

HCFP

Health Care Facilities Partners

PRESENTATION AND DISCUSSION

AUGUST 2017



HCFP

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Health Care Facilities Partners

- Headquartered in Franklin, TN
- ASC and Acute Care Hospital Developer and Operator
- Seasoned Health Care Executives with Ownership and Operational Experience

Physician Focused

- Health Care Facilities Partners offers turnkey health care facility development designed to build revenue sources beyond the physician's professional fee income
- HCFP facilities are predicated on improving the work environment for physicians, nurses and staff
- Our track record of successfully aligning ourselves with physicians and exceeding their expectations allows us to earn the trust of our physician partners
- With constant pressure on doctors, including regulatory and reimbursement challenges, physicians can depend on HCFP to remain strong physician advocates

Hospital Joint Ventures

- Health Care Facilities Partners prefers to partner with health systems in its projects – when appropriate and under favorable terms
- HCFP understands the delicate balance between a physician's desire for independence and the health system's need for a successful project in keeping with its mission and values. HCFP has the experience to manage multiple relationships
- HCFP structures win-win partnerships between hospitals and their physicians creating long-term financial and relational value for our hospital partners

Past Acute Care Hospital Projects

Role	State	City	Sq. Ft.	# of OR's	# Beds
Developer, Pre-Opening, Advisor and Investor	TX	Lakeway	274,500	6	106
Pre-Opening, Advisor and Investor	TX	Clear Lake	265,000	4	104
Investor	TX	Dallas	200,000	8	100
Pre-Opening, Advisor and Investor	CA	Murrieta	250,000	6	106
Advisor and Investor	TX	El Paso	75,000	6	40
Pre-Opening, Advisor and Investor	TX	Houston	227,000	8	92
Developer, Pre-Opening, Advisor and Investor	IN	Bloomington	92,000	4	80
Developer, Pre-Opening, Advisor and Investor	OH	New Albany	96,000	8	42
Advisor and Investor	IL	Chicago	200,000	10	85

Current Acute Care Hospital Projects

Role	State	City	Sq. Ft.	# of OR's	# Beds
Pre-Opening, Advisor and Investor	GA	Albany	124,856	4	60
Pre-Opening, Advisor and Investor	FL	North Port	140,000	4	60
Pre-Opening, Advisor and Investor	TX	Sherman	140,000	4	60

Past ASC Projects

Role	State	City	Sq. Ft.	# of OR's
Pre-Opening and Manager	PA	Philadelphia	5,000	2
Pre-Opening, Manager and Investor	OH	Medina	9,800	3
Pre-Opening and Manager	OH	Dayton	7,000	2
Pre-Opening, Manager and Investor	OH	Akron	7,500	3
Pre-Opening, Manager and Investor	CA	Beaumont	17,000	4
Pre-Opening, Manager and Investor	GA	Atlanta	16,690	4
Pre-Opening, Manager and Investor	GA	Atlanta	4,000	2
Pre-Opening, Manager and Investor	GA	Austell	7,857	3
Pre-Opening, Manager and Investor	GA	Lawrenceville	6,487	2
Pre-Opening, Manager and Investor	GA	Roswell	6,500	2
Pre-Opening, Manager and Investor	NM	Albuquerque	19,138	6
Pre-Opening, Manager and Investor	TN	Johnson City	13,208	4
Pre-Opening, Manager and Investor	TN	Knoxville	19,330	5
Pre-Opening, Manager and Investor	TN	Murfreesboro	12,900	4
Pre-Opening, Manager and Investor	TN	Nashville	18,000	6
Pre-Opening, Manager and Investor	TN	Nashville	5,500	2
Pre-Opening, Manager and Investor	WY	Jackson Hole	9,200	2

Current ASC Projects

Role	State	City	Sq. Ft.	# of OR's
Pre-Opening, Manager and Investor	FL	Celebration	12,000	4
Pre-Opening, Manager and Investor	FL	Winter Garden	10,500	3
Pre-Opening, Manager and Investor	FL	Lakeland	12,500	4
Pre-Opening, Manager and Investor	TX	Arlington	15,000	5
Pre-Opening, Manager and Investor	TX	Richardson	16,000	5
Pre-Opening, Manager and Investor	TX	Lewisville	17,000	6
Pre-Opening, Manager and Investor	TX	Ennis	10,500	2
Pre-Opening, Manager and Investor	OH	Circleville	9,500	2

Partners

Baylor, Scott and White

Loma Linda University Medical Center

Kettering Health Network

Redlands Community Hospital

Beaver Medical Clinic

Cleveland Clinic

United Surgical Partners International

Presbyterian Hospital

Thomas Jefferson University Hospital

Acute Care Hospital Projects



ASC Projects



Pre-Opening Advisory Services

- **Facility Planning**
- **Medical Staff Recruitment**
- **Pro Forma**
- **Program Budget**
- **Identify Potential Partner**
- **Operational Planning**
- **Financing – Real Estate, Equipment, Working Capital**
- **Equipment**
- **Hospital Operating Documents**
- **Information System Planning**
- **Board Structure**
- **Licenses and Accreditation**
- **Compliance and Risk Management**
- **C-Suite Recruitment**
- **Marketing**
- **Purchasing**

Post Opening Advisory Services

- **Maintenance of Accreditation**
- **Insurance Coverages**
- **Manage Care Contracting**
- **Staffing Schedules, Wage Structure, Personnel Policies**
- **Chargemaster**
- **Advertising and Promotion**
- **Hospital-Based Services – Radiology, Emergency, Hospitalist, Pathology, Anesthesia, and Intensivists.**
- **Compliance Plan**
- **Co-Management Arrangements with Physicians**
- **Physician Recruitment**
- **Clinical Operation Management**
- **Clinical Strategic Management**
- **Quality Assurance**
- **Clinical Education**
- **Oversight of Accounting/Banking Functions**

Management Team

- G. Edward Alexander – President and Chief Executive Officer
 - SDP – President and Chief Executive Officer
 - SAC – Founder, President
 - OPC – Founder, Chief Financial Officer
 - Team Health – Chief Financial Officer
- John T. Prater – SVP & Chief Financial Officer
 - SDP – SVP & Chief Financial Officer
 - USPI – Chief Financial Officer, Physician Services
 - OPC – Founder, Chief Financial Officer
 - Team Health – Sr. Financial Analyst
- Bill Gavigan – SVP & Operations
 - SDP - SVP & Operations
 - Meridian Surgical Partners – VP, Operations
 - Symbion Healthcare – VP, Operations
- Lisa Hoffpauir, R.N., MBA – Vice President Clinical Operations
 - SDP – VP, Clinical Operations
 - Paris Regional Medical Center – Assistant CNO
 - Memorial Hermann Hospital – Director of Nursing
- Jami Jackson – VP, Revenue Cycle Management
 - SDP – VP, Revenue Cycle Management
 - HCA Centennial Medical Center – Revenue Integrity and Compliance Coordinator
 - HCA Patient Financial Service Center – Director of Billing
- Linda Fletcher – Human Resources Consultant
 - SDP – Human Resources Consultant
 - USPI – VP, Human Resources

Thank You