SANFORD HEALTH

A HEALTH SYSTEM'S ROLE IN COMMUNITY WELLBEING

JEREMY CAUWELS, MD
CHIEF PHYSICIAN

ERICA DEBOER, RN
CHIEF NURSING OFFICER

010005-00332 6/22

SANFORD HEALTH

ABOUT SANFORD HEALTH

SANFORD HEALTH

- **47** medical centers*
- **$7.1 billion** in annual revenue
- **159** clinic locations*
- **170** senior living communities*
- **153** skilled nursing and rehab facilities*
- **42** affordable housing locations*
- **55** home- and community-based service agencies*
- **220,000** Sanford Health Plan members
- **1,494** physicians, **1,285** advanced practice providers and **8,050** registered nurses delivering care in more than **80** specialty areas
- **43,987** employees

* Facilities include owned, managed, leased and affiliate facilities.
** As of January 2022.

STRATEGIC POSITION

SANFORD HEALTH WILL BECOME THE PREMIER

Rural Health System

IN THE UNITED STATES

WHY RURAL? CHALLENGES

ACCESS

- Geographic distance and transportation issues.
- Population decline.
- Provider shortages.
- Uninsured or underinsured population.
- Economic stagnation.
- Diminished technological connectivity, broadband.

QUALITY

- Social barriers—lack of healthy food, housing insecurity, poverty, lack of education or employment.
- Older population.
- Higher incidence of chronic disease and unintentional injury.
- Lower health literacy and language, communication gaps.

SUSTAINABILITY

- Facilities limited from participation in funded reform opportunities.
- High percentage of hospitals with negative operating margin.
- Workforce shortages.
- Hospital closures.
- Long-term care facility closures.

ASPIRATIONAL TARGETS

QUALITY: Culture of safety and care outcomes.

ACCESS: Embrace shift in sites of care; maximize service availability across virtual, in-home and physical (facility) settings.

EXPERIENCE: Offer personalized services scaled across communities in our service area.

AFFORDABILITY: Consistently deliver high quality, low-cost services designed to meet the unique needs of our population.

VALUE: Align financial incentives to optimal care delivery through proactive pursuit of value-based payment arrangements.

POPULATION HEALTH: Lead demonstrable improvements in physical health, mental health and overall well-being for communities in our service area.

PEOPLE: Attract, develop, retain and engage our workforce.

FINANCIAL PERFORMANCE: Operate a profitable health system with the stability and strength to weather uncertainties and invest in strategic opportunities.

SANFORD HEALTH

ACCESS TO CARE

VIRTUAL CARE INITIATIVE

- Virtual Care Center
  - The Sanford Virtual Care Center will house dedicated clinician workspaces equipped with state-of-the-art telemedicine technology.
- Virtual Care Satellite Clinics
- Virtual Care Innovation Institute
- Training
- Education

SANFORD RESEARCH

CLINICAL RESEARCH

- **161** clinical trial investigators
- **540+** clinical trials actively enrolling

BIOMEDICAL RESEARCH

- **25** basic science faculty, **4** MD scientists
- Annual External Funding = **$12M**

EDUCATION

- PROMISE STEM outreach
- Graduate Medical Education

INNOVATION

- CoRDS registry, rare disease
- COVID-19 Registry

$20M+ external funding
940+ research studies open with the IRB
220+ investigators
2,500+ publications
60,000+ biobank enrollees

MILES study-using stem cells to treat osteoarthritis of the knee. **FIRST** multi-modal stem cell trial under a single IND

Largest screening program of children for prediction of developing type 1 diabetes

Pharmaceutical partnerships resulting in Sanford as a priority site for clinical trials including first-in human trials, and protocol development

COVID-19 Registry 290,000 patients, 12+ clinical trials and many follow-up studies

Part of the **FIRST** successful gene therapy clinical trial for CLN6-Batten Disease

EDITH SANFORD BREAST CENTER

- Removing access barriers to make mammography screening more convenient.
- Reaching urban, rural and remote communities with 3D mammography.
- 10,000 mammograms annually between three mobile mammography trucks.
- Serving approximately 50 rural and urban communities.

BEHAVIORAL HEALTH CARE

- Primary care integration—
  50 integrated health therapists serving 65 clinics
- Workforce development initiatives
- PHOBOS
- School-based partnerships

OUTREACH SUMMARY

IN 2021, SANFORD PHYSICIANS PROVIDED OUTREACH SERVICES TO 418 LOCATIONS. COLLECTIVELY, THOSE PHYSICIANS PROVIDED CARE IN THE FOLLOWING AREAS:

SANFORD HEALTH

QUALITY & HEALTH DISPARITIES

HEALTH GUIDES

- Rising risk population/ high utilizers of care
- Address barriers, identify gaps and help navigate the health care system
- Within 6 months:
  - 62% decline in ED visits
  - 67% decline in inpatient admissions
  - 34% drop in clinic no-show rate
  - 79% improvement in hemoglobin A1Cs
  - 52% improvement on depression screening

FOOD INSECURITY

- Strong connection to health risks and chronic disease.
- Exacerbated in rural areas and food deserts.
- Support for Upper Midwest food banks (2020).
- New wellness pantries embedded in primary care clinics.
  - In partnership with local food bank.
  - Five sites with more in development across footprint.
  - 26,000+ meals provided to 968 households since Feb. 2021.

SANFORD *fit*

- *fit* is the Children's Health Initiative from Sanford Health, developed to engage and empower children, families, and communities to make healthy lifestyle choices.
- *fit* provides free online resources to instill sustainable, healthy habits.
- *fit* strives to instill sustainable, healthy habits in four areas:
  - **Food:** Food is fuel. Being aware of nutritious choices and how to try new foods empowers kids to fuel their bodies and brains.
  - **Mood:** Feelings and emotions put you in a mood. Your mood influences your choices and it changes throughout the day.
  - **Move:** Physical activity is essential for a healthy body. Move many times, many ways, and in many places throughout the day.
  - **Recharge:** Your energy level influences your choices. Recharge by finding healthy screen-free ways to relax and by getting the sleep your body needs.
- 2021: 340K website users, 25K subscribers.

SPORTS AND WELLNESS

UNDERSTANDING THE BENEFIT OF SPORTS AND WELLNESS, SANFORD HEALTH HAS MADE SIGNIFICANT INVESTMENTS IN PROGRAMMING AND FACILITIES THAT ENCOURAGE A HEALTHY LIFESTYLE.

- Sanford POWER personal and team strength and conditioning
- Sanford POWER youth sports academies
- Sanford Wellness locations
- Sanford Sports Complex in Sioux Falls and Fargo (future)
- Support 90+ schools with athletic training/sports medicine
- Free clinics, subsidized camps and training scholarships for underserved populations

SANFORD HEALTH

SUSTAINABILITY

GRADUATE MEDICAL EDUCATION EXPANSION

NORTH DAKOTA

- Family Medicine
- Hematology/Oncology
- Internal Medicine
- Neurology
- Orthopedics
- Podiatry
- Psychiatry
- Surgery
- Transitional Year

SOUTH DAKOTA

- Cardiovascular Disease
- Family Medicine
- Genetic Counseling
- Internal Medicine
- Interventional Cardiology
- Pathology
- Pediatrics
- Surgery
- Transitional Year

THE SANFORD SCHOLARS

The cost of higher education is increasingly becoming the most significant barrier for degree progression and completion. The average college debt for students in the Sanford footprint is $30,000. Sponsorship agreements are designed as loan forgiveness contracts that provide funding to individuals in exchange for a work commitment at Sanford Health.

Since 2018, Sanford Health has sponsored 274 students. The sponsorship programs have been highly successful for recruitment and retention in high need areas.

South Dakota State University

University of South Dakota

Dakota State University

Augustana University

Concordia College Moorhead, Minnesota

University of North Dakota

NDSU North Dakota State University

ACHIEVING EXCELLENCE

- Harnessing the benefits of an integrated system to drive value.
- Deliver an operating margin that allows us to continue to fund employee and clinician increases, capital investments in our communities, residency and fellowship programs, leadership development and new technology/clinical advances.
- Reduce variability across the enterprise.
- Foster a culture of innovation.
- Create Cornerstone Partnerships that support strategic areas of clinical, market and cost alignment.

SANFORD HEALTH

QUESTIONS / DISCUSSION