Floyd Memorial Hospital and Health Services

May 31, 2016

Presented by:
David Gray, Regional Executive, President Baptist Health Louisville
What we will cover today...

• **Who** is Baptist Health?

• **Why** is Floyd Memorial Hospital important to us?

• **What** is the future of healthcare in Southern Indiana?
Who is Baptist Health?
We are Mission-Driven

Baptist Health demonstrates the love of Christ by providing and coordinating care and improving health in our communities.

This means to:

• Provide quality care
• Improve health
• Coordinate all aspects of care
• Take care of the whole person
We are Values-Driven

As a faith-based organization, Baptist Health emphasizes the values of: **Integrity, Respect, Excellence, Collaboration, Compassion and Joy**

**Firm Foundation:**
- Faith-based
- 20,000+ strong
- $2.1 billion in revenue
- Strength to support our mission
Baptist Health desires to lead transformation to healthier communities and proposes to affiliate with key partners to assure geographic coverage.
We have a Brand Promise: To treat you the way we would want to be treated, every time, at every Baptist Health location.
Baptist Health At A Glance

3.2 million
Service Area Population

$2.1 Billion
Revenues

Hospitals
7 owned
1 managed

$1.2 Billion
Unrestricted Cash

$2.8 Billion
Total Assets

$2.1 Billion
Revenues

194%
Cash to Debt

213
Days Cash on Hand

318,280
Emergency Room Visits

20,791
Employees

2,274
Licensed Beds

92,746
Acute Admissions

117,586
Outpatient Surgeries

12,377
Deliveries

3.2 million
Service Area Population

Note: Data as of FYE2015
<table>
<thead>
<tr>
<th>SERVICE</th>
<th>STATE RANK</th>
<th>VOLUME</th>
</tr>
</thead>
<tbody>
<tr>
<td>Births</td>
<td>#1</td>
<td>1 in 4</td>
</tr>
<tr>
<td>Outpatient Visits</td>
<td>#1</td>
<td>1 in 6</td>
</tr>
<tr>
<td>Admissions</td>
<td>#1</td>
<td>1 in 6</td>
</tr>
<tr>
<td>Cancer Patients</td>
<td>#1</td>
<td>1 in 6</td>
</tr>
<tr>
<td>Open Heart Surgeries</td>
<td>#2</td>
<td>1 in 5</td>
</tr>
<tr>
<td>Emergency Visits</td>
<td>#2</td>
<td>1 in 8</td>
</tr>
</tbody>
</table>
**We are Committed to our Communities**

<table>
<thead>
<tr>
<th>Amount</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>$63 Million</td>
<td>Charity care for those unable to pay</td>
</tr>
<tr>
<td>$30 Million</td>
<td>Medicaid costs not reimbursed</td>
</tr>
<tr>
<td>$20 Million</td>
<td>Care provided for those who have not paid their bill</td>
</tr>
<tr>
<td>$12 Million</td>
<td>Services provided at a loss</td>
</tr>
<tr>
<td>$5 Million</td>
<td>Health improvements, education and research</td>
</tr>
</tbody>
</table>

**TOTAL: $130 Million**
We are Active in Clinical Research

• 230 Clinical Studies Statewide
  • Oncology
  • Cardiology
  • Orthopedic
  • Neuroscience
  • Many more
We’ve been Recognized
Why is Floyd Memorial Hospital Important to us?
Why is Floyd Memorial Hospital Important to us?

• They are the market leader in Southern Indiana.
• We have complementary markets so that through the coordination of care, both Floyd Memorial Hospital and Health Services and Baptist Health can grow.
Why is Floyd Memorial Hospital Important to us?

• Immediate access to a comprehensive provider network to support population health and Baptist Health Plan products already licensed in Indiana. Serves as the “hub” for future ambulatory and population health strategies in Southern Indiana.

• Immediate growth of ambulatory services that are critical in the future.
Why is Floyd Memorial Hospital Important to us?

We have a history of cooperation:

• For years, Baptist’s relationship with Floyd Memorial has been one of collaboration and partnership.

• Currently, five Baptist employed physicians are providing services at Floyd Memorial.

• Our vision for Floyd Memorial also includes building further upon this type of care coordination and clinical integration.
Why is Floyd Memorial Hospital Important to us?

We have similar cultures:

- Extremely important to us, and we think for you too.
- We pledge to create and maintain a culture of engagement where people are first.
- As a faith-based company Baptist Health strives to really live our values each day: Integrity, Respect, Excellence, Collaboration, Compassion and Joy.
- We believe in a culture of safety, mutual trust and respect promoted through fair evaluation, equitable compensation, ongoing support and consistent recognition of our core values.
What is the future of healthcare in Southern Indiana?

Community-based

- Wellness & Fitness Centers
- physician Offices
- Retail Pharmacies
- Urgent Care & Express Care Facilities
- Diagnostic Imaging Centers

Acute

- Outpatient Facilities
- Medical/Surgical & Psychiatric Hospitals
- LTACHs
- Ambulatory Surgery/Treatment Centers
- Home Care

Recovery

- Inpatient Rehabilitation Facilities
- Skilled Nursing Facilities
Future of Healthcare in Southern Indiana

• Continue to operate as a comprehensive regional referral center.

• Improve Floyd Memorial’s ability to keep patients close to home.

• Become stronger together in the Southern Indiana / Metro Louisville area by working together clinically and operationally.
Future of Healthcare in Southern Indiana

To accomplish this, we will:

• Strengthen and expand key clinical services.
• Expand geographic footprint by **expanding ambulatory services and locations**.
• Strengthen physician relationships and **increase care coordination and collaboration** with current Baptist physicians.
• **Recruit** new physicians.
• **Invest** in facilities and equipment.

All to benefit Southern Indiana patients.
Our Future

- Mission and Vision
- Clinical Excellence
- Community-Based
- Financial Strength
- Transformation of Health Delivery