

EXECUTIVE SUMMARY

Amedisys Maryland, LLC, doing business as Amedisys Hospice of Greater Chesapeake ("Amedisys") is a general hospice care program in Maryland that has been providing hospice care in Baltimore City, Baltimore County, Harford County and Cecil County since 2009. In this CON Application, Amedisys seeks authorization to provide general hospice care services in Prince George's County, expanding its geographic scope to that County.

Amedisys is a subsidiary of Amedisys, Inc., a leading national hospice and home health provider providing care to patients in 36 states through more than 400 Medicare-certified home health and hospice agencies (including 48 hospice providers and 33 hospice branches/multiple locations). Its care teams deliver personalized hospice and home health care to approximately 380,000 patients each year, and partner with more than 2,000 hospitals and 61,900 physicians across the country. With regard to Maryland specifically, in addition to its experience in providing hospice care in other Maryland jurisdictions, Amedisys Home Health (an affiliate), currently provides home health agency services to residents of Prince George's County, which has allowed Amedisys to develop working relationships with other health care providers in Prince George's County.

The experience of Amedisys and its corporate family in providing hospice services throughout the country and in Maryland in particular, combined with our experience and existing relationships in Prince George's County in providing home health care, demonstrates how Amedisys best fits the need and market opportunity for increasing hospice care utilization in Prince George's County. Accordingly, in this Application, Amedisys proposes to meet part of the net need for hospice services in Prince George's County, consistent with the State Health Plan net need forecast for 2019.

The business case for this project is to contribute to meeting the hospice care needs of future terminally ill Prince George's County residents, particularly within populations that currently underutilize hospice services, in a financially-viable way. Amedisys' projections of future utilization and financial results of this project demonstrate that providing additional quality hospice care service to achieve good outcomes is not only good business, it will contribute to increased equity of access as well as an improved health care system.

The cost of implementation of the project is minimal. Amedisys will establish a branch office in Prince George's County, pay rent, and recruit and employ the necessary additional staff to provide services in the community. Amedisys will draw upon the resources and experience of its existing nationwide network, and its local program in the four Baltimore-area jurisdictions to assure the cost-effectiveness of its proposed geographic expansion.

Some of the features of the proposed project that distinguish Amedisys include:

1. An established track record of providing high quality, deficiency free hospice services to Marylanders;
2. A foundation of relationships with other health care providers and organizations committed to providing high quality hospice services to the terminally ill, as well as relationships with the health care provider community in Prince George's County;
3. The depth of experience that comes from being part of a leading national hospice and home health care company, including nationwide experience in educating the public on the benefits of hospice care, including members of diverse communities;
4. A commitment to provide resources and opportunities to increase the utilization of hospice care services in Prince George's County, particularly members of the African-American communities there;
5. A commitment as shown in the projected revenues of the project to providing charity care to Prince George's County residents, but cannot afford to pay;
6. Its acclaimed veteran to veteran volunteer program in which veteran volunteers are matched with terminally ill veterans, a program focused on the unique circumstances of veterans and focused on respectful inquiry, compassionate listening and grateful acknowledgment.