

COMMONWEALTH OF VIRGINIA

APPLICATION FOR A

MEDICAL CARE FACILITIES CERTIFICATE OF PUBLIC NEED

(CHAPTER 4, ARTICLE 1:1 OF TITLE 32.1,

SECTIONS 32.1 – 102.1 THROUGH 32.1 – 102.12 OF

THE CODE OF VIRGINIA OF 1950, AS AMENDED)

OUTPATIENT FACILITIES

Insight Health Corp. d/b/a Rayus Radiology – Woodbridge

COPN Request No. VA- 8730

Establishment of CT Service at Existing Facility in Planning District 8

October 2, 2023

SECTION I FACILITY ORGANIZATION AND IDENTIFICATION

A. Rayus Radiology - Woodbridge

Official Name of Facility

4001 Prince William Parkway, Suite 104

Address

Woodbridge

City

VA

State

22192

Zip

(703) 591-8020

Telephone

B. Insight Health Corp.

Legal Name of Applicant

5775 Wayzata Blvd., Suite 400

Address

St. Louis Park

City

MN

State

55416

Zip

C. Chief Executive Officer

Kimberly Tzoumakas

Name

5775 Wayzata Blvd., Suite 400

Address

St. Louis Park

City

MN

State

55416

Zip

(612) 704-9922

Telephone

D. Person(s) to whom questions regarding application should be directed:

Peter Mellette, Esquire

Name

428 McLaws Circle, Suite 200

Address

Williamsburg
City

VA
State

23185
Zip

(757) 259-9200
Telephone

(757) 259-9201
Facsimile

pmellette@goodmanallen.com
Email

E. Type of Control and Ownership (Complete appropriate section for both owner and operator.)

Will the facility be operated by the owner? Yes **X** No _____

Owner of the Facility
(Check one)

Proprietary

Operator of Facility
(Check one)

(1) _____

(1) Individual

(1) _____

(2) _____

(2) Partnership-attach copy of Partnership Agreement and receipt showing that agreement has been recorded

(2) _____

(3) **X** _____

(3) Corporate-attach copy of Articles of Incorporation and Certificate of Incorporation

(3) **X** _____

See Attachment I.E.

(4) _____

(4) Other _____ Identify (4) _____

Non-Profit

(5) _____

(5) Corporation-attach copy of Articles of Incorporation and Certificate of Incorporation

(5) _____

(6) _____

(6) Other _____ Identify (6) _____

Governmental

(7) _____

(6) State

(7) _____

(8) _____

(8) County

(8) _____

(9) _____

(9) City

(9) _____

(10) _____

(10) City/County

(10) _____

(11) _____ (11) Hospital Authority or Commission (11) _____

F. Ownership of the Site (Check one and attach copy of document)

- (1) _____ Fee simple title held by the applicant
 (2) _____ Option to purchase held by the applicant
 (3) _____ leasehold interest for not less than _____ years
 (4) X Renewable lease, renewable every 5 years
 (5) _____ Other _____ Identify

See Attachment I.F.

G. Attach a list of names and addresses of all owners or persons having a financial interest of five percent (5%) or more in the medical care facility.

(a) In the case of proprietary corporation also attach:

- (1) A list of the names and addresses of the board of directors of the corporation.
 (2) A list of the officers of the corporation.
 (3) The name and address of the registered agent for the corporation.

(b) In the case of a non-profit corporation also attach:

- (1) A list of the names and addresses of the board of directors of the corporation
 (2) A list of the officers of the corporation
 (3) The name and address of the registered agent for the corporation

(c) In the case of a partnership also attach:

- (1) A list of the names and addresses of all partners.
 (2) The name and address of the general or managing partner.

(d) In the case of other types of ownership, also attach such documents as will clearly identify the owner.

See Attachment I.G.

H. List all subsidiaries wholly or partially owned by the applicant.

See Attachment I.H.

I. List all organizations of which the applicant is wholly or partially owned

subsidiary.

See Attachment I.H.

- J. If the operator is other than the owner, attach a list of the names(s) and addresses of the operator(s) of the medical care facility project. In the case of a corporate operator, specify the name and address of the Registered Agent. In the case of the partnership operator, specify the name and address of the general or managing partner.

Not applicable.

- K. If the operator is other than the owner, attach an executed copy of the contract or agreement between the owner and the operator of the medical care facility.

Not applicable.

SECTION II

ARCHITECTURE AND DESIGN

A. Location of the Proposed Project

1. Size of site: 3.32 acres
2. Located in Prince William County/ PD 8 City/County/Planning District
3. Address or directions 4001 Prince William Parkway, Suite 104, Woodbridge, VA 22192
4. Has site been zoned for type of use proposed:
☒ Yes (attach copy of zoning or use permit)
☐ No
 If no, explain status _____

See Attachment II.A.

B. Type of project for which Certificate of Public Need is requested. (Check one)

- (1) _____ New construction
- (2) ☒ Remodeling/modernization of an existing facility

- (3) _____ No construction or remodeling/modernization
- (4) _____ Other _____ (Identify)

C. Design of the facility

- (1) Does the facility have a long range plan? If yes, attach a copy.

Insight Health Corp. d/b/a Rayus Radiology – Woodbridge does not have a formal long range plan. However, this project is consistent with Rayus Radiology – Woodbridge’s mission to provide convenient, state-of-the-art imaging services to its patients and physicians. The establishment of CT imaging services with one CT unit at the Woodbridge facility will better serve patients and providers by locating premium imaging services in one convenient location. Rayus Radiology – Woodbridge is a trusted provider of MRI imaging services due to its experienced radiologists that provide prompt, accurate MRI interpretation. Rayus Radiology – Woodbridge will continue this excellent service with the addition of CT imaging at this facility.

Rayus Radiology – Woodbridge has provided MRI imaging services to Prince William County and the surrounding area for nearly 20 years. By expanding the imaging services offered to include CT imaging, Rayus Radiology – Woodbridge will be able to provide timelier service to its patients and those seeking CT imaging in a rapidly growing area.

- (2) Briefly describe the proposed project with respect to location, style and major design features, and the relationship of the current proposal to the long range plan.

The proposed project will add one CT unit to Rayus Radiology – Woodbridge at 4001 Prince William Parkway, Woodbridge, VA 22192. The facility is easily accessible with ample parking and is familiar to Rayus Radiology – Woodbridge’s patients already seeking MRI services.

The current Rayus Radiology – Woodbridge office space is located on the ground floor of a three story facility. Upon approval of this project, Rayus Radiology – Woodbridge will lease additional space on the second floor directly above the current office and will place the CT scanner in this additional space. There are limited remodeling costs associated with the implementation of this project as it will be placed in an existing facility.

- (3) Describe the relationship of the facility to public transportation and highway access.

Prince William Parkway is a major thoroughfare in Prince William County and offers easy access to the facility for patients. OmniRide Local is a local

bus service that transfers individuals throughout neighborhoods in the Prince William County area. OmniRide Local buses are authorized to travel up to $\frac{3}{4}$ miles from the standard route to accommodate individuals who have difficulty using traditional bus stops. It is a convenient, affordable option that patients can use to reach the Woodbridge facility.

WMATA buses are available with stops directly in front of the facility and several others within a 5-7 minute walk. Virginia Railway also offers a stop in Woodbridge, which allows patients to conveniently travel to the facility from areas south of Woodbridge.

- (4) Relate the size, shape, contour and location of the site to such problems as future expansion, parking, zoning and the provision of water, sewer and solid waste services.

The site is easily accessible to patients in Rayus Radiology – Woodbridge’s service area. Rayus Radiology – Woodbridge is able to lease additional space directly above its current office which will be adequate to install the new CT unit. The office is handicapped accessible and utilities are currently available and sufficient. There is adequate parking to accommodate the additional patients who will utilize the CT.

- (5) If this proposal is to replace an existing facility, specify what use will be made of the existing facility after the new facility is completed.

Not applicable.

- (6) Describe any design features which will make the proposed project more efficient in terms of construction costs, operating costs, or energy conservation.

The building design incorporates energy efficient materials and will enhance energy conservation and lower operating costs. As the project will be placed in an existing facility, there will be limited costs to renovate the office space to support the project.

- D. Describe and document in detail how the facility will be provided with water, sewer and solid waste services. Also describe power source to be used for heating and cooling purposes. Documentation should include, but is not limited to:

- (1) Letters from appropriate governmental agencies verifying the availability and adequacy of utilities,
- (2) National Pollution Discharge Elimination System permits,
- (3) Septic tank permits, or

- (4) Receipts for water and sewer connection and sewer connection fees.

See Attachment II.D.

E. Space tabulation – (show in tabular form)

1. If Item #1 was checked in II-B, specify:
 - a. The total number of square feet (both gross and net) in the proposed facility.
 - b. The total number of square feet (both gross and net) by department and each type of patient room (the sum of the square footage in this part should equal the sum of the square footage in (a) above and should be consistent with any preliminary drawings, if available).
2. If Item #2 was checked in II-B, specify:
 - a. The total number of square feet (both gross and net) by department and each type of patient room in the existing facility.
 - b. The total number of square feet (both gross and net) to be added to the facility.
 - c. The total number square feet (both gross and net) to be remodeled, modernized, or converted to another use.
 - d. The total number of square feet (both gross and net) by department and each type of patient room in the facility upon completion. (The sum of square footage in this part should equal the sum of the square footages in parts (a) and (b) above and should be consistent with any preliminary drawings, if available. (The department breakdown should be the same as in (a) above.)

See Attachment II.E.

3. Specify design criteria used or rationale for determining the size of the total facility and each department within the facility.

The size of the facility and the space for the new CT scanner is based on Rayus Radiology's experience in operating other centers. The space needed is appropriate for the expected utilization, specifications for the CT equipment, local, state, and federal regulations, and under current Facilities Guideline Institute design standards and other requirements. The site is already built and will only require slight remodeling to the existing office space in which the CT scanner will be placed.

F. Attach a plot plan of the site which includes at least the following:

1. The courses and distances of the property line.

2. Dimensions and location of any buildings, structures, roads, parking areas, walkways, easements, right-of-way or encroachments on the site.

See Attachment II.F.

- G. Attach a preliminary design drawing drawn to a scale of not less than 1/16"=1'0" showing the functional layout of the proposed project which indicates at least the following:

1. The layout of each typical functional unit.
2. The spatial relationship of separate functional components to each other.
3. Circulatory spaces (halls, stairwells, elevators, etc.) and mechanical spaces.

See Attachment II.G.

- H. Construction Time Estimates

1. Date of Drawings: Preliminary 9/11/2023 Final: COPN approval + 2 months
2. Date of Construction: Begin: COPN approval + 4 months
Completion: COPN approval + 7 months
3. Target Date of Opening: COPN approval + 8 months

SECTION III

SERVICE DATA

- A. In brief narrative form describe the kind of services now provided and and/or the kind of services to be available after completion of the proposed construction or equipment installation.

Rayus Radiology – Woodbridge currently offers MRI services as part of its diagnostic imaging center through 2 MRI scanners. Currently, patients who require CT imaging or other diagnostic care are directed to other Rayus Radiology locations within PD 8, often experiencing travel difficulties or interruptions in care. Upon approval of this project, Rayus Radiology – Woodbridge will offer comprehensive imaging with both MRI and CT imaging available in one convenient location for patients. This project stands to address the identified need for CT services for patients seeking services in this area and specifically at Rayus Radiology – Woodbridge who are currently being referred elsewhere.

- B. Describe measures used or steps taken to assure continuity of care.

Rayus Radiology – Woodbridge uses standard registration policies and works with patients and physicians to schedule patients within a week of the CT request. Rayus Radiology – Woodbridge also contacts the patient’s insurer prior to the appointment to address any preauthorization requirements.

Before the patient leaves the facility, Rayus Radiology – Woodbridge staff communicate to the patient (or responsible party) the means by which results of the exam will be delivered to the referring physician.

In standard practice, interpretations are performed immediately following the exam. Rayus Radiology – Woodbridge uses the PACS system, which allows CT images to be sent via e-mail as a PDF. The radiologists immediately communicate all STAT requests and urgent findings via telephone to the attending physician to ensure that the patient receives prompt care.

CT reports are transcribed within four hours of the exam and a final hard copy of the report is emailed or mailed to the referring physician as appropriate within 12-24 hours of completing the CT examination. If requested, the actual films of the examination are sent to referring physicians. A copy of the film and/or CD may also be given to the patient at the time of service if necessary.

These processes allow for timely diagnosis and treatment and are effective. By offering both MRI and CT imaging in one facility, patients and referring physicians alike will experience a more streamlined process. Referring physicians have come to rely on Rayus Radiology – Woodbridge for its superior MRI service, and this level of care will continue with the CT service.

- C. What procedures are utilized in quality care assessment?

See Attachment III.C for Rayus Radiology’s quality assurance policy. Rayus Radiology – Woodbridge is accredited by the American College of Radiology. As an ACR accredited facility, Rayus Radiology – Woodbridge will continue to follow the ACR standards for quality control and improvement. Rayus Radiology – Woodbridge also uses computer-based protocols and internal and external communication pathways to assure quality diagnostic outcomes.

- D. Describe the plan for obtaining additional medical, nursing and paramedical personnel required to staff the project following completion and identify the sources from which such personnel are expected to be obtained.

As an existing facility, Rayus Radiology – Woodbridge expects to only hire two additional staff members – a technician to conduct the CT scans and an insurance specialist. The existing staff members at Rayus Radiology – Woodbridge are otherwise sufficient to support patient care and scheduling. Rayus Radiology – Woodbridge normally recruits personnel locally through newspaper and online advertisements, local school recruitment, and word-of-mouth. Personnel at other

Rayus Radiology facilities will have the opportunity to transfer to the Woodbridge location if openings are available.

E. Facilities and Services to be Provided (Check)

		<u>Existing</u>	<u>This Project To be Added</u>	<u>This Project to to be Discontinued</u>
1.	Outpatient Surgery	_____	_____	_____
2.	Post Operative Recovery Room	_____	_____	_____
3.	Pharmacy with full-time pharmacists part-time pharmacists	_____ _____	_____ _____	_____ _____
4.	Diagnostic Radio- logical Services x-ray radioisotope CT scanning	_____ _____ _____	_____ _____ <u>X</u>	_____ _____ _____
5.	Therapeutic Radio- logical Services Specify Source(s) or Type(s) or Equipment Used	_____ _____ _____	_____ _____ _____	_____ _____ _____
6.	Clinical Pathology Laboratory	_____	_____	_____
7.	Blood Bank	_____	_____	_____
8.	Electroencephalo- graphy	_____	_____	_____
9.	Electrocardiography	_____	_____	_____

10.	Ultrasonography	_____	_____	_____
11.	Respiratory Therapy	_____	_____	_____
12.	Renal Dialysis	_____	_____	_____
	chronic outpatient	_____	_____	_____
	home dialysis training	_____	_____	_____
13.	Alcoholism Service	_____	_____	_____
14.	Drug Addiction Service	_____	_____	_____
15.	Physical Therapy Department	_____	_____	_____
16.	Occupational Therapy Department	_____	_____	_____
17.	Medical Rehabilitation outpatient	_____	_____	_____
18.	Psychiatric Service	_____	_____	_____
	outpatient	_____	_____	_____
	emergency service	_____	_____	_____
19.	Clinical Psychology	_____	_____	_____
20.	Outpatient Emergency Service	_____	_____	_____
21.	Social Service	_____	_____	_____
22.	Family Planning Service	_____	_____	_____
23.	Genetic Counseling Service	_____	_____	_____
24.	Abortion Service	_____	_____	_____
25.	Pediatric Service	_____	_____	_____
26.	Obstetric Service	_____	_____	_____

27.	Gynecological Service	_____	_____	_____
28.	Home Care Service	_____	_____	_____
29.	Speech Pathology Service	_____	_____	_____
30.	Audiology Service	_____	_____	_____
31.	Paramedical Training Program	_____	_____	_____
32.	Dental Service	_____	_____	_____
33.	Podiatric Service	_____	_____	_____
34.	Pre-Admission Testing	_____	_____	_____
35.	Pre-Discharge Planning	_____	_____	_____
36.	Multiphasic Screening	_____	_____	_____
37.	Other (Identify)	_____	_____	_____
	<u>MRI</u>	<u>X</u>	_____	_____
		_____	_____	_____
		_____	_____	_____

F. Program

1. Is (will) this outpatient facility (be) a department, unit or satellite of a hospital?

_____ Yes (Give name of hospital) _____

X No

2. Is this outpatient facility affiliated with or does it have a transfer agreement with a hospital?

_____ Yes (Give name of hospital) _____

X No Rayus Radiology – Woodbridge is not affiliated with a hospital. Rayus Radiology – Woodbridge’s policy for transferring patients requiring urgent care is to follow documented procedures to immediately contact emergency medical response teams. This is an extremely rare occurrence.

3. Is (will) there (be) an arrangement whereby medical records can readily be transferred between this outpatient facility and an inpatient facility (ies)?

 X Yes (give name of facility) **Any facility which requests records.**

 No

4. Outpatient services are (will be) available from **6am-11pm Monday-Friday, 8am-4pm Saturday and Sunday.**

5. Does (will) the facility operate scheduled clinics?

 Yes (Attach clinic schedule list)

 X No

6. Are there other organized outpatient services in your primary service area?

 X Yes No

7. The outpatient facility is (will be) staffed:

(a) Only by physicians on call: Yes X No

(b) By full time physicians: X Yes No

(c) By physicians who limit their practice to this outpatient service? X Yes No

8. State specifically any limitations or restrictions for participation in the services of the facility.

There are no limitations or restrictions on use of the facility if patients are appropriate candidates for CT imaging. If patients are unable to pay due to medical indigency or financial hardship, these patients are provided with free or reduced cost CT scans. Rayus Radiology – Woodbridge accepts referrals of such patients from local physicians, Neighborhood Health, the Mother of Mercy Free Clinic, and the Prince William Area Free Clinic.

- G. Please provide historical and/or project utilization statistics for the facility including number of patients, number of patient visits and number of patient services.

	Without CT		With CT*	
	YR 1	YR 2	YR 1	YR 2
MRI Procedures	12,055	12,296	12,055	12,296
CT Procedures	-	-	2,104	3,315
Total	12,055	12,296	14,159	15,611

*Does not account for likely increase in MRI volume due to availability of CT unit, in part because of current high projections of MRI volumes at existing 2 units (120.5% of the SMFP standard in Year 1 and 123% of the SMFP standard in Year 2).

These volumes are based in part on the number of current Rayus Radiology patients residing in the Woodbridge and Prince William County who seek CT services at the Arlington and Fairfax facilities and who can reasonably be expected to utilize the Rayus Radiology – Woodbridge CT location upon approval. Rayus Radiology – Woodbridge also serves other patients in PD 8 and many patients who migrate into PD 8 from Stafford County. These patients’ utilization of this facility is appropriately considered when projecting future utilization.

In addition, the projected volumes are based on historical growth in CT utilization in PD 8 shown in public data from 2016-2021 obtained through Virginia Health Information. See Attachment III.G. PD 8 facilities experienced an average annual percentage growth rate of 7.87% from 2016-2021. The facilities specifically located in Prince William County, where Rayus Radiology – Woodbridge’s proposed project would be located, experienced a growth of 7.98% over that same period and for 2021 experienced utilization at 142.64% of the SMFP standard – higher than the planning district as a whole. Importantly, these statistics are based on publicly available data that ends in 2021. Rayus Radiology has seen significant growth at its Arlington and Fairfax locations in 2022 and 2023, as have many other providers.¹ Thus, the actual growth in utilization rates is likely much higher.

Rayus Radiology – Woodbridge’s projected utilization is achievable and reasonable based on experience over the past two years at Rayus Radiology – Arlington and Rayus Radiology – Fairfax. Importantly,

¹ See Attachment III.G.

Rayus Radiology – Arlington was approved just before the COVID-19 pandemic, which initially impacted the utilization rates of the facility. Since 2020, however, there has been significant growth in CT volumes. In 2022, Rayus Radiology – Arlington performed 2,371 scans, and the facility is projected to perform 3,566 scans for 2023 – a roughly 50% increase in one year. Rayus Radiology – Fairfax is projected to experience growth from 3,729 CT scans in 2022 to 4,911 CT scans in 2023, an increase of about 32%. This growth in utilization reflects a demand for the low-cost, high quality CT services offered at Rayus Radiology, supporting that the Woodbridge facility will also be well-utilized. Rayus Radiology – Woodbridge is also a newer facility with patient-friendly accommodations and easier access, which makes it more desirable to patients.

It is likely that other existing facilities in the area also experienced significant growth as circumstances returned to normal following the pandemic, and it is therefore reasonable to assume that the actual growth that has occurred and can be projected to occur moving forward is in fact greater than what has been projected in this application.

Finally, the anticipated utilization rates also account for the calcium scoring that will be performed using this CT unit. Calcium scoring with CT is more predictive of future cardiovascular events than other risk factors and is essential for early detection of coronary artery disease. Risks for cardiovascular disease increase as patients age, and PD 8 is experiencing higher-than-average growth in the 45+ age group. Offering CT calcium scoring and performing early screens for patients in the 45+ age range will benefit the community and result in better health outcomes, especially as heart disease was the leading cause of death in Virginia in 2022. Rayus Radiology – Woodbridge will be able to offer this technology with its CT unit, increasing utilization and demand, and it will also be able to work with community partners to offer this service to patients with limited financial access to services and preventative care.

H. Staffing of Existing and/or Proposed Facility

In the following categories, indicate the number of full time equivalent personnel (at least 35 hours per week).

	Current Full Time	Additional Needed Vacant Positions	Full Time	TOTAL
Total number of Full-time staff	<u>10</u>	<u>0</u>	<u>2</u>	<u>12</u>

Administration-

Business Office	<u>5</u>	<u>0</u>	<u>0</u>	<u>5</u>
Registered Nurses	_____	_____	_____	_____
Licensed Practical Nurses, Nurses Aides, Orderlies/Attendants	_____	_____	_____	_____
Registered Medical Records Librarian	_____	_____	_____	_____
Registered Pharmacists	_____	_____	_____	_____
Laboratory Medical Technologists	_____	_____	_____	_____
ADA Dieticians	_____	_____	_____	_____
Radiologic Technologists	<u>4</u>	<u>0</u>	<u>1</u>	<u>5</u>
Occupational Therapists	_____	_____	_____	_____
Physical Therapists	_____	_____	_____	_____
Psychologists	_____	_____	_____	_____
Psychiatric Social Workers	_____	_____	_____	_____
Recreational Therapists	_____	_____	_____	_____
Inhalation Therapists	_____	_____	_____	_____
Medical Social Workers	_____	_____	_____	_____
Other Health Professionals, Identify	_____	_____	_____	_____
<u>Insurance Specialist</u>	<u>1</u>	<u>0</u>	<u>1</u>	<u>2</u>
_____	_____	_____	_____	_____

All Other Personnel (Exclude Physicians and Dentists)

- I. Present a plan for obtaining all additional personnel required to staff the project following completion and identify the sources from which such personnel are expected to be obtained.

Only two additional full time employees are required to effectuate the CT project and will be obtained by internal recruiting strategies and public advertisements.

- J. Describe the anticipated impact that the project will have on the staffing of other facilities in the service area.

As only two additional employees are required for this project, there will be little to no anticipated impact on the staffing of other facilities in the services area.

- K. Attach the following information or documents:

1. Copy of most recent licensing report from State Agency (existing facilities, excluding public health centers).

Not applicable.

2. Current accreditation status and copy of latest accreditation report from Joint Commission on Accreditation of Hospitals (existing facilities excluding public health centers).

Not applicable.

3. Roster of medical staff (existing facilities). Indicate their specialty, Board Certification, Board eligibility and staff privileges (active, associate, etc.).

See Attachment III.K.3.

4. Copies of letters of commitment or statement of intent from physicians indicating they will staff the proposed new facility or service upon completion (existing and proposed facilities).

See Attachment III.K.4.

SECTION IV

PROJECT JUSTIFICATION AND IDENTIFICATION OF COMMUNITY NEED

- A. Please provide a comprehensive narrative description of the proposed project.

Rayus Radiology – Woodbridge seeks to add a CT unit at its existing facility due to increasing patient demand and need for CT services in this particular portion of PD 8. Importantly, there is a calculated need for at least 7 CT imaging units in PD 8, as discussed in this application and calculated by DCOPN in recent staff reports. The need and demand for CT imaging is apparent, with steady growth year to year in the planning district. See Attachment III.G. While existing public data is only available until 2021, facilities have continued to see significant growth in 2022 and 2023. Rayus Radiology’s two other locations in PD 8 experienced significant growth from 2021-2023, and it is likely that other facilities saw similar growth coming out of the pandemic.

The need for CT services is even more pronounced in the Prince William County area where Rayus Radiology – Woodbridge is located. In reviewing the patient demographics for CT services at Rayus Radiology’s other PD 8 sites, the number of patients from the Prince William County and surrounding areas increased from 1,374 residents in 2021 to 1,897 residents in 2023, an increase of 38%.² Currently, there are not many options for patients seeking CT imaging in Woodbridge and southeastern PD 8. The closest locations are hospital-based or limited in either the types of CT scans provided or the patients who can access the facility’s services.

The project will add one CT unit to the existing facility on the second floor, directly above the current office space. There will be minimal reconstruction costs as this is an existing space and will only require an increase in rent under the existing lease to acquire the additional space. As the facility already provides MRI services, only one CT technician is required to enable the facility to perform these CT imaging services and one insurance specialist to help coordinate patient payment.

The facility currently offers a range of MRI diagnostic services. The addition of CT services would allow the physicians at Rayus Radiology – Woodbridge to read both CT and MRI scans in order to determine the best treatment plan for each patient. Placing a CT scanner at Rayus Radiology – Woodbridge would bring necessary low-cost options to the Woodbridge area that are not currently available and would be more convenient for patients from this area seeking CT services. As discussed in this application, the CT unit will also allow Rayus Radiology – Woodbridge to perform CT calcium scoring, which will bring necessary preventative care to the area.

As Rayus Radiology is a freestanding facility, patients will be able to access lower cost CT imaging as opposed to receiving such scans in an inpatient hospital setting. Patients prefer access to a convenient, freestanding facility due to the limited exposure to sicker patients at a hospital and due to the

² 2023 volumes through August 2023, projected Q4.

easier navigation of a smaller facility. Freestanding imaging centers are preferred by insurance companies in recognition of the significant cost savings. See Attachment IV.A.1, which shows the substantially lower costs at Rayus Radiology – Woodbridge compared to other existing facilities' published self-pay rates. Importantly, Rayus Radiology – Woodbridge globally bills patients so that they receive only one bill. The estimates provided at other existing facilities are solely facility charges and do not include the separate bill that a patient receives from the radiologist technician that reads the scans.

As discussed in the letters of support at Attachment IV.H.2, the project would also improve financial accessibility for indigent patients who are currently underserved. Rayus Radiology – Woodbridge partners with local organizations like Neighborhood Health and the Mother of Mercy Free Clinic to offer low-cost or free imaging services to patients in the area and intends to do so with its new CT service.

B. Identification of Community Need

1. Describe the geographic boundaries of the facility's primary service area. (Note: Primary service area may be considered to be geographic area from which 75% of patients are expected to originate.)

Rayus Radiology – Woodbridge's primary service area is in eastern and central Prince William County. See Attachment IV.B.1.

2. Provide patient origin, discharge diagnosis or utilization data appropriate for the type of project proposed.

See Attachment IV.B.2.

- C.
 1. Is (are) the service(s) to be offered presently being offered by any other existing facility(ies) in the Health Planning Region?

Yes.

2. If Yes,

- a. Identify the facility(ies)

Centreville-Clifton Imaging Center; Fair Oaks Imaging Center; Fairfax Diagnostic Imaging Center; Fairfax ENT & Plastic Surgery Center; Fairfax MRI and Imaging Center at Tysons; Fairfax Radiology Center at Prosperity; Fairfax Radiology Center of Reston-Herndon; Fairfax Radiology Center at Woodburn; Inova Alexandria Hospital; Inova

Ashburn Healthplex; Inova Emergency Room of Fairfax City; Inova Fair Oaks Hospital; Inova HealthPlex – Franconia/Springfield; Inova Imaging Center – Leesburg; Inova Imaging Center – Mark Center; Inova Lorton HealthPlex; Inova Loudoun Hospital; Inova Mount Vernon Hospital; Inova Oakville ASC; Rayus Radiology – Arlington; Rayus Radiology – Fairfax; Kaiser Permanente – Reston Medical Center; Kaiser Permanente – Tysons Corner Imaging Center; Kaiser Permanente – Woodbridge Imaging Center; Lakeside at Loudoun Tech Center; Loudoun Medical Group, PC; Metro Region PET Center; Metropolitan ENT & Facial Plastic Surgery; Tysons Corner Diagnostic Imaging; UVA Health System Imaging – Centreville; Orthopaedic Foot and Ankle Center; UVA Haymarket Medical Center; UVA Prince William Medical Center; Radiology Imaging Associates at Lansdowne; Radiology Imaging Associates at Sterling; Reston Hospital Center; Sentara Advance Imaging Center – Alexandria; Sentara Lake Ridge Ambulatory Care Center; Sentara Northern Virginia Medical Center; Sentara Northern Virginia Medical Center – Century Medical Office; Stone Springs Hospital Center; Tysons Corner Emergency Center; VHC Emergency and Imaging Center; Virginia Hospital Center.

- b. Discuss the extent to which the facility(ies) satisfy(ies) the current demand for the service(s).

Existing facilities do not meet the demand for CT services in PD 8. As noted in the most recent DCOPN Staff Report (COPN Request Nos. VA-8700 and 8703), there is a calculated need for 9 CT scanners based on 2021 data. 580,752 scans were performed in 2021 on PD 8 scanners, resulting in a utilization rate of approximately 131% of the SMFP standard. The State Health Commissioner recently approved 2 additional CT scanners, bringing the need for CT scanners in PD 8 to 7 units. Rayus Radiology – Woodbridge’s request for 1 CT unit would help alleviate the need for CT services and meet the demonstrated demand.

Specifically, existing facilities do not meet the need of Woodbridge and Prince William County residents for convenient, cost-effective CT imaging. The existing facilities in this area are Kaiser Permanente – Woodbridge, Sentara Northern Virginia Medical Center, Sentara Lake Ridge ASC, and Potomac Radiation Oncology Center. These diagnostic facilities are currently over 100% utilized and are either not

available to nonmembers or do not offer comprehensive, low-cost CT imaging in a freestanding imaging facility that can be readily accessed by patients in this area. Instead, patients must travel extended distances to reach other low-cost CT imaging options and often experience delays in scheduling CT imaging at those options due to the already-high utilization rates across the planning district. Many indigent patients who need low-cost imaging offerings also face difficulties getting transportation to other facilities in PD 8, resulting in these patients seeking imaging services at local emergency departments. This results in higher healthcare costs and unnecessarily drains emergency department resources, and these patients would be better served at a facility like Rayus Radiology – Woodbridge. By placing a CT unit at Rayus Radiology – Woodbridge, Rayus Radiology can use its relationships with payors to bring better, lower-cost imaging services to this portion of PD 8.

The existing facilities offering CT in Prince William County all exceeded the SMFP threshold for 2021, reflecting an unmet demand for CT imaging in this specific area. As there is already an unmet demand identified by DCOPN, it makes sense to place a new scanner at a freestanding site where there is high utilization of existing facilities to meet the needs of patients seeking CT imaging in a more appropriate, cost-effective setting.

It is also logical to place a CT scanner at Rayus Radiology – Woodbridge because the facility is in a portion of PD 8 that is somewhat removed from the other existing freestanding facilities. The location of this project will better distribute resources throughout the planning district and reduce travel times for patients seeking services in this area.

Finally, many of the existing nearby facilities offering CT imaging have limited operating hours. Rayus Radiology – Woodbridge is open 7 days a week, providing greater accessibility and ensuring patients can seek care at a time that is convenient for their schedule.

- c. Discuss the extent to which the facility(ies) will satisfy the demand for services in five years.

As discussed above, existing facilities do not currently satisfy the demand for CT imaging services, resulting in long wait times and scheduling delays, as well as extended travel

throughout the planning district to reach affordable outpatient imaging facilities. This project is therefore necessary to meet an existing need in the planning district.

This need will only continue to grow. Prince William County is expected to experience significant population growth from 2020-2035 and will have the third highest percentage change in growth in PD 8, experiencing a population increase of 24.40% over that time period. The total growth in PD 8 from 2020-2035 is expected to be 17.21% compared to a statewide growth of 9.25%.³ Significantly, the number of PD 8 residents aged 65 and over is expected to grow 37.53% in PD 8 from 2020-2030. As individuals in this age group are more likely to utilize healthcare services, especially imaging services, it can be reasonably anticipated that the need for CT imaging in PD 8, especially in Prince William County, will only continue to grow over the next five years.

A unique aspect of this project is that Rayus Radiology – Woodbridge will offer CT calcium scoring services. This service allows providers to identify the level of plaque buildup in a patient’s heart and can allow for early detection and early intervention. As patients age, the risk of cardiovascular events increases, and heart disease was the leading cause of death in Virginia in 2022. Although the CT will be used for all types of scans, the ability to offer this essential preventative care will be important as the planning district continues to age. It appears that such calcium scoring is not available at every CT unit.

- D. Discuss how project will fill an unmet need in the delivery of health care in the service area including, where applicable, geographic barriers to access.

Rayus Radiology – Woodbridge proposes to add a CT scanning unit to its existing facility, which already offers MRI services. The proposed primary service area will include Prince William County and adjacent areas, with a secondary service area comprising the remaining portions of PD 8. Rayus Radiology – Woodbridge also serves patients outside of PD 8, including those in Stafford. As discussed in this application, there is a current unmet need for 7 CT imaging units in PD 8. This project will specifically meet that need, as there are many patients from Woodbridge currently traveling extended distances within the planning district to obtain lower-cost scans at other, more distant freestanding facilities. Rayus Radiology – Woodbridge’s

³ Based on population data from the Weldon Cooper Center for Public Service Demographics Research Group at the University of Virginia.

proposed project would provide convenient, timely, and affordable CT imaging within this portion of PD 8.

As noted in many decisions reviewing applications for health care projects in PD 8, the main geographic barrier to access is the significant traffic congestion that increases travel time and frustrates PD 8 patients' ability to timely and easily access services. Rayus Radiology – Woodbridge's facility is located in an area that does not have convenient access to freestanding outpatient imaging services, as most of the facilities offering such services are primarily located in eastern PD 8. This project would better serve patients in Prince William County and southern PD 8 and shorten travel times for those patients who, based on Rayus Radiology data, travel from Prince William County to Rayus Radiology's more distant sites in Arlington and Fairfax.

The project will also improve financial access to care. As set forth in Attachment IV.H.2., there are several organizations that seek low-cost or free imaging services for individuals in PD 8. These organizations partner with Rayus Radiology and recognize the benefits that would come with approval of a CT scanner at the Woodbridge facility. By bringing a low-cost option to this portion of PD 8, patients will not have to resort to using higher-cost inpatient options or going to emergency departments, which unnecessarily burdens resources and drives up healthcare costs.

- E. Discuss the consistency of the proposed project with applicable Regional Health Plan, State Health Plan, State Medical Facilities Plan, or other plans promulgated by State agencies.

Rayus Radiology – Woodbridge's proposed project is consistent with the State Health Services Plan and required planning criteria, as detailed below and throughout this application.

Virginia Code § 32.1-102.3(B): In determining whether a public need for a project has been demonstrated, the Commissioner shall consider:

1. *The extent to which the proposed project will provide or increase access to health care services for people in the area to be served and the effects that the proposed project will have on access to health care services in areas having distinct and unique geographic, socioeconomic, cultural, transportation, and other barriers to access to health care;*

Rayus Radiology – Woodbridge's proposed project will increase access to CT imaging services within PD 8 and in Prince William County. The most recent DCOPN Staff Report calculated a need for 9 CT scanners in PD 8 before the Commissioner approved two new scanners, bringing the need to 7 CT scanners. PD 8 as a whole operated at approximately 131% of the SMFP threshold in 2021, averaging 9,713 scans per unit. A need for additional CT

imaging services exists in the planning district, particularly in the proposed location.

The Prince William County area in which Rayus Radiology – Woodbridge primarily serves patients has the lowest number of CT units and CT scans/1000 population in PD 8 based on 2021 data. See Attachment IV.E.1. While utilization appears to be lower in Prince William compared to the rest of PD 8, the statewide data showing much higher use than in Prince William County and the reported utilization of existing Prince William County CT scanners (well over 100%) suggest otherwise. See Attachment IV.E.1. Out of 60 CT scanners reported in operation in PD 8 in 2021, only 9 are located in Prince William County. These scanners performed 84,443 scans in 2021 for an average of 10,555 scans per unit – 142% of the SMFP threshold for a new scanner. This is higher than PD 8 and statewide utilization. While additional CT scanners have been added since 2021 and are not yet all in service and reporting utilization (see Attachment IV.E.1 showing 80 authorized scanners in PD 8 vs. 69 diagnostic scanners), most were approved in other parts of the planning district and will not serve Prince William County’s needs.

In addition, the existing and approved CT facilities are primarily stationed at inpatient hospitals. There are significant, recognized benefits to imaging services that are available at freestanding, independent imaging centers, including lower costs and greater scheduling flexibility. Rayus Radiology – Woodbridge specifically operates 7 days a week, which provides patients with greater access without the hassle of taking time off from work to obtain necessary scans. Unlike the existing hospital settings, Rayus Radiology – Woodbridge can offer lower cost scans in a more convenient facility that eliminates the need for patients to traverse a large hospital campus or interact with patients with higher acuity care needs.

Rayus Radiology – Woodbridge will offer lower costs than the existing facilities in the area as a freestanding, independent imaging center unaffiliated with a major hospital system. See Attachment IV.A.1 (comparing uninsured patient self-pay rates at Rayus Radiology – Woodbridge to existing nearby facilities offering CT services). Based on publicly available information, the costs of CT scans performed at inpatient hospital locations are significantly higher than the projected costs to patients at Rayus Radiology – Woodbridge. In addition, patients typically receive multiple bills at other facilities – one from the facility and one from the radiology group interpreting the scans. Meanwhile, Rayus Radiology – Woodbridge’s anticipated costs are global and inclusive of both charges. Patients will experience substantial cost savings by utilizing Rayus Radiology – Woodbridge for CT scans while still receiving high quality, convenient care.

Finally, the proposed project will improve geographic access, as many of the CT imaging facilities are primarily concentrated in central and eastern PD 8.

There are fewer options available to patients in the southeastern portion of PD 8 seeking care, and these are the patients that Rayus Radiology – Woodbridge primarily expects to serve. These patients will no longer have to travel extended distances across the planning district and contend with traffic, congestion, and other delays that are characteristic of PD 8.

2. *The extent to which the proposed project will meet the needs of people in the area to be served, as demonstrated by each of the following:*
 - (i) *The level of community support for the proposed project demonstrated by people, businesses, and governmental leaders representing the area to be served;*

There is significant community support for this proposed project, primarily from organizations that coordinate low cost or free medical services for patients seeking care in PD 8. Attachment IV.H.2. William C. Reha, MD., noted the need for more options for medical imaging, including CT, for his urology patients in Woodbridge. Dr. Reha praised Rayus Radiology’s facilities and offerings, but reflected that it is difficult for his patients to travel to Fairfax and Arlington for CT scans. Instead, patients must rely on local CT scanners that are overbooked. Thus, the CT scanner at Rayus Radiology – Woodbridge would better serve these patients.

Neighborhood Health, a nonprofit Federally-Qualified Health Center that provides primary medical, dental, and behavioral health care services, wrote in support of this project noting that it has worked with Rayus Radiology since March 2023 to provide cost-free imaging for uninsured patients. As part of that program, 115 CT scans have been provided to Neighborhood Health’s patients. By placing a CT scanner at Rayus Radiology – Woodbridge, there would be a greater ability to offer these free scans to those in need in the area.

Similarly, the Clinic Director of the Mother of Mercy Free Clinic wrote in support of the project, noting Rayus Radiology’s partnership and its commitment to serving the community by coordinating free diagnostic imaging. This letter stated that these patients cannot bear the financial and logistical burden associated with traveling to Fairfax for CT imaging due to unreliable transportation and costs. The installation of a CT scanner at Rayus Radiology – Woodbridge would better serve these patients and improve the healthcare offerings to these individuals.

Other providers such as Northern Virginia Neurology, PLLC and Old Town Manassas Medical Center offered their full support of this project, noting the barriers to access in care for patients impacts timely diagnosis and treatment and can negatively impact disease outcomes. These providers cited reports from patients and providers regarding challenges in obtaining CT imaging locally and the burden in traveling across the planning district for services.

- (ii) *The availability of reasonable alternatives to the proposed project that would meet the needs of people in the area to be served in a less costly, more efficient, or more effective manner;*

There are no reasonable alternatives to this proposed project. The proposal is directly borne out of the identified need for CT imaging for Rayus Radiology – Woodbridge patients and patients seeking CT imaging in this area. Patients seeking services at Rayus Radiology – Woodbridge who require CT imaging are already forced to travel to Rayus Radiology’s Arlington or Fairfax locations and report that this is inconvenient both with travel time delays and delays in getting scheduled due to high utilization. The CT volumes at both facilities for 2022-2023 reflect strong and growing utilization that prevents relocating one of those existing units to the Woodbridge location.

Further, Rayus Radiology – Woodbridge has already indicated that it will continue to work with local organizations to provide free CT imaging to patients in the area. Many low-income patients have difficulty obtaining transportation to existing facilities out of the area elsewhere in PD 8, and the addition of a CT scanner to the Woodbridge facility would better serve these patients.

As discussed throughout this application, the status quo is not an appropriate or reasonable alternative, as there is a calculated need for at least 7 additional CT units in PD 8. Placing one such unit at Rayus Radiology – Woodbridge will meet an identified need in this area and will ensure that CT services are efficiently distributed across the planning district.

- (iii) *Any recommendation or report of the regional health planning agency regarding an application for a certificate that is required to be submitted to the Commissioner pursuant to subsection B of Section 32.1-102.6;*

The Health Systems Agency of Northern Virginia has not issued a recommendation on this project at this time.

- (iv) *Any costs and benefits of the proposed project;*

As the CT scanner will be placed in an existing facility, the costs associated with implementing the project are limited to slight remodeling and the lease cost to control the additional space in the building to place the CT scanner. The anticipated CT scanner itself (a SOMATOM go.Up) is reasonably priced and well-suited to serve the needs of Rayus Radiology – Woodbridge’s anticipated patient base. It is a cost-effective scanner that offers precise and optimized image quality. The proposed unit is a 64-slice CT scanner and is designed to offer innovative solutions that result in more efficient operating,

reduced dosing to patients, and faster scanning. This will be sufficient for Rayus Radiology – Woodbridge to perform all but a very small percentage of scans for patients. The proposed costs of the project are reasonable compared to other similar past projects to establish CT services that have been approved in the past.

The low costs of the project are greatly outweighed by the benefits of this project, which will improve geographic and financial access to CT imaging services, will allow for increased provision of low cost or even free CT imaging to patients seeking services in the area, and will improve scheduling delays that are experienced by patients in PD 8 at this time due to the calculated need for additional CT imaging units.

(v) *The financial accessibility of the proposed project to people in the area to be served, including indigent people; and*

This project stands to improve financial accessibility for individuals seeking CT imaging services in this area. Specifically, Rayus Radiology – Woodbridge will bring a new freestanding imaging facility to this portion of PD 8, through which patients will be able to receive lower cost scans compared to traditional inpatient settings. See Attachment IV.A.1 for comparisons of patient self-pay rates at existing facilities and Rayus Radiology – Woodbridge’s proposed self-pay rates. Further, Rayus Radiology – Woodbridge will continue its partnership with local organizations that coordinate free, no-cost medical services and will provide charity care and no cost CT imaging to patients in need.

(vi) *At the discretion of the Commissioner, any other factors as may be relevant to the determination of public need for a proposed project;*

This project will enable Rayus Radiology – Woodbridge to offer CT calcium scoring. Cardiac CT calcium scoring is a quick, noninvasive exam to evaluate the amount of calcified plaque in a patient’s heart vessels. Plaque in the arteries can cause heart attacks, and CT calcium scoring offers earlier detection of risk for significant cardiovascular events compared to traditional risk factors such as comorbidities and familial risk. Early detection is necessary to prevent significant coronary issues and heart disease, especially in patients aged 45 and up. By offering this service, Rayus Radiology – Woodbridge can serve the needs of the growing 45+ population in PD 8. The leading cause of death in Virginia in 2022 was heart disease, and it is increasingly important that patients receive screening and early intervention in order to take preventative and corrective measures. Due to Rayus Radiology – Woodbridge’s commitment to serving those in need, it is possible for Rayus Radiology to work with its existing partners to offer low cost or free CT calcium scoring to increase financial access to this service. There appears to be limited access to calcium scoring in PD 8 at this time,

and the ability to offer this service at Rayus Radiology – Woodbridge will improve access to this necessary preventative service.

3. *The extent to which the proposed project is consistent with the State Health Services Plan;*

12VAC5-230-90 Travel Time. CT services should be within 30 minutes driving time one way under normal conditions of 95% of the population of the health planning district using a mapping software as determined by the Commissioner.

PD 8's current CT facilities satisfy that 95% of the population has adequate access to CT services. However, Rayus Radiology – Woodbridge's location will improve access across Prince William County to low-cost, outpatient services that are unaffiliated with the major hospitals in the area.

12VAC5-230-10. Need for New Fixed Site or Mobile Service. A. No new fixed site or mobile CT service should be approved unless fixed site CT services in the health planning district performed an average of 7,400 procedures per existing and approved CT scanner during the relevant reporting period and the proposed new service would not significantly reduce the utilization of existing providers in the health planning district. The utilization of existing scanners operated by a hospital and serving an area distinct from the proposed new service site may be disregarded in computing the average utilization of CT scanners in such health planning district.

The existing 60 scanners that are in operation were found to have performed 582,773 scans in 2021 (9,713 scans per unit) for a utilization rate of 131.26% of the SMFP standard for approval of a new fixed site CT service.

Rayus Radiology – Woodbridge anticipates performing 2,104 CT scans Year 1 and 3,315 CT scans Year 2. Due to the high utilization rates at existing facilities in PD 8, and especially at facilities in Prince William County, it is unlikely that there will be much impact on existing facilities. See Attachment III.G. Utilization of existing CT scanners in 2021 was at 131.26% of the SMFP standard and reflects a 7.87% average annual change in utilization from 2016-2021. It is likely that the average annual change in utilization is even higher when considering utilization data from 2022-2023, which has not been publicly made available. However, it is anticipated that utilization has continued to rebound and grow following the COVID-19 pandemic, as has been seen in the volumes at Rayus Radiology's Arlington and Fairfax locations.

Rayus Radiology – Woodbridge's project is unlikely to negatively impact existing facilities in light of the high utilization PD 8-wide and the need for 7 new scanners. Specifically in Prince William County, the utilization rates of existing providers are notably high, suggesting that the addition of a CT

scanner at Rayus Radiology – Woodbridge will not negatively impact those existing facilities. See Attachment III.G.

In 2022, 1,158 patients from Prince William County and surrounding areas traveled to obtain CT services at Rayus Radiology – Arlington and Rayus Radiology – Fairfax. That number is projected to be 1,897 for 2023. There are a high number of patients leaving the primary service area of Rayus Radiology – Woodbridge to obtain CT services elsewhere in the planning district that would be better served with the approval of this project.

Rayus Radiology – Woodbridge’s projected utilization is achievable and reasonable based on experience the past two years at Rayus Radiology – Arlington and Rayus Radiology – Fairfax. Importantly, Rayus Radiology – Arlington was approved just before the COVID-19 pandemic, which initially impacted the utilization rates of the facility. Since 2020, however, there has been significant growth in CT volumes. In 2022, Rayus Radiology – Arlington performed 2,371 scans and is projected to perform 3,566 scans for 2023 – a 50% increase in one year. Rayus Radiology – Fairfax is projected to experience a growth of 3,729 CT scans in 2022 to 4,911 CT scans in 2023, an increase of about 32%. Rayus Radiology – Woodbridge is also a newer facility with patient-friendly accommodations and easier access, which makes this facility more attractive to patients.

Further, Rayus Radiology – Woodbridge’s experience with serving patients seeking MRI services suggests that the facility will be well utilized. For year-end 2023, Rayus Radiology projects that it will have provided 11,813 MRI scans to patients. That number was 10,843 for 2022, showing significant growth and demand for imaging services at this facility. In fact, Rayus Radiology – Woodbridge is reaching capacity, averaging about 32 patients 7 days per week. The high utilization of this facility’s MRI service supports that the CT service will also be well-utilized. In addition, the approval of this project and expansion to the second floor of the facility will provide additional space that might allow for the placement of other necessary non-COPN regulated imaging services, like ultrasound.

The proposed project is generally consistent with the SMFP standard for approval of a new service.

B. Existing CT scanners used solely for simulation with radiation therapy treatment shall be exempt from the utilization criteria of this article when applying for a COPN. In addition, existing CT scanners used solely for simulation with radiation therapy treatment may be disregarded in computing the average utilization of CT scanners in such health planning district.

Not applicable. The proposed addition of a CT scanner unit to Rayus Radiology – Woodbridge does not represent a CT simulator for radiation therapy planning.

12VAC5-230-110. Expansion of Fixed Site Service. Proposals to expand an existing medical care facility's CT service through the addition of a CT scanner should be approved when the existing services performed an average of 7,400 procedures per scanner for the relevant reporting period. The commissioner may authorize placement of a new unit at the applicant's existing medical care facility or at a separate location within the applicant's primary service area for CT services, provided the proposed expansion is not likely to significantly reduce the utilization of existing providers in the health planning district.

Not applicable. The proposed project is an addition of a new fixed CT scanner unit. Rayus Radiology – Woodbridge does not have existing CT services at this time.

12VAC5-230-120. Adding or Expanding Mobile CT Services. A. Proposals for mobile CT scanners shall demonstrate that, for the relevant reporting period, at least 4,800 procedures were performed and that the providers in the health planning district. B. Proposals to convert authorized mobile CT scanners to fixed site scanners shall demonstrate that, for the relevant reporting period, at least 6,000 procedures were performed by the mobile scanner and that the proposed conversion will not significantly reduce the utilization of existing CT providers in the health planning district.

Not applicable. The proposed project is the addition of a fixed CT scanner.

12VAC5-230-130. Staffing. CT services should be under the direction or supervision of one or more qualified physicians.

Rayus Radiology – Woodbridge meets this standard. The CT service will be under the supervision of board certified and fellowship trained radiologists.

4. *The extent to which the proposed project fosters institutional competition that benefits the area to be served while improving access to essential health care services for all people in the area to be served;*

The proposed project will bring new competition to the Prince William County/southeastern portion of PD 8 by placing CT services at an independent, freestanding facility unaffiliated with a major hospital. The existing options for this region are primarily inpatient based or are offered at a facility with restrictions on the patients that can utilize the facility's services.

5. *The relationship of the proposed project to the existing health care system of the area to be served, including the utilization and efficiency of existing services or facilities;*

The proposed project will only add 1 new CT unit to the planning district, which has an identified need for at least 7 CT units. Based on the current high utilization across PD 8 facilities, and specifically at facilities in Prince William County, there is a high demand for a CT scanner where Rayus Radiology – Woodbridge intends to place its scanner. This scanner will improve geographic and financial access to patients seeking services in this area without negatively impacting existing facilities, as there is high utilization that could be better served by an outpatient, freestanding facility like Rayus Radiology – Woodbridge. As noted by patients and providers alike, the utilization at existing facilities has resulted in significant delays in scheduling CT scans. The approval of this project will help address these delays and provide a more convenient, timely option for patients.

6. *The feasibility of the proposed project, including the financial benefits of the proposed project to the applicant, the cost of construction, the availability of financial and human resources, and the cost of capital;*

Rayus Radiology – Woodbridge has the resources necessary to support this proposed project and will complete the project utilizing cash reserves. Rayus Radiology – Woodbridge already leases space in the building and has arranged to lease additional space directly above the current office in the same building through an additional lease. As the project will be implemented at an existing facility, only one CT technician and one insurance specialist will be required to staff the project. The project will be feasible based on the number of patients from the Woodbridge/Prince William County area who seek out CT imaging at Rayus Radiology's Fairfax and Arlington locations. The approval of this project will better meet those patients' needs by offering the low-cost, trusted services of Rayus Radiology but at a more convenient location.

7. *The extent to which the proposed project provides improvements or innovations in the financing and delivery of health care services, as demonstrated by (i) the introduction of new technology that promotes quality, cost effectiveness, or both in the delivery of health care services; (ii) the potential for provision of health care services on an outpatient basis; (iii) any cooperative efforts to meet regional health care needs; and (iv) at the discretion of the Commissioner, any other factors as may be appropriate; and*

The establishment of CT services at Rayus Radiology – Woodbridge will result in a high quality facility that offers comprehensive imaging services to patients. Patients will have better access to the low-cost services available at a freestanding, outpatient imaging facility like Rayus Radiology – Woodbridge

and will not have to travel extended distances across the planning district to obtain these CT services. Based on current experience, many patients who require low cost services or do not have adequate transportation are turning to emergency departments to seek imaging care. This is a burden on emergency services and is better addressed through the addition of a CT scanner at Rayus Radiology – Woodbridge, where patients can receive more affordable, quality scans.

8. *In the case of a project proposed by or affecting a teaching hospital associated with a public institution of higher education or a medical school in the area to be served, (i) the unique research, training, and clinical mission of the teaching hospital or medical school and (ii) any contribution the teaching hospital or medical school may provide in the delivery, innovation, and improvement of health care services for citizens of the Commonwealth, including indigent or underserved populations.*

Not applicable.

- F. Show the method and assumptions used in determining the need for additional beds, new services or deletion of service in the proposed project's service area.

Methods and assumptions made in determining the need for this service are demonstrated throughout this application. Importantly, Rayus Radiology has considered whether it is feasible to move a CT from a different Rayus Radiology facility to the Woodbridge location. Based on utilization data for the past two years and the Commissioner's previous finding that a need existed for the CT units in their current locations, it is not reasonable to move one of the scanners to Woodbridge. Instead, based on the current unmet need calculated under the SMFP and the high utilization rates of CT scans in Prince William County, it is more appropriate to place a new scanner at the Woodbridge facility.

- G. Coordination and Affiliation with Other Facilities.

Describe any existing or proposed formal agreements or affiliations to share personnel, facilities, services or equipment. (Attach copies of any formal agreements with another health or medical care facility.)

Not applicable.

- H. Attach copies of the following documents:

1. A map of the service area indicating:
 - a. Location of proposed project.

- b. Location of other existing medical facilities (by name, type (hospital, nursing home, outpatient clinic, etc.) and number of beds in each inpatient facility).

See Attachment IV.H.1.

2. Any material which indicates community and professional support for this project; i.e. letter of endorsement from physicians, community organizations, local government, Chamber of Commerce, medical society, etc.

See Attachment IV.H.2.

3. Letters to other area facilities advising of the scope of the proposed project.

See Attachment IV.H.3.

SECTION V

FINANCIAL DATA

It will be the responsibility of the applicant to show sufficient evidence of adequate financial resources to complete construction of the proposed project and provide sufficient working capital and operating income for a period of not less than one (1) year after the date of opening:

- A. Specify the per diem rate for all existing negotiated reimbursement contracts and proposed contracts for patient care with state and federal governmental agencies, Blue Cross/Blue Shield Plans, labor organizations such as health and welfare funds and membership associations.
- B. Does the facility participate in a regional program which provides a means for facilities to compare its costs and operations with similar institutions?

 X Yes No

If yes, specify program **VHI**

Provide a copy of report(s) which provide(s) the basis for comparison.

- C. Estimated Capital Costs

Please see "Instructions for Completing Estimated Capital Costs" Section of the Certificate of Need application for detailed instructions for completing this question (attached)

Part I – Direct Construction Costs

1.	Cost of materials	\$ <u>254,924.00</u>
2.	Cost of labor	\$ <u>Incl. in 1.</u>
3.	Equipment included in construction contract	\$ _____
4.	Builder's overhead	\$ <u>27,500.00</u>
5.	Builder's profit	\$ <u>16,945.00</u>
6.	Allocation for contingencies	\$ <u>50,000.00</u>
7.	Sub-total (add lines 1 thru 6)	\$ <u>349,369.00</u>

Part II – Equipment Not Included in Construction Contract
(List each separately) If leasehold, lease expense for the entire term of the initial lease

8.	a. <u>CT Injector Quote</u>	\$ <u>24,805.00</u>
	b. <u>Furniture</u>	\$ <u>2,500.00</u>
	c. <u>CT Equipment plus calcium scoring</u>	\$ <u>357,750.00</u>
	d. <u>QCT Software</u>	\$ <u>53,000.00</u>
	e. _____	\$ _____
9.	Sub-total (add lines 8a thru 8e)	\$ <u>438,055.00</u>

Part III – Site Acquisition Costs

10.	Full purchase price	\$ _____
11.	For sites with standing structures	\$ _____
	a. purchase price allocable to structures	\$ _____
	b. purchase price allocable to land	\$ _____
12.	Closing costs	\$ _____
13.	If leasehold, lease expense for the entire term of the initial lease	\$ <u>327,856.08</u>
14.	Additional expenses paid or accrued:	

- | | | |
|-----|-----------------------------------|---------------------|
| a. | _____ | \$ _____ |
| b. | _____ | \$ _____ |
| c. | _____ | \$ _____ |
| 15. | Sub-total (add lines 10 thru 14c) | <u>\$327,856.08</u> |

Part IV – Site Preparation Costs

- | | | |
|-----|----------------------------------|----------|
| 16. | Earth work | \$ _____ |
| 17. | Site utilities | \$ _____ |
| 18. | Roads and walks | \$ _____ |
| 19. | Lawns and planting | \$ _____ |
| 20. | Unusual site conditions: | |
| | a. _____ | \$ _____ |
| | b. _____ | \$ _____ |
| 21. | Accessory structures | \$ _____ |
| 22. | Demolition costs | \$ _____ |
| 23. | Sub-total (add lines 16 thru 22) | \$ _____ |

Part V – Off-site Costs (List each separately)

- | | | |
|-----|----------------------------------|----------|
| 24. | _____ | \$ _____ |
| 25. | _____ | \$ _____ |
| 26. | _____ | \$ _____ |
| 27. | _____ | \$ _____ |
| 28. | Sub-total (add lines 24 thru 27) | \$ _____ |

Part VI – Architectural and Engineering Fees

- | | | |
|-----|------------------------|---------------------|
| 29. | Architect's design fee | <u>\$ 20,000.00</u> |
|-----|------------------------|---------------------|

30. Architect's supervision fee \$ _____
31. Engineering fees \$ 15,000.00
32. Consultant's fees \$ _____
33. Sub-total (add lines 29 thru 32) \$ 35,000.00

Part VII – Other Consultant Fees (List each separately)

34. a. _____ \$ _____
- b. _____ \$ _____
- c. _____ \$ _____
35. Sub-total (add lines 34a thru 34c) \$ _____

Part VIII – Taxes During Construction

36. Property taxes during construction \$ 1,770.00
37. List other taxes:
- a. _____ \$ _____
- b. _____ \$ _____
38. Sub-total (add lines 36 thru 37b) \$ 1,770.00

Part IX-A – HUD Section 232 Financing

39. Estimated construction time(in months) _____
40. Dollar amount of construction loan \$ _____
41. Construction loan interest rate _____%
42. Estimated construction loan interest costs \$ _____
43. Term of financing (in years) _____
44. Interest rate on permanent loan _____%
45. FHA mortgage insurance premium \$ _____

46. FHA mortgage fees \$ _____
47. Financing fees \$ _____
48. Placement fees \$ _____
49. AMPO (non-profit only) \$ _____
50. Title and recording fees \$ _____
51. Legal fees \$ _____
52. Total interest expense on permanent mortgage loan \$ _____
53. Sub-total Part IX-A HUD Section 232 Financing (add lines 42, 45, 46, 47, 48, 49, 50 and 51) \$ _____

Part IX-B – Industrial Development Authority Revenue and General Obligation Bond Financing (Circle selected method of financing)

54. Method of construction financing (construction loan, proceeds of bond sales, if other, specify)

- If construction is to be financed from any source other than bond sale proceeds, answer question 56 through 58. Otherwise, proceed to question 59.
55. Estimated construction time (in months) _____
56. Dollar amount of construction loan \$ _____
57. Construction loan interest rate _____ %
58. Estimated construction loan interest cost \$ _____
59. Nature of bond placement (direct, underwriter, if other, specify)

60. Will bonds be issued prior to the beginning of construction? _____ Yes _____ No
61. If the answer to question 60 is yes, how long before (in months)? _____

62. Dollar amount of bonds expected to be sold prior to the beginning of construction \$ _____
63. Will principal and interest be paid during construction or only interest? _____
64. Bond interest expense prior to the beginning of construction(in dollars) \$ _____
65. How many months after construction begins will last bond be sold? _____
66. Bond interest expense during construction \$ _____
67. What percent of total construction will be Financed from bond issue? \$ _____
68. Expected bond interest rate _____ %
69. Anticipated term of bond issued (in years) _____
70. Anticipated bond discount (in dollars) _____
71. Legal costs \$ _____
72. Printing costs \$ _____
73. Placement fee \$ _____
74. Feasibility study \$ _____
75. Insurance \$ _____
76. Title and recording fees \$ _____
77. Other fees (list each separately)
- a. _____ \$ _____
- b. _____ \$ _____
- c. _____ \$ _____
78. Sinking fund reserve account (Debt Service Reserve) \$ _____

79. Total bond interest expenses (in dollars) \$ _____

80. Sub-total Part IX_B (add lines 58, 64, 66,
71, 72, 73, 74, 75, 76, 77a, b, c and 78) \$ _____

Part IX_C – Conventional Mortgage Loan Financing

81. Estimated construction time (in months) _____

82. Dollar amount of construction loan \$ _____

83. Construction loan interest rate _____%

84. Estimated construction loan interest cost
(in dollars) \$ _____

85. Term of long term financing (in years) _____

86. Interest rate on long term loan _____%

87. Anticipated mortgage discount (in dollars) \$ _____

88. Feasibility study \$ _____

89. Finder's fee \$ _____

90. Legal fees \$ _____

91. Insurance \$ _____

92. Other fees (list each separately)
_____ \$ _____

93. _____ \$ _____

94. Total permanent mortgage loan
interest expense (in dollars) \$ _____

95. Sub-total Part IX_C (add lines 84 & 88 thru 93) \$ _____

Financial Data Summary Sheet

96. Sub-total Part I Direct Construction Cost (line 7) \$349,369.00

97.	Sub-total Part II	Equipment not included in construction contract (line 9)	<u>\$438,055.00</u>
98.	Sub-total Part III	Site Acquisition Costs (line 15)	<u>\$327,856.08</u>
99.	Sub-total Part IV	Site Preparation Cost (line 23)	<u>\$0</u>
100.	Sub-total Part V	Off-Site Costs (line 28)	<u>\$0</u>
101.	Sub-total Part VI	Architectural and Engineering fees (line 33)	<u>\$35,000.00</u>
102.	Sub-total Part VII	Other Consultant fees (line 35)	<u>\$0</u>
103.	Sub-total Part VIII	Taxes During Construction (line 38)	<u>\$1,770.00</u>
104.	Sub-total Part IX-A	HUD-232 Financing (line 53)	<u>\$</u>
105.	Sub-total Part IX-B	Industrial Development Authority Revenue & General Revenue Bond Financing (line 80)	<u>\$</u>
106.	Sub-total Part IX-C	Conventional Loan Financing (line 95)	<u>\$</u>
107.	TOTAL CAPITAL COST (lines 96 thru 106)		<u>\$1,152,050.08</u>
108.	Percent of total capital costs to be financed		<u> </u> %
109.	Dollar amount of long term mortgage (line 107 x 108)		<u>\$</u>
110.	Total Interest Cost on Long Term Financing		<u>\$</u>
	a.	HUD-232 Financing (line 53)	<u>\$</u>
	b.	Industrial Development Authority Revenue & General Revenue Bond Financing (line 79)	<u>\$</u>
	c.	Conventional Loan Financing (line 94)	<u>\$</u>
111.	Anticipated Bond discount		
	a.	HUD-232 Financing (line 53)	<u>\$</u>
	b.	Industrial Development Authority Revenue &	

	General Revenue Bond Financing (line 70)	\$ _____
	c. Conventional Loan Financing (line 87)	\$ _____
112.	TOTAL CAPITAL AND FINANCING COST (ADD LINES 107, 110a, b or c AND 111a, b or c)	<u>\$1,152,050.08</u>
D.	1. Estimated costs for new construction (excluding site acquisition costs)	\$ _____
	2. Estimated costs of modernization and renovation (excluding site acquisition costs)	\$ _____
E.	Anticipated Sources of Funds for Proposed Project	Amount
	1. Public Campaign	\$ _____
	2. Bond Issue (Specify Type) _____	\$ _____
	3. Commercial Loans	\$ _____
	4. Government Loans (Specify Type) _____	\$ _____
	5. Grants (Specify Type) _____	\$ _____
	6. Bequests	\$ _____
	7. Private Foundations	\$ _____
	8. Endowment Income	\$ _____
	9. Accumulated Reserves	<u>\$1,152,050.08</u>
	10. Other (Identify) _____	\$ _____
F.	Describe in detail the proposed method of financing the proposed project, including the various alternatives considered. Attach any documents which indicate the financial feasibility of the project.	
	Not applicable.	
G.	Describe the impact the proposed capital expenditure will have on the cost of providing care in the facility. Specify total debt service cost and estimated debt service cost per patient day for the first two (2) years of operation. (Total debt service cost is defined as total interest to be paid during the life of the loan (s). Estimate debt service cost per patient day by dividing estimated total patient days for year one into amount of debt	

service for that year. Repeat for year two.) Please attach an amortization schedule showing how the proposed debt will be repaid.

It is expected that there will be a slight cost reduction per scan on the cost of care at Rayus Radiology – Woodbridge from adding CT services due to the allocation of existing fixed costs. There is no debt service cost or amortization schedule related to the addition of CT services.

The proposed project will be fully funded through accumulated reserves. The anticipated costs are limited to the cost of the CT unit and minor remodeling of the existing space, as well as the additional lease cost to obtain control of the space where the CT unit will be placed. Rayus Radiology – Woodbridge already has sufficient staffing and will only add one CT technician and one insurance specialist to support the new CT unit.

H. Attach a copy of the following information of documents.

1. The existing and/or proposed room rate schedule, by type of accommodation.

Not applicable.

2. The audited annual financial statements for the past two (2) years of the existing facility or/if a new facility without operating experience, the financial state of the owner (s). Audited financial statements are required, if available.

See Attachment V.H.2. Audited financial statements are not available for Rayus Radiology – Woodbridge specifically. Past income statements for the site specifically have been provided.

3. Copy of the proposed facility's estimated income, expense and capital budget for the first two years of operation after the proposed project is completed.

See Attachment V.H.3.

SECTION VI

ASSURANCES

I hereby assure and certify that:

- a. The work on the proposed project will be initiated within the period of time set forth in the Certificate of Public Need; and
- b. completion of the proposed project will be pursued with diligence; and
- c. the proposed project will be constructed, operated and maintained in full compliance with all applicable local, State and Federal laws, rules, regulations and ordinances.

I hereby certify that the information included in this application and all attachments are correct to the best of my knowledge and belief and that it is my intent to carry out the proposed project as described.


Signature of Authorizing Officer

5775 Wayzata Blvd, Ste 400

Address – Line 1

Amy Garrigues

Type/Print Name of Authorizing Officer

Address – Line 2

Chief Strategy and Development Officer St. Louis Park, MN 55416

Title of Authorizing Officer

City/State/Zip

612.704.9922

Telephone

9/28/2023

Date

Copies of this request should be sent to:

- A. **Virginia Department of Health
Division of Certificate of Public Need
9960 Mayland Drive – Suite 401
Henrico, Virginia 23233**
- B. **The Regional Health Planning Agency if one is currently designated by the Board of Health to serve the area where the project would be located.**

Woodbridge CT Expansion				
1,437 USF				
May 1, 2024 commencement				
Expiration November 31, 2029				
	Base Rent PSF	Base Rent Annual	Ops/ RE Taxes PSF est.	Ops/ RE Taxes Annual est.
months 1-7	\$ 29.20	\$ 24,476.90	\$ 8.50	\$ 7,125.13
months 8-19	\$ 30.08	\$ 43,224.96	\$ 8.76	\$ 12,580.94
months 20-31	\$ 30.98	\$ 44,518.26	\$ 9.02	\$ 12,958.36
months 32-43	\$ 31.91	\$ 45,854.67	\$ 9.29	\$ 13,347.11
months 44-55	\$ 32.86	\$ 47,219.82	\$ 9.57	\$ 13,747.53
months 56-67	\$ 33.85	\$ 48,642.45	\$ 9.85	\$ 14,159.95
total		\$ 253,937.06		\$ 73,919.02
total gross rent	\$ 327,856.08			



INSIGHT HEALTH CORP. Directors

- Kimberly Tzoumakas
- Ryan Raschke

INSIGHT HEALTH CORP. Officers

- Kimberly Tzoumakas, Chief Executive Officer
- Ryan Raschke, Chief Financial Officer and Treasurer
- Todd Hoffarth, Controller and Assistant Treasurer
- Amy Garrigues, Chief Strategy and Development Officer and Secretary
- Per Normark, General Counsel and Assistant Secretary
- Natalie Culhane, Compliance Officer
- Kimberly Schroder, Privacy Officer
- Clay Nadeau, Security Officer

INSIGHT HEALTH CORP. Ownership

- Insight Health Corp. is a wholly owned subsidiary of Insight Health Services Corp.
- Insight Health Services Corp. is a wholly owned subsidiary of Insight Health Services Holdings Corp.
- Insight Health Services Holdings Corp. is a wholly owned subsidiary of Diagnostic Services Holdings, Inc.

INSIGHT HEALTH CORP. Subsidiaries

- CDI Brunswick, LLC
- CDI Tennessee, LLC
- Comprehensive Medical Imaging Centers, Inc.
- East Bay Medical Imaging, LLC
- Encinitas Imaging Center, LLC
- Garfield Imaging Center, Ltd.
- Greater Waterbury Imaging Center, LP
- Insight ARA, LLC
- Insight Boston, LLC
- Insight Imaging Upper-Ohio Valley, LLC
- Insight Mobile Fleet, LLC
- Insight Mobile Fleet – Two, LLC
- Insight Ohio, LLC
- Insight-Premier Health, LLC
- Insight Tennessee, LLC
- Maine Molecular Imaging, LLC
- Open MRI, Inc.
- Signal Medical Services, Inc.
- Southern Connecticut Imaging Centers, LLC

INSIGHT HEALTH CORP. – Registered Agent

Corporation Service Company
 251 Little Falls Drive
 Wilmington, DE 19808



INSIGHT HEALTH CORP. Directors

- Kimberly Tzoumakas
- Ryan Raschke

INSIGHT HEALTH CORP. Ownership

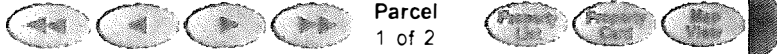
- Insight Health Corp. is a wholly owned subsidiary of Insight Health Services Corp.
- Insight Health Services Corp. is a wholly owned subsidiary of Insight Health Services Holdings Corp.
- Insight Health Services Holdings Corp. is a wholly owned subsidiary of Diagnostic Services Holdings, Inc.

INSIGHT HEALTH CORP. Subsidiaries

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- East Bay Medical Imaging, LLC
- Encinitas Imaging Center, LLC
- Garfield Imaging Center, Ltd.
- Greater Waterbury Imaging Center, LP
- Insight ARA, LLC
- Insight Boston, LLC
- Insight Imaging Upper-Ohio Valley, LLC
- Insight Mobile Fleet, LLC
- Insight Mobile Fleet – Two, LLC
- Insight Ohio, LLC
- Insight-Premier Health, LLC
- Insight Tennessee, LLC
- Maine Molecular Imaging, LLC
- Open MRI, Inc.
- Signal Medical Services, Inc.
- Southern Connecticut Imaging Centers, LLC

Parcel ID	Address	Index Order	Card
8192-67-5545 01	4001 PRINCE WILLIAM PKWY	Address	1 of 1

State	400 Comm & Ind.	RPC/Acct #	91105
Code		Appraiser	DB
Tax Type	1 Reg. Taxable	Neighborhood	4331 Office Building - Income Appr
Spec. Dist		Acreage	0.0000
Zone	RPC		
Tax Dist	8 Neabsco	Owner (Jan 1)	4001 PRINCE WILLIAM PKWY LLC
Reason	01 General Reassessment	Owner (Cur)	4001 PRINCE WILLIAM PKWY LLC
Magisterial		Address	
Legal	PARKWAY PROFESSIONAL 3 OFFICE COND O CONVERTIBLE SPACE - ALL FLOO RS PLEASE SEE NOTES	Zip	4320 PRINCE WILLIAM PKWY STE 113 WOODBIDGE, VA 22192



Parcel
1 of 2

[Legal Disclaimer and Help](#)

Records: Filtering 63 of 2,177

4001 Prince William Pkwy, Woodbridge



4

NAME: DALE CITY RPC

4001 Prince William Parkway

Search result



4001 Prince William Pkwy, Woodbridge, Virginia, 22192

Zoom to

INVOICE

From: 4001 Prince William Parkway LLC
 4320 Prince William Parkway, Suite 113
 Woodbridge, VA 22192

To: Insight
 4001 Prince William Parkway
 Suite 104
 Woodbridge, VA 22192

Date: June 20, 2023

Re: 2022 CAM Invoice
 Tenant's Pro-Rata Share: 9.12%

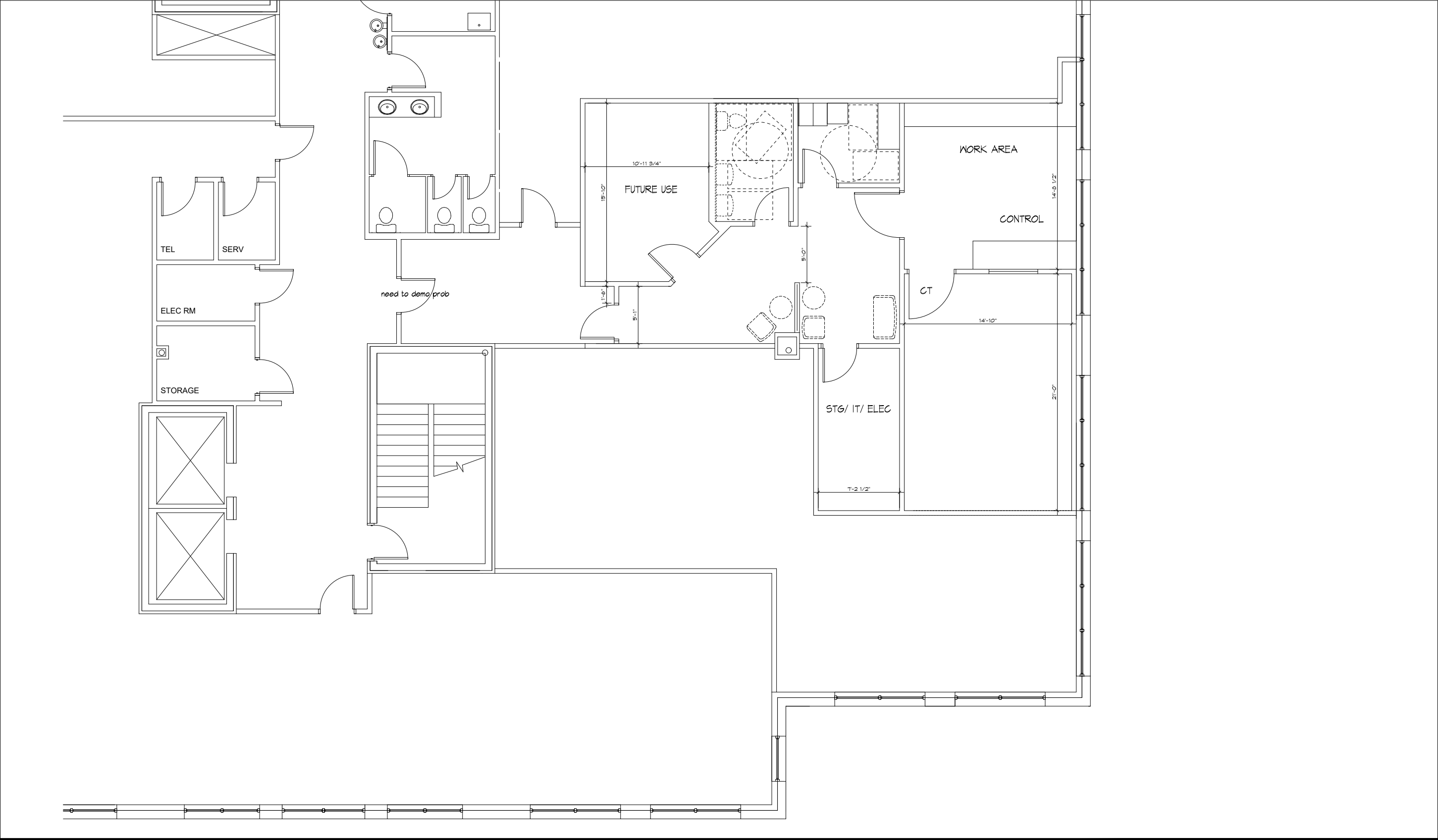
Tenant's Share of Operating Costs:

Elevator Maintenance	\$	712.52
Building Maintenance	\$	830.46
Snow Removal	\$	361.79
Grounds Maintenance	\$	878.91
Trash Removal	\$	371.40
Telephone (Alarm/Security)	\$	487.00
Security/Fire/Ext. Maint.	\$	209.24
Sprinkler Maintenance	\$	69.31
Pest Control	\$	8.66
Property Management	\$	3,214.60
Real Estate Taxes	\$	7,645.22
Water & Sewer	\$	557.82
Insurance	\$	589.97
Janitorial	\$	12,086.12
HVAC-Common Area	\$	219.79
Electric	\$	809.56
Gas Consumption	\$	1,161.67
HVAC Maintenance-Suite	\$	-
Repairs & Maintenance-Suite	\$	126.00
Total Operating Costs	\$	30,340.04
Less CAM Paid at \$7.00 Sq. Ft. (3759)	\$	26,313.00
Balance Due	\$	4,027.04

Terms: Net due by September 30, 2023

Thank you.

Rayus Radiology Woodbridge Space Allocation			
1ST FLOOR (Current)			
ROOMS	NET SF	GROSS SF	
MRI	1391	1673	
WAITING	373	448	
RECEPTION/ STAFF	700	841	
HALL/ CIRCULATION	431	518	
STORAGE	36	43	
CHANGE/ TOILET	196	236	
TOTAL	3127	3759	
2ND FLOOR (Proposed)			
ROOMS	NET SF	GROSS SF	
CT	560	606	
TOILET/ CHANGE	150	192	
FUTURE	177	219	
STORAGE	114	156	
WAITING	91	133	
HALL/ CIRCULATION	176	218	
TOTAL	1268	1524	
Combined Space Allocation - Both Floors			
ROOMS	NET SF	GROSS SF	
CT/MRI	1951	2279	
TOILET/ CHANGE	346	428	
FUTURE	177	219	
STORAGE	150	199	
STAFF/RECEPTION	700	841	
WAITING	464	581	
HALL/ CIRCULATION	607	736	
TOTAL	4395	5283	



PD 8 CT Utilization and Volume Growth 2016-2021

Facility	2016	2017	2018	2019	2020	2021	Avg Annual % Change	No. Units	2021% Utilization	Avg. Scans Per Unit
Centreville/Clifton Imaging Center	7,761	8,208	6,050	6,290	5,662	6,462	-3.35%	1	87.32%	6,462
Fair Oaks Imaging Center	1,317	1,717	1,933	2,060	1,955	2,605	19.56%	1	35.20%	2,605
Fairfax Diagnostic Imaging Center	5,904	5,719	4,362	4,497	3,914	6,430	1.78%	1	86.89%	6,430
Fairfax ENT & Facial Plastic Surgery					0	533	NA	1	7.20%	533
Fairfax MRI and Imaging Center at Tysons	2,811	2,096	2,014	2,559	2,845	3,524	5.07%	1	47.62%	3,524
fairfax Radiology Center of Reston-Herndon						6,300	NA	1	85.14%	6,300
Fairfax Radiology Center of Sterling					2,549	4,670	NA	1	63.11%	4,670
Inova Alexandria Hospital	34,240	34,678	35,822	40,634	34,809	41,411	4.19%	3	186.54%	13,804
Inova Ashburn Healthplex	4,422	4,445	5,182	5,673	5,787	8,092	16.60%	1	109.35%	8,092
Inova Fair Oaks Hospital	28,571	29,752	30,608	33,010	29,171	34,828	4.38%	3	156.88%	11,609
Inova Fairfax Hospital	78,972	80,375	83,836	90,161	94,661	112,482	8.49%	7	217.15%	16,069
Inova Imaging Center - Leesburg				10,628	9,741	12,289	NA	1	166.07%	12,289
Inova Imaging Center - Mark Center	2,744	3,265	3,740	4,299	4,526	4,533	13.04%	1	61.26%	4,533
Inova Lorton HealthPlex	5,707	5,856	6,178	6,347	6,165	7,504	6.30%	1	101.41%	7,504
Inova Loudoun Hospital	28,214	31,406	30,608	33,094	30,536	39,387	7.92%	2	266.13%	19,694
Inova Mount Vernon Hospital	19,574	21,000	20,347	19,763	17,186	20,977	1.43%	2	141.74%	10,489
Inova Springfield HealthPlex	13,511	12,707	13,242	14,444	12,830	16,679	4.69%	1	225.39%	16,679
Insight Imaging - Arlington						199	NA	1	2.69%	199
Insight Imaging - Fairfax	2,800	3,335	3,799	3,798	4,134	4,299	10.71%	1	58.09%	4,299
Kaiser Permanente - Reston Medical Center	5,869		6,559	6,291	4,890	5,252	-2.10%	1	70.97%	5,252
Kaiser Permanente - Woodbridge Medical Center	7,381		9,078	8,651	8,268	10,952	9.68%	1	148.00%	10,952
Kaiser Permanente Tyson's Corner	14,566			19,348		19,218	6.39%	1	259.70%	19,218
Kaiser Permanente Tysons Corner Surgery Center					16,208	19,128	NA	1	258.49%	19,128
Metro Region PET Center	1,074	1,109	1,423	1,839	2,158	2,815	32.42%	1	38.04%	2,815
Vienna Diagnostic Imaging	131	241	844		1,359	1,249	170.69%	1	16.88%	1,249
Orthopaedic Foot and Ankle Center of Washington	0	0	683	87	205	168	NA	1	2.27%	168
Prince William Hospital	17,243	17,126	19,090	20,889	19,334	23,716	7.51%	2	160.24%	11,858
Prosperity Imaging Center	9,662	10,102	7,717	6,983	5,263	8,212	-3.00%	1	110.97%	8,212
Radiology Imaging Associates at Lansdowne	3,836	3,861	3,883	4,223	3,537	6,091	11.76%	1	82.31%	6,091
Reston Hospital Center	20,479	23,539	25,159	29,278	27,344	32,315	11.56%	4	109.17%	8,079
Sentara Advanced Imaging Center - Lake Ridge	7,323	7,252	7,449	7,779	7,576	8,941	4.42%	1	120.82%	8,941
Sentara Advanced Imaging Center - Springfield	0	0	0	0	0	0	NA	1	0.00%	0
Sentara Advanced Imaging Center - Lorton	45	14		0		2	-19.11%	1	0.03%	2
Sentara Northern Virginia Medical Center	19,690	20,332	19,982	22,073	21,728	26,169	6.58%	3	117.88%	8,723
Stone Springs Hospital Center	4,404	5,093	5,830	6,872	6,548	8,182	17.16%	1	110.57%	8,182
Tysons Corner Diagnostic Imaging	1,223	1,357	1,299	1,214	1,036	1,064	-2.60%	1	14.38%	1,064
UVA Haymarket Medical Center	8,717	10,707	12,071	13,285	12,197	14,665	13.65%	1	198.18%	14,665
Virginia Hospital Center	42,934	48,085	51,021	38,997	38,869	47,231	2.00%	3	212.75%	15,744
Woodburn Diagnostic Center	15,039	16,693	11,785	11,725	11,102	12,178	-3.80%	2	82.28%	6,089
Total	418,180	412,087	433,612	478,810	456,113	582,773	7.87%	60	131.26%	9,713

Source: Virginia Health Information

- Not all facilities reporting volume utilization each year
- Facilities highlighted in yellow are located in Prince William County or Manassas. Rayus Radiology –Woodbridge is located in Prince William County.

CT Volumes at Rayus Radiology PD 8 Sites 2022-2023

	2022	2023*	% Change
Rayus Radiology – Arlington	2,371	3,566	50.4%
Rayus Radiology – Fairfax	3,729	4,911	31.7%
Total	6,100	8,477	38.9%

MRI Volumes at Rayus Radiology – Woodbridge 2022-2023

	2022	2023*	% Change
Rayus Radiology - Woodbridge	10,843	11,813	8.9%

Source: Internal Data. Q1-Q3, Projected Q4

**Rayus Radiology – Woodbridge
Medical Staff Roster**

William J. Dunwoody, III, MD Medical Imaging Center of Fairfax 10721 Main Street Fairfax, VA 22030	(703) 591-8020	William.dunwoody @rayusradiology.com	Musculoskeletal and Pediatric Radiologist	ABR Certified in Diagnostic Radiology
Mark C. Lopiano, MD Insight Imaging Fairfax 10721 Main Street, Suite G-1 Fairfax, VA 22030	(703) 591-8020	Mark.lopiano @rayusradiology.com	Neuroradiologist	ABR Certified in Diagnostic Radiology
Walter Guevara Dale City, VA 22193	(703) 591-8020	Walter.guevara @rayusradiology.com	Chief CT Technician	ARRT Credentialed in Radiography and Magnetic Resonance Imaging

*ABR: American Board of Radiology

ARRT: American Registry of Radiologic Technologists



September 29, 2023

Mark Lopiano, MD
Medical Director, Rayus Radiology Northern VA
10721 Main Street, Suite G1
Fairfax, VA 22030

Re: Rayus Radiology- Woodbridge (COPN Request)
Addition of CT Scanner to Existing Facility

Dear Sir or Madam,

This letter is serves to represent my commitment and support of the addition of CT services in our Woodbridge location.

As the Medical Director, and having provided care to patients in the Northern VA area for over 20 years, I can say without hesitation that being able to provide CT services in the Prince William area would certainly serve a population that has experienced rapid growth, and difficulty in obtaining outpatient CT services due to a limited number of options available. This often leads to the patient experiencing a delay in care, inappropriate utilization of ER services and having to travel outside of their immediate area. All of these contribute higher cost for the patient and the insurance companies.

Please do not hesitate to reach out to me with any questions or concerns.

Sincerely,

A handwritten signature in black ink, appearing to read "Mark Lopiano", is written over a large, stylized circular flourish.

Mark Lopiano, MD

		Rayus Radiology - Woodbridge	Sentara Northern Virginia Medical Center	Potomac Radiation Oncology Center
CPT Code	Type of CT Scan			
74177	Ct abd & pelv w/contrast	\$696.00	\$3,659	\$1,814
74176	Ct abd & pelvis w/o contrast	\$460.00	\$4,159	N/A
74160	Ct abdomen w/dye	\$574.00	\$1,967	N/A
74170	Ct abdomen w/o & w/dye	\$824.00	\$2,215	N/A
75635	Ct angio abdominal arteries	\$436.00	N/A	\$1,072
71275	Ct angiography chest	\$915.00	N/A	\$1,672
70496	Ct angiography head	\$901.00	N/A	\$1,747
70498	Ct angiography neck	\$896.00	N/A	\$1,749
70470	Ct head/brain w/o & w/dye	\$600.00	\$2,080	N/A
70450	Ct head/brain w/o dye	\$351.00	N/A	\$924
75571	Ct hrt w/o dye w/ca test	\$105.00	\$90-150	N/A
73701	Ct lower extremity w/dye	\$421.00	\$1,825	N/A
72193	Ct pelvis w/dye	\$421.00	N/A	\$829
70491	Ct soft tissue neck w/dye	\$580.00	\$2,012	N/A
73201	Ct upper extremity w/dye	\$293.00	\$3,325	N/A
71271	Ldct for lung ca screen	\$269.00	\$350	N/A
75571	CT Heart Calcium Score	\$119.00	\$90-\$150	N/A

Source: Internal Rayus Radiology - Woodbridge projected patient self-pay rates;
Sentara Price Estimation Tool (self-pay, no insurance) (sentara.com/billing/estimating-hospital-charges);
INOVA Guest Estimates (<https://mychart.inova.org/mychart/GuestEstimates> (self-pay, no insurance)).
Rayus Radiology - Woodbridge estimates are global and inclusive of both facility and radiology charges.
Other facility estimates do not include separate radiology charge.

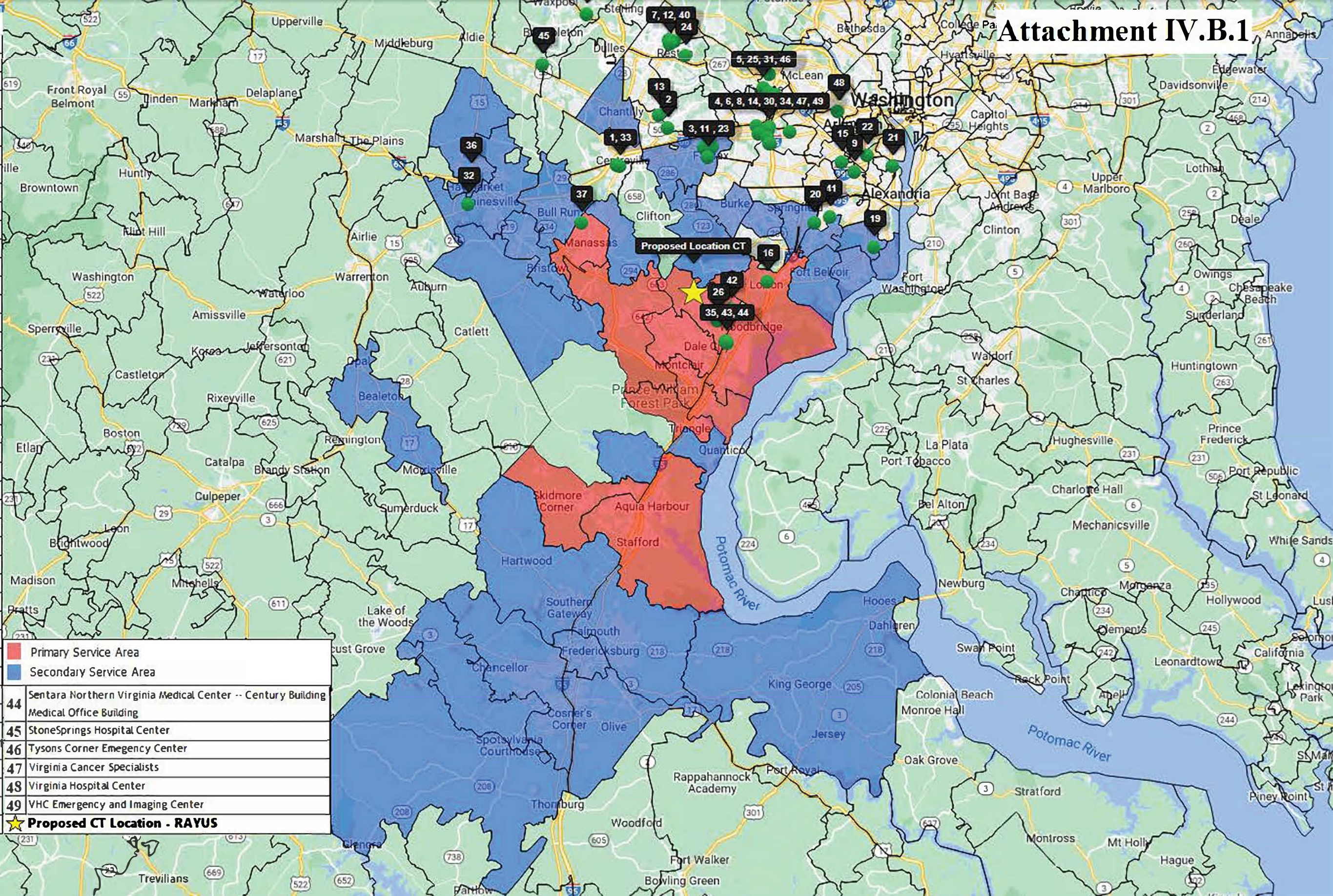
All CT Locations in PD8

1	Centreville-Clifton Imaging Center - Fairfax Radiology
2	Fair Oaks Imaging Center
3	Fairfax Diagnostic Imaging Center
4	Fairfax ENT & Plastic Surgery Center
5	Fairfax MRI and Imaging Center at Tysons
6	Fairfax Radiology Center at Prosperity
7	Fairfax Radiology Center of Reston-Herndon
8	Fairfax Radiology Center at Woodburn
9	Inova Alexandria Hospital
10	Inova Ashburn Healthplex
11	Inova Emergency Room of Fairfax City
12	Inova Emergency Room of Reston
13	Inova Fair Oaks Hospital
14	Inova Fairfax Hospital
15	Inova Imaging Center-Mark Center
16	Inova Lorton HealthPlex
17	Inova Imaging Center - Leesburg
18	Inova Loudoun Hospital
19	Inova Mount Vernon Hospital
20	Inova HealthPlex - Franconia/Springfield
21	Inova Oakville Ambulatory Center
22	Insight Imaging - Arlington
23	Insight Imaging - Fairfax / Medical Imaging Center of Fairfax
24	Kaiser Permanente - Reston Medical Center
25	Kaiser Permanente - Tysons Corner Imaging Center
26	Kaiser Permanente - Woodbridge Imaging Center
27	Lakeside at Loudoun Tech Center
28	Loudoun Medical Group, P.C.
29	Metropolitan ENT & Facial Plastic Surgery
30	Metro Region PET Center
31	Novant Health Imaging Tysons Corner
32	Novant Health UVA Cancer Center - Lake Manassas
33	Novant Health UVA Health System Imaging - Centreville
34	Orthopaedic Foot and Ankle Center
35	Potomac Radiation Oncology Center
36	Prince William Hospital d/b/a UVA Haymarket Medical Center
37	Prince William Hospital d/b/a UVA Prince William Medical Center
38	Radiology Imaging Associates at Lansdowne
39	Radiology Imaging Associates at Sterling
40	Reston Hospital Center
41	Sentara Advanced Imaging Center -- Alexandria
42	Sentara Lake Ridge Ambulatory Care Center
43	Sentara Northern Virginia Medical Center

Primary Service Area

Secondary Service Area

44	Sentara Northern Virginia Medical Center -- Century Building Medical Office Building
45	StoneSprings Hospital Center
46	Tysons Corner Emergency Center
47	Virginia Cancer Specialists
48	Virginia Hospital Center
49	VHC Emergency and Imaging Center
★	Proposed CT Location - RAYUS



**Primary (PSA) and Secondary (SSA) Service Area
Patient Origin Data by Zip Code¹**

Zip Code	City	County	Total Patients	Percent	Service Area
22193	Woodbridge	Prince William County (PWC)	6,127	18.99%	PSA
22192	Woodbridge	PWC	4,908	15.22%	PSA
22191	Woodbridge	PWC	4,200	13.02%	PSA
20112	Manassas	Manassas City	1,973	6.12%	PSA
22025	Dumfries	PWC	1,599	4.96%	PSA
22554	Stafford	Stafford County	1,503	4.66%	PSA
22026	Dumfries	PWC	1,342	4.16%	PSA
22079	Lorton	Fairfax County	976	3.02%	PSA
20110	Manassas	Manassas City	604	1.87%	PSA
22172	Triangle	PWC	573	1.78%	PSA
22556	Stafford	Stafford County	538	1.67%	PSA
		Total PSA	24,340	75.46%	PSA
20111	Manassas Park	Manassas Park City	497	1.54%	SSA
22407	Fredericksburg	Fredericksburg	369	1.14%	SSA
22406	Fredericksburg	Fredericksburg	317	0.98%	SSA
20109	Sudley	PWC	314	0.97%	SSA
20181	Nokesville	PWC	276	0.86%	SSA
22405	Fredericksburg	Fredericksburg	275	0.85%	SSA
22039	Fairfax Station	Fairfax County	272	0.84%	SSA
20136	Bristow	PWC	268	0.83%	SSA
20153	Springfield	Fairfax County	262	0.81%	SSA
22134	Quantico	PWC	245	0.76%	SSA
22309	Alexandria	Fairfax County	234	0.73%	SSA
22408	Fredericksburg	Fredericksburg	159	0.49%	SSA
20155	Gainesville	PWC	155	0.48%	SSA
22401	Fredericksburg	Fredericksburg	147	0.46%	SSA
20169	Haymarket	PWC	103	0.32%	SSA
22015	Burke	Fairfax County	97	0.30%	SSA
22306	Alexandria	Fairfax County	94	0.29%	SSA
22551	Spotsylvania	Spotsylvania County	92	0.29%	SSA
22060	Fort Belvoir	Fairfax County	90	0.28%	SSA
22485	King George	King George County	86	0.27%	SSA
22553	Spotsylvania	Spotsylvania County	85	0.26%	SSA
22030	Fairfax	Fairfax County	84	0.26%	SSA
22152	Springfield	Fairfax County	82	0.25%	SSA
22315	Kingstowne	Fairfax County	79	0.24%	SSA
22712	Bealeton	Fauquier County	78	0.24%	SSA
22150	Springfield	Fairfax County	75	0.23%	SSA
22308	Alexandria	Fairfax County	72	0.22%	SSA
		Total SSA	4,903	15.20%	SSA
		All Other	3,013	9.34%	Other
		Total	32,256	100%	

¹ Based on MRI patient visit data from 2021, 2022, and projected 2023 at Rayus Radiology – Woodbridge.

**Prince William County Has Fewest Diagnostic Scanners per 1,000 Population
Compared to PD 8 and Virginia**

County	Total CT Procedures ¹	Population ²	CT Procedures/1000 pop.
Alexandria	45,944	158,675	289.5
Arlington	47,430	237,107	200.1
Fairfax³	302,279	1,184,054	255.3
Loudoun	74,041	425,204	174.1
Prince William⁴	84,443	542,646	155.6

¹ Based on 2021 VHI data. Missing total procedures for some facilities.

² Based on 2021 Weldon Cooper Center for Public Service population estimates. [Virginia Population Estimates | Weldon Cooper Center for Public Service](#)

³ Includes population of Fairfax City and Falls Church.

⁴ Includes population of Manassas and Manassas Park.

County	Total Authorized Scanners ¹	Population ²	CT Units/1000 pop.
Alexandria	6	158,128	.038
Arlington	7	241,283	.029
Fairfax³	45	1,178,324	.038
Loudoun	11	431,006	.026
Prince William⁴	11	550,228	.020

County	Total Diagnostic Scanners	Population	CT Units/1000 pop.
Alexandria	5	158,128	.032
Arlington	5	241,283	.027
Fairfax	40	1,178,324	.034
Loudoun	10	431,006	.023
Prince William	9	550,228	.016

¹ 2022 VHI Data, Authorized scanners include units that have been approved by the state but are not yet in utilization. Diagnostic scanners are units that are actively being utilized for CT procedures.

² Based on 2022 Population Estimates by Weldon Cooper Center for Public Services, [Virginia Population Estimates | Weldon Cooper Center for Public Service](#)

³ Includes the population of Fairfax City and Falls Church.

⁴ Includes the population of Manassas and Manassas Park.

CT Units per 1000 Population in Virginia and PD 8			
Virginia	Quantity	Population	CT Units/1000 pop.
Authorized Scanners	367	8,696,955	.042
Diagnostic Scanners	317	8,696,955	.036

PD 8	Quantity ¹	Population ²	CT Units/1000 pop.
Authorized Scanners	80	2,558,969	.031
Diagnostic Scanners	69	2,558,969	.027

CT Procedures per 1000 Population in Virginia and PD 8 (2021)			
Location	Procedures ³	Population ⁴	CT Procedures/1000 pop.
Virginia	2,304,864	8,655,608	266.3
PD 8	580,752	2,547,686	228

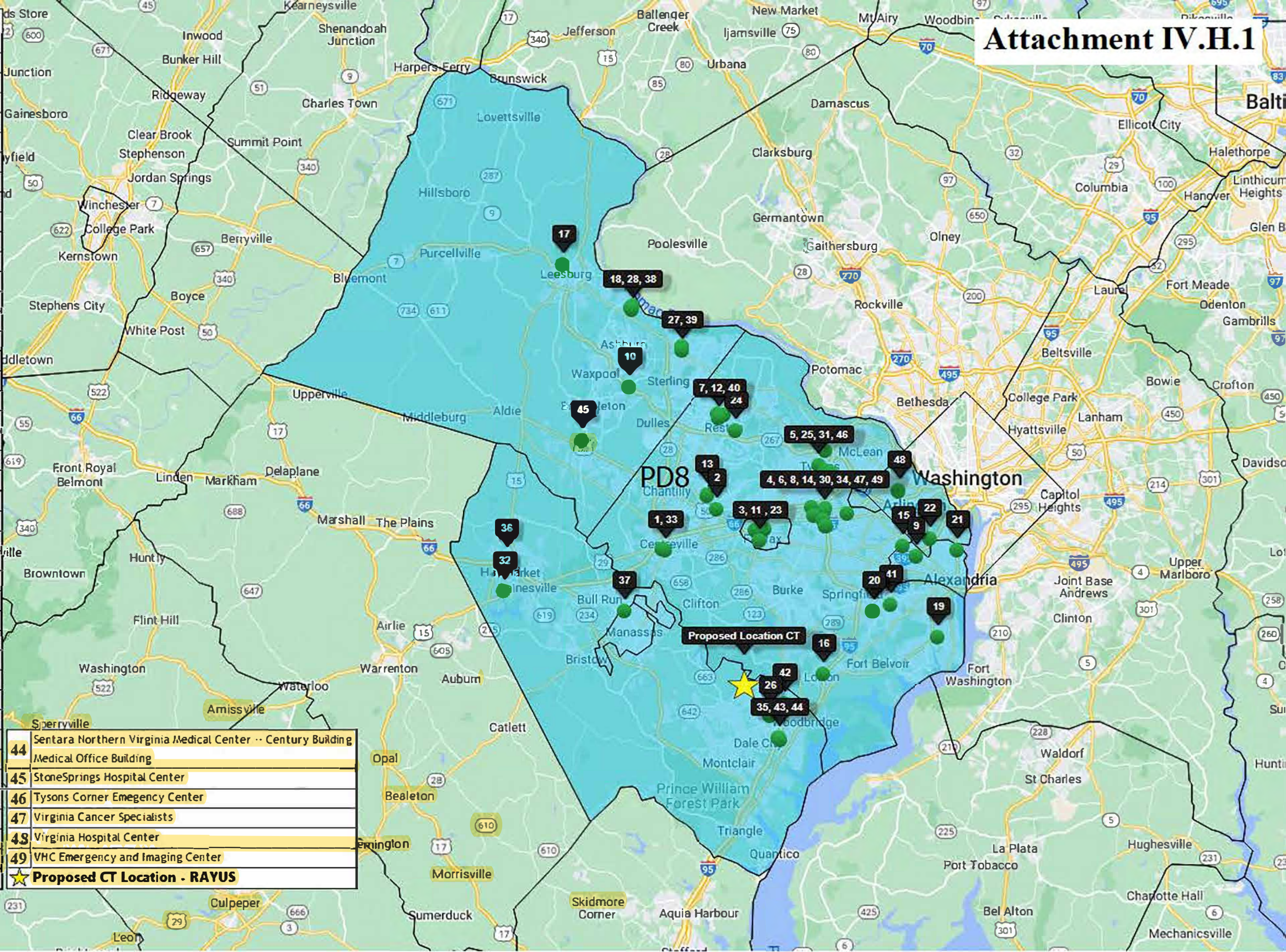
¹ 2022 COPN Inventory of Equipment Services

² Based on 2022 Population Estimates by Weldon Cooper Center for Public Services, [Virginia Population Estimates | Weldon Cooper Center for Public Service](#)

³ 2021 VHI Data, Diagnostic Services

⁴ 2021 Population Estimates by Weldon Cooper Center for Public Services, [Virginia Population Estimates | Weldon Cooper Center for Public Service](#)

All CT Locations in PD8	
1	Centreville-Clifton Imaging Center - Fairfax Radiology
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46	Tysons Corner Emergency Center
47	Virginia Cancer Specialists
48	Virginia Hospital Center
49	VHC Emergency and Imaging Center
★ Proposed CT Location - RAYUS	





Mother of Mercy Free Medical Clinic

9380 Forestwood Lane, Unit B
Manassas, VA 20110

13900 Church Hill Drive
Woodbridge, VA 22191

Office 703-335-2779 · Fax 703-420-8993
freeclinic@ccda.net

Karen Shelton, MD, FACOG
State Health Commissioner
Virginia Department of Health
P.O. Box 2448
Richmond, VA 23218

Dear Dr. Shelton,

I am writing to request your support in obtaining a Certificate of Public Need (COPN) for a CT scan machine for Rayus Radiology in their Woodbridge location. The Rayus Radiology partnership with the Mother of Mercy Free Clinic has been invaluable in serving our community's healthcare needs, and we believe that this endeavor will further enhance the quality of care we provide to our patients.

The Mother of Mercy Free Clinic has been serving the underserved and vulnerable populations in Prince William County for the last six years. We are committed to providing free medical services to those who are most in need, and our partnership with Rayus Radiology has been instrumental in achieving this goal. However, our patients face significant challenges when they need access to advanced diagnostic services such as CT scans.

Currently, our patients must travel to Fairfax to access CT scans, which can be both financially and logistically burdensome for them. Many of our patients lack the means for reliable transportation, and the distance to Fairfax presents a significant hurdle for them in accessing essential medical care. It is our belief that the installation of a CT scan machine in their Woodbridge location would greatly alleviate this burden and improve the overall healthcare of our patients.

We kindly request your support in expediting the approval process for the COPN to establish the CT scan machine at their Woodbridge location.

Thank you for your attention to this matter. Please do not hesitate to reach out to me at 703-335-2779 or alexandra.luevano@ccda.net if you have any questions or require additional information.

Sincerely,

Alexandra Luevano, BSN, RN, CCM
Clinic Director



September 8, 2023

To whom it may concern,

Neighborhood Health is in full support of Rayus Radiology's addition of a CT Scan machine to their office in Woodbridge, Virginia.

Neighborhood Health is a 501 (c)(3) nonprofit Federally Qualified Health Center (FQHC) providing high-quality primary medical, dental, and behavioral health care to more than 36,000 low-income and mostly uninsured individuals at 14 clinics across Northern Virginia.

Starting in March of 2023 our FQHC has participated in Rayus Radiology's Imaging for a Cause program, a charitable initiative providing cost free imaging for uninsured patients who are without financial means and have no health insurance coverage.

Since the program's launch in March, our uninsured patients have benefited through timely free access to radiology services that they would otherwise have not received to include 115 CT scans.

Patient access to diagnostic imaging impacts timely diagnosis, enhanced patient care and greatly improved disease outcomes. The feedback that we have received from both patients and providers has been nothing short of spectacular and has dramatically improved outcomes

Neighborhood Health enthusiastically supports the addition of a CT scanner at the Rayus Radiology facility in Woodbridge, as it will further increase the value of this program to our patients.

Sincerely,

Martha Welman

Martha Welman, MD, FAAP

Chief Medical Officer, Neighborhood Health
6677 Richmond Highway
Alexandria, VA 22306
Email : mwelman@nhnva.org
Phone : (703) 778-7159

North Virginia Family Practice

Tejas Shah, MD

4331 Ridgewood Center Drive

Woodbridge, Virginia 22192

Phone (703) 580-0124

Fax (703) 580-0126

September 15, 2023

Karen Shelton, MD, FACOG
State Health Commissioner
Virginia Department of Health
P.O. Box 2448
Richmond, VA 23218

Dear Dr. Shelton,

I am writing to request your support in obtaining a Certificate of Public Need (COPN) for a CT scan machine for Rayus radiology in their Woodbridge location. The Rayus Radiology partnership with the North Virginia Family Practice has been invaluable in serving our communities healthcare needs, and we believe that this endeavor will further enhance the quality of care we provide to our patients.

North Virginia Family Practice has been serving the underserved and vulnerable populations in Prince William County for the past 20 years. We are committed to providing free medical services to those who are most in need, and our partnership with Rayus Radiology has been instrumental in achieving this goal. However, our patients face significant challenges when they need access to advanced diagnostic service such as CT scans.

Currently, our patients must travel to Fairfax to access CT scans, which can be both financially and logistically burdensome for them. Even for patients with insurance it's an extreme financial burden due to higher out of pocket costs associated with hospital facilities for CT Scans including deductibles. In my view, it's extremely unfair for patients with Prince William County not to have any independent CT scan facilities. Many of our patients lack the means for reliable transportation, and the distance to Fairfax presents a significant hurdle for them in accessing essential medical care. It is our belief that the

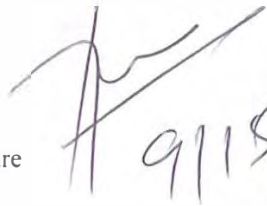
installation of a CT scan machine in the Woodbridge location would greatly alleviate this burden and improve the overall healthcare of our patients.

We kindly request your support in expediting the approval process for the COPN to establish the CT scan machine in the Woodbridge location.

Thank you for your attention to this matter. Please do not hesitate to reach out to me at 703-580-0124 or NVEPSHAHMD@gmail.com if you have any questions or require additional information.

Sincerely,

Tejas Shah, MD
Physician, Primary Care



9/11/23



Prince William Orthopaedics, Hand Surgery,
& Sports Medicine Center Division

**Subir S. Jossan, M.D.*, Bradford S. Knight, M.D.*, A. Brion Gardner, M.D.*,
Zachary D. Weidner, M.D.*, Robert M. Dombrowski, M.D. *, Jarid A Tareen, M.D.***

***Diplomate, American Board of Orthopaedic Surgery**

To whom it may concern,

I am writing to request your support in obtaining a Certificate of Public Need (COPN) for a CT scan machine for Rayus Radiology in their Woodbridge location. The Rayus Radiology partnership with The Center's for Advanced Orthopaedics have been invaluable in serving our community's healthcare needs, and we believe that this endeavor will further enhance the quality of care we provide to our patients.

Currently, our patients must travel to Fairfax to access CT scans, which can be both financially and logistically burdensome for them. Many of our patients lack the means for reliable transportation, and the distance to Fairfax presents a significant hurdle for them in accessing essential medical care. It is our belief that the installation of a CT scan machine in their Woodbridge location would greatly alleviate this burden and improve the overall healthcare of our patients.

We kindly request your support in expediting the approval process for the COPN to establish the CT scan machine at their Woodbridge location.

Thank you for your attention to this matter. Please do not hesitate to reach out to me at 703-393-1667 if you have any questions or require additional information.

Sincerely,

Jarid A Tareen M.D



The Centers

for Advanced Orthopaedics

Prince William Orthopaedics, Hand Surgery,
& Sports Medicine Center Division

**Subir S. Jossan, M.D.*, Bradford S. Knight, M.D.*, A. Brion Gardner, M.D.*,
Zachary D. Weidner, M.D.*, Robert M. Dombrowski, M.D. *, Jarid A Tareen, M.D.***

***Diplomate, American Board of Orthopaedic Surgery**

To whom it may concern,

I am writing to request your support in obtaining a Certificate of Public Need (COPN) for a CT scan machine for Rayus Radiology in their Woodbridge location. The Rayus Radiology partnership with The Center's for Advanced Orthopaedics have been invaluable in serving our community's healthcare needs, and we believe that this endeavor will further enhance the quality of care we provide to our patients.

Currently, our patients must travel to Fairfax to access CT scans, which can be both financially and logistically burdensome for them. Many of our patients lack the means for reliable transportation, and the distance to Fairfax presents a significant hurdle for them in accessing essential medical care. It is our belief that the installation of a CT scan machine in their Woodbridge location would greatly alleviate this burden and improve the overall healthcare of our patients.

We kindly request your support in expediting the approval process for the COPN to establish the CT scan machine at their Woodbridge location.

Thank you for your attention to this matter. Please do not hesitate to reach out to me at 703-393-1667 if you have any questions or require additional information.

Sincerely,

Bradford S Knight M.D

September 13, 2023

To whom it may concern,

Old Town Manassas Medical Center is in full support of RAYUS Radiology's addition of a CT Scan machine to their office in Woodbridge, Virginia.

I have partnered with RAYUS Radiology (formerly Insight Imaging) for my patients' care for over 17 years in my practice. They have been an integral part of providing me with the diagnostic answers that I need to give exceptional care to my patients. Patient access to diagnostic imaging impacts timely diagnosis, enhances patient care, and greatly improves disease outcomes. This would help the patients in this community immensely. The feedback that we have received from both patients and providers has been nothing short of spectacular and has dramatically improved outcomes.

Old Town Manassas Medical Center enthusiastically supports the addition of a CT scanner at the RAYUS Radiology facility in Woodbridge, as it will further increase the access to care our patients can receive.

Sincerely,

A handwritten signature in dark ink, appearing to read 'Flaviano Dazo', with a large, sweeping loop and a horizontal line extending to the right.

Flaviano Dazo FNP-C
Old Town Manassas Medical Center
9003 Church St.
Manassas, VA 20110
Email: info@manassasmedicalcenter.com
Phone: 703-365-0397

William C. Reha, M.D.
2296 Opitz Blvd, Suite 220
Woodbridge, Va 22191
703-670-5107 fax 703-670-8435

September 12, 2023

To Whom It May Concern,

William C. Reha, M.D. is in full support of Rayus Radiology's addition of a CT Scan machine to their office in Woodbridge, Virginia.

We are a busy Urology practice in Woodbridge, Virginia. Having been in practice over 30 years, we have seen the community grow and the need for more options for medical imaging facilities grow with it. We have many patients who currently use Rayus for many of their testing needs. They have been extremely reliable to work with and take many of the insurances that other facilities don't seem to take. They currently have the option for Ct Scans only in Fairfax and Arlington. Neither place is convenient for many of our patients who rely on public transportation or other family members to get them to their testing centers. We use Ct scan's for many of our patients during their evaluations and have had many times when the current local CT scan locations have either been overbooked or do not take their insurances.

We feel strongly that having Rayus with the option to do CT scans locally would benefits the community and their imaging needs.

Sincerely,

A handwritten signature in black ink, appearing to be 'W. Reha', written in a cursive style.

William C. Reha, M. D.

d.r.s



NORTHERN VIRGINIA NEUROLOGY

MAHER LOUTFI, MD

To whom it may concern,

Northern Virginia Neurology, PLLC is in full support of Rayus Radiology obtaining a Certificate of Public Need (COPN) for the addition of a CT Scan machine to their office in Woodbridge, Virginia. As a provider specializing in Neurology, patient access to local and convenient diagnostic imaging greatly impacts timely diagnosis, enhanced patient care, and immensely improves disease outcomes.

The feedback and support that we have received from both patients and referring providers alike regarding having convenient and local access to CT diagnostic services close by has been overwhelmingly positive as the challenges in facilities offering this advanced imaging locally is limited and places a significant burden on patients to have to travel inconvenient distances to access the care they need.

Northern Virginia Neurology, PLLC whole-heartedly supports the addition of a CT scanner at the Rayus Radiology facility in Woodbridge as it will further increase the success of our patients.

Please don't hesitate to contact our office should you require any additional information; we look forward to your consideration of this request.

Sincerely,

Maher Loutfi, MD
Owner
Northern Virginia Neurology, PLLC
1958 Opitz Blvd.
Woodbridge, VA 22191
Email : nvaneurology@gmail.com
Phone : (703) 494-1111

Woodbridge
Income Statement

	YTD 7/31/2023	YTD 12/31/2022	YTD 12/31/2021
Revenue			
Net Technical Revenue	2,899,309	4,473,146	4,386,743
Bad Debt - Retail	(156,640)	(201,377)	(170,607)
TOTAL REVENUE	2,742,669	4,271,769	4,216,136
Operating Expenses			
Technologist Salaries & Benefits	493,192	792,470	517,880
Admin Salaries & Benefits	189,562	354,942	255,881
Medical Supplies	62,021	92,058	85,991
Management Fee	150,980	252,136	241,947
Billing / Collection	125,817		201,623
Facilities Rent	69,569	118,525	118,525
Utilities & Office	52,154	71,448	90,400
Marketing	3,394	15,576	13,293
Repair & Maintenance	127,678	226,694	222,849
T&E	2,355	9,876	16,209
Other	280,997	416,460	388,915
Total Operating Expenses	1,557,720	2,560,298	2,153,512
OPERATING MARGIN	1,184,949	1,711,470	2,062,624
Other Income (Expense)			
EBITDAL	1,184,949	1,711,470	2,062,624
EBITDA	1,184,949	1,711,470	2,062,624
Depreciation & Amortization	14,315	40,720	105,084
NET INCOME	1,170,634	1,670,750	1,957,540

**Insight Health Corp. d/b/a
Rayus Radiology – Woodbridge
2-Year CT Pro-Forma**

	Year 1	Year 2
Revenue		
Technical Revenue	461,904	707,351
Charity Care	(45,880)	(51,797)
TOTAL NET REVENUE	416,025	655,554
Expenses		
Total Salaries & Benefits	165,529	170,511
Medical Supplies	28,716	46,155
Billing and Office Mgmt	51,962	81,879
Facilities and Lease Expenses	57,000	58,140
Marketing	6,000	1,040
Repair & Maintenance	-	53,040
Other	25,885	35,708
TOTAL EXPENSES	335,091	446,473
EBITDA	80,934	209,081
Depreciation & Amortization	158,885	158,885
NET INCOME (LOSS) BEFORE TAXES	(77,952)	50,195
Procedure Count	2,104	3,315

Assumptions:

- A significant portion of the market's CT charity care will occur at this center due to prevalence of charitable organizations in the area.
- Technical revenue is shown net of professional revenue and approximately 76% contractual adjustments. Global billings include both technical and professional components.
- Salaries and Benefits includes technical and administrative with effective 23% benefit load.
- Facilities include rent, real estate taxes, and CAM; inclusive of water, electric, trash, etc.
- Year 1 Marketing includes initial launch expenses.
- Year 1 Repairs & Maintenance reflects first year warranty.
- Other expenses include various small expenses; office supplies, interpretation, bank fees, etc.
- Roughly 2% annual increase in operating expenses projected.
- Year 1 procedure count includes ramp-up in utilization to year 2 levels.



GOODMAN
ALLEN
DONNELLY

Peter M. Mellette
Principal
PMellette@goodmanallen.com

428 MCLAWS CIRCLE
SUITE 200
WILLIAMSBURG, VA 23185

D 757.707.9197
O 757.259.9200
F 757.259.9201

October 18, 2023

Via Email: (valerie.cheatham@vdh.virginia.gov)

Valerie Cheatham, Project Analyst
Virginia Department of Health
Division of Certificate of Public Need
9960 Mayland Drive, Suite 401
Richmond, VA 23233

**Re: COPN Request No. VA-8730
Insight Health Corp. d/b/a Rayus Radiology – Woodbridge
Introduce Computed Tomography (CT) Service to Existing Facility**

Dear Ms. Cheatham:

Attached in response to your request is an update to the Certificate of Public Need application for Insight Health Corp. d/b/a Rayus Radiology – Woodbridge (“Rayus Radiology – Woodbridge”). The update to Attachment IV.A.1 reflects the addition of Sentara Advanced Imaging at Lake Ridge’s CT facility fee pricing (excluding the separately billed radiology interpretation fees) for self-pay patients seeking CTs to the comparative self-pay pricing for Rayus Radiology’s proposed global CT service fee (which includes the radiology interpretation fee). The attached map shows the believed primary service area overlap between Rayus Radiology – Woodbridge and Sentara Advanced Imaging – Lake Ridge. Rayus Radiology understands that the Department has received the COPN application fee and that the application is otherwise complete.

Thank you for your thoughtful review of the enclosed. Please advise if you have questions. We look forward to working with you and the HSANV on the review of this project.

Sincerely,

Peter M. Mellette

Enclosure

Cc: COPN@vdh.virginia.gov
Dean Montgomery, Executive Director, Health Systems Agency of Northern Virginia
(hsanv@aol.com)

COPN Request No. VA-8730
Insight Health Corp. dba Rayus Radiology-Woodbridge
Introduce fixed CT imaging at Insight Imaging -Woodbridge (PD 8)
Response to Completeness Review Questions / Discussion Points

SECTION I: FACILITY ORGANIZATION AND IDENTIFICATION

No questions.

SECTION II: ARCHITECTURE AND DESIGN

No questions.

SECTION III: SERVICE DATA

No questions.

SECTION IV: PROJECT JUSTIFICATION AND IDENTIFICATION OF COMMUNITY NEED

Attachment IV.A.1 compares Insight Woodbridge charges for selected CT charges with those of Sentara Northern Virginia Medical Center. Please provide a similar comparison of projected Insight Woodbridge charges with those at Sentara Advanced Imaging - Lake Ridge, which has a primary service area is likely to overlap completely with the proposed Insight service.

RESPONSE: See updated Attachment IV.A.1, reflecting responses by Sentara’s Patient Estimate Representative on self-pay payments for selected CT scans at Sentara Advanced Imaging – Lake Ridge. The self-pay CT pricing for the proposed Rayus Radiology CT service is a global fee, which includes the full patient cost of the CT service (including professional radiology interpretation) and is substantially lower than the facility fee only price at area facilities, including Sentara Advanced Imaging-Lake Ridge.

The primary service areas will certainly overlap, but the available data on Sentara Lake Ridge suggests Sentara Lake Ridge ambulatory care center primarily serves three Woodbridge zip codes (22191, 22192, and 22193), Manassas (20112), and three Fairfax County zip codes (22079, 22153, and 22039).¹ By contrast, the Rayus Radiology – Woodbridge primary service area extends into southern Prince William County and improves accessibility to CT services there. See attached map.

SECTION V: FINANCIAL DATA

No questions.

VI: ASSURANCES

No questions.

MISCELLANEOUS

No questions.

¹ See COPN Request No. VA-7972, COPN application p.21.

Attachment IV.A.1

October 18, 2023

		Rayus Radiology - Woodbridge	Sentara Northern Virginia Medical Center*	Potomac Radiation Oncology Center*	Sentara Advanced Imaging at Lake Ridge ASC*
CPT Code	Type of CT Scan				
74177	Ct abd & pelv w/contrast	\$696.00	\$3,659.00	\$1,814.00	\$3,734.00
74176	Ct abd & pelvis w/o contrast	\$460.00	\$4,159.00	N/A	\$2,900.00
74160	Ct abdomen w/dye	\$574.00	\$1,967.00	N/A	\$2,042.00
74170	Ct abdomen w/o & w/dye	\$824.00	\$2,215.00	N/A	\$2,290.00
75635	Ct angio abdominal arteries	\$436.00	N/A	\$1,071.50	\$1,708.00
71275	Ct angiography chest	\$915.00	N/A	\$1,672.00	\$2,328.00
70496	Ct angiography head	\$901.00	N/A	\$1,746.50	\$2,221.00
70498	Ct angiography neck	\$896.00	N/A	\$1,749.00	\$2,231.00
70470	Ct head/brain w/o & w/dye	\$600.00	\$2,080.00	N/A	\$1,755.50
70450	Ct head/brain w/o dye	\$351.00	N/A	\$924.00	\$1,328.00
75571	Ct hrt w/o dye w/ca test	\$105.00	\$90-150	N/A	\$45.00
73701	Ct lower extremity w/dye	\$421.00	\$1,825.00	N/A	\$1,500.00
72193	Ct pelvis w/dye	\$421.00	N/A	\$829.00	\$1,694.00
70491	Ct soft tissue neck w/dye	\$580.00	\$2,012.00	N/A	\$1,687.00
73201	Ct upper extremity w/dye	\$293.00	\$3,325.00	N/A	\$1,500.00
71271	Ldct for lung ca screen	\$269.00	\$350.00	N/A	\$421.00
		Internal Data for Projected Patient Self-Pay Rates	Online Sentara Price Estimation Tool (Sentara.com/billing/estimating-hospital-charges	INOVA Guest Estimates (mychart.inova.org/mychart/GuestEstimates	Estimates received directly from Patient Estimate Representative

Source:

*Note that all prices reflect self-pay, no insurance rates which receive an automatic 50% discount upon payment. The 50% discounted rate for facility fees only is shown in the table.

InSight Imaging - Woodbridge and Sentara Lake Ridge PSA Comparison

Attachment IV.A.2

October 18, 2023

Facility by Street Address

- 1 InSight Imaging - Woodbridge
- 3 Sentara Lake Ridge
- 2 Sentara Northern Virginia Medical Cen...

Custom territories

- InSight PSA
- Shared PSA
- SLR PSA

