FREESTANDING EMERGENCY DEPARTMENTS

Trending Community-Based, Access-to-Care Model in Texas

Presented to:
HFMA/ACHE Summer Institute
Thursday, August 25, 2016
Real Estate Solutions for Healthcare Providers

Services:

- Site Selection
- Brokerage
- Development
- Project Management
The Retailization of Healthcare
This is Not a Typical Real Estate Transaction
What Makes FSEDs Unique?

- 24/7 Hours
- Canopies
- Expanded Corridors
- Generator
- Hazardous Locations
- Increased Electrical Service
- Landlord Education
- Multi Tenant vs. Stand Alone
- Oversize Water Lines
- Proximity to Hospitals
- Power Requirements
- Regulatory Requirements
- Required Signage
- Rezoning
- Single Story vs. Multi Story
- Sprinkled
- Structural Support for HVAC
- Slab Reinforcement for CT
ROOFTOP UNITS
ROOFTOP UNITS
HIGH VOLTAGE POWER LINE AND HIGH PRESSURE GAS LINE
HIGH VOLTAGE POWER LINE AND HIGH PRESSURE GAS LINE
PARKING LOT CONDUIT
Deal Considerations

- Due Diligence Time Period
- All Required Signage Rights in Detail With Renderings
- Utilities to Premises
- Exterior Renovations
- Location of Generator and Conduit

- 24/7 Hours
- Oversize Water Lines
- Rezoning
- Increased Electrical Service
- Hazardous Locations
- Sprinklers
- Timing Considerations due to JV with Hospital (Finance Committee and Board Approval)
  - Budgets and Delays
CONSTRUCTION
BEFORE
How Quickly Can a State’s Emergency Department Model Evolve?

An Analysis on Texas’ FSED Explosion
YEAR: 2010
NEW FSEDS: 15

Total
15
YEAR: 2011
NEW FSEDs: 5

Total 20
YEAR: 2012
NEW FSEDs: 18

Total
38
YEAR: 2013
NEW FSEDs: 33

Total 71
YEAR: 2014
NEW FSEDS: 51
YEAR: 2015
NEW FSEDs: 71
Total 193
YEAR: YTD 2016
NEW FSEDs: 31

Total
224
YEAR: PENDING
NEW FSEDs: 24

Total 248
FSED Growth in Texas

New FSED’S  Total FSED's  Expon. (Total FSED's)

2010: 15  20  ~
2011: 20  ~  ~
2012: 38  18  ~
2013: 33  71  ~
2014: 51  122  ~
2015: 71  193  ~
2016 (YTD): 55  248  ~
Custom Prescribed Site Analysis™

Demographics and Market Report

- Heat Maps
- Drive Time
- Median Income
- Traffic Counts
- Insurance Mapping
- Competition
- Healthcare Expenditures
- Growth Rate Forecasting
- Population Density
- Physician-per-population Ratios
- Marketing Impact
Contact Information

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