

MARCH 2020

Children's Hospital Colorado, Colorado Springs

Margaret Sabin

President

Children's Hospital Colorado, Southern Region



Children's Hospital Colorado
Here, it's different.™

Our Southern Colorado Footprint



Market Overview



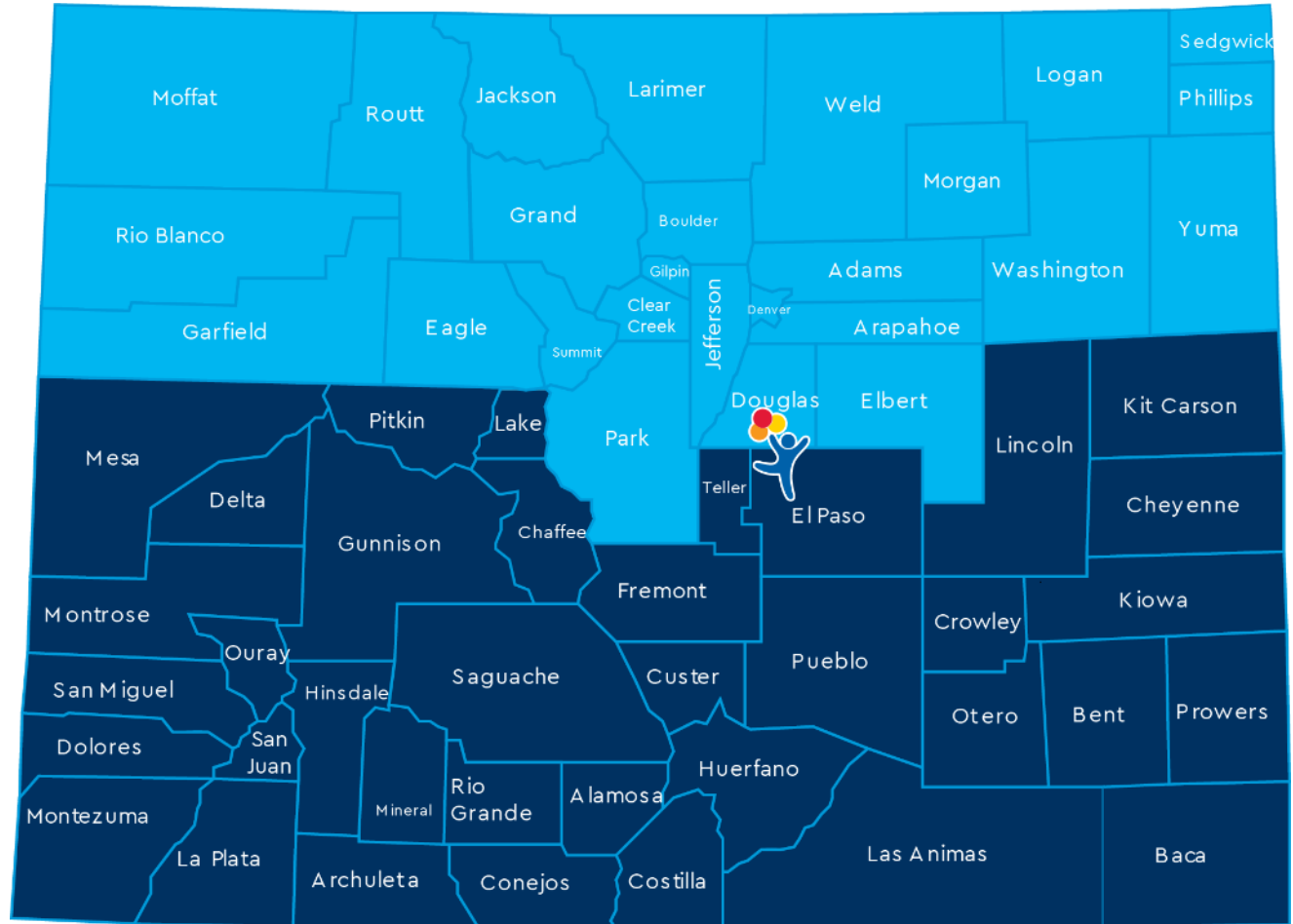
175,000
pediatric population



80 percent
market share

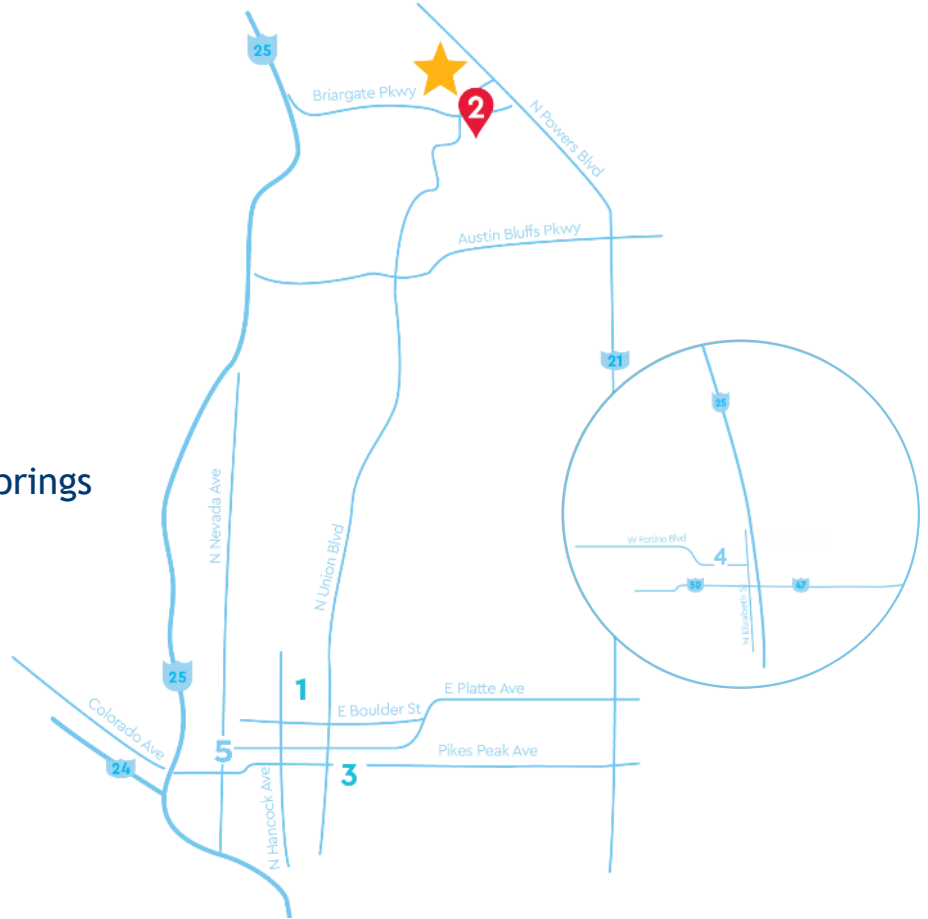


Catchment Area



Where We Are

- 1 Pediatric expertise at Memorial Central
- 2 Briargate Outpatient Specialty Care
- 3 Therapy Care, Printers Park
- 4 Therapy Care, Pueblo
- 5 Children's Hospital Colorado Foundation
- ★ Children's Hospital Colorado, Colorado Springs



2020-21 Expansions

1

**Briargate
Outpatient
Care**
27 new
exam
rooms

2

**COS
Hospital**
16 new
pediatric
beds

3

**Urgent &
Outpatient
Care**
Downtown
location; Open
4Q2020

4

**Behavioral &
Therapy
Care**
Chapel Hills
location;
Open 2021





Market Awareness

92%

Parents know who we are

76%

Parents know we are in Colorado Springs

41%

Parents have used our services

70%

Parents say they would be “extremely” or “very likely” to use our

Market Strategy



COLORADO SPRINGS

**A TOP-RANKED CITY
DESERVES
A TOP-RANKED
CHILDREN'S HOSPITAL**



Children's Hospital Colorado
Here, it's different.




**BEST
CHILDREN'S
HOSPITALS**
US NEWS
RANKED IN
SPECIALTIES
2019-20

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Here, this is a
TRAILBLAZER

100+
NEW HOSPITAL

600+
NEW SPECIALTIES



Children's Colorado
New Hospital

**MEET
MEGHAN**
REGISTERED PHYSICAL THERAPIST
"YOU USE IT RIGHT, IT'S GREAT!"

YOUR NEIGHBOURS
OUR SPECIALTIES



**BEST
HOSPITALS
FOR
CHILDREN**
US NEWS
RANKED IN
SPECIALTIES
2019-20

YOUR NEIGHBOURS
OUR SPECIALTIES

YOUR NEIGHBOURS
OUR DOCTORS



**BEST
HOSPITALS
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Children's Hospital Colorado, Colorado Springs



HOLD FOR VIDEO



A top-ranked city deserves a top-ranked children's hospital

First

Pediatric-only hospital in southern Colorado

First

Pediatric-only ED in southern Colorado

First

Pediatric-only epilepsy monitoring unit in southern Colorado

First

Pediatric-only inpatient and outpatient cancer treatment in southern Colorado

First

Pediatric-only operating room suites in southern Colorado

Only

Trauma Level 2 pediatric-only in southern Colorado



Services

HOSP BEDS

- 16 PICU beds
- 25 med/surg beds (+16 shelled)
- 50 NICU beds

SURGERY

- 5 operating rooms (+3 shelled)
- 17 private recovery rooms (+16 shelled)
- 5 extended stay beds

CCBD

- 8 private infusion rooms
- 4 infusion bays
- 6 exam rooms

EMERGENCY DEPT

- 16 exam rooms (+9 shelled)
- 2 trauma rooms (+1 shelled)
- 5 triage rooms
- 6 behavioral health rooms

SLEEP

- 3 dedicated sleep study beds
 - o dedicated space for EMU, EEG

IMAGING

- o MRI
- o CT
- o Plain film imaging
- o Ultrasound
- o Fluoroscopy





Cost-Saving Innovation



Lab and Blood Bank



Cafeteria Services

Kids aren't small adults

They're growing and changing every day, and their care not only has to address what they need right now; it also has to anticipate where they'll be in 6 months, 9 months, 10 years. That's pediatric expertise.

We treat kids and only kids. Our physicians are board-certified, meaning they exceed state licensing requirements and commit to continually expanding their knowledge in their specialty area. Our nurses are specially trained in pediatrics and hold Bachelor of Science degrees in nursing.

Our expertise shows in our results: each kid we treat, soothe and heal, each kid who gets well enough to walk out our doors. It's why we do what we do.



An entire hospital, devoted to kids

Numbers May 28, 2019-Jan. 31, 2020

99

Licensed beds

14,400+

Emergency care visits

2,000+

Inpatient admissions

1,000+

Employees

3,100+

Total surgeries

300+

Providers

17,700+

Days of patient care

50+

Specialties

2,500+

Outpatient visits

250+

Volunteers

Individual Impact



Percentage of Patient Services by Payer

Medicaid	49.5%
Managed Care	27.2%
Commercial	0.3%
Tricare	20.4%
Self Pay and Other	2.5%
Medicare	0.0%



Respiratory Season

- Pediatric hospitals, units and emergency departments experience an annual surge of pediatric patients with respiratory and flu symptoms on an annual basis during the respiratory/flu season
- Penrose St. Francis announced closure of their 12-bed pediatric unit at end of October
- CHCO-COS is partnering with UCHealth Memorial to ensure access to beds for pediatric patients during surge periods
- Physician staffing and clinical team staffing work is initiated to cover additional beds



COVID-19 Readiness

- We are closely monitoring this evolving situation and are prepared and ready to treat patients with suspected or confirmed 2019 novel Coronavirus (COVID-19).
- Our clinical staff has been specially trained on how to identify, isolate and treat patients with COVID-19 and other contagious illnesses.
- We are working closely with the County and State to report confirmed cases.
- Flu is currently our bigger threat in the Rocky Mountain Region. It's not too late to get your flu shot for you or your children.



In the Community



Community Needs Assessment



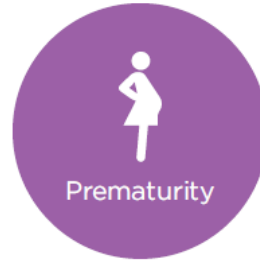
Mental Health



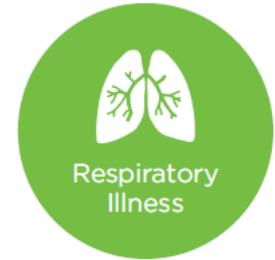
Nutrition,
Physical Activity,
and Obesity



Injury



Prematurity



Respiratory
Illness

Community Defined

Data Driven



Resiliency Research Project



2 Colorado Springs elementary schools



100 Children in 5-6 grades



8 Certified health coaches



2 Research associates



Partners



Community Partners



Injury Prevention

- Lead agency for Safe Kids Colorado Springs, a community coalition that is part of the international Safe Kids Worldwide
- Established monthly car seat inspection station at a CSFD station to offer free car seat checks due to record-setting traffic fatalities
- Also offer outreach activities, education and resources on bicycle and pedestrian safety, home safety and safe sleep, fire and burn safety and additional safety risks like playground safety, water safety, school bus safety and more

Results of CSFD Station

48

Traffic fatalities in 2018 - a record setting number

43

Car seats inspected Nov. 2018-Jan. 2019

14

Car seats provided to families in-need



Community Partnerships in Action



Universally screening for suicide risk in all urgent care, inpatient and ED locations, including Briargate.

Analyzing this data set to look at youth who screen at high or modest risk and use the data to inform more targeted prevention efforts with YMCA and other community partners.



Working with Colorado Springs Health Foundation to address social determinants contributing to health outcomes in youth in southeast Colorado Springs.

Engaging with community partners like the YMCA to determine what model and what settings will be most effective to integrate health education and community resource connection/navigation support.





Major Donations

\$1M

El Pomar Foundation

Providing naming for the “El Pomar Community Entrance”

\$1M

John and Margot Lane Foundation

Providing support for “John and Margot Lane Foundation Pediatric Intensive Care”

\$500,000

Colorado Health Access Fund

Providing support for the state’s first pediatric behavioral health emergency unit

\$500,000

Chapman Foundation

2020 Balloon Ball

- Friday, April 17, 2020
- National World War II Aviation Museum
- \$1M Fundraising Goal

IMAGINE SPONSOR | \$50,000


PLATINUM SPONSOR | \$25,000

GOLD SPONSOR | \$10,000

SILVER SPONSOR | \$5,000

INDIVIDUAL TICKETS | \$500

childrenscoloradofoundation.org/balloonball

 Children's Hospital Colorado
Colorado Springs

Children's Hospital Colorado Foundation welcomes you to the

BALLOON Ball

You are cordially invited to the 2nd Annual Balloon Ball
benefiting Children's Hospital Colorado, Colorado Springs.

FRIDAY, APRIL 17, 2020
5:30 TO 11:30 p.m.

*The energy and compassion of our caring community has brought the newly opened
Children's Hospital Colorado, Colorado Springs to life!*

*Join us for one of Colorado Springs' premier events to celebrate the continued expansion
of expert pediatric healthcare services for southern Colorado families.*

National Museum of World War II Aviation
755 Aviation Way
Colorado Springs, CO 80920

HOLD FOR VIDEO



Thank you.

