienced consistent growth over the past years and continues to add highly trained physicians to our staff. Dr. Adam Ginsberg in 2011; Dr. Elliot Leitman in 2012; Dr. William Newell and Dr. James Zaslavsky in 2013; Dr. Jeremie Axe in 2015; and Dr. Craig Smucker and Dr. Heather Gotha joined in 2016. As we enter 2017, FSSC has 21 physicians actively performing cases at the facility.**
- **FSSC was the first licensed 23 Hour / Overnight Surgery Center in the State and currently is the only center licensed in New Castle County.**



FSSC – Recent Projects

- **FSSC completed a State approved 1.4 million dollar renovation which included the relocation of patient reception, redesign of the waiting room, addition of a Consult Room, additional Pre-Op and PACU bays, redesign of the nursing stations, replacement of outdated equipment and a complete cosmetic upgrade to the entire facility. These renovations were accomplished during the evenings and weekends throughout 2013 and into 2014 with no disruption in facility operations.**
- **In 2015 and into 2016, FSSC replaced additional outdated equipment including all power instruments, OR Tables, Arthroscopy Towers & Equipment; added additional surgical trays to decrease turn-around-time and sterile processing expenses.**
- **FSSC added a Central Patient Monitoring System in early 2016, which provides constant monitoring of all patient bays including the operating rooms. In late 2016, FSSC added Ultrasound to assist the Anesthesiologists with their pre-surgical blocks.**
- **Facility Updates include upgrades to HVAC System including new units and replacement of duct insulation; installation of white rubber roof and reflective window tinting to decrease heat load; upgrade to camera and security system to increase patient/staff safety.**
- **2017 Upgrades include repair/paving of parking lots with increased parking and building signage; additional landscaping.**
- **FSSC continues to explore options and is committed to decrease expenses, increase efficiency, increase patient safety and patient/staff satisfaction and provide state of the art patient care.**



Project Objectives

- **First State Surgery Center proposes to renovate approximately 5,000 square feet and expand the current facility to meet the needs of our increase in surgical cases, additional surgeons, our Total Joint / Spine Program and provide appropriate space for our overnight recovery program. The objectives of the project include:**
- **expand access to outpatient orthopaedic, pain management, spine surgery services**
- **provide additional outpatient surgical options including Total Joint Replacement and Spine Surgery that may require overnight recovery capability**
- **provide efficient and cost effective outpatient surgery options**
- **provide appropriate facilities for overnight (23 hour) recovery**
- **provide additional surgical time for our expanding practice, increasing accessibility**
- **provide patient care with high patient satisfaction and patient outcomes**



Project Overview

- **Renovation of Existing 5,000 sq ft – First Floor**
- **Pain Management Section**
 - 2 Class A Procedure Rooms
 - 5 Dual Use – Pre-Op / Recovery Chairs
 - Visitor / Patient Bathroom
 - Reception / Waiting Room
- **23 Hour Recovery/Overnight Stay Section**
 - 4 Private Recovery / Overnight Stay Rooms
 - 2 Bathrooms w/ Showers
 - Kitchen / Pantry
 - Exam / Physical Therapy Room
- **Ancillary Areas**
 - Nursing Station, Clean Storage, Soiled Holding, Janitor Closet, General Storage
 - Staff Break Room, Physician Office, Staff Office
- **Private Entrance**
- **Fully ADA Accessible**



Pain Management Relocation - Benefits

- **FSSC is requesting to add two (2) Procedure Rooms with five (5) Dual Use Prep/Recovery bays. This would allow the re-location of our pain procedures from our current Class C Operating Rooms to more appropriate procedure rooms.**
- **FSSC is currently scheduling out as long as four (4) weeks for our pain management procedures. The expansion and re-location of the pain procedures will allow the Pain Management physicians the ability to schedule cases more efficiently and in turn, provide patients with better access and more timely treatment.**
- **The relocation of the pain management procedures to more appropriate procedure rooms will open much needed access to the operating rooms. FSSC currently has 4 open blocks per month for add-on and emergency cases. FSSC would gain an additional 14 blocks of operating time per month, thereby allowing the orthopaedic physicians additional time to handle our increase in surgical cases. This would allow patients more choices and better access to schedule their surgery.**
- **The relocation of the pain management procedures will also provide appropriate morning and early afternoon block time for our Total Joint and Spine cases. These cases are better scheduled at these times to allow for adequate post-op recovery and transfer to the Overnight Stay rooms. This will also facilitate discharge prior to the 23 hours mandated by the State and CMS.**
- **Overall, this would allow patients more choices and better access to schedule their surgery.**



23 Hour Recovery/Overnight - Benefits

- **FSSC is requesting to add four (4) Recovery / Overnight Stay Rooms to facilitate the expansion of our Total Joint Replacement and Spine Program.**
- **Currently patients requiring overnight care would be located in the routine PACU, which is not ideal as an overnight area. This will allow our patients to spend their overnight stay in an appropriate area and receive the appropriate care prior to their discharge home.**
- **The recovery / overnight stay rooms would be private rooms with hospital beds, recliners and other comfort features. Visitation would be allowed during set hours and patients would have appropriate nursing care until discharge.**
- **The statistics indicate that the majority of joint replacement patients are being discharged the same day and/or the next day. This trend fits well with the surgery center model.**
- **The statistics show more patients are having outpatient surgery, outpatient surgery decreases cost to insurance companies in lower costs/lower charges, outpatient surgery decreases cost to patients in lower co-pays and deductibles and out of pocket expenses.**
- **Free Standing Surgery Centers offer a significant savings in comparison to the cost of hospital based surgery centers and increasing the type of surgeries performed in outpatient surgery centers to include total joint replacement and spine surgery decreases health care costs.**



Our Founding Partner: First State Orthopaedics

- **First State Orthopaedics (FSO), the largest Orthopaedic Physician Practice in Delaware, has been providing care to the residents of Delaware and surrounding communities for over 20 years. FSO Physicians are well known in the community as well as in local and national organizations.**
- **We are proud of the fact that many of us have been with First State Orthopaedics for more than 20 years. We are proud that we continue to attract highly trained and qualified physicians to our practice. We are proud that the physicians and staff at First State Orthopaedics have become an integral part of the community in which we live.**
- **Seventeen of us are trained in orthopaedic surgery; two are trained in spine surgery; four are trained in pain management and rehabilitation; two are trained in musculoskeletal radiology and one in non-operative sports medicine. With our fifteen Nurse Practitioners and Physician Assistants, there are over 40 medical professionals available to provide patient care.**
- **At First State Orthopaedics, we take great pride in providing a full range of operative and non-operative treatment for arthritis, fractures, and overuse injuries. Our areas of expertise include Sports Medicine, Trauma, Shoulder, Hand & Elbow, Hip & Knee, Foot & Ankle, Spine, Pain Management & Rehabilitative Medicine, and General Orthopaedics & Fracture Care.**
- **All together, there are 12 First State Orthopaedics locations providing patient care including First State Surgery Center.**



Our Other Partners

- **Division of Public Health – FSO / FSSC worked with OHFLC staff to include 23 hours in the revised Free Standing Surgery Center Regulations. Delaware was the only state in the region without this patient care option.**
- **Office of Health Facilities Licensing and Certification – FSSC worked with the OHFLC to develop acceptable 23 Hour / Overnight Policies and Procedures.**
- **ATI Physical Therapy – FSO & FSSC worked with ATI to develop our Total Joint Protocols. These protocols include pre-op, in-facility and post-op education as well as physical therapy visits at each stage of the process. ATI has surgery centers in surrounding states that will allow benchmarking of outcomes.**
- **Vendors – FSSC has met with the major vendors supplying Joint Implants and are negotiating final implant pricing that allows for decreased case costs.**
- **Insurance Carriers - FSO / FSSC has engaged our major insurance carriers and have presented case costs for Total Joint and Spine procedures. The response from the insurance carriers has been supportive and positive.**
- **HealthSouth Rehabilitation – FSSC has arranged for this short-term alternative should a patient not progress as expected and need additional care.**



First State Surgery Center Model - Benefits

- **FSSC brings a history of high quality Orthopaedic surgery to New Castle County and surrounding communities and states, a history of high patient satisfaction and outcomes, a history of caring.**
- **The statistics show more patients are having outpatient surgery, outpatient surgery decreases cost to insurance companies in lower costs/lower charges, outpatient surgery decreases cost to patients in lower co-pays and deductibles and out of pocket expenses.**
- **FSSC and 23 hours offer a significant savings in comparison to the cost of hospital based surgery centers as well as increasing the type of surgeries performed in outpatient surgery centers to include total joint replacement and spine surgery.**
- **Our surgery center model has a proven track record, 16 years, over 80,000 surgeries, it works because we focus on what we do best – Orthopaedics & Musculoskeletal.**
- **By utilizing same equipment/trays, less inventory, bulk purchases, able to negotiate lower implant and supply costs, allows for increasing efficiency and productivity which allows for lower costs.**
- **We keep number of physician owners manageable; better understanding and decision making; stay focused on goals, standards of care and patient outcomes.**
- **We have highly motivated long term staff, consistent and supportive management structure, forward thinking administration.**
- **Good for New Castle County and Delaware – new allied health and nursing positions with good wages, advancement and longevity; utilizing local vendors; increase in the local economy; keeping outpatient surgery in Delaware.**
- **Good For Patients – less expensive, less travel, closer to home, high quality care.**
- **FSSC Model = increased efficiency and productivity with high quality patient care, outcomes and satisfaction.**



Guiding Principles of CPR Board

- **Financial viability**
- **Increase in availability and access**
- **Increased efficiency**
- **Decreased health care costs**
- **Increased Quality of Care**
- **Increase Patient Satisfaction**



First State Surgery Center

We at First State Surgery Center are committed to our patients.

Highly Trained Physicians

Competent Caring Staff

State of the Art Care

A Desire to Make a Difference

Thank you for your time.