



**RIVERTON  
MEDICAL**

***Serenity Prayer:***

*God, grant me the serenity to accept the things I cannot  
change; courage to change the things I can;  
and wisdom to know the difference.*

Community Meeting Dec. 10, 2019

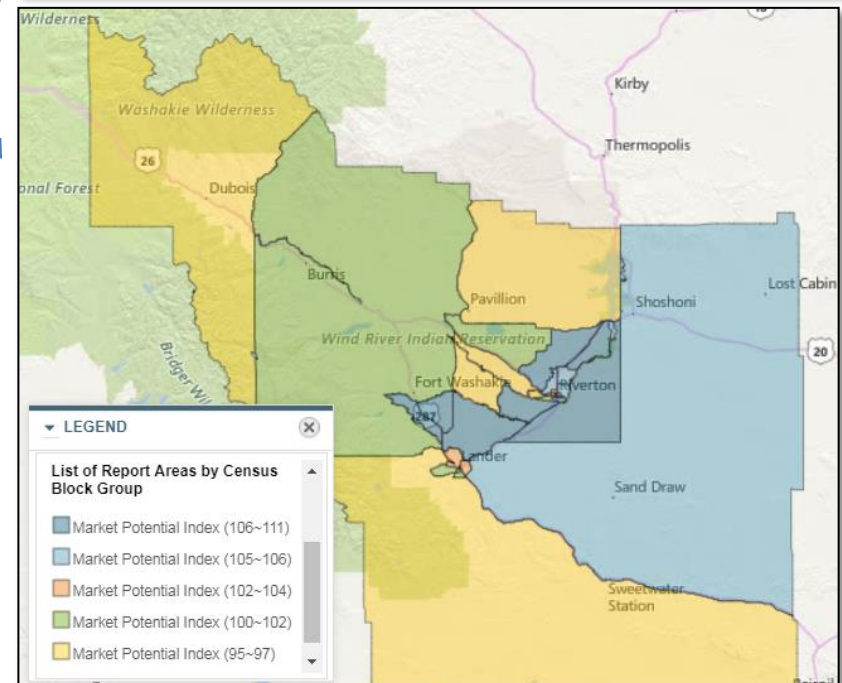
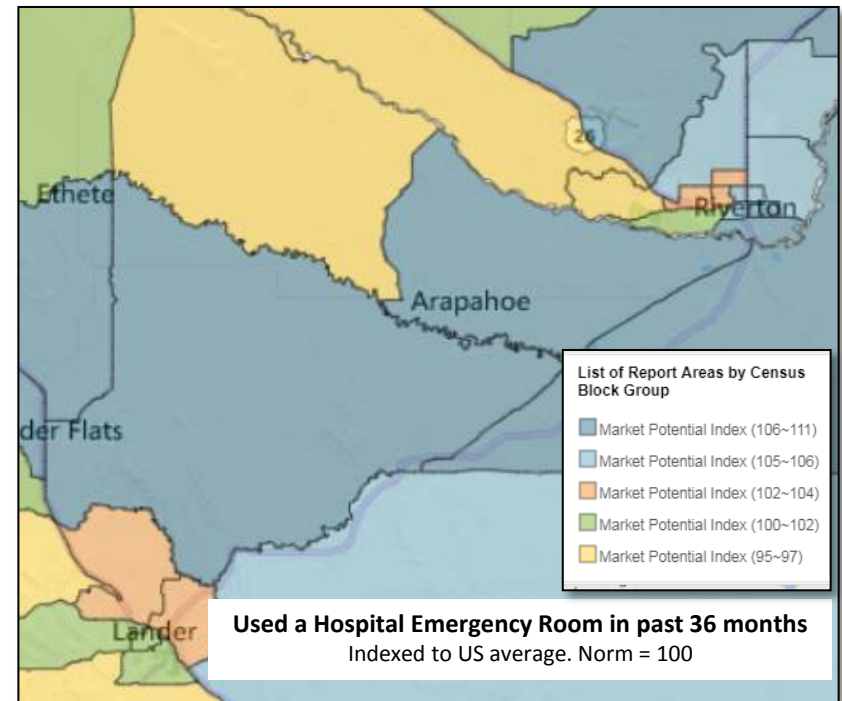


# Doing Our Homework: Claritas Consumer Usage Reports

Users in past 3 years*	Fremont County	Riverton Area	% Riv Area	% Resvtn Area	% Dub Area	% Ldr Area
Any hospital service	10,190	4,860	48%	14%	6%	33%
Hospital emergency room	5,583	2,685	48%	14%	6%	32%
OB/GYN (*1 yr)	5,026	2,505	50%	16%	2%	32%
Any overnight stay	2,355	1,100	47%	13%	7%	33%
Orthopedics	2,173	983	45%	14%	6%	35%
Orthopedist (*1 yr)	2,104	953	45%	14%	5%	36%
Cardiac care	1,974	871	44%	14%	8%	34%
Pediatrics	1,475	773	52%	17%	1%	30%
Cancer/oncology	1,401	603	43%	13%	9%	34%
Neurology	1,064	505	47%	15%	5%	32%



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# Community Survey Topline Results

Survey error rate +/- 3.5 pts. Multiple responses allowed for these specific questions (limit 3 where appropriate).

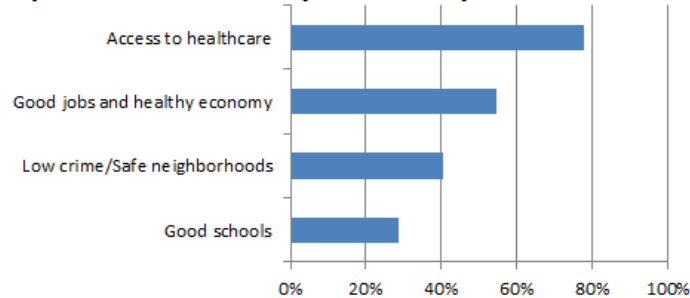
*Mission: To ensure access to safe, high quality primary and secondary healthcare facilities in Riverton.*

**Health Grades:  
Scale 1-5**

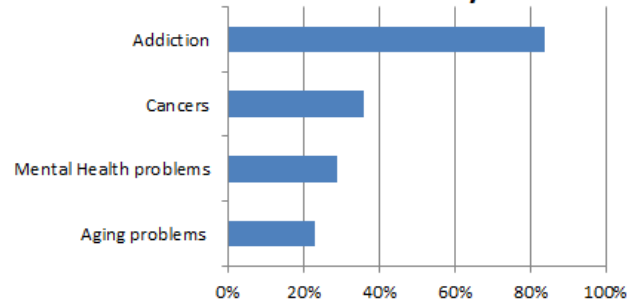
**My  
Community  
2.4**

**My Personal  
Health  
3.2**

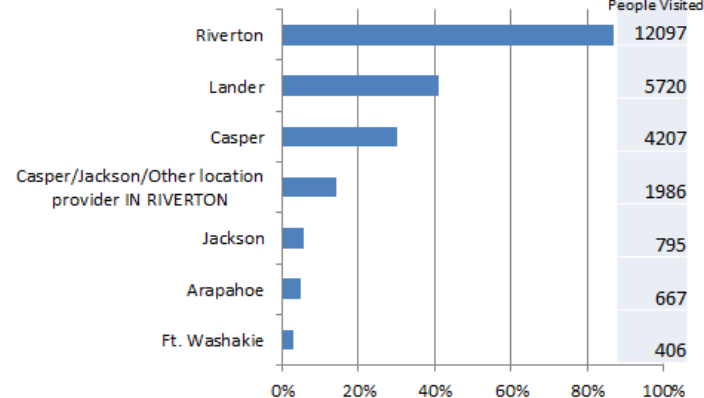
## Top 3 Factors of Healthy Community



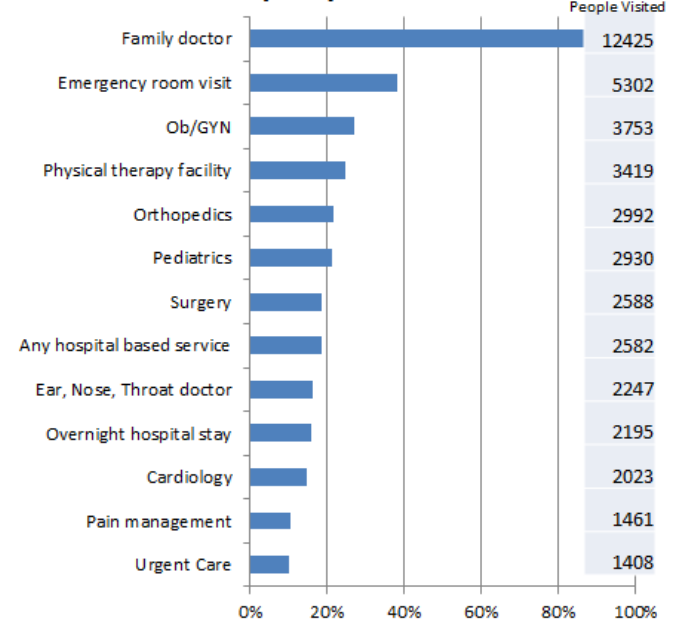
## Top 3 Health Problems in this Community



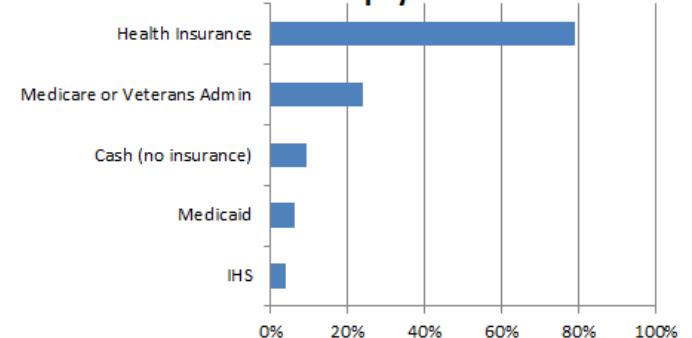
## Where health services were received



## Services used in the past year



## Method of health services payment



Riverton Area defined as areas surrounding Riverton, Kinnear, Pavillion, Shoshoni



Groups followed prescribed agenda. Audio was recorded and transcribed as well as via note back-up, allowing us to monitor possible bias.

**Focus Groups:** 10 groups of about 12 each

**OVERWHELMING PRIMARY CONCERN E.R.** – treatment delays and outcomes due to substantial travel (and weather), kids and elderly. At heart there was gratitude for past experiences people had, **but fear it will be gone when needed.**

**Other Repeated Themes:** Significant travels OOM for care (Casper, et al), Having Babies in Riverton, Pricing/costs way too high, Declines in care due to understaffing, Unfamiliar faces – hospitalists here, nurses gone

**Established the critical issues and Quantified the need. Next: develop a revenue model delivering to those needs**



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# *What's happening? Why?*

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**What needs to be done?**

**What can be done?**

**Who do we need?**

**What do we want?**

**What are our resources?**

**What is economically sustainable?**

**What does the community want?**

**How do we fund the possibilities?**

**Who can help us get there?**



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# **It is a Community's Responsibility to Build, Grow, and Preserve its Medical System**



# Our goals: restore Riverton based services to include

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- 24/7 Surgical Services
- Maternity, Ob/Gyn
- Level III ER
- Recruit Riverton area-based doctors

## Explore & develop necessary options



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**If we look to build something new:**

**WHAT CAN WE ECONOMICALLY  
SUPPORT?**

**HOW DO WE FINANCE IT?**

**WHAT WILL IT COST?**

**Starts with a Feasibility Study...**





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## **Determine Economic Feasibility & Sustainability**

Using industry experts and specialists in rural healthcare:

- Estimate **the Revenue Value** of various healthcare service lines.
- Estimate the **Costs of Delivering** those services.
- Measure effect of other financial challenges (**how we'd get paid**).

## **Do we have a viable market for a new hospital?**

### **And/or for what, specifically?**



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# How do we Fund a New Hospital

## Taxpayer supported hospital district

- Requires ballot initiative to establish district.
- Election to approve mill levy.
- Funding limitations.

## County Funding

- County received over \$3.6 million with sale of Rivton hospital. Can we access that?

## Govt Funding: USDA Community Facilities Program

- Loans, grants, loan guarantees
- Non-profits, public
- Facilities

## FHA 242 Mortgage Insurance for Hospitals

- Enhances credit-worthiness

## State Land & Investment Board

- Grants & loans

## Hospital Revenue Bonds

- High-yield municipal bonds sold through financial markets.
- Payment after expenses (net pledge).
- Municipalities under no obligation to pay back.
- Bond rating firms assess risk using feasibility study et al, to rate that establishes yield.



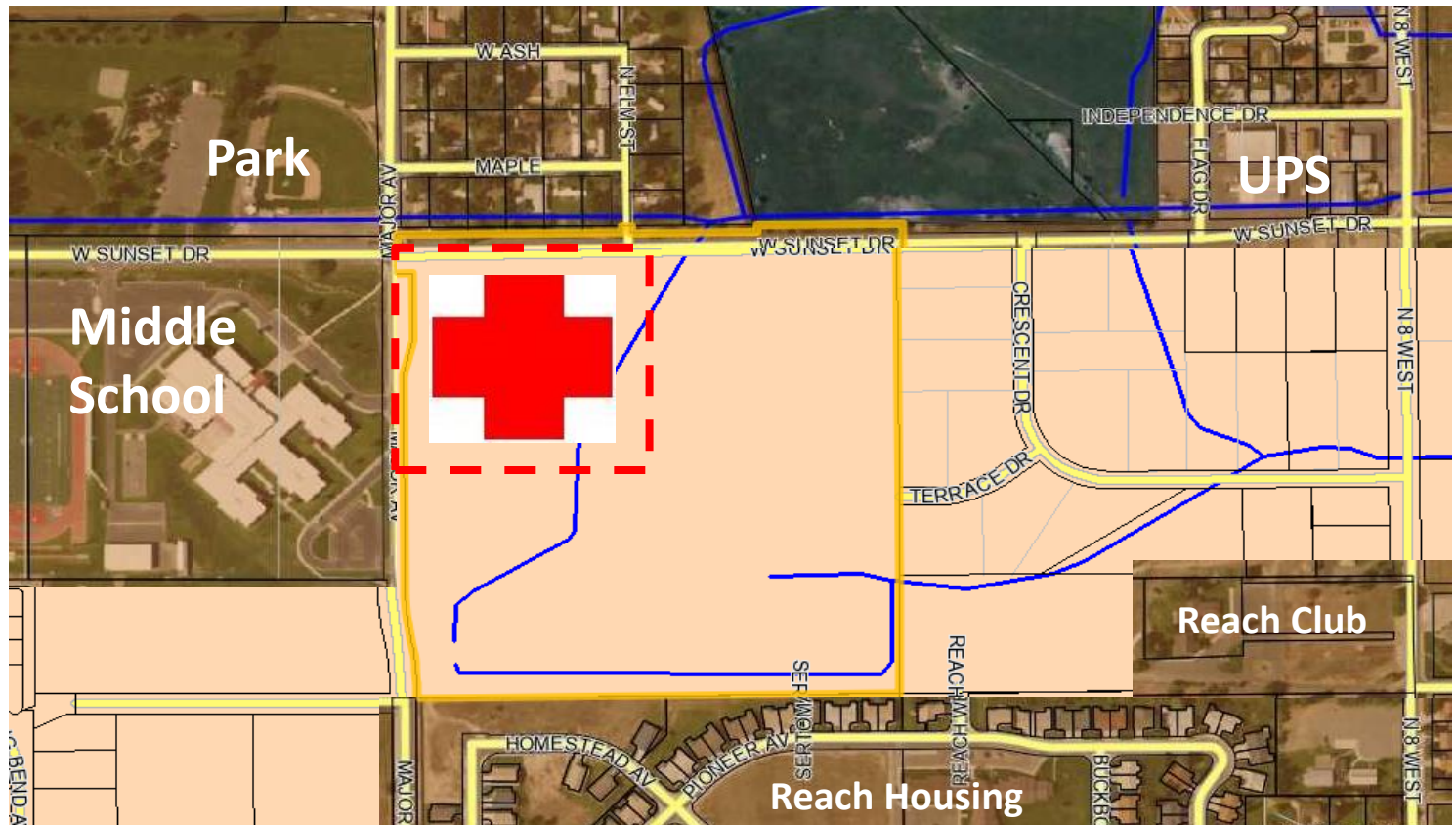
Middle School



**Land**  
**8 acres**

Donated by  
**REACH**  
Foundation

Corner of  
Sunset &  
Major





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**We have accomplished a lot...  
Come very far down the road,  
But have come to a critical juncture.**

**We need to raise about \$250,000  
seed money:**

- up to \$150,000 for Feasibility Study**
- \$100,000 for next steps**



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# Feasibility Study Options

It's important for us to know, without reservation or prejudice, that the analysis we receive is accurate, deep, rich, actionable and precise.



**STROUDWATER ASSOCIATES:**

Single focus consultant with rural healthcare expertise.



**Stroudwater consultants play an active role in the national efforts to improve rural healthcare.**

*Their experience with hundreds of rural hospitals serves as their expertise base in creating solutions for resilient institutions to provide the very best care in our communities for the long haul.*

*Their counsel is down-to-earth and actionable.*



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# What we'd do with the study

- Communicate results to public
- Use for grant solicitations
- Use with bond underwriters
- Use to recruit physicians





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# Community Leadership Support

I really like the idea of doing a feasibility study. Getting an independent educated opinion is a good step forward regardless of the type of (effort) you create, or the partnerships you establish ... I have watched the services at the Riverton hospital decline. Not many years ago the Riverton hospital was a major employer in the county. I think having a robust local hospital ... is important for future economic development.

**Riverton Mayor Lars Baker**

I support the concept of a feasibility study. I am uncertain about where the funding comes from.

**County Commissioner Travis Becker**

I have come to the conclusion that a healthcare feasibility study would be in Riverton's best interest... I see the need for a fully functioning local Hospital. I'm dedicated to this idea, as are most of the Citizens of Riverton.

**Riverton Mayor-elect Rich Gard**





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# Community Leadership Support

I give my full support to any financial help in bringing about a feasibility study ... Such a study is vital to the future long-term healthcare of our citizens in Fremont County. If such a study does conclude the possible success of 24/7 surgery and OB-GYN services with a high degree of onsite emergency care, I believe it would dramatically rehabilitate the existing industry, improve the standard of living for all our citizens in Fremont County and stimulate the overall business climate...

**Wyoming Congressman Tim Salazar, HD 34**

*HD 34 stretches from the NW corner of the county to the SE corner, including portions of Riverton and nearly all the surrounding rural communities north of the river.*

Having a high quality, full service hospital in Riverton is critical on so many levels, for quality healthcare for our citizens, for economic growth in our community, and for education through Central Wyoming College. If a feasibility study will help us sustain quality healthcare and a good hospital in Riverton, I endorse the idea of the study, and potential funding by Idea, Inc. I would, however, also like to see us control costs of this study, however possible.

**Wyoming Senator Eli Bebout, SD 26**



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## **THE ASK:** Fundraising support of feasibility study for a up to \$150,000

We have some irons in the fire...

- We've talked with IDEA Inc. and Wind River Development
- Kate Martin and crew have been soliciting big donations
- We have pledge cards here today
- **If you know of a group or individual you think we should meet with, please let us know.**
- We will continue grass roots fundraising





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**Name change related to  
incorporation and 501 (c) 3**

**YOUR QUESTIONS**