



Northfield Hospital



City Council Work Session

September 13, 2016



Northfield Hospital



Ambulatory Surgery Center

What?

So what?

What next?



What?

An opportunity to offer a new level of care in an adjacent and somewhat underserved market



Provide a spectrum of surgery services
that can be provided on a outpatient
basis



Expand our portfolio of services and
continue to broaden our mix of
activities and markets
(not all our eggs in one basket)



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So what?



Payers are migrating and directing
their covered lives to the most cost-
efficient services



Individuals with high deductibles and out-of-pocket payments are self-directing care to more affordable, less hospital-based options



We think this market is a prime candidate for this type of service whether we do it or someone else does it



Steps to Date

- Initial discovery and research conducted – 2014
- CliftonLarsonAllen was retained to model financial and marketplace feasibility - 2015
- FriedemannFoarde Law Firm was retained to explore and frame legal considerations – 2015
- Business Plan developed - 2016



What's Next

- Real estate options are being evaluated
- Dialogue with strategic partners



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Questions