September 9, 2019

Mr. Mark Jinks
City Manager
City of Alexandria
301 King Street
Alexandria, Virginia 22314

Dear Mr. Jinks,

Inova Alexandria Hospital (IAH) is pleased to share the attached report outlining the hospital's ongoing commitment to serve the Alexandria community. As the leading not for profit healthcare provider in the City since 1872, IAH is proud to provide world-class healthcare – every time, every touch – to each person in the community we have the privilege to serve. Ranked the #5 hospital in the Greater Washington Region by U.S. News and World Report, IAH provides an array of healthcare services to all in the City regardless of their ability to pay. We are proud of our decades-long partnership with the City of Alexandria in providing that care, and are grateful for the continued support of the Alexandria community.

The attached report outlines in detail the $32.8 million in unreimbursed charity care and community benefit provided by IAH in 2018 and the health programs that support the unique needs of the city and its residents. As you are aware, in 2017 the City and IAH entered into a memorandum of agreement where the City would provide supplemental funding to IAH to offset charity care to medically indigent, pregnant, Alexandria residents. In turn, IAH committed to providing care starting at 13 weeks to support the birth of healthy babies in the City as part of a broader OB program. IAH is pleased to partner with the City to meet the needs of this population – the attached report outlines the outcomes related to this partnership and the volume of children and mothers served.

In a changing region and an evolving healthcare landscape, Inova Alexandria Hospital is committed to serving the health and wellness needs of the Alexandria community as they evolve, just as we have for the past 150 years. As the foundation of the community safety net, we have a shared commitment to serve all in this community - Inova is excited to build upon our partnership to serve the Alexandria community in new and exciting ways for years to come, and welcome the City's partnership to ensure Alexandria is the healthiest community in our region.

Sincerely,

Rina Bansal, MD, MBA
President, Inova Alexandria Hospital
Senior Vice President, Inova Health System

Attachment as Noted

Inova Alexandria Hospital Report to the City Manager

Inova Alexandria Hospital is committed to supporting its mission, "to provide world-class healthcare – every time, every touch – to each person in every community we have the privilege to serve," by offering a wide range of community benefits and clinical services.

The hospital provides an array of medical and surgical services, including breast health, cancer services, childbirth services, emergency services, interventional cardiology services, neuroscience services, orthopedics, rehabilitation services, surgical services, thrombectomy and stroke services, and others. Inova Alexandria Hospital's community is comprised of 52 ZIP codes, including all of Alexandria City along with parts of Fairfax and Arlington counties. The community was defined based on the geographic origins of Inova Alexandria Hospital's inpatients. In 2018, the 52 ZIP codes that comprise the hospital's community accounted for over 75 percent of its discharges and emergency department visits.

Inova Alexandria Hospital provides free or reduced cost healthcare services to patients who meet certain criteria under its Financial Assistance Policy. 100% financial assistance (i.e., free care) is available to uninsured or underinsured individuals with family incomes at or below 400% of current federal poverty guidelines (up to $49,960 for an individual, or $103,000 for a family of four). Inova does not pursue collection of amounts that qualify as Financial Assistance.

Additionally, various government programs provide healthcare coverage for the indigent patient population, including Medicaid recipients. Inova is committed to serving these patients through a continuum of care that meets their unique needs. These programs provide a percentage of reimbursement for qualifying patients; however, payment is typically below the cost of those services. Effective January 1, 2019, all Virginians up to 133% of the federal poverty level are eligible to access Medicaid coverage, which is expected to provide coverage to upwards of 400,000 Virginians.

The cost of providing free care to patients under Inova's Financial Assistance Policy, the unreimbursed cost of serving patients covered by Medicaid, and the cost of providing other community benefits was as follows for the year ended December 31, 2018:

	2018 Unreimbursed Cost in Millions
Hospital cost of charity and uncompensated care	$15.9
Unreimbursed portion of patients covered by Medicaid	13.9
Cost of physician services provided to patients with Financial Assistance and emergency department on-call coverage	2.0
Other costs	1.0
Total charity care and community benefits	**$32.8**

The total cost of Financial Assistance and community benefits represented approximately 10.5% of the Hospital's total operating expenses for 2018.

Inova is evaluating the impact of Medicaid expansion on the community; how it impacts the way our patients access the healthcare system, and the programmatic and financial ramifications to Inova's safety net services. Through a statewide assessment levied only on hospitals, Inova Alexandria Hospital is contributing to fund the full state-share of Medicaid expansion costs. While more analysis is needed, it is unlikely that increased reimbursements from Medicaid enrollees approach the financial impact of the provider assessment to Inova Alexandria Hospital.

In addition to Financial Assistance and uncompensated care, Inova Alexandria Hospital provides benefits to the broader community. These services include free health screenings, educational services, prevention services, and support programs. Specific examples of these services are as follows:

- The Brock Family Antenatal Testing Center at Inova Alexandria Hospital provides specialized care for pregnancies at risk for maternal, fetal or obstetric complications. During 2018, 143 women without insurance were referred to the Testing Center for additional services.

- The Hospital serves obstetric patients referred by the Casey Health Center of the Alexandria Health Department. Inova Alexandria Hospital delivered 585 infants in 2018 referred from the Casey Health Center, and admitted 66 infants to its level 3 neonatal intensive care unit.

- The hospital also provides a broad spectrum of women's services to the community. During 2018, the hospital had 3,284 deliveries.

- Inova Alexandria Hospital also offers a range of clinical programs in the community, including:

  o Simplicity Health: primary care services for adults who do not qualify for Medicaid, do not get health insurance through work, or have insurance with high copays and deductibles
    ▪ Located at 4700 King Street (one of three clinics in Northern Virginia), patients pay $40 for access to four weeks of regular primary health care, basic behavioral health services, and educational group sessions. Renewable on a monthly basis, this service is responsive to the realities of our community where those who remain uninsured or have high copays and deductibles struggle to affordably access the healthcare system.

  o Inova Health Advantage: primary care services to Medicaid enrollees to include health maintenance and disease prevention, patient education and counseling, and treatment of acute and chronic medical conditions
    ▪ Also located at 4700 King Street (one of four clinics in Northern Virginia), Inova Health Advantage ensures newly enrolled Medicaid beneficiaries have a medical home for primary care.

  o Inova Juniper Program: comprehensive HIV medical care, along with prevention and education programs

  o Inova Center for Wellness and Metabolic Health: comprehensive diabetes treatment, education classes, programs and support

- o Inova Ewing Forensic Assessment and Consultation Teams: address unique needs of children and adults who have been victims of sexual assault and/or abuse

- o Partnership for Health Kids: enrolling children and adults in Medicaid, CHIP, or local safety net providers

- o Healthy Plate Club: teaching children to eat healthy in Title I schools which includes Hammond MS and John Adams MS in the City of Alexandria.

- o House Calls: primary care provided by physicians or nurse practitioners in the home for homebound patients