Downstate Medical Center Long Island College Hospital Campus Presentation

Friday, February 7, 2014
Our Goals

- Meet the new needs of the health care industry with improved access to affordable primary and preventative care.
- Assist Downstate’s exit by managing a seamless transition of health care services and paying market value for the LICH Campus.
- Provide quality affordable and market-rate housing for the neighborhood accommodating a range of incomes and ages.
- Produce a transformational development with historic M/WBE ownership and participation.
- Certainty of execution with no financing contingency.
- Create a model for public-private partnerships.
## Our Team Structure

<table>
<thead>
<tr>
<th>Role</th>
<th>Company</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lead Developer</td>
<td>The Peebles Corporation</td>
</tr>
<tr>
<td>Financing</td>
<td>MacFarlane Partners</td>
</tr>
<tr>
<td>Co-Developers</td>
<td>BRP Companies / Dabar Development</td>
</tr>
<tr>
<td>Community Healthcare</td>
<td>The Institute for Family Health</td>
</tr>
<tr>
<td>Architectural Design</td>
<td>Dattner Architects</td>
</tr>
<tr>
<td>Construction Management</td>
<td>McKissack &amp; McKissack</td>
</tr>
<tr>
<td>Legal: Transaction &amp; Zoning</td>
<td>Kramer Levin Naftalis &amp; Frankel</td>
</tr>
</tbody>
</table>
The Peebles Corporation

- Multi-billion dollar minority owned development company with 30+ years of real estate experience, led by R. Donahue Peebles.

- Extensive experience with:
  - Public-Private Partnerships.
  - Investments in Multiple Cities - Washington, D.C., Miami, New York City, Las Vegas, San Francisco.

- Chairman and CEO, R. Donahue Peebles is one of the most successful entrepreneurs in the country.

MacFarlane Partners

- One of the largest minority owned real estate investment management firms in the country with over $5 billion in assets under management, led by Victor MacFarlane.
- Invested in more than 80 properties encompassing over 8 million square feet of commercial space and 14,000 multifamily units in cities such as New York, Washington DC, Los Angeles and San Francisco.
- Nationwide affordable housing and bond financing experience.
BRP Companies

- Leading New York based, minority owned real estate firm led by Meredith Marshall and Geoff Flournoy.
- $340 million in completed and current transactions, over 1 million square feet of pipeline transactions.
- Award winning developer with extensive New York City affordable and market rate housing experience.
Dabar Development

- Woman/minority – owned development and investment firm.
- Founding Principal, Dawanna Williams, possesses 15+ years of experience in real estate industry.
- Extensive experience with a range of Brooklyn-based and national projects.
- Awarded project with the City of New York’s distinguished home ownership programs.
- More than 20 residential building developments and investments.
Dattner Architects

- Focus on civic architecture to improve and sustain communities and the urban environment through design.
- Strong reputation as a firm that successfully designs and implements complex projects.
- Hands-on approach to projects with consistently high quality of service, design and technical rigor.
- Work has received over 100 design awards. Notable recognition includes:
  - GSA Design Award
  - The New York City Green Building Award from the US EPA
  - Medal of Honor and Citation for Design Excellence from the NYS AIA
  - Multiple Art Commission Awards from NYC Public Design Commission
McKissack & McKissack

- Oldest minority-owned construction firm in the United States (founded in 1905)
- Previous experience with local municipalities and public/private institutions.
  - New York City Health & Hospitals Corporation (NYC HHC)
  - New York City Economic Development Corporation (NYC EDC)
  - Dormitory Authority State of New York (DASNY)
- Previous experience working with private developers in healthcare, residential, educational and public facilities.
  - Henry J. Carter Hospital and Skilled Nursing Facility
  - Atlantic Yards/NJ Nets Arena
  - New York City Housing Authority (NYCHA) Renovations
- Numerous Local & National Awards
| Community Health Care | ▪ Affordable primary & specialty care  
▪ Target medically underserved  
▪ Up to 50,000 square feet |
|-----------------------|------------------------------------------------------------------------|
| Residential           | ▪ Affordable housing of up to 35%  
▪ Renovation of existing buildings preserving the character of the neighborhood |
| Education             | ▪ High quality public / charter school  
▪ Up to 40,000 square feet  
▪ Prepared to build with reduction of purchase price from SUNY |
The Institute for Family Health

Health Services
- 18 Community Health Centers
- Homeless healthcare sites
- School-based health programs
- Dental centers
- Mental Health Satellite Clinics
- 2 Free clinics
- 500,000 visits / 100,000 patients

Health Professional Education
- 96 Family Practice Residents in 3 Training Programs
- Clinical training for health professions students

Special Programs
- 65 Grant Programs
- Department of Family Medicine & Community Health, Icahn School of Medicine at Mount Sinai

Staff & Budget
- 1,000 staff members and annual budget of $90 million
The Institute’s Family Health Center Model

- Primary and preventive care for children and adults.
- Reproductive health care including prenatal care and delivery.
- Care for people with chronic illnesses such as diabetes, asthma, heart disease, HIV/AIDS and others.
- Mental Health Care.
- Dental Care.
- WIC – Women Infants and Children Food and Nutrition Service.
- Urgent Care / Walk-in Care at all times.
- Extended Hours: 8 am – 10 pm weekdays, 8 am – 8 pm weekends.
- No-one is turned away!
Multiple Health System Affiliations

Hudson Valley
- Health Alliance of the Hudson Valley (Kingston and Benedictine Hospitals)
- Northern Dutchess Hospital
- Ellenville Regional Hospital

Bronx
- Montefiore Hospital
- Bronx-Lebanon Hospital Center

New York City
- Mount Sinai Health Care System
What We Are Prepared To Do: IMMEDIATE

- Identify appropriate space on the LICH campus and consolidate primary care, outpatient mental health services and dental care there on a temporary basis Reproductive health care including prenatal care and delivery.

- File for Article 28 and Article 31 licensure for these facilities under the Institute’s management (filing prep 2 weeks, approval 4 weeks).

- File for inclusion of the LICH project under the Institute’s FQHC Scope of Practice (3 months).

- Identify the location for the permanent site for the new family health center to be built and begin architectural planning.

- Install Epic electronic health record and practice management system at the site and train personnel.

- Begin retraining of union staff for new ambulatory care roles.

- Expand hours of operation to evenings and weekends.
Family Health Center of Harlem

Site Exterior View
First Floor Entrance
Community & Economic Benefits

- **Economic Impact**
  - 2,000 construction & 200 permanent jobs
  - Increase tax revenue
  - Support local businesses
  - Enhance surrounding area

- **Local Hiring**
  - Establish a comprehensive local hiring plan
  - Employment preference to local residents

- **M/WBE Plan**
  - 50% M/WBE involvement expected
  - More than double the goal listed in the RFP

- **Affordable housing**
- 100% minority ownership
Why Us?

- Improving quality of life
  - More efficient and modern health care services
  - Housing for all income levels
- Seamless transition of health care services
- Job creation with emphasis on strengthening the middle class
- Rich history in public-private experience & community outreach
- Socially responsible & economically viable
- Financial resources & ability to execute with no financing contingency
- Transformational development with historic M/WBE ownership and participation