

2011 COMMUNITY BENEFIT REPORT



SATELLITE
HEALTHCARE
DIALYSIS • WELLBOUND • RESEARCH

Satellite Healthcare is committed to helping individuals with kidney disease achieve the highest quality of life through clinical services, research and innovation. This Community Benefit Report provides an overview of some programs and activities that allow Satellite Healthcare to meet and exceed our organization’s heritage as a not-for-profit dialysis provider whose primary focus is the patient.

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Our mission

Making life better for those living with kidney disease

Our vision

To collaborate with our community partners in achieving clinical excellence and integrated care delivery to the kidney disease population

Our values

I	INNOVATION	I look for creative ways to achieve the best quality care for our patients.
C	COMMUNITY	I am part of the Satellite family dedicated to CKD care.
A	ACCOUNTABILITY	I take personal responsibility for the services we provide.
R	RESPECT	I treat others as I would like to be treated.
E	EXCELLENCE	I strive to do my absolute best in caring for our patients.

Overview of Chronic Kidney Disease and the End Stage Renal Disease Community

Chronic Kidney Disease (CKD) is a public health problem in the United States that impacts approximately 26 million Americans. It is well known that hypertension and diabetes are the two leading causes of kidney failure.

Various factors have contributed to improved patient outcomes and have strengthened the End-Stage Renal Disease (ESRD) community.

- High-quality dialysis services
- An increase of successful kidney transplants
- More effective drugs and drug therapies
- The availability of more dialysis treatment options
- Information gained and used by research studies
- Targeted patient education efforts
- Patient support groups
- ESRD community advocacy

The 2011

United States Renal Data System Report¹ shows that of the 571,414 Americans who live with ESRD, almost 70% (398,861) are treated by dialysis services.

¹www.usrds.org/adr.htm



Satellite Healthcare

Satellite Healthcare is built on a legacy spanning more than three and half decades and is recognized for leadership in:

1. Achieving clinical excellence
2. Delivering innovative services and therapies
3. Fostering research and charitable giving

Satellite Healthcare owns and operates 50 in-center hemodialysis facilities (Satellite Dialysis) and home dialysis training centers (Satellite WellBound), offering a variety of treatment options to our patients for their convenience. In 2011, Satellite Healthcare provided almost 890,000 dialysis treatments and services to more than 4,800 patients in California, Texas, Indiana, Illinois, New Jersey and Maryland.

Our goal

is to enable the chronic kidney disease community to achieve clinical excellence and improved quality of life.

Satellite Philanthropy

As a not-for-profit dialysis provider, Satellite Healthcare is involved in a number of community benefit programs and activities that help us in fulfilling our mission toward our patients and the ESRD community.

Satellite Healthcare is proud that our community benefit program includes activities that stretch across many areas of the ESRD community, including direct patient care, financial assistance for eligible patients, patient education and research, as well as state and federal level advocacy.

Community

benefit programs are an integral part of the Satellite culture.



Community Benefit Activities and Programs



- KidneysDoThat.org
- Satellite Financial Assistance Program
- Satellite Patient Trust Fund
- American Kidney Fund
- Satellite Healthcare Children's Scholarship Fund
- Internships
- The Norman S. Coplon/Satellite Healthcare Professorship in Medicine
- Satellite Research
- Contract Research
- Norman S. Coplon Grant Program
- Optimal Start®
- Better LIFE™ Wellness and Dialysis Options Education
- Satellite Advocacy
- Support of the National Kidney Foundation

KidneysDoThat.org

The screenshot shows the website's navigation bar with links for Home, Kidney Facts, Health Tips, and Kidney-Friendly Recipes. The main header features the logo 'KIDNEYS DO THAT™' and the tagline 'Your Online Source for Kidney Health Information', along with a sponsorship note from Satellite Healthcare. A large banner image shows a hand holding a blue smartphone against a chalkboard background, with the text 'For kidneys, it's spring cleaning year round.' and a 'Find out more >' button. Below this, there are three columns of content: a text block about kidney filters, a video player showing a hand writing on a chalkboard, and a radio player for a 60-second spot. To the right, there is a section titled 'Take a lifesaving step. Raise money to fight kidney disease.' with a list of statistics and a 'Did you know?' section. At the bottom right, there is a photo of a group of people in orange shirts holding a sign.

Home | Kidney Facts | Health Tips | Kidney-Friendly Recipes

KIDNEYS DO THAT™

Your Online Source for Kidney Health Information

Sponsored by Satellite Healthcare

For kidneys, it's spring cleaning year round.

[Find out more >](#)

Did you know your kidneys are filters that work to keep you healthy every day?

Spring has sprung! Your kidneys are always busy cleaning the junk from your system. Now it's your turn. Think of it as your own personal spring cleaning.

Clean out your literal and figurative closets. Get rid of stressors you don't need in your life — clutter, old habits or behaviors you'd like to change to improve your wellbeing.

Stress can harm the mind and body, especially the kidneys. Making positive changes can greatly reduce stress, keeping your internal organs functioning properly.

[How did you treat your kidneys today?](#)

Rids Your Body of Waste. Your Kidneys Do That. Satellite Healthcare can tell you more.

[Learn more about your kidneys >](#)

Listen to our 60 second radio spot.

00:00 / 00:00

Take a lifesaving step. Raise money to fight kidney disease.

The National Kidney Foundation Kidney Walk is a fun, inspiring community fundraiser that raises awareness about kidney disease, its prevention, and the need for organ donation. Join a Kidney Walk in your area, or support a walker with a donation. Visit [donate.kidney.org](#).

Did you know?

- 26 million Americans have CKD and millions of others are at increased risk.
- One person is diagnosed with kidney failure every five minutes.
- 382,000 people currently depend on dialysis to stay alive.
- More than 547,000 people in the US are receiving treatment for kidney failure.
- 88,000 people are currently on the waiting list for a kidney transplant
- Early detection can help prevent the progression of kidney disease to kidney failure.

Explore our website for more kidney facts and health tips.

Photo: A group of people, including children and adults, standing together in front of a whiteboard. They are wearing orange shirts with 'Kidney Walk' written on them. One person is holding a sign that says 'Kidney Walk'.

As part of an ongoing effort to educate the public about kidney health, Satellite Healthcare developed KidneysDoThat.org, a website dedicated to kidney health information.

This website explains, in easy-to-understand terms, what the kidneys do and why it is important to take care of them. It includes video and audio clips, photos, health tips and recipes. The site is updated periodically with seasonally relevant content.

Satellite Financial Assistance Program

Helping to meet the needs of the low-income uninsured and underinsured is an important element of our commitment to the community. Satellite Healthcare's Financial Assistance Program provides the means for us to demonstrate our commitment to achieving our mission.

Through an annual screening process, patients are given the opportunity to get financial assistance for all or part of their dialysis service bills.

In 2011, Satellite Healthcare provided more than \$3.3 million in financial assistance to our patients.



Satellite Patient Trust Fund

Satellite Healthcare is aware that emergency circumstances arise for our patients that may require assistance. The Satellite Patient Trust Fund has been utilized to assist patients on a case by case basis, as needed.

Donations are accepted for an individual Satellite Dialysis or WellBound Center's Patient Trust Fund. Individuals can make a tax-deductible donation to the Patient Trust Fund. Additional funding comes from donations from the National Kidney Foundation (NKF), private companies, Satellite staff, medical directors and referring physicians.

The following are examples of how this program was utilized in 2011:

- Purchasing of household essentials and nutritional supplements
- Providing funds for medical transportation
- Assistance with utility and phone bills

Each Satellite Dialysis and WellBound facility has access to a Patient Trust Fund which is initially funded by Satellite Healthcare at the beginning of each year.

American Kidney Fund

The American Kidney Fund (AKF) was founded in 1971 to help a single individual with kidney failure pay for dialysis. Today, AKF is the leading source of direct financial aid to chronic kidney disease patients across the nation. In 2011, the American Kidney Fund provided treatment-related financial assistance to more than 101,000 dialysis patients nationwide.

Satellite Healthcare supports the AKF with regular annual donations to support its programs.



Satellite Healthcare Children's Scholarship Fund

Satellite Healthcare Children's Scholarship Fund was created to assist the children of our employees achieve their goals of higher education. In 2011, Satellite Healthcare awarded 10 scholarships from this fund.

Our Children's Scholarship Fund rewards and assists in the education of many of the deserving children of our talented employees. By supporting our future leaders during their educational development, we will contribute to a better future for all.

In recognition of our employees we offer this benefit of \$500 to ten deserving children for both the Spring and Fall terms.

These scholarships are awarded for full-time undergraduate study at any accredited two- or four-year college or university. Recipients are selected based on academic record, demonstrated leadership, participation in school and community activities, honors, work experience, and goals and aspirations as stated in the 500-word essay component of the application.

The Satellite Healthcare Children's Scholarship Fund awarded \$5,000 for the Spring term and \$5,000 for the Fall term in 2011.

career mentoring

Internships

Satellite provides a number of internship opportunities for nurses studying for careers in nephrology. These internships were created to support our clinical ladder model from PCT to RN careers. In our centers, interns receive the mentorship of highly experienced nephrology nurses. They are exposed to the continuum of CKD patient treatment options and develop the experience and knowledge to achieve their career goals of becoming professional nephrology nurses.



The Norman S. Coplon/Satellite Healthcare Professorship in Medicine



Stanford University School of Medicine has honored its founder, Norman S. Coplon, MD, with an endowed chair at Stanford University School of Medicine. A total gift of \$5 million was granted from 2007-2011.

The Norman S. Coplon/Satellite Healthcare Professorship in Medicine was established on June 12, 2008 with a gift from Satellite Healthcare, which Dr. Coplon founded in 1973 as a not-for-profit organization. His vision was to fulfill the growing need for dialysis services as well as to fund research and provide education for patients with end stage renal disease (ESRD). The company aims to advance the standard of chronic kidney disease care while optimizing patient wellness and quality of life.

research

Satellite Research

The mission of Satellite Research is to stimulate, support and carry out research with emphasis on improving clinical outcomes in patients with kidney disease. Our research is guided by an independent Scientific Advisory Board of leading researchers and our Satellite Healthcare Board of Directors. Satellite Research is conducting research in various areas with the aim to directly improve the care of patients with ESRD. The primary focus of Research has been directed toward the following areas.

Home dialysis therapies

allow for a more independent and flexible schedule of renal replacement therapy, thereby allowing the patients to achieve full rehabilitation for active lives. Peritoneal dialysis has been available since the 1980s and home hemodialysis (HHD) has emerged over the last few years as a new alternative for providing renal replacement therapy to the growing patient population. As of 2007, the literature about the frequency of home hemodialysis is limited. Offering a range of frequency from every other day to four and six times per week, as well as nightly, allows the study of clinical and laboratory parameters with special emphasis on adequacy, anemia and phosphate management, quality of life, medication patterns, and removal of middle molecules.

Internal studies are designed to help evaluate various schedules for delivery of this therapy. Clinical

concerns of adequate dialysis as well as lifestyle concerns and resulting quality of life are critical in establishing therapies which allow as many patients as possible to undergo this type of renal replacement therapy.

CKD is addressed earlier through our WellBound centers, targeting early stage-4 CKD education in an effort to delay the onset of ESRD and improve the health literacy related to treatment modality selection.

Of the patients participating in CKD options education, approximately 40% choose a home treatment modality, more than four times the national average.

Research to study the opportunities and barriers existing in the current system of ESRD care delivery is vital to allow patients to benefit from

research

Satellite Research

the advantages home therapies provide for patients.

3 **Patients suffering from** ESRD have multiple co-morbidities and it has become evident that addressing these co-morbidities is vital for improving outcomes.

Depression has been identified as a significant burden in this patient population and studies are aimed at evaluating improved screening for the disease and its subsequent treatment.

4 **While in-center hemodialysis** therapy has been the standard of care for more than 30 years, optimization of this modality based on new data and concepts is critical for improvement of care and patients' wellbeing.

Hypertension and fluid overload are a major problem in patients undergoing hemodialysis.

Intradialytic weight gain is thought to directly influence both blood pressure and the adverse events that occur during dialysis therapies. The importance of salt intake is well recognized in this respect; however, the emphasis has always focused on salt intake by patients when not on dialysis. Satellite Research is in the process of shedding some light on current dialysis prescriptions and their potential impact on these issues.

5 **Studies to optimize** the Na dialysate prescriptions with individualized Na dialysate have been conducted in patients undergoing in-center nocturnal HD and are exposed to dialysate sodium for a prolonged period of time.

Furthermore, collaboration with colleagues at Stanford's Department of Nephrology creates a strong basis for mutually

beneficial and complementary research studies.

All research projects are aimed at improving outcomes and quality of life for patients on dialysis. Results of these research projects have been presented at a variety of national meetings, including the American Society of Nephrology meeting (ASN), the Annual Dialysis Conference (ADC), the Annual Nephrology Nurses Association (ANNA) and the National Kidney Foundation (NKF) meeting.

Contract Research

An integral part of Satellite Research continues to be participating in phase II and III clinical trials with new promising products in the process of achieving FDA approval. Trials are chosen according to their applicability and likelihood to improve patient morbidity and mortality rates.



Factors Associated with Long-Term Success on Peritoneal Dialysis (PD): Analysis of Characteristics for Success
 Sheree Piccinini, RN, CNN

SATELLITE
WELLBOUND

Kimmel, in studying factors associated with longevity in CKD, noted that there might be factors related to facility "culture" that influence success.¹

We believe our unique approach facilitates success on PD. Factors unique to WellBound:

- Dedicated home dialysis facilities
- Enthusiastic, creative home dialysis staff
- Innovative ongoing patient education
- Complication prevention
- KrU preservation
- Activities to keep patients engaged



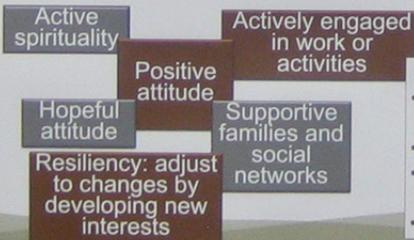
Clinical factors associated with success on PD are well-documented,¹⁻³ There is only a small body of knowledge describing psychosocial and facility factors associated with PD longevity. We analyzed 70 patients (Pts) with > 5 years success on PD to identify common characteristics.

Demographics N=70		
Average years on PD	6.5	5-19
Average Age	55	24-93
Males	50%	
Diabetes	25%	

"Something to do, Someone to love; Something to hope for..."
 Immanuel Kant 1724-1804



Commonalities Among Long Term Pts



Conclusions

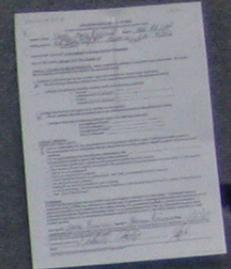
- Patients on Long Term PD share characteristics that may influence success
- The "culture" of the facility can influence success
- PD could be an option for more patients if "success-factors" are identified and promoted
- Further study is necessary

A service brand of
SATELLITE HEALTHCARE

¹Kimmel PL. 2001. *Kidney Int*;59:1599-1613.

²Churchill DN, et al. *J Am Soc Nephrol*.1998;9:1285-1292.

³Kendrick J & Teitelbaum I. *Clin J Am Soc Nephrol*. 2010;5



Norman S. Coplon Extramural Grant Program

Satellite Healthcare's extramural grant program is one of the nation's largest private research grant programs focused on chronic kidney disease.

Grant awards are given to individuals and institutions engaged in promising kidney disease research in the United States and Canada.

Approximately one-third of the awards are for basic science research, with the remaining two-thirds aimed at applied science.

Each year, Satellite Healthcare funds approximately 24 grants totaling nearly \$1,200,000.



As of 2011

nearly \$10,000,000 has been granted, supporting more than 40 different research projects in the U.S. and Canada.

extramural grants

2011 Norman S. Coplon Extramural Grant Recipients

Maryam Afkarian

University of
Washington

**Generating a candidate
biomarker list for type 1
diabetic kidney disease**

Massimo Attanasio

UT Southwestern
Medical Center

**Role of hedgehog
signaling in kidney
apoptosis and fibrosis**

Mitsi Blount

Emory University
School of Medicine

**The role of PKC α
in lithium-induced
nephrogenic diabetes
insipidus**

Wai Cheung

University of
California
San Diego

**The impact of ghrelin
on nutrition and
cardiovascular mortality in
chronic kidney disease**

John Danziger

Beth Israel Deaconess
Medical Center

**The importance of vitamin K
in chronic kidney disease**

Jacqueline Ho

University of Pittsburgh
School of Medicine

**Defining the role of
microRNAs in the regulation
of podocyte structure and
function**



Optimal Start[®]

There are many essential components which contribute to a positive dialysis experience and better outcomes for ESRD patients. These factors include improved health literacy about ESRD, making the necessary dietary changes and compliance with dialysis treatments and services.

Satellite's Optimal Start[®] program is a patient empowerment program targeted at the first 90 days of a patient's experience with dialysis treatment. The program continues to enable Satellite Healthcare to work closely with new patients to provide them the best opportunity for successful dialysis treatment.

The Optimal Start staff ensures that patients understand the importance of dialysis treatment. Patients also are educated on related health conditions prevalent in ESRD patients. The added one-on-one support for the first 90

days is one way Satellite is able to assist and educate new patients about healthy ways of living and treating their disease.

During the first 90 days the program provides interventions:

- To assist, support, and educate patients who have chosen in-center hemodialysis as the modality to treat their kidney failure and to assure that they have a full understanding of the other options available to them should they decide to make a change
- To reduce hospitalizations and missed dialysis treatments by providing understanding of the importance of being compliant with their new prescription drug therapy, dietary changes and adherence to a schedule for treatment
- To monitor patient Clinical Performance Measures (CPM) to see that they are within the target range and to ensure a better state of health during the first 90 days
- To foster a team approach by engaging everyone involved with the patient's care in the Optimal Start process, thus giving them the opportunity to better understand how each person's discipline impacts the success of the patient's ability to adapt to stage-5 kidney failure

The Optimal Start program's goal is to achieve the best possible outcomes for new patients.

Better LIFE™ Wellness and Renal Replacement Therapy Options Education

Through the WellBound Centers of Excellence, Satellite Healthcare provides comprehensive dialysis options education programs as a way to improve the clinical and quality of life outcomes of CKD patients. These programs are designed as an adjunct to the care provided by community nephrologists and are focused in two specific areas: CKD wellness education and renal replacement therapy education.

Studies have shown that pre-dialysis education affects the involvement of CKD patients in their healthcare. A patient that is well-versed in the details of CKD is more likely to establish behaviors that are consistent with maintaining their health and deferring disease progression. This can take the form of embracing exercise, altering diets or monitoring and addressing

important contributors to their disease. At the same time, increasing a patient's health literacy at an earlier stage also helps them to delay their need for dialysis therapy.

WellBound's Better LIFE™ wellness education programs cover a variety of key topics relevant to CKD patients, including hypertension management, exercise, nutrition, stress reduction and cardiovascular risk assessment. Patients who take part in these classes have greater health literacy and are more engaged in their care, better prepared for choosing and starting a dialysis therapy, and more able to maintain a healthy lifestyle.

When it comes to selecting a treatment modality, WellBound provides CKD patients with the education so that they, in collaboration with their physicians,

can make informed decisions regarding their dialysis options. By proactively preparing patients to make educated therapy decisions, Satellite Healthcare aims to reduce the persistently high rate of patients who begin dialysis in an emergency hospital setting.

WellBound's
renal replacement therapy
education programs expose
patients to all treatment
options including transplant,
in-center hemodialysis and
self-care therapies.





patient advocacy

Satellite Advocacy

Satellite Healthcare actively participates in a number of state and federal coalitions to better understand and provide input on issues related to the kidney community.

In October of 2010, the Centers for Medicare and Medicaid Services released their final rule for the ESRD Prospective Payment System (PPS) as required by the Medicare Improvements for Patients and Provider Act of 2008 (MIPPA). Throughout 2011, Satellite Healthcare met with our elected officials and their staff to discuss issues and concerns in the final rule.

In 2011, Satellite Healthcare also participated in meetings with industry advocacy groups and state and federal elected officials, discussing a variety of topics, including:

- Financial and operational concerns regarding oral drugs in the ESRD bundled payment system effective January 2014
- Cost report reform, patient case mix and co-morbidity conditions, and quality improvement performance (QIP) measurements
- Continued education and awareness of advantages of home dialysis or more frequent dialysis for our patients
- Issues specifically related to smaller non-profit dialysis providers, the focus of the newly formed Non-Profit Integrated Care Coalition
- ESRD and Health Care Exchanges

As a not-for-profit organization, it is essential that we inform and educate state and federal elected officials and government agencies about issues impacting our patients.

Support of the National Kidney Foundation

Satellite Healthcare historically has been a leading supporter of the National Kidney Foundation (NKF).

The NKF has been one of the key drivers in improving the quality of care for CKD patients in the United States. Our donations have been used for a number of NKF programs and activities, including

promoting basic research through the NKF grant program, sponsoring major clinical practice guidelines, and playing an integral role in the Kidney Early Evaluation Program (KEEP).

Finally, Satellite Healthcare was the primary sponsor of the Kidney Disease Outcomes Quality Initiative (K/DOQI), which

provides evidence-based clinical practice guidelines developed by volunteer physicians and healthcare providers for all phases of kidney disease and related complications, from diagnosis to monitoring and management of cardiovascular guidelines which are widely used in the dialysis community today.

Throughout

our 38 years of service, Satellite has donated more than \$2 million to NKF national and state programs.



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HEALTHCARE
DIALYSIS • WELLBOUND • RESEARCH
Better Care. Better Life. Better Choice.®