

# HEART SOUTH

CARDIOVASCULAR GROUP, PC

RECEIVED

Nov 09, 2018

STATE HEALTH PLANNING AND  
DEVELOPMENT AGENCY

November 8, 2018

State Health Planning and Development Agency  
100 North Union Street  
RSA Union Building, Suite 870  
Montgomery, AL 36130-3025

To Whom It May Concern:

Heart South Cardiovascular Group, P.C. is a cardiology private practice founded in 2003 consisting of nine owners and two employed cardiologists. We are located in the heart of Shelby County and our clinic is next door to Brookwood Baptist Health, Shelby Campus. Our address is 1022 First Street North Alabaster, AL 35007 Suites 400, 500, 501A, 501B and Suite 450. We serve many areas not limited to Jefferson, Shelby, Chilton, Bibb, Lee, and Coosa Counties. We provide cardiology services to roughly 30,000 patients within our clinic annually.

Heart South is requesting permission to open an outpatient-based lab to service the Shelby/Chilton County and surrounding areas. I, on behalf of Heart South Cardiovascular Group, P.C. affirm our request for our outpatient-based lab to operate pursuant to the Physician Office Exemption ("POE"). This lab will provide outpatient services only. All procedures will be performed in the office of Heart South Cardiovascular Group, P.C. Suite 501A by physician owners or physician employees of Heart South. Currently, the procedures are being performed at Brookwood Baptist Health, Shelby Campus located at 1000 First Street North Alabaster, AL 35007. Peripheral and endovascular procedures are to be performed in this outpatient-based lab. These procedures will be iliac interventions, femoral/popliteal interventions, and tibial/peroneal interventions. Atherectomy with or without stent with or without PTA will be used for treatment, of course with the possibility of other vessels that could be treated. All patient billing for the procedures performed will be done on behalf of and by employees of Heart South Cardiovascular Group, P.C.

In order to treat the patients with the best quality products and equipment, we have selected the Philips Medical Mobile Veradius Unity Flat Panel C-Arm as our equipment. We will have full screen collimation, vascular configuration with wireless-data transfer. We also purchased a UPS battery back-up generator to support the machine should the facility be without power. The Stille table is an IQ2 table with all required accessories. The Core M2 Vascular Imaging System for IVUS (internal vascular ultrasound) for arterial and venous procedures. The contrast injector chosen is the Medrad Mark 7 Contrast Injector Pedestal. An Affiniti 50 Diagnostic Ultrasound with vascular configuration. The Lumify L12-4 Linear Array Transducer for app-based ultrasound will be used on compatible devices. Five patient monitors with stands to monitor patient status during procedures and in post-op recovery. Finally, we have a rental agreement with Philips Medical to use the Spectranetics Laser for use at the physician's request.

Our capital expenditures is 84-month loan through NBC bank of \$445,023.29. This does not include the service/maintenance cost.

First year annual operating costs are estimated to be \$944,747.00. This is salaries and benefits, utilities, non-medical supplies, medical supplies, equipment maintenance.

The rent for the outpatient-based lab is \$24.19, for 4,314 square feet. Our annual rent/lease cost is \$104,355.66. The current expiration date of this lease is October 31, 2027. This space includes four pre and post-recovery rooms, two overflow rooms (one with medical supply storage), a patient restroom, check-in and checkout area, the surgical space, a control room and two offices.

We spent an estimated \$896,777 to re-construct our entire office space including the outpatient-based lab. The cost of the outpatient-based lab space of 4,314 square feet (located in Suite 501A) is \$423,974.00.

The partners of Heart South own this lab in its entirety. There are no outside investors nor hospital involvement.

We respectfully request the Alabama State Department of Health and Planning Development Agency grant a determination of non-reviewability to Heart South Cardiovascular Group, P.C. for the requested procedures listed above.

The \$1,000.00 filing fee has cleared through the electronic portal. If you need more information, please contact the office at 205-739-2018. Thank you for your consideration.

Sincerely,



Dr. Cliff Vance  
President  
Heart South Cardiovascular Group, P.C.

Affirmation of Requesting Party:

The undersigned, being first duly sworn, hereby makes oath or affirms that he is a physician owner of Heart South Cardiovascular Group, P.C., and to the best of his information, knowledge and belief, such facts are true and correct.

Affiant:



SUBSCRIBED AND SWORN to before me this 9<sup>th</sup> day of November, 2018

SEAL



Notary Public

My commission expires: 3-9-22

1022 North First Street \* Suite 500 \* Alabaster, Alabama \* 35007

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