LICH PROPOSAL

FORTIS
property group, LLC
Proposal Sponsor and Partners

PROPOSAL SPONSOR: Fortis Property Group, LLC, a private real estate company headquartered in Brooklyn, New York. Presenting:

- Louis Kestenbaum, Chairman
- Joel Kestenbaum, President
- Terrence Storey, Chief Financial Officer

HEALTH CARE PROVIDERS:

- NYU Langone Medical Center, a world-class academic medical center. Presenting:
  - Gary Kalkut, MD, MPH, Senior VP of Network Integration and Associate Chief Clinical Officer, NYU Langone – Department of Population Health

- Lutheran Family Health Centers, one of the country’s largest and most comprehensive federally qualified health centers. Presenting:
  - Larry McReynolds, President

Affordable Housing Partner: L&M Development Partners Inc., an affordable housing developer. Presenting:

- Ron Moelis, CEO & Chairman
Health Care Services

• Are based on community needs assessments and stakeholder feedback
• Include comprehensive health care services for patients of all ages
• Are built on a strong foundation of primary and preventive care
• Will be integrated and coordinated
• Will be accessible to all patients, regardless of ability to pay
• Will enable Brooklyn patients to stay in Brooklyn for care
Health Care Providers: NYU Langone Medical Center

- Expansive and integrated network of care with 11 locations in Brooklyn
- Demonstrated excellence in providing quality care
  - #1 in US for Patient Safety by University Health Consortium
  - “Best Hospitals 2013” Honor Roll (#14 Nationally) by U.S. News & World Report
  - Lowest average mortality rates in the US by Modern Healthcare in 2013
Proposed Health Care Services: NYU Langone Medical Center

- 24-7 Freestanding Emergency Department with Urgent Care Center
  - Will receive ambulance services
  - 4 observation beds
  - Can provide ED services immediately after SUNY closes ED, pending DOH approval
- Primary and Preventive Care and Broad Range of Specialty Care:
  - Internal Medicine, Ob-Gyn, Geriatrics, Cardiology, Gastroenterology, Pulmonary, Urology, Orthopedics, and Physiatry
- Office-Based Surgical Procedures
- Ambulatory Surgery Center
- Cancer Center, including Radiation Oncology
- Diagnostic Imaging
- Anticipates that approximately half of 400 non-clinical employees will be union (SEIU 1199)
Access to Full Spectrum of Care and Integration of Care

• Contracts with other organizations to ensure the community has access to a full range of care.
  • Inpatient care through transfer agreements with Lutheran Medical Center and other Brooklyn hospitals
  • Home care services by the Visiting Nurse Service of New York
  • Dialysis services by Atlantic Dialysis Management Services
  • Other services through arrangements with local providers
• NYU Langone and Lutheran Family Health Centers will integrate and coordinate care
  • Share health information using NYU Langone’s Health Information Exchange, where possible
Health Care Providers: Lutheran Family Health Centers

- One of the largest and most comprehensive Federally Qualified Health Centers (FQHCs) in the country
- 45-year history of providing health care and social support services to the ethnically diverse and underserved communities of Brooklyn
- Recognized as a Level 3 Patient-Centered Medical Home (PCMH) by the National Committee for Quality Assurance, which means they have demonstrated that they have exceptional systems of care that help patients achieve the best health outcomes.
Proposed Health Care Services: Lutheran Family Health Centers

- Dental Care
- Behavioral Health
- Primary Care Services, including Pediatrics
- School-Based Health Centers
  - Will explore sponsorship with SUNY Research Center to ensure they continue to operate
- Anticipates 26 non-physician union employees
- Will explore with SUNY continued resident training opportunities and community-based research opportunities
Affordable Housing

- 25% of residential will be affordable housing
- Fortis will work with **L&M Development Partners**, one of New York City’s most well-respected developers
  - Develops, constructs, and manages affordable housing projects in LICH area and throughout NYC
  - Worked with Community Board 6 on the Columbia Hicks development, a successful mixed-income development in LICH area
Contextual Design

• Neighborhood-sensitive, contextual design
• Improving streetscapes to create a pedestrian-friendly, warm, and inviting environment
• Transforming three local community parks into active recreational open space for small children and additional passive recreation space for seniors
• Sustainable “green” design to make residences more affordable through lowered utility bills and support healthier living environments
Additional Community Benefit

- **Affordable housing**
  - Added feature of proposal
  - Based on stakeholder feedback

- **Community Foundation**
  - Tax exempt, non-profit with an independent Board of Directors
  - To support grant making and investments related to current and future community health, affordable housing, social services, and other needs
  - $5 million contribution from Fortis
Ongoing Community Engagement

- **Listening Tour**: to share preliminary plans, gain input, and engage in dialogue with key community stakeholders.
  - Already had discussions with several elected officials, SEIU 1199, and the NYS Nurses Association, which helped shape the enhanced proposal

- **LICH Transformation Advisory Panel**: to help ensure that the new services are responsive to community needs. Representatives will be from:
  - Brooklyn, NYC, and NYS officials
  - Neighborhood associations
  - Community-based organizations
  - Other key stakeholders
Ongoing Community Engagement

- **Clinical Advisory Panel:** to provide guidance on clinical services

- **Community Ombudsperson:** to work with Fortis, NYU Langone, LFHC, and community representatives to gather and respond to community input.

- **Public Outreach Campaign:** to help residents access new services and improve health outcomes.
Ongoing Community Engagement and Service Enhancement

Based on feedback from the LICH Transformation Advisory Panel; Clinical Advisory Panel; and SUNY, community, and other input. Our clinical partners are committed to observation beds and willing to evaluate a short-stay unit to minimize transfers.
## Community Support: Letters of Support

- **Assemblyman Joseph R. Lentol**, 50th District, Brooklyn, NY, Dean of Brooklyn Borough Delegation, Chairman of Committee on Codes and Member of the Rules, Ways & Means, and Election Law Committees
- Reginald H. Bowman, President, **New York City Housing Authority (NYCHA) Residents Council, CCOP, Inc.**
- Dorothy Shields, Resident Association Leader, **Red Hook House East**, a New York City Housing Authority development
- Harriett Hughes, Resident Association Leader, **Warren Street Houses**, a New York City Housing Authority development
- Bishop Eric R. Figueroa, Presiding Prelate, **New Life Covenant Fellowship**, Brooklyn, NY
- Rev. Dr. John Credle, Pastor, **Calvary Baptist Church**, Brooklyn, NY
- Minister Arthur L. Smith, **Lovely Hill Baptist Church**, Brooklyn, NY
- Pastor Shirley Barkley, **God’s Divine Prayer Tabernacle**, Brooklyn, NY
- Robert V. Butler, Jr., Senior Pastor, **Glory Tabernacle**, Brooklyn, NY
- Mattie Griffin, President, **Marcus Garvey Houses**, Brooklyn, NY
- Leonard Jones, President, **Fenimore-Lefferts Resident Association**, Brooklyn, NY
- John Prince, President, **Rutland Towers Resident Association**, Brooklyn, NY
- Naomi M. Johnson, President, **Howard Houses Resident Association**, Brooklyn, NY
Responsive Proposal

Health care services that meet community needs

• Two top-quality health care providers
• Strong foundation of primary and preventive care
• 24-7 ED accepting ambulance service and with no downtime during transition
• Broad array of specialty care matched to community need
• Brooklyn patients can stay in Brooklyn for services
• Access for all patients, regardless of ability to pay
• Evening and weekend hours
• New FQHC in a high-priority area
• Option for school-based health centers
• Maximized number of unions jobs
A Flexible, Collaborative Partner

Throughout the process, Fortis has demonstrated its willingness to shape the proposal based on the needs and objectives of community stakeholders and SUNY, including:

- Comprehensive health care services responsive to community need
- Ongoing and meaningful community engagement
- Affordable housing
- Clear path for SUNY to quickly exit LICH and reduce current operating losses
- Price within appraised value range with no contingencies
- Alignment with New York City Regional Economic Development Council’s Strategic Plan

This approach is essential to the success of this transformation and will continue throughout the entire process and into the future.