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Oct 28 2019
STATE HEALTH PLANNING AND
DEVELOPMENT AGENCY

RV2020-004

2055 East South Blvd., Suite #403
Montgomery, AL 36116
(334) 613-0807

October 23, 2019

Hon. Emily T. Marsal
Executive Director
State Health Planning and Development Agency
100 North Union Street
RSA-Union Building, Suite 870
Montgomery, Alabama 36130-3025

Re: **Non-Reviewability Determination Request for Southeastern Cardiology Consultants, P.C.**

Dear Ms. Marsal:

On behalf of Southeastern Cardiology Consultants, P.C., I am writing to submit a reviewability determination request in accordance with the Alabama State Health Planning and Development Agency's Certificate of Need (CON) program rules and regulations. We are planning to add office-based, minimally invasive endovascular treatment of upper and lower extremity arterial and venous disease to our practice. We also plan to add office-based diagnostic coronary angiography to our practice. This document will give an overview of the scope of procedures involved. We will also show how the criteria of the Physician Office Exemption, and thus non-reviewability, will be met by our office-based performance of those procedures.

We will perform fluoroscopic based, angiographic arterial and venous interventions of vessels of the upper and lower extremities. This will include endovascular management of dialysis access grafts and fistulas. We will also perform diagnostic coronary angiography. No coronary artery interventions will be performed. No implantable cardiac rhythm devices (pacemakers or defibrillators) will be placed. All procedures will be percutaneous and catheter based (no incisions). The intent is for all procedures to be done under local anesthesia with light conscious sedation for adjunct. No general anesthesia will be administered.

The criteria as adopted by the Supreme Court for the Physician Office Exemption are as follows:

1. The proposed services are to be provided, and related equipment used, exclusively by the physicians identified as owners or employees of the physicians' practice for the care of their patients.
2. The proposed services are to be provided, and related equipment used, at any office of such physicians.



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3. All patient billings related to such services are through, or expressly on behalf of, the physicians' practice.
4. The equipment shall not be used for inpatient care, nor by, through, or on behalf of a health-care facility

Southeastern Cardiology Consultants, P.C. will, through the performance of the procedures previously reviewed, meet the above criteria respectively as follows:

1. Procedures will be performed only by physician owners or physician employees of Southeastern Cardiology Consultants, P.C.
2. All procedures will be performed in the office of Southeastern Cardiology Consultants, P.C. All equipment necessary for the performance of the procedures will be used only in the office of Southeastern Cardiology Consultants, P.C.
3. All patient billing for the procedures performed will be done on behalf of and by employees of Southeastern Cardiology Consultants, P.C.
4. At no time will the equipment used for the performance of our office-based procedures be used for inpatient care, nor by, through, or on behalf of any other health-care facility.

Based on the information given above, the proposed procedures in this matter should meet the criteria adopted by the Alabama Supreme Court for application of the Physician Office Exemption. Although the Physician Office Exemption serves as a bar to CON review, for your notice and information, we can also affirm that this venture will not exceed any of the certificate of need expenditure threshold nor will it constitute a "new institutional health service" under Alabama Code 22-21-263 and the Rules because:

- a) no new health care facility or health maintenance organization will be constructed, developed or acquired;
- b) no major medical equipment will be acquired by or on behalf of a health care facility that exceeds the statutory purchase price or operating expense thresholds;
- c) no new health care facility beds or stations will be added;
- d) no new health service that is currently offered by Southeastern Cardiology Consultants, P.C. will be provided with the implementation of the procedures described in this document; and
- e) no other event reviewable under the CON law or the Rules will occur as result of our implementation of the procedures described in this document.



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With the support of this document we respectfully request that the Alabama State Health Planning and Development Agency grant a determination of non-reviewability to Southeastern Cardiology Consultants, PC for the proposed procedures as described above. Please do not hesitate to contact us (office: 334-613-0807 or cell: 334-462-7624) if you require any further information or have any questions.

We will submit the filing fee for this reviewability determination through your online portal. Thank you so much for your time and consideration in this matter.

Sincerely,

Ralph B. Redd, M.D.

Owner

Southeastern Cardiology Consultants, P.C.



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Jan 13 2020

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DEVELOPMENT AGENCY

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Thomas J. Wool, M.D., FACC, FSCAI
Taimoor Hashim, M.D.
Darbi Stevens, CRNP
Patricia McCarthy, CRNP
Stephani Shoaf, CRNP

January 1, 2020

Honorable Emily T. Marsal
Executive Director
State Health Planning and Development Agency
100 North Union Street
RSA Union Building, Suite 870
Montgomery, AL 36104

1. Healthcare services currently offered at Southeastern Cardiology:

Full clinical and diagnostic evaluation of adult patients with cardiovascular disease.

Provider History and Physical Examinations

EKG

Cardiac Echocardiograms

Cardiac Nuclear Stress Test

Peripheral Vascular Ultrasound

Holter Monitoring

Cardiac Loop Recorder Implantation

Therapeutic Cardiovascular Interventions

Cardiac Rhythm Management and Device Implantation (e.g. Pacemakers,
Defibrillators)

Diagnostic Coronary Angiography

Percutaneous Coronary Artery Intervention

Percutaneous Peripheral Vascular Intervention

2. The service area for the proposed project will be Montgomery County.

3. Capitol Costs - \$ 668,700

Construction / Build out - (2000 sf @ \$160/sf) - \$320,000 - cost to be incurred by
landlord

C arm - \$275,000

Operating Table - \$50,000

Stretchers - \$9,000

IV pumps - \$5,700

Patient Monitors - \$9,000

Medical devices - Consigned

Annual Operating Costs - \$501,064

Rent - \$44,000 annually

Bank note for Medical equipment - \$77,064 annually

Labor - \$280,000 annually



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Medical Supplies - \$100,000 annually

4. Emergency Protocols

All Physicians and Nurses will be BLS and ACLS certified.

Radiology Techs and Scrub Techs will be BLS certified.

Using ACLS and BLS protocols, unstable patients can be resuscitated and stabilized as preparation for transfer to a local hospital is made.

Maintain an appropriately equipped crash cart at all times. This includes supplemental oxygen, anti-arrhythmic and blood pressure support medications, and advanced airway equipment.

Our practice already has hospital transfer agreements in place for medically unstable patients.

5. Southeastern Cardiology Consultants, PC is solely owned by Ralph Redd, MD. No other healthcare facility or groups have financial interest in Southeastern Cardiology Consultants, PC.

6. Affirmation of the Requesting Party:

The undersigned, being first duly sworn, hereby make oath or affirm that he is the Owner, has knowledge of the facts in this request, and to the best of his information, knowledge and belief, such facts are true and correct.

Ralph B. Redd
Ralph B. Redd, Owner

1/13/20
Date

Affiant Ralph B. Redd

SUBSCRIBED AND SWORN to me this 13 day of January, 2020.

Richelle Andrews
Notary Public

My commission expires: My Commission Expires 2/09/2020

