

Baystate Health and Wellness Center-Longmeadow CT

APPLICANT RESPONSES #1

Respond by January, 31 2025

Responses should be sent to DoN staff at DPH.DON@State.MA.US

While you may submit each answer as available, please

- List question number and question for each answer you provide.
- Submit responses as a separate word document, using the above application title and number as a running header and page numbers in the footer.
- When providing the answer to the final question, submit all questions and answers in order in one final document.
- Submit responses in editable WORD or EXCEL format.
- Whenever possible, include a table with the response.
- **For HIPAA compliance Do not include numbers <11.**

1) Patient Origin

- a. You provided Zip Codes without ranking by percentage. What percentage of total **CT Volume** do the Top 20 Zip codes comprise?

The top 20 zip codes provided for the Satellite represent 83% of total volume.

- b. What zip codes comprise the primary service area (75%- ranked from highest to lowest overall) of the Longmeadow site?

The following chart is based on data for primary care patients at Longmeadow.

Zip Code	Zip Code %	Cumulative %
01028	15.7%	15.7%
01106	12.7%	28.4%
01118	6.2%	34.6%
01108	5.8%	40.4%
01095	5.7%	46.1%
01089	4.4%	50.5%
01036	3.5%	54.0%
01001	3.2%	57.1%
01109	3.0%	60.2%
01020	3.0%	63.1%
01119	2.9%	66.0%
06082	2.7%	68.8%
01056	2.6%	71.4%
01104	2.4%	73.7%
01085	2.2%	76.0%

Baystate Health and Wellness Center-Longmeadow CT

- c. Please provide the patient origin ranked from most to least (%) for the Patient Panel of the Applicant (Baystate Health), Satellite, and the Longmeadow site.

Baystate Health	Satellite	Longmeadow (76%)
Springfield (21%)	Springfield (34%)	Springfield (20%)
Westfield (7%)	Chicopee (13%)	East Longmeadow (16%)
Chicopee (7%)	West Springfield (8%)	Longmeadow (13%)
West Springfield (4%)	Ludlow (4%)	Wilbraham (6%)
Ludlow (4%)	Agawam (4%)	West Springfield (5%)
Greenfield (4%)	Holyoke (4%)	Hampden (4%)
Holyoke (3%)	East Longmeadow (4%)	Agawam (3%)
Wilbraham (3%)	South Hadley (3%)	Chicopee (3%)
Agawam (3%)		Enfield (3%)
East Longmeadow (2%)		Ludlow (3%)
Belchertown (2%)		Westfield (2%)
Ware (2%)		
Longmeadow (2%)		
Feeding Hills (2%)		
Palmer (2%)		
Monson (2%)		
Southwick (2%)		
South Hadley (2%)		
Indian Orchard (2%)		
Turner Falls (2%)		
Easthampton (1%)		

2) New Volume- In order to better understand where the new volume will originate from, please respond to the following:

- a. You noted that 14% of the Satellite CT volume will shift to Longmeadow. What is the rationale behind that percentage? For example from the Zip Codes provided above, do 14% reside in the Longmeadow service area?

The Satellite's CT service is running at 94% and needs to reduce utilization in order to maintain a more reasonable schedule for patients, staff and the machine. By creating capacity at Longmeadow and offering existing patients of the Satellite an additional option for CT, some patients will choose Longmeadow for their CT services, thereby reducing utilization at the Satellite. The Applicant anticipates that approximately 14% of existing Satellite patients will shift to Longmeadow due to patient preference, thereby reducing utilization at the Satellite to a more optimal level, roughly 80% capacity, which will improve scheduling and patient satisfaction, as well as the lifespan of the current CT units.

Baystate Health and Wellness Center-Longmeadow CT

- b. Explain and distinguish between patients who are shifting from the Satellite and those you identify as the new patients describing where they will originate from.

The shift will largely be driven by patient preference, ensuring patients receive care at their preferred location and in close proximity to their providers. For example, the Applicant anticipates cancer patients will continue to use the Satellite which is across the street from Baystate's D'Amour Center for Cancer Care. Conversely, a large number of patients will chose to use Longmeadow which is only 7 miles from the Satellite, but for many patients is a much easier commute due to Springfield traffic.

- c. When a Longmeadow physician orders a CT for Longmeadow patient, do the majority go to the Baystate Health Satellite? What percentage of the Satellite CT patients originate from the Longmeadow site referrals? You state that these patients will shift to the BRI Longmeadow site, so these do not appear to be new patients.

The Longmeadow location houses more than 10 Baystate practices and CT referrals are not tracked in one system. The Applicant believes the vast majority of CT referrals originating with a Longmeadow provider chose the Satellite due to its proximity to Longmeadow and because its within the Baystate system.

- d. Do you know where and how many Longmeadow patients currently receive their CT scans at sites other than at the Satellite?
The Satellite is the closest Baystate location for CT. Patients could also chose the BRI location in Enfield, Connecticut.

3) The Projections in Table 8, show a relatively low number of LDCT (104); You state that 14% of the current satellite volume will shift to Longmeadow. Based on table 6, for LDCT that would equate to ~260 scans which is lower than your projections.

- a. What percentage of current LDCTs originate in the Longmeadow service area?

As noted above, 76% of Longmeadow primary care patients originate from East Longmeadow, Longmeadow, Springfield, Wilbraham, West Springfield, Hampden, Agawam, Chicopee, Enfield, Ludlow, and Westfield. More than 80% of LDCT patients at the Satellite originate from these cities and towns.

- b. Given the expansion of the screening guidelines, what it the current regional need for LDCT?

Expanding access to LDCT screenings at Baystate is a critical step in addressing the growing healthcare demands of southwestern Massachusetts's population, particularly the aging population that is at a higher risk for lung cancer. The population aged 40 and older is expected to significantly increase over the next decade, leading to a corresponding rise in the need for lung cancer screenings among the older adults who face a heightened risk of the disease.¹ Massachusetts is currently a national leader in lung cancer screening, with some of the highest

¹ UMass Donahue Institute MassDOT Vintage 2024 Population Projections, Massachusetts Population Projections, (last accessed Jan. 30, 2025) <https://donahue.umass.edu/business-groups/economic-public-policy-research/massachusetts-population-estimates-program/population-projections>.

Baystate Health and Wellness Center-Longmeadow CT

rates of LDCT utilization in the country.² However, this screening success brings a growing burden on existing CT facilities as more residents become eligible for screening in the coming years. Without expanded capacity, providers such as Baystate may struggle to meet the increasing need, potentially delaying life-saving screenings for at-risk patients. By investing in an additional CT unit, Baystate can ensure timely access to LDCT for the region's vulnerable population, helping to maintain Massachusetts's strong track record in early detection and treatment of lung cancer.

Current access to LDCT screenings is not evenly distributed across the state, with more facilities concentrated in and around Boston. This geographic imbalance amplifies challenges for patients in southwest Massachusetts, where Baystate Hospital serves as a critical healthcare access point. By adding a new CT unit, Baystate can better serve the region's residents, addressing both current and future needs while reducing the burden on patients who might otherwise face delays or travel long distances for LDCT services. Expanding LDCT access at Baystate will help meet growing demand for lung-cancer screenings and ensure residents of southwest Massachusetts have access to high-quality, life-saving care.

- c. What other sites are providing this service within the service area and how far away is it?

The following locations are designated by the American College of Radiology to provide lung cancer screening.

Facility	Distance from Longmeadow	Driving Time
Baystate Radiology & Imaging, Enfield	8.1 miles	18 minutes
Mercy Medical Center, Springfield	11.7 miles	19 minutes
Holyoke Medical Center, Holyoke	14.2 miles	19 minutes
Baystate Wing Hospital, Palmer	14.9 miles	30 minutes
Prospect Rockville Hospital, Rockville, CT	16.1 miles	31 minutes
Baystate Noble, Westfield	20.1 miles	32 minutes
Evergreen Imaging Center, South Windsor, CT	19.1 miles	36 minutes

- 4) Please explain how you calculate capacity.

For the Longmeadow CT unit, the Applicant expects to average 20 scans per day. It will operate 5 days per week and will be closed for seven (7) holidays per year. Therefore, maximum capacity is 20 scans per day x 254 open days per year = 5,080 scans per year.

- 5) Please provide your plan for staffing the new unit.

² Stacey A Fedewa et al, State Variation in Low-Dose Computed Tomography Scanning for Lung Cancer Screening in the United States, Journal of the National Cancer Institute (Nov. 2020), <https://pmc.ncbi.nlm.nih.gov/articles/PMC8328984/>.
Jennifer Solomon, Massachusetts Ranks Among Best States for Screening, Early-Stage Diagnosis, and Surgery for Lung Cancer According to New Report, American Lung Association (Nov. 15, 2022), <https://www.lung.org/media/press-releases/solc-ma-2022>.

Baystate Health and Wellness Center-Longmeadow CT

The Proposed Project will require 1.0 full-time employees. This position will be staffed by Baystate Health through its ongoing recruitment and hiring efforts.

6) Access-

- a. What initiatives will you take to ensure that under-resourced patients have access to the CT overall?

Baystate Health is committed to making all services more easily accessible to all patients. Importantly, by placing additional CT capacity at Longmeadow, patients will have access to lower cost CT in the Springfield area. Currently, physician-based CT is only available at Baystate's Enfield and Northampton locations. The CT services available at the Satellite are hospital based, which is a higher cost.

- b. Do you have a plan in place to increase screening for LDCT?

Yes, Baystate Health has been working on improving lung cancer screening through multiple strategies:

- **Marketing:**
 - **Western Mass News segment:**
<https://www.westernmassnews.com/2024/11/26/lung-cancer-survivor-urges-early-screening/>
 - **Social Media**
 - https://www.instagram.com/reel/DCr_Uj6yiFc/?utm_source=ig_web_copy_link&igsh=MzRlODBiNWFlZA==
 - https://www.instagram.com/reel/DCICoZLyR-A/?utm_source=ig_web_copy_link&igsh=MzRlODBiNWFlZA==
- **Outreach**
 - Baystate participated in [National Lung Cancer Screening Day](#):
- **Research**
 - Baystate is part of an NCI funded study to improve screening and tobacco treatment in its community health centers:
https://reporter.nih.gov/search/MLTLWoalX0a_dqrSRMaQEA/project-details/10866117
 - Baystate participates in the [Mass DPH Comprehensive Cancer Coalition](#). Dr. Nunez, Baystate Pulmonary and Critical Care Medicine is a member of Diagnosis and Treatment Group.
- c. Do you have a transportation plan?

At this time, Baystate does not offer transportation assistance. However, Longmeadow is located in close proximity to a stop on the Pioneer Valley Transit Authority line.

