



**CHA PARTNERS**

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August 14, 2024

To Whom it May Concern,

I am writing to share the remarkable journey and achievements of CHA Partners since our founding in 2008, particularly focusing on our most recent acquisition, the Salem Medical Center.

CHA Partners has a proven track record of acquiring and revitalizing hospitals across New Jersey, including the Barnert Medical Arts Complex in Paterson, the Greenville Medical Arts Complex in Jersey City, the William B. Kessler Medical Arts Complex in Hammonton, and the Muhlenberg Medical Arts Complex in Plainfield. In each case, the community would have lost a critical healthcare asset if not for CHA's efforts. Our latest acquisition, Salem Medical Center, formerly known as Memorial Hospital of Salem County, occurred in January 2019.

The acquisition of Salem Medical Center was particularly challenging due to a shrinking patient population, aging infrastructure, and numerous prior failed purchase attempts. The hospital was on the brink of closure. However, CHA Partners stepped in with a comprehensive plan to turn things around and the experience to implement it.

Our goals for Salem Medical Center included transitioning the hospital back to a non-profit corporation, maintaining all acute care services, and expanding the emergency department to effectively manage behavioral health patients. We implemented a capital expenditure plan that included building a new 26-bed behavioral healthcare unit, a state-of-the-art Wound Care Center, a Bariatric Surgery Unit, and the total renovation of the shuttered Ambulatory Surgical Center and medical office buildings on the hospital campus. Additionally, we were committed to preserving over 450 high-quality, good-paying jobs in the community.

Under CHA's leadership, Salem Medical Center played a pivotal role in providing essential healthcare services during the COVID-19 pandemic. As one of Salem County's main Testing & Vaccination Centers, the hospital ensured residents in nearby communities had access to critical testing and vaccination services. SMC also hosted



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the Army Corps of Engineers, bolstering our community's response to the pandemic. To address the increased demand for healthcare services, SMC added 62 beds specifically for COVID patients. Moreover, SMC demonstrated a strong commitment to reaching underserved populations by mobilizing a test and vaccinate outreach program for farm workers and at local churches, ensuring even the most vulnerable members of our community received necessary healthcare services.

All these initiatives were driven by a single objective: to integrate Salem Medical Center into a regional healthcare system that would ensure the long-term viability of the hospital. In December 2022, despite the challenges posed by the pandemic, CHA accomplished all its goals, and Salem Medical Center successfully became part of the Inspira Health network.

We are proud of the positive impact we have made and remain committed to our mission of revitalizing healthcare facilities and preserving essential services for communities in need.

*Bill*

**Bill Colgan**

*Managing Partner*



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