

# State of Maryland

## 2012 Bond Bill Fact Sheet

1. Senate		House		2. Name of Project
LR #	Bill #	LR #	Bill #	
lr1998	sb0375	lr1935	hb0332	Coastal Hospice at the Ocean Residence Project
3. Senate Bill Sponsors			House Bill Sponsors	
Mathias			Conway	
4. Jurisdiction (County or Baltimore City)			5. Requested Amount	
Worcester County			\$500,000	
6. Purpose of Bill				
<p>Authorizing the creation of a State Debt not to exceed \$500,000, the proceeds to be used as a grant to the Board of Directors of Coastal Hospice, Inc. for the acquisition, design, and construction of the Coastal Hospice at the Ocean Residence Project.</p>				
7. Matching Fund				
Requirements:		Type:		
Equal		The matching fund may consist of real property or funds expended prior to the effective date of this Act.		
8. Special Provisions				
<input type="checkbox"/> Historical Easement		<input checked="" type="checkbox"/> Non-Sectarian		
9. Contact Name and Title		Contact Phone	Email Address	
Maureen McNeill		4107428732	mmcneill@coastalhospice.org	
10. Description and Purpose of Grantee Organization (Limit Length to Visible area)				
<p>Offering comprehensive hospice and palliative care in homes, assisted living facilities, nursing homes, hospitals and its own inpatient center, Coastal Hospice meets its mission to "promote dignity and quality of life patients and families who face life-limiting conditions" by reducing the symptoms and suffering of for patients who live in the four counties comprising Maryland's Lower Eastern Shore. In Dorchester, Somerset, Wicomico and Worcester counties, Coastal Hospice provides medical care, social services, spiritual and emotional support, volunteer companionship and expert education for families in the care of their loved ones in their final months of life. Crucial supportive care continues for the bereaved in the aftermath of their loss. Coastal Hospice was incorporated in 1980 and continues to meet or exceed all requirements of the Joint Commission and Medicare's Conditions of Participation.</p>				

**11. Description and Purpose of Project** (Limit Length to Visible area)

Coastal Hospice at the Ocean (CHO) will be a hospice residence and outreach center for Maryland's Lower Eastern Shore. For patients in our region who lack adequate support, the effort to remain safe at home takes its toll. For these patients the Coastal Hospice at the Ocean (CHO) Residence will provide the dignity of hospice care with the comforts of home. Six individual rooms (there is infrastructure for 12) will provide privacy, yet accommodate family members who wish to remain close at hand in the patient's final months.

Equally important are the other programs that will operate from the community center at Coastal Hospice at the Ocean. First, the staff and volunteers who serve Worcester and Somerset Counties - usually about 50-75 patients each day - will be based closer to the patients' homes. Outreach programs will include a palliative care clinic for non-hospice patients, as well as grief support for all who would benefit: whether or not we cared for their loved one.

*Round all amounts to the nearest \$1,000. The totals in Items 12 (Estimated Capital Costs) and 13 (Proposed Funding Sources) must match. The proposed funding sources must not include the value of real property unless an equivalent value is shown under Estimated Capital Costs.*

**12. Estimated Capital Costs**

<b>Acquisition</b>	\$350,000
<b>Design</b>	\$280,000
<b>Construction</b>	\$3,600,000
<b>Equipment</b>	\$128,000
<b>Total</b>	<b>\$4,358,000</b>

**13. Proposed Funding Sources – (List all funding sources and amounts.)**

Source	Amount
Proposed Maryland Bond	\$500,000
Individual major donors	\$2,458,000
Private foundation grants	\$1,250,000
Coastal Hospice Thrift Shop proceeds	\$150,000
<b>Total</b>	<b>\$4,358,000</b>

14. Project Schedule (Enter a date or one of the following in each box. N/A, TBD or Complete)			
Begin Design	Complete Design	Begin Construction	Complete Construction
March 2010	November 2012	Fall 2013	Fall 2014
15. Total Private Funds and Pledges Raised		16. Current Number of People Served Annually at Project Site	17. Number of People to be Served Annually After the Project is Complete
\$388,000		434	660
18. Other State Capital Grants to Recipients in Past 15 Years			
Legislative Session	Amount	Purpose	
n/a			
19. Legal Name and Address of Grantee		Project Address (If Different)	
Coastal Hospice, Inc. 2604 Old Ocean City Rd. Salisbury, MD 21804		Tract D Windy Way Farm Berlin, MD 21811 (no paved road yet)	
20. Legislative District in Which Project is Located	38B - Wicomico and Worcester Counties		
21. Legal Status of Grantee (Please Check one)			
Local Govt.	For Profit	Non Profit	Federal
<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
22. Grantee Legal Representative		23. If Match Includes Real Property:	
Name:	Dirk Widdowson, Esq.	Has An Appraisal Been Done?	Yes/No
Phone:	410 546-0050		no
Address:	If Yes, List Appraisal Dates and Value		
312 West Main St. Salisbury, MD 21801			

<b>24. Impact of Project on Staffing and Operating Cost at Project Site</b>			
<b>Current # of Employees</b>	<b>Projected # of Employees</b>	<b>Current Operating Budget</b>	<b>Projected Operating Budget</b>
13.5	22.5	\$2,632,000	\$3,312,000
<b>25. Ownership of Property (Info Requested by Treasurer's Office for bond issuance purposes)</b>			
<b>A. Will the grantee own or lease (pick one) the property to be improved?</b>			own
<b>B. If owned, does the grantee plan to sell within 15 years?</b>			no
<b>C. Does the grantee intend to lease any portion of the property to others?</b>			no
<b>D. If property is owned by grantee and any space is to be leased, provide the following:</b>			
<b>Lessee</b>	<b>Terms of Lease</b>	<b>Cost Covered by Lease</b>	<b>Square Footage Leased</b>
n/a			
<b>E. If property is leased by grantee – Provide the following:</b>			
<b>Name of Leaser</b>	<b>Length of Lease</b>	<b>Options to Renew</b>	
n/a			
<b>26. Building Square Footage:</b>			
<b>Current Space GSF</b>	n/a (new construction)		
<b>Space to Be Renovated GSF</b>	n/a		
<b>New GSF</b>	16,000		
<b>27. Year of Construction of Any Structures Proposed for Renovation, Restoration or Conversion</b>			n/a

**28. Comments: (Limit Length to Visible area)**

In addition to the jobs created, this facility will ease the financial burden of health care on the Lower Eastern Shore. The four-county region served by Coastal Hospice & Palliative Care is home to a higher percentage of seniors (16% aged 65 and older, Maryland state average is 12%) than any other in the State. National studies have proven the cost savings realized when patients with serious and/or life-limiting diagnoses have ready access to symptom management: from physical pain to emotional and spiritual suffering. In virtually all cases, hospice and palliative care patients in crisis call those who are delivering patient-centered care, rather than call for emergency assistance. They receive care at home, rather than in a hospital. Clinical testing is rarely required. For a significant percentage of Marylanders, this project can break the home-to-ambulance-to-emergency department-to-intensive care cycle that so often accompanies medical crises in the elderly.

Coastal Hospice & Palliative Care currently serves patients in private homes, nursing and assisted living facilities and at Coastal Hospice at the Lake (CHL), an inpatient hospice unit located in a wing of Deer's Head Hospital. Medicare and commercial insurance reimburse for hospice care at a per diem rate, irrespective of individual patient expenses. Nearly all patients are cared for at home\* (\*a category which includes nursing and assisted living; 78% in FY 2012). Patients are treated at CHL when symptom management requires inpatient care (or when caregivers require respite of 5 days or less). Coastal Hospice is reimbursed for CHL patients at a higher rate than for those patients cared for at home.\* CHO falls into this home care category. Coastal Hospice intends to bill for patients who spend their final months at CHO on a sliding scale, based on ability to pay. No one who is eligible for hospice care is ever turned away by Coastal Hospice. Charity care is supported by community donations, including United Way. A Thrift Shop, opened in 2011, is on track to provide an estimated \$75,000 in annual operational revenue for CHO.

The project was prompted by reports from the clinical team, confirmed by a Bed Needs Assessment, that Coastal Hospice patients need a hospice residence located in Northern Worcester County. In 2009, the first step in response was leasing an 1175 sq. ft. space on Racetrack Road in Berlin, a meeting room, rest room and closet for clinicians and volunteers serving Worcester and Somerset counties. The lease will be retired as soon as CHO is ready for occupation.

CHO will provide a 6-bed residence, space more suited to the needs of the clinical team, and an outreach center. The outreach center will include space for individual palliative care and grief support consultations, a meeting space for bereavement support and staff and community meetings and education.