

President's Town Hall Fall 2022

<u>Presented by:</u> Wayne J. Riley, M.D., MPH, MBA, MACP President – Downstate Health Sciences University The State University of New York



November 1st, 2022

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Agenda

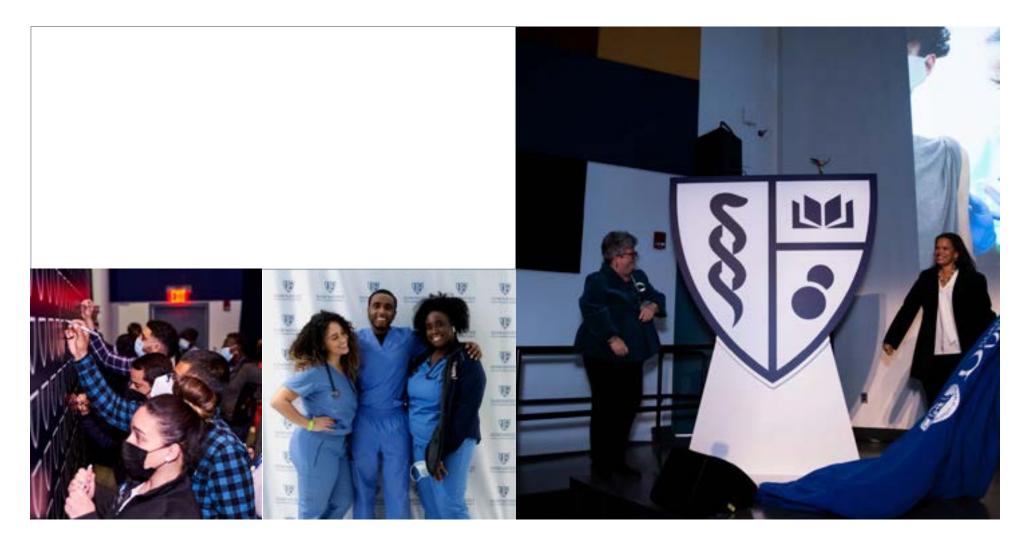
- 1. Healthcare Worker Bonus Program
- 2. New Downstate Branding
- 3. Facilities Update
- 4. Personnel Update
- 5. Student Affairs Update
- 6. IT Update
- 7. UHD Update
- 8. Loss of Foundation Land/Parking
- 9. Project Phoenix
- 10. University Hospital at Downstate (UHD) Advocacy



Healthcare Worker Bonus Program

- The Healthcare Worker Bonus Program is an effort by the State to attract talented people into the profession at a time of significant strain, while also retaining those who have been working so tirelessly these past two years
- Eligibility for payment is based solely on New York State Division of Budget criteria, not DHSU
- Payments are audited by the Office of State Comptroller and any payments to employees deemed ineligible would have to be recouped
- Vesting periods 1: 10/2021-3/2022; 2: 4/2022-9/2022; 3: 10/2022-3/2023; 4: 4/2023 9/2-2023;
 5: 10/2023-3/2024
- Employee bonus payments have been submitted for vesting periods 1 and 2
- Some employees received their vesting period 1 payments in last week's payroll (October 26th)
- Employees eligible for vesting period 2 will receive payment (November 9th)
- We understand some employees were either not paid or omitted, and are making corrections
 DOWNSTATE HEALTH SCIENCES UNIVERSITY

The Downstate Brand in Use















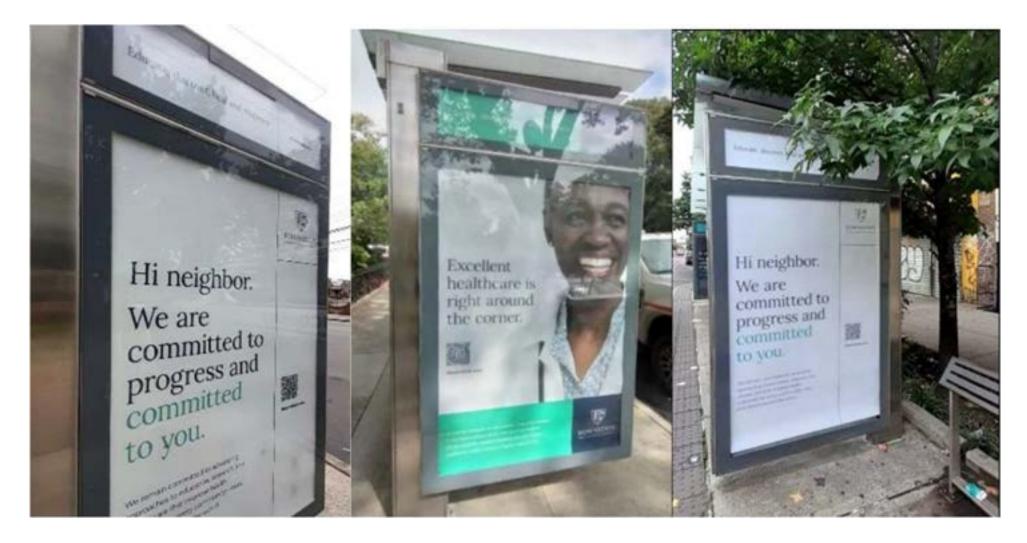














Facilities Update



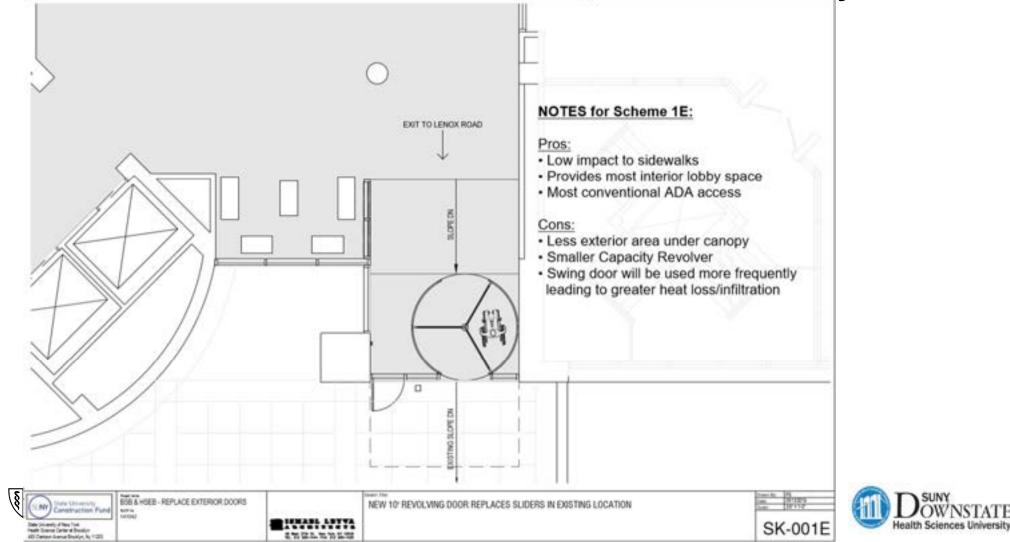
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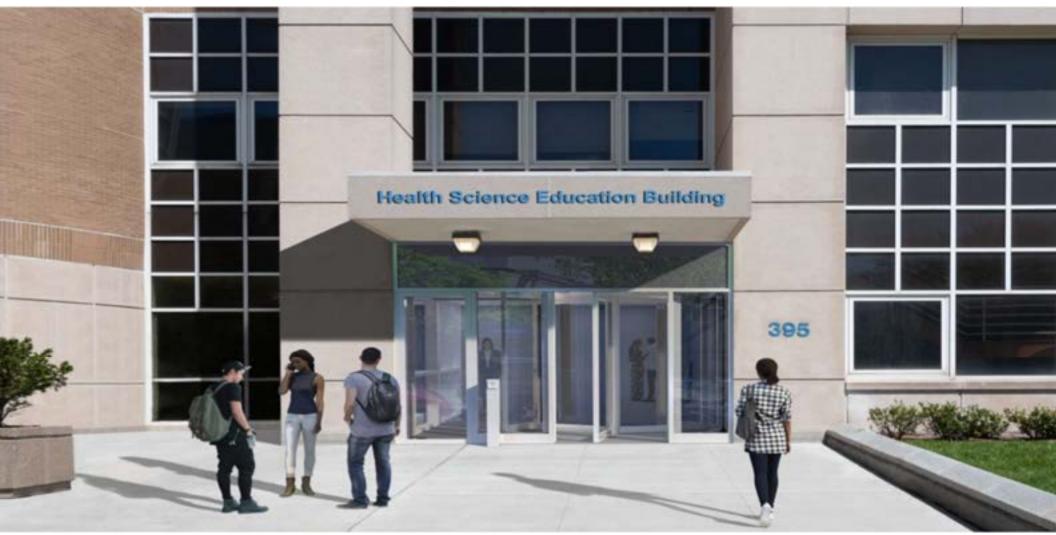
Before



395 Lenox Road - Exterior Door Replacement Project



After



Cafeteria Renovation





ADDITION EXTERIOR DESIGN













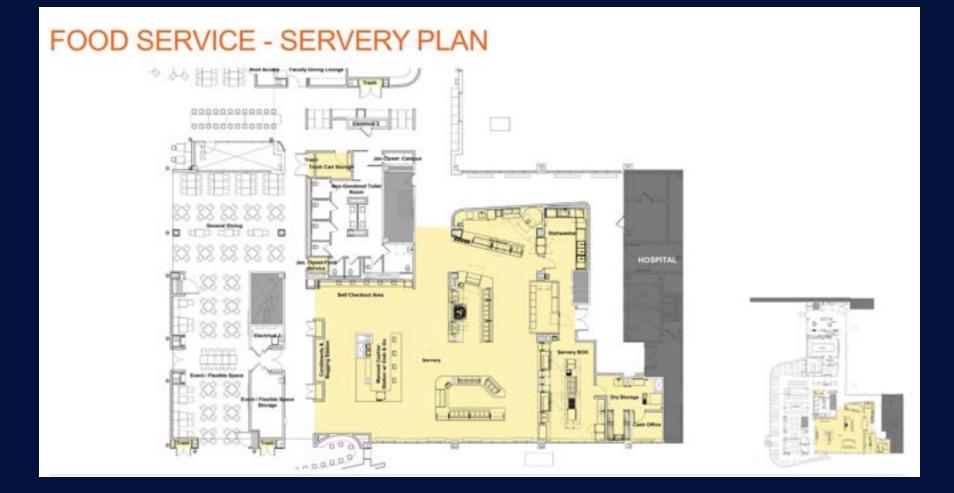




FOOD SERVICE - KIOSK & MINI-MART







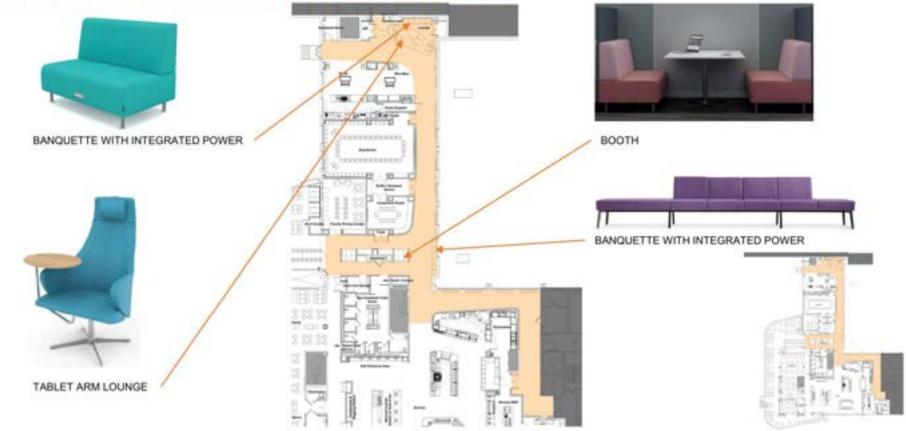




GENERAL DINING - FURNITURE



CORRIDOR / LOUNGE - FURNITURE



















Cafeteria Renovation Project: Timeline

- 10/27/2022 Notice to Proceed was issued to the selected contractor
- 11/01/2022 Construction kick off meeting
- 05/20/2025 Contract Substantial Completion Date



New Hydration Stations

- We will cancel our subscription with Nestle-Blue Triton/Ready Refresh on January 1st, 2023
- Downstate will no longer purchase water coolers for the university campus or hospital
- FM&D has installed five hydration stations around campus and hospital; plan to install 25 total





Personnel Update



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- Acknowledge retirement of Drs. John and Judith LaRosa, former President and former Interim Dean of the School of Public Health
- Acknowledge service of Dr. Mark Stewart as Dean of the School of Graduate Studies
- Appointment of **Dr. David Berger** as Chief Executive Officer of University Hospital at Downstate
- Appointment of Dr. David Christini, Senior Vice President of Research, as Interim Dean of the School of Graduate Studies
- Appointment of Dr. Marcus Lambert as Associate Vice President for Research Strategy and Operations
- Retirement of Lynne Reid-McQueen as University Counsel
- Appointment of Will Versfelt as Interim University Counsel
- Retirement of Renee Poncet as Vice President for Audit and Compliance
- Appointment of Shoshana Milstein as Vice President for Audit and Compliance
- Appointment of **Dennis Sutterfield** as Vice President and Chief Information Officer
- Appointment of Jamie Grecco as Senior Associate Vice President for Human Resources
- Appointment of Dr. Carla Boutin-Foster to lead the Office for Institutional Equity
- Appointment of Alishia Goodridge as Assistant Vice President of Government and Community Relations
- Appointment of Keisha Lightbourne as Interim Chief Diversity Officer



Healthcare Worker Bonus Program

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Student Affairs Update



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New York: MD Enrollment – 2021-2022

Medical School	SUNY MD Enrollment 2021-2022
SUNY Downstate	856
Buffalo-Jacobs	764
SUNY Upstate	699
Stony Brook Renaissance	588

By enrollment, Downstate has:

- the largest SUNY medical school;
- the largest NYC medical school;
- the second largest medical school in NYS;
- the 22nd largest medical school in the nation out of 155 Accredited US Medical Schools



Source: AAMC, 2021 FACTS: Enrollment, Graduates, and MD-PhD Data

Medical School	NYS MD Enrollment 2021- 2022
New York Medical College	887
SUNY Downstate	856
Einstein	853
Buffalo-Jacobs	764
Columbia-Vagelos	655
Mount Sinai-Icahn	642
Weill-Cornell	541
NYU-Grossman	482
Rochester	480
Zucker Hofstra Northwell	427
CUNY	335
NYU Long Island	72

SUNY: MD Enrollment By Race – 2021-2022

Medical School	Number of African Americans Enrolled	Medical School	Number of Hispanics/Latinos Enrolled
SUNY Downstate	82	SUNY Downstate	76
Buffalo-Jacobs	74	SUNY Upstate	43
SUNY Upstate	55	Buffalo-Jacobs	38
Stony Brook Renaissance	17	Stony Brook Renaissance	25

By **<u>enrollment</u>**, Downstate has:

- the largest SUNY medical school for African American medical students;
- the largest SUNY medical school for Hispanic/Latino medical students



New York: MD Graduates – 2021-2022

Medical School	SUNY MD Graduate Numbers 2021-2022
SUNY Downstate	189
Buffalo-Jacobs	170
SUNY Upstate	150
Stony Brook Renaissance	133

- By MD Graduates, Downstate has:
- the largest number in SUNY system;
- the largest number in NYC;
- the second largest number in NYS;
- the 27th largest number of MD graduates in the nation out of the 155 Accredited US Medical Schools



Source: AAMC, 2022 FACTS: Enrollment, Graduates, and MD-PhD Data

Medical School	NYS MD Graduate Numbers 2021-2022
New York Medical College	218
SUNY Downstate	189
Einstein	175
Buffalo-Jacobs	170
Columbia-Vagelos	148
Albany	144
Stony Brook Renaissance	133
Mount Sinai-Icahn	127

SUNY: MD Graduates By Race – 2021-2022

Medical School	Number of African American MD Graduates 2021-2022	Medical School	Number of Hispanic/Latino MD Graduates 2021-2022
SUNY Upstate	18	SUNY Downstate	10
SUNY Downstate	15	SUNY Upstate	9
Buffalo-Jacobs	11	Buffalo-Jacobs	4
Stony Brook Renaissance	4	Stony Brook Renaissance	4

By MD Graduates, Downstate has:

- the second largest African American MD graduates among SUNY medical schools;
- the largest Hispanic/Latino MD graduates among SUNY medical schools



Source: AAMC, 2022 FACTS: Enrollment, Graduates, and MD-PhD Data

SUNY Downstate Application Pipeline 2021-2022

	College of Medicine	College of Nursing	School of Health Professions	School of Public Health	School of Graduate Studies	Total
Total Applications	4,844	621	746	697	104	7,012
Accepted	442	324	223	572	23	1,584
Acceptance Rate %	10.9%	52.0%	29.8%	82.0%	22.1%	22.5%
Matriculated	199	248	153	160	8	768
Yield %	45.0%	76.5%	68.6%	27.9%	34.7%	47.8%
College of Medicine						4,844
College of Nursing	621					
School of Health Professions		746				
School of Public Health	69	7				
School of Graduate Studies	104					

Total Applications



Downstate Student Headcounts Fall Semester 2018 - 2022

					2022 (as of			900
	2018	2019	2020	2021	10/4/22)	1Yr Chg	5Yr Chg	800
College of Medicine	815	805	829	816	819	0.4%	0.5%	700 600
College of Nursing	367	404	469	488	548	12.3%	49.3%	500
School of Health Professions	400	386	438	390	371	-4.9%	-7.3%	400 300
School of Public Health	185	224	302	346	383	10.7%	107.0%	200
School of Graduate Studies	57	60	67	71	62	-12.7%	8.8%	100
Non-Degree	22	20	13	6	5	-16.7%	-77.3%	College of College of School of School of Medicine Nursing Health Public Graduate Professions Health Studies
Grand Total	1,846	1,899	2,118	2,117	2,188	3.4%	18.5%	■ 2018 ■ 2019 ■ 2020 ■ 2021 ■ 2022 (as of 10/4/22)

IT Update



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EMR Vendor Selection Decision

Current State Challenges:

- Altera (former Allscripts) contract renewed for a 3 yr term with two 1 yr renewals, our 3 year out is 11/2024
- Underway with a 5 version Altera upgrade that will also be remote hosted-go live mid February 2023
- Have to implement a new Rev Cycle software by 10/24-Eagle EOL/EOS 9/30/24 (contract ends)
- Need to determine our Enterprise EMR vendor of the future-vendor selection process this Fall
- We have a 11 month window to get complete all procurement tasks, staffing updates and preparatory scoping decisions to get to a kickoff in September 2023 (12 month Big Bang enterprise project)- this will allow us meeting our Rev Cycle timeline
- Scope of net new EMR-Ambulatory, Rev Cycle, In-Pt, Pharmacy, ED, OR/Anesthesia, Mobile, Patient Portal, Outside Physician Portal, Data Warehouse and Business Intelligence –most ancillary systems not in scope
- Tight timelines to procure and execute

Opportunities:

Put strategic plan in place to accomplish all EMR needs in the least amount of steps, duration and cost



University Hospital at Downstate Update





University Hospital at Downstate

Mission

As the only health sciences university hospital in Brooklyn, we are devoted to achieving health equity in our communities through provision of outstanding patient care, research and education.

Vision

To be the best place to get care and the best place to give care.

Values

We Care.

Welcoming to All Equity Collaboration Accountability Respect Excellence

Talking Points – High Reliability Organization Journey

- University Hospital at Downstate has begun a journey to improve the way we deliver care and prevent HARM to our workforce, patients and community. We want to make it easier for you to accomplish your work, over a long period of time, without having any serious accidents or bad outcomes.
- Major highlights of this journey are the focus on patient safety, quality and patient experience. We aim to reduce our severe safety events, pressure injuries, falls and unplanned readmissions. Our patient's experience is a top priority and we use HCAHPS Score as a measure.
- **Developing our leaders** though education and training is critical to achieving this goal of High Reliability. We also are providing training for our **Medical Staff and entire Workforce on LEAN PI, Universal Reliability and Relationship Skills.**
- The **Hospital Daily Safety Huddle**, which has been in place for 18 months, has proven to identify issues critical to patient safety in a timely manner so issues can be addressed swiftly before harming our patients.
- Standardized Daily Huddle Boards for each Unit and Department are being rolled out now on NS 61, NS 82, NS 73/71, and Radiology. The plan is to have these Boards on all units/dept. by December 2022.

DAILY HUDDLE • SITUATIONAL AWARENESS • SAFETY FIRST

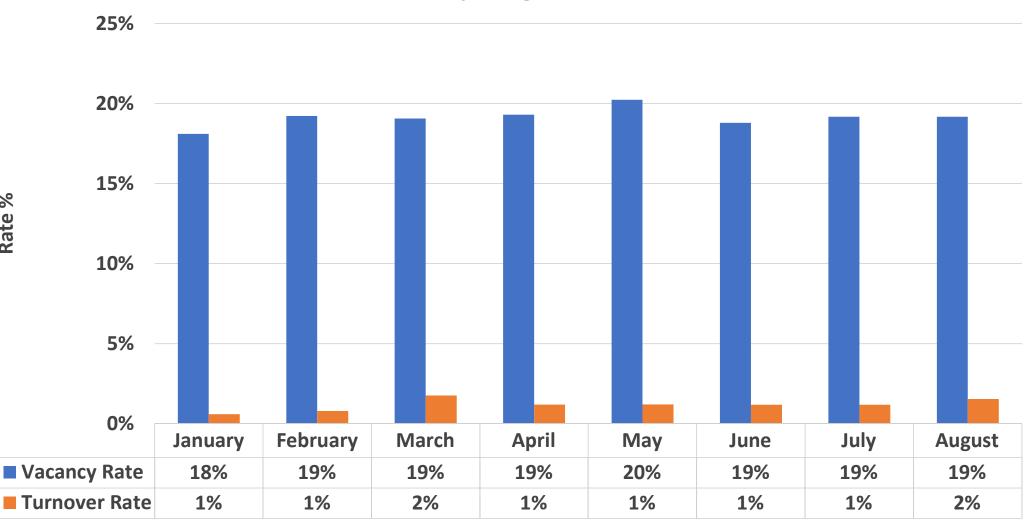
Safety & Quality: LOOK BACK	Safety & Quality: LOOK AHEAD	Ideas/ Suggestions/ SPEAK UP	LEARNING BOARD Please take a post-it and write down your issue and place it in the NEW section of the learning board
Days Since Last SSE: Days Since Last: Days Since Last:			NEW
Upcoming Events/ Education	Follow Up/ Escalation Needs	Day to Day Operations	
			WORKING
Hospital Specific Metrics	Department Specific Metrics	Kudos/ Good Catches	SOLVED
	We Care.	2 Malanering (s. d.) Exclusion enver Activities more Activities families Managed Exclusion	

Huddle Boards in Action



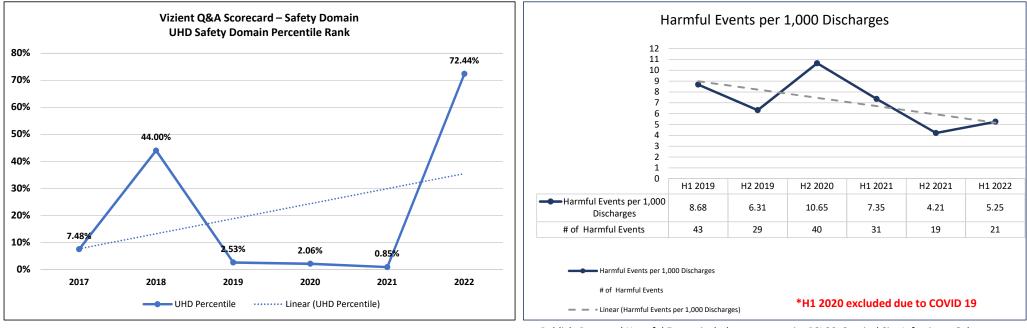


All Titles Vacancy & Turnover January - August 2022



Rate %

UHD Quality Accomplishments



Publicly Reported Harmful Events include any composite PSI 90, Surgical Site Infection – Colon Surgery/Abdominal Hysterectomy or Hospital Acquired Infections (CLABSI, CAUTI, C.diff, MRSA)

NYDS: Transplant volumes

TOTAL DECEASED DONOR TRANSPLANTS SINCE 7/1/2021	82 CASES
ON THE WAITLIST AS OF TODAY	180
CANDIDATES EVALUATED SINCE 7/1/2021	355
LIVING DONOR CANDIDATES REFERRED SINCE 7/1/2021	90
LIVING DONOR CANDIDATES EVALUATED SINCE 7/1/2021	24
LIVING DONOR CANDIDATES CLEARED FOR DONATION 7/1/2021	4
LIVING DONOR TRANSPLANT CASES SCHEDULED FOR 2022	3

NYDS: TRANSPLANT OUTCOMES

		NATIONAL BENCHMARK
90 DAYS GRAFT SURVIVAL	96.3%	96.7%
1 YEAR CONDITIONAL GRAFT SURVIVAL	97.5%	96.32%
MEDIAN LOS	5 DAYS	5 DAYS

Statistical Update – 1st Quarter FY 23

	Actual FY 23	Actual FY 22	Variance	%
Discharges	1,988	2,292	(304)	(13%)
<u>Surgeries</u>				
Main OR – IP	295	308	(13)	(4%)
Main OR - OP	697	592	105	18%
Bay Ridge - OR	363	315	48	15%
Endoscopy - IP	44	64	(20)	(31%)
Endoscopy - OP	260	260	-	0%



University Hospital at Downstate Update:

New Outpatient Pharmacy



Background

The State University of New York Pharmacy is the first on-site outpatient pharmacy on campus. Opened February 1st, 2022 the State University of New York Pharmacy provides services to patients and employees at Downstate Health.

Conveniently located next to 470 Clarkson Avenue Outpatient Services entrance, the Pharmacy:

- Improves and optimizes medication-related outcomes in patients
- Bridges the gap between the physicians and patients to improve accountability and communication
- Reduces hospital readmissions
- Provides an additional income stream for the hospital



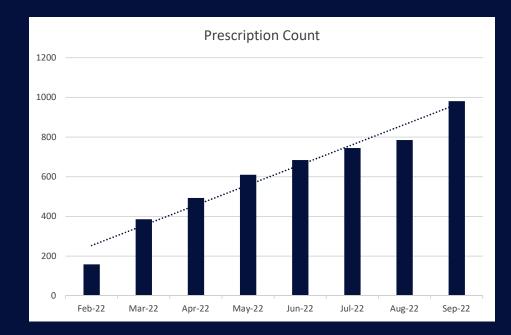
Prescription Growth

Current growth based on:

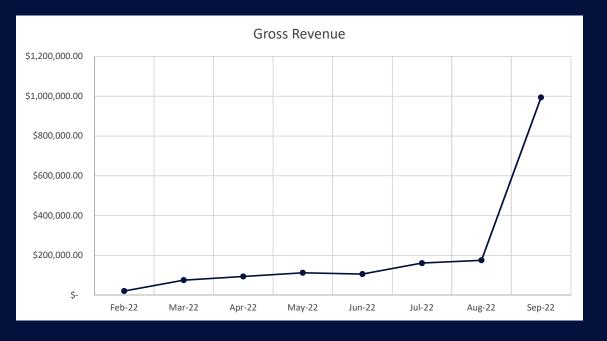
- Expansion of network provider (insurance) enrollment
- Improved capture of patients visiting UHD clinics
- Community advertising
- **4,842** Prescriptions February through September
- September-55 Rx's per dayOctober-65 Rx's per day(+18% over previous month)



HEALTH SCIENCES UNIVERSITY



Pharmacy Revenue



Month	Gross Revenue		
Feb-22	\$	20,121.98	
Mar-22	\$	75,108.83	
Apr-22	\$	93,294.07	
May-22	\$	112,350.69	
Jun-22	\$	105,656.77	
Jul-22	\$	160,745.78	
Aug-22	\$	175,053.95	
Sep-22	\$	993,804.03	

YTD Gross Revenue: **\$1,736,136.10**

Growth is attributed to expansion of insurance contracts with UHD (i.e. Medicaid), and 340B.



Growth Strategy

Medication delivery to patients on discharge from UHD (Meds-to-Beds)

- Provides valued service to patients that reduces 30 day readmissions
- Provides an opportunity to capture more patients, increasing prescription volume

Medication reconciliation services

- Pharmacy technicians to collect medication histories on admitted patients
- Pharmacists to complete medication reconciliations on discharge
- Proactively prevents prescription errors
- Provides transition of care services to collaborate with Meds-to-Beds program

Specialty Pharmacy

- Pursue specialty accreditation (URAC)
- Maximize 340B revenue potential





Loss of Foundation Land/Parking



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Loss of 329-359 Clarkson Ave Garage

- Date we vacate garage: Spring 2023
- Loss of approximately 196 parking spots
- Developer has been selected by NYS Housing and Community Renewal
- HCR to pay off Foundation mortgage apx. \$3.5M
- NYS to pay \$78M to SUNY → Funding for construction of the Downstate University Center



Parking Update

- 329 Clarkson Garage scheduled to close this calendar year
- Parkers to be reassigned using recent Parking Questionnaire results
- However, there will be insufficient parking to meet demand:

710 spots for 828 active monthly parkers after loss of 196 spaces

Parking Location	Monthly Customer Capacity ¹	Current Active Monthly Customers ²	Average # Spaces in Use by Monthly Customers ³		
329 Clarkson	196	151	82		
225 Clarkson	115	110	53		
324 Winthrop	292	297	148		
355 Lenox	115	67	37		
581 Clarkson	58	49	24		
600 Albany	115	140	65		
711 Parkside	15	14	data not available		
TOTAL	906	828	409		
¹ Data as of 5/20/19					
² Data as of 10/4/22					
³ Weekday average for the past 90 days; data as of 9/26/22					
Anticipated closure: December 2022					
	Subsequent closures				



Foundation Property Acquisitions/Projects



PURCHASED FOR FUTURE - STUDENT HOUSING & HEALTH SERVICES

- 368 Lenox Road, Brooklyn, NY
- 774,778 New York Ave & 349,355,359 Lenox Rd
- 354 Clarkson Avenue
- 363 Lenox Road
- 370 Lenox Road (Pending Purchase)



368 Lenox (before demolition)





774 and 778 New York Ave before demo – from the front





774 and 778 New York Ave before demo of buildings





349, 355, and 359 Lenox (before demo of 359 building)





354 Clarkson



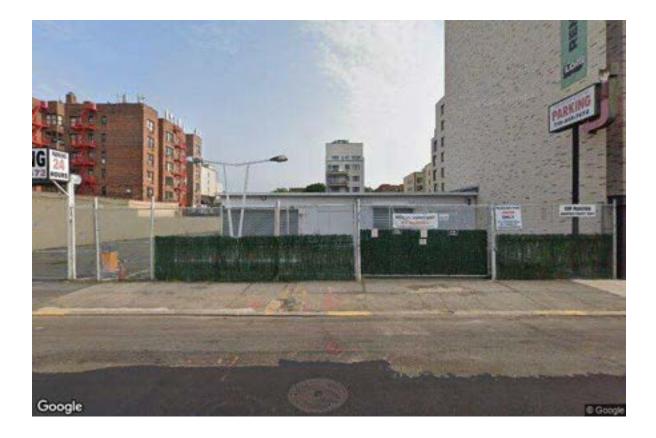


354 Clarkson ESP building





354 Clarkson



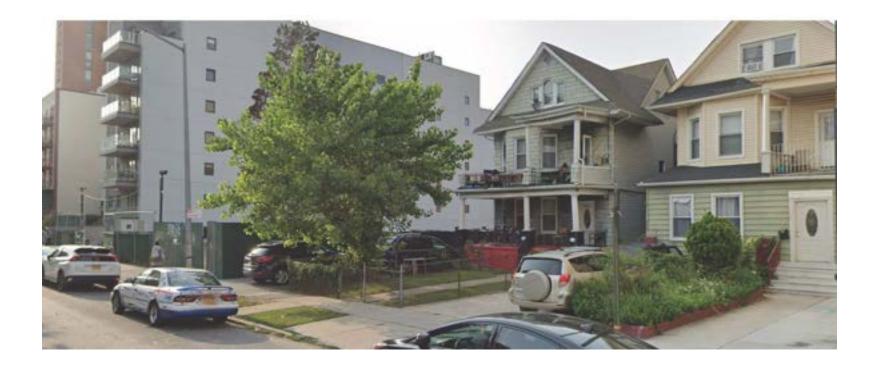


354 Clarkson Rear Lot





363 Lenox Road





370 Lenox Road





HSCB FOUNDATION LEASED PROPERTIES

- 225 Clarkson Avenue Parking Lot
- 750 New York Avenue University Police Department
- 271 Lenox Road Relocation offices for HR; Payroll & Research Foundation



225 Clarkson Avenue





750 New York Avenue





271 Lenox Road





STUDENT HOUSING - LENOX A & B



Conceptual Rendering



Residential Units	Qty	
Micro Studio	70	
Micro Unit	0	
2 Bedroom	30	
Sub-total A	100	

Residential Units	Qty
Micro Studio	30
Micro Unit	15
2 Bedroom	0
Sub-total B	45

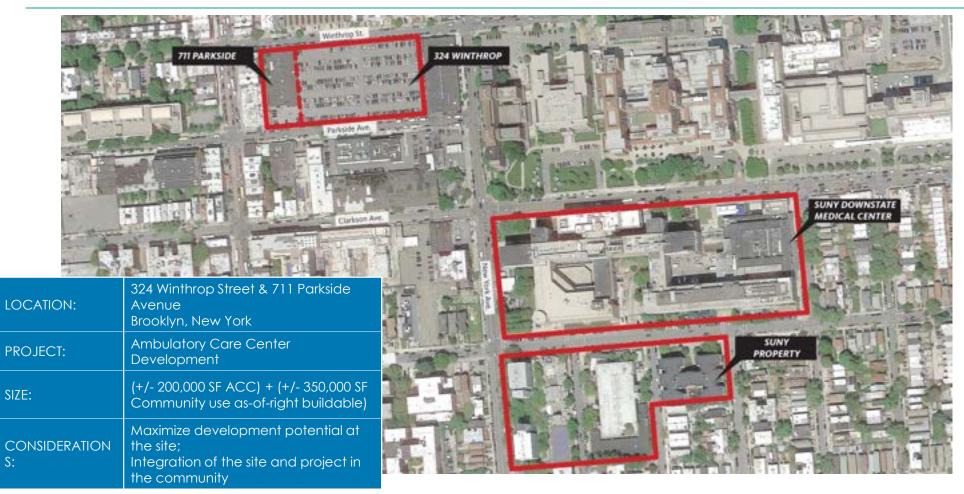
Residential Units	Qty
Micro Studio	100 15 30
Micro Unit	
2 Bedroom	
Total	145

Project Phoenix



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Project Phoenix: Health Science Center at Brooklyn Foundation Initiative



CBRE

PROJECT PHOENIX GOALS:

- Improved "clinical front door" to our physicians and other health care services
- Increased outpatient revenues
- Increased downstream inpatient revenues
- Integral piece of a larger mixed-use development project, including faculty and student housing, retail, community space, and/or other amenities
- Maximize development potential for Financial Feasibility that generates an ROI to meet the goals of the institution
- Create a Synergy across the campus and that fosters a Dynamic Cultural environment
- Requires <u>no State</u> money. Projected to be financed through publicprivate partnership with HSCB Foundation with some philanthropy





AERIAL VIEW - LOOKING SOUTH

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STREET LEVEL VIEW

Downstate Health Ambulatory Care Center

165K BGSF Building / \$325M Capital Project Cost

Level 3	6 Exam Rooms	Infusion Suite 6 Onc. Infusion + 6 Med. Infusion Chairs	Laboratory	Women's Health Institute 10 Exam rooms; 1 Sono; 1 Procedure room; 2 mammo	Specialty Faculty Practice 8 Exam; 1 Proc room
Level 2	Ortho + Sports Med Inst and Rehab 16 Exam rooms (12 Ortho+4 Sports Med/PT); 1 Cast room, 1 X-ray, 1 Procedure room			Flex Space Open space	Cardiovascular and Pulmonary Institute 10 Exam Rms, 1 stress, 1 echo, 1 nucl+1 Proc
Level 1	ASC OR SuiteASC Pre-Op10 ORs (of which 1 hybrid OR)20 bays (inc cardio)Build out 6 to start40 bays (inc cardio)		ASC PACU 30 bays (inc cardio)	ASC Procedure Suite 6 Rooms (2 Endo, 2 Cysto, 2 Minor proc) Build out 3 to start	
Ground	Urgent Care 12 UC rooms, + 1 Proc room	Interventional C 2 Cath, 1 EP lab		Diagnostic Imaging 1 MR, 1 CT, 1 PET, 7 X-ray 8 Ultrasound	Lobby + Community Space Community Café
BM	BOH Support Services Hospital Direct Le	Wound Care 2 HB Oxygen Ch	ambers Venture – Partner Lease	Radiation Oncology 1 LinAc, 1 Procedure room (brac	hy), 1 CT-Sim Lease or Sublease

1. Optimistic Scenario – Marquee + Expanded Services ACC, size based on projected 2032 volumes

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UHD Advocacy



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Brooklyn Borough President Antonio Reynoso





NYC Council Member Rita Joseph





NYS Assembly Member Monique Chandler-Waterman





NYS Health Commissioner Mary Bassett





City and State Article About Downstate/UHD

SUNY Downstate is still in debt after serving as a 'COVID-only' hospital during the pandemic

President Wayne Riley said the state needs to recognize the institution's contributions to Brooklyn and beyond.



Wayne Riley survicewesters reacts accesses unversion



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Source: https://www.cityandstateny.com/personality/2022/08/suny-downstate-still-debt-after-serving-covid-only-hospital-during-pandemic/376288/

Q&A Session



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Thank You!



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