

KEY INFORMATION  
MARSHALL MEDICAL CENTER  
Presentation to El Dorado County Board of Supervisors  
5/20/14

Cancer is the leading cause of death in El Dorado County. Cancer hits the middle-aged and elderly harder than any other age group and El Dorado County has the largest percentage in those age groups, by far, of any county in the State of California. By consolidating Marshall cancer services onto one campus, it allows Marshall to develop and enhance those services to meet the future capacity needs in an efficient and cost-effective manner.

**El Dorado County and Marshall Medical Center have a long history of partnering to serve the health needs of residents, including:**

- Co-funding the start-up of the El Dorado Community Health Center
- Co-funding Access El Dorado (ACCEL) to create healthier communities, especially with vulnerable populations
  - Marshall is the fiscal agent for many grants and hosts ACCEL's software
- Ambulance Services
  - Marshall provides the base station, the ambulance coordinator, education and training of staff, and makes possible the critical care nurses for transports
- Co-funding of Sexual Abuse Response Team (SART)
- Co-funding The Center for Violence Free Relationships
- The County and Marshall worked together to provide primary medical care possible in Georgetown, at the Divide Wellness Center
- Co-funding of Medi-Cal eligibility workers to increase access to care for EDC low-income residents

**What will money raised for the Cancer Center be used for?**

- reconfigure the 8,440-square-foot building located in Cameron Park using local contractors
- relocate off-site cancer services to one convenient, consolidated location
- expand key services and treatment areas:
  - space for up to five oncologists and their support staff (there are two oncologists currently)
  - add more meeting rooms and a healing garden for family members and support groups
  - add eight additional infusion stations
  - add an urgent care bed area for chemotherapy patients who may fall ill
- purchase a PET/CT scanner for state-of-the art diagnostic purposes that will make possible the detection of disease earlier, and the treatment of cancer at the cellular level
- install a faster linear accelerator to see more patients and to reduce damage to healthy tissue surrounding cancer cells

**Why does Marshall need this money?**

- The Affordable Care Act has been funded by cuts to Medicare which, for Marshall, has reduced real and estimated payments for care by \$58 million for the years 2012 to 2021
- While most of the money for the Cancer Center has been raised by charitable donations and revenue from hospital operations, there is a gap that still needs funding

- To maintain the high quality of patient care that cancer patients demand; if it is not at Marshall, patients will go out of the county for services

#### **What is Marshall's impact on the local economy?**

- Marshall Cancer Services generated \$8 million in revenue in 2013, of which \$2.8 million was payroll and benefits to employees, nearly all of whom live in El Dorado County
- The expansion of the Cancer Center will mean an additional six high paying jobs in year one, and an estimated 14 more in subsequent years.
- The annual payroll for Marshall's nearly 1500 employees was \$115 million dollars, plus physician contracts totaling over \$35 million dollars. Most of these employees and physicians also live in El Dorado County
- Marshall adds jobs every year; in the last 15 years, Marshall's workforce has doubled
- According to an analysis completed by El Dorado County in 2014:
  - For every two jobs added at Marshall, one full-time equivalent job is added to the local economy
  - For every \$3 Marshall earns, \$1 is added to the local economy
- According to the Sacramento Business Journal, Marshall is ranked:
  - #3 Largest Employer in El Dorado County
  - #7 of Private Companies in Sacramento Region, by Revenue
  - #11 of Regional Hospitals, Ranked by Patient Days
  - #18 Private Sector Employer in the Region, Based on Local Employees

#### **What are some other added benefits of the Cancer Center expansion?**

- Marshall is in a partnership with StemExpress, one of the fastest-growing, most high-tech of all local companies
  - Growth at the Cancer Center means an increase in opportunities to work with StemExpress, and increased business for both entities
  - This partnership is the nucleus of a high-tech biomed sector for attracting other biomed companies to EDC, and adding jobs
- The Marshall Cancer Center will take advantage of the Cameron Park Solar Power Project
  - Completed in 2009
  - One of the largest healthcare solar projects in the United States
  - Generates 938,607 kw/year, the equivalent of 668 metric tons of carbon dioxide offset or 75,823 gallons of consumed gasoline
  - Consideration is being given to expanding the project given the addition of the Cancer Center