

**LAKE SHORE HOSPITAL AUTHORITY  
BOARD OF TRUSTEES  
Minutes - Special Meeting  
February 17, 2021 5:15 p.m.**

**This meeting was conducted as a public meeting and a CMT meeting.**

**Present:** Brandon Beil, Chair  
Dr. Mark Thompson, Vice-Chair

Stephen M. Douglas, Trustee  
Lory Chancy – Secretary/Treasurer

**Absent:**

**Also**

**Present:** Dale Williams, Executive Director  
Fred Koberlein, Attorney  
Richard Powell, Accountant  
Dendy Herndon, LSHA Staff  
Ravindra Kolaventy, MD  
Ganesh Arora, PhD, MD  
Tony Britt, LCR  
Stew Lilker  
Sandra Buck Camp

Sonja Markham, LSHA Staff  
Cynthia Watson, LSHA Staff  
Angie Altman, LSHA Staff  
Brian Stalvey, LSHA Staff  
Kameswari Kolaventy  
Dr. Hersell O. Lindo, MD  
Barbara Lemley  
Vanessa George  
Sylvester Warren

2 participants participated in the LSHA Virtual CMT Regular Board Meeting.

**CALL TO ORDER**

Chairman Beil called the in person/CMT Regular Meeting to order at 5:15 pm.

**AGENDA**

Chairman Beil called for additions/deletions to the Agenda. There were none. Chairman Beil called for a Motion to approve the Agenda. **Motion** by Dr. Mark Thompson. **Second** by Mr. Stephen Douglas to approve adoption of the Agenda. All in favor. **Motion carried.**

**NEW BUSINESS**

Discussion, and possible action, on a proposal from Panacea Health Systems to operate all or part of Lake Shore Hospital

Dr. Kolaventy and Dr. Ganesh Arora with Panacea Health Systems presented a power point presentation. (attached)

**BOARD MEMBER COMMENTS**

There were questions and discussion.

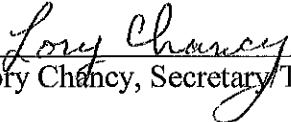
**INDIVIDUAL APPEARANCES**

Public Comments by Mrs. Barbara Lemley, (In Person), Mr. Sylvester Warren, (In Person)  
And Mr. Stew Lilker, (In Person).

Chairman Beil called for a Motion to adjourn meeting. **Motion** by Dr. Mark Thompson to  
adjourn the meeting. **Second** by Mrs. Lory Chancy. All in favor. **Motion carried.**

Meeting adjourned.

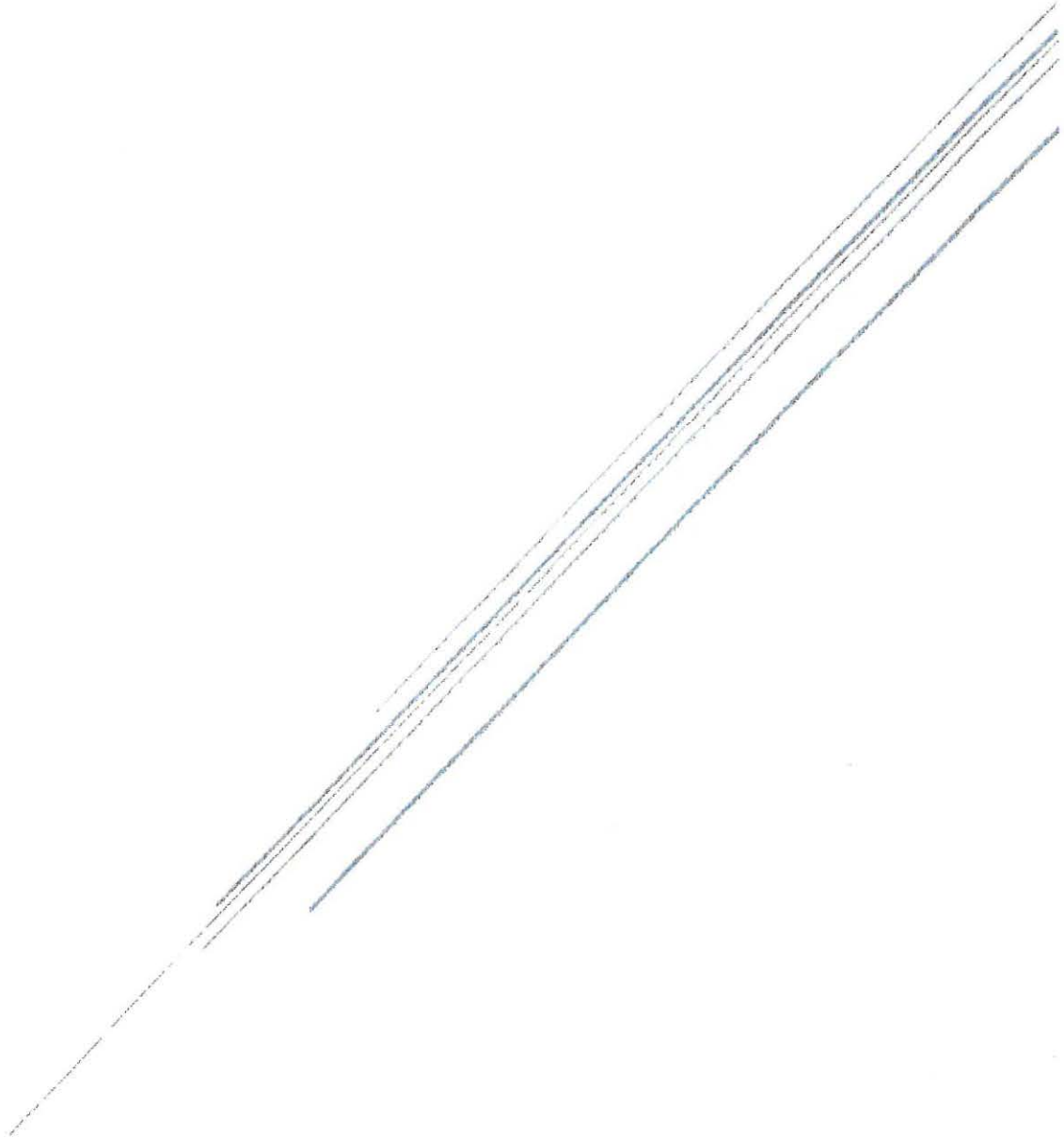
Respectfully submitted,

  
\_\_\_\_\_  
Lory Chancy, Secretary/Treasurer

3-8-21  
\_\_\_\_\_  
Date of Approval

# PANACEA HEALTH SYSTEMS

*"Exceptional care. Every patient. Every Day."*



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# Panacea Health Systems

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*"Exceptional care. Every patient. Every Day."*

28 DECEMBER 2020

**Ravindra  
Kolaventy, MD**  
*Medical Director*

**Kameswari  
Kolaventy**  
*President*

**Ganesh Arora,  
PhD, MD.**  
*Vice President  
Imaging & PR*

**Ashwin  
Kolaventy**  
*Vice President  
CFO*

**Rajarshi  
Kolaventy**  
*Vice President &  
Director of  
Operations*

## Lake Shore Hospital Authority-Request for additional information

### PANACEA HEALTH SYSTEMS: ORGANIZATION AND KEY PARTICIPANTS

Panacea Health system is an organized well-structured organization where medical, operational and administrative teams work coherently on a daily basis.

**Ravindra Kolaventy, M.D.:** Founder and Medical Director of Panacea Health system and practices interventional cardiologist for last 25 years. Successful real estate developer and entrepreneur. He will oversee establishing the Walk-in Medical clinic, recruit and manage primary care and Specialty doctors and mid-level providers. Develop cardiology services including a outpatient cardiac catheterization and angiography laboratory. Oversee the development of specialties services,

**Ganesh Arora, Ph.D., M.D:** He is board certified Medical Physicist in Radiation Oncology Physics and has worked with all local physicians in Lake City from 2003-2010. Has over 20 years of experience in developing and operating his Radiation Oncology, Radiology, Medical Oncology, and Primary care practices. Dr. Arora will be responsible for developing and restarting various phases of the hospital in stages such as Walk-in Medical Clinics, Radiology program, Clinical laboratory, and ambulatory surgery center. He will be responsible for hiring all medical providers and marketing hospital services to local providers and community.

**Hersell O. Lindo, M.D.:** Dr. Lindo, MD, is an Obstetrics/Gynecology specialist in Ocala, Florida. He attended and graduated from medical school in 1975, having over 45 years of diverse experience, especially in Obstetrics/Gynecology. He is affiliated with many, hospitals including Advent Health, Ocala, Florida. He will develop a outpatient Obstetrics-Gynecology practice, Develop a birthing center and work on bringing back full service to Lake City. He will be the Medical Director for Lakeshore Medical Center.

**Kameshwari Kolaventy:** Chief Financial Officer, Central Florida Heart Group P.A with over 25 years of experience in managing medical practices, with expertise in billing and collections. Established and started a very successful out-patient Cardiac Catheterization laboratory. Minority Woman Entrepreneur engaged in engaged in the real estate development and management of commercial properties.

**Dr. Kotayya E. Kondaveeti MD.,** is a Gastroenterologist, presently working as the Vice-President for UPMC, Pittsburgh, PA. He has over 50 years of experience and has done around GI 100,000 procedures. His vast medical and business experience is an asset to the Company.

### **MANAGEMENT AND DEVELOPMENT PLAN**

Panacea Health Systems vision is to develop this in phases.

#### **Phase 1:** Within 6 months to one year

The existing emergency room will be operated for 12 hours a day as a Walk-in/Urgent Care medical center to provide for 80 to 90% of all routine and urgent medical needs of the community.

Hours of operation will be for 12 hours (8:00 AM to 8:00 PM). It will start as a 4 day a week facility (Thursday to Sunday: Studies indicate most use of walk-in and urgent care facilities are most visited during these days of the week). This will allow us to get specialists from nearby areas to provide services without giving away their time in their current practices. We

expect them to spend more time in Lake City as their work load increases and their time and effort are better compensated. We will gradually go to 7 days a week.

We will develop extensive marketing campaign to promote the facility and the providers. Efforts will involve letting community and local providers know by newspaper, local radio station, social media announcements and couple of large open houses for the community. Our marketing team will also market the " financial assistance plan" sponsored by the Authority.

We will simultaneously develop the imaging center and market the same. For example, Mammography for breast cancer screening in Columbia county lags behind at around 40%. This can drive patients to the facility. Other imaging services such as X ray, CT, MRI, PET/CT scanning, DEXA and cardiovascular screening services to name a few will be drivers of patient traffic to the facility.

**Second phase:** Within the first 2 years

This will Primarily focus on adding specialty services to the faculty. Columbia County has a severe shortage of specialists in most areas of need. We will start the facility as an outpatient center of excellence.

1. **Cardiology:** We envision, bringing in a full range of Cardiovascular services including a cardiac catheterization laboratory and peripheral vascular services. Cardiac rehabilitation services will be performed in the existing rehabilitation building.
2. **Neurology:** Full range of neurology services including management of stroke, Parkinson's and dementia patients to name a few. We will have complete diagnostic tools including PET/CT scanning, 64 slice CT, MR and angiography. We will start a Rehabilitation program in the rehabilitation center.
3. **Obstetrics and Gynecology:** Our team will bring an obstetric service back to the community, starting initially as an outpatient clinic and restart the birthing center. A full range of gynecologic services with outpatient procedures will be provided

4. **Urology:** Full range of urology services including cystoscopy, diagnosis and management of prostate cancer, erectile dysfunction clinic, etc. Our providers are experts in the treatment of kidney stones, including lithotripsy, in addition to a vast range of surgical skills.
5. **Rheumatology:** Diagnosis and management of various arthritic and rheumatic conditions. We will in addition to all the above, incorporate an infusion center for administration of the recent and most effective treatments. Again, the rehabilitation of functional limitations will be a benefit to the community
6. **Oncology:** Our team will bring in a hematologist and oncologist to provide state of the art diagnostic and therapeutic modalities to the community.
7. **Dermatologist:** Our team will bring a dermatologist with Mohs surgical skills to our team of specialists to serve the community.

Over time we will add:

Podiatry, Pain management, Pulmonologist, Pediatrician, endocrinologist to name some. Our vision is to develop the center into a specialty center with ability to treat 90% of all conditions locally.

We plan to reach out to all local primary care physicians in Columbia, Union, Suwannee and Hamilton counties through personal visits of specialists making them an integral part of our network. We plan to refer patients that come to the walk-in/urgent care center to primary care providers in the region to facilitate continued care.

As our volume and network increases, it is possible to create or participate in Managed Services Organization (MSO) and Accountable Care Organization (ACO). We can also attract insurance companies to contract with the facility to provide cost effective care to their members.

Our specialists will offer a monthly luncheon lecture series for our primary care physicians in the hospital conference room. They will also hold monthly community events to provide health education to the community.

**Phase 3:** Application will start year 3 or when we reach 60 patients per day

Work at getting AHCA certification to start the ambulatory surgery center. Update and repair the existing operating rooms and services. This will attract surgeons and procedural specialists to provide services locally. This will increase the facilities presence in the community and significantly drive down the cost of care when compared to hospital care.

**Phase 4:**

If it is the desire of the Authority to revisit the ACHA certification for the hospital, Panacea Health Systems will work with them to accomplish this goal.

**FINANCING AND FUNDING**

Panacea Health Systems (PHS) is a Minority woman owned company and is eligible for several funding sources including USDA, SBA and other financial institutions.

PHS is able to invest up to 5 million over the first 3 years of the project, covering its operational costs and commitments as the project develops. Additionally, PHS has the support of private equity investors for an additional 5 million in capital if needed.

**We request the following from the Authority to ensure the success of this venture.**

**Lease terms:**

We are requesting a lease term of 10 years with option to renew.



Right of first refusal to sale of the property.

Rent abatement for the first 2 years.

Starting rent at \$25,000 per month from year 3-5.

\$30,000 per month from year 5-10.

A 2-3% annual increase in rent at renewal of lease.

**Condition of the buildings:**

We are aware of several structural repairs, including roof, air-conditioning, floor etc. With our experience in real-estate development we are confident that we can accomplish this at a better price than current estimates obtained by the Authority. We will find affordable contractors for such repairs.

Preliminary estimates from our engineers and contractors expect an expense of up to 10 million dollars to accomplish these repairs.

Panacea Health system requests that the Authority provide such funds. After the first 5 Million is invested by the authority, Panacea will contribute up to a Million dollars at 20% of the remainder of the cost of such repairs.

**Hospital Current Equipment:** During our last 3 visits to the hospital, we discovered that Hospital owns few obsolete and non-functioning equipment in the Radiology, Surgery and Cardiology departments. PHS will like to upgrade and replace some of this equipment. Therefore, we would like Lake Shore authority to provide us the privilege to upgrade, replace or remove some of this older equipment to be in compliance with American College of Radiology and meet most insurance standards of care requirements.

## Lakeshore Authority Financial Assistance Program:

PHS expects this program to be a major support to this project and it is in fact, critical that we have this support.

PHS will propose and develop a Health Membership program, similar to a gym or a club membership. The current program gives vouchers to residents of the Columbia county that meet poverty criteria and have an urgent medical condition.

We propose that in addition to treating urgent medical conditions, it is of vital importance to invest into preventive health of the community. On the long run this will result in a vibrant, healthy and gainfully employed individual that can have a very positive impact in both economical and emotional wellbeing.

We propose:

1. **Basic Preventive health plan** that provides for an annual complete physical check up with basic laboratory and guideline directed preventive treatments for those in relatively good health with 2 or less minor medical conditions (such as high cholesterol, obesity, hypertension etc.). This plan is designed to cost \$1 per day or \$365 annually. Annual membership will be required to participate.
2. **Chronic Disease maintenance plan:** This is designed for those individuals with diagnosed chronic diseases that require periodic follow up and care (example: heart disease and lung disease). This plan is for those with up to 2 chronic conditions. They will be provided with regular evaluations and follow up as deemed necessary by the physician. Basic testing such a blood work, urine analysis and chest X-ray will be covered. Participants will be offered a discount on all other testing. This plan is designed to cost \$2 per day or \$720 Per year.
3. **Advanced Chronic Disease maintenance plan:** This is designed for individuals with 3 or more chronic diseases (example: heart, lung disease and diabetes). They will be provided with regular evaluations and follow up as deemed necessary by the physician. Basic testing such a blood work and urine analysis will be covered. Participants will be offered a

discount on all other testing. This plan is designed to cost \$3 per day or \$1095 Per year.

All plans require initial evaluation by a physician to determine which plan suits them. Individuals with cancers, HIV, renal failure on dialysis and others are excluded for the membership plan. These plans are designed to maintain health and limit disabilities. They are not a substitute of insurance or full health care.

Panacea will also develop a transparent pricing for commonly provided medical services. This will allow the uninsured and the under insured to get services at a affordable cost.

#### **Assistance with Physician recruitment:**

For this project to succeed it is important to find high quality physicians that can provide medical care that we desire for ourselves and our families. Typically, physicians are unwilling to relocate to rural areas due to lack of conveniences, education for their children and other factors. They therefore seek additional compensation to move to such areas. It is our experience that if a good "move-in" package is offered, often times it results in successful recruitment of quality physicians, the good old "you get what you pay for".

We expect a recruitment expense of up to \$50,000 for Family practice and internal medicine doctors and up to \$100,000 for each specialist successfully recruited. There are several firms that can be engaged in this search.

We request the authority to fund \$500,000 to be used to recruit providers and technical staff for the project. This will greatly enhance our ability to bring services in as planned.

To summarize, we greatly appreciate this opportunity to participate in this project which has a good social cause and serves the most deserving community.

Thank you.

Sincerely,

Ravindra Kolaventy, MD, Medical Director

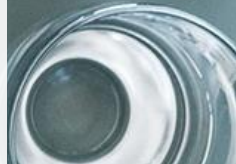
Ganesh D. Arora, Ph.D., M.D., Vice President

**Panacea**  
Health Systems



# Lake Shore Medical Plans

Providing Excellent Care.  
Every Patient, Every Time





# Panacea health systems

Providing Excellent Care

Every Patient, Every time



# Overview

MEET OUR TEAM



## Dr Kolaventy

MD FACC

- 40 years of medical Experience
- Board Certified Cardiologist

## Ganesh Arora

PHD, MD

- Board Certified Medical Physicist
- 20 years in Radiation Operations



## Dr. Hersell O. Lindo

MD, FACOG, FRCCS

- 20 Years of OBGYN
- 10 Years Hospital Committee Chair

## Dr. Kotayya E. Kondaveeti

MD

- 50 Years of Gastroenterology
- Head of Hospital Experience



## Vijay Kolaventy

MBBS

Dynamic Business Professional  
IT Solutions



# About Us

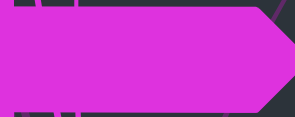
Professionals from all fields to  
provide a fully scoped project





# Ravindra Kolaventy, M.D. , F.A.C.C

Founder and Medical Director of Panacea Health system



Cardiologist with over 30 years of experience

Successful real estate developer and entrepreneur



Establishing the Walk-in Medical clinic /  
Urgentcare

Recruit and manage doctors and mid-  
level providers.



Develop full service cardiology

Outpatient cardiac catheterization  
and angiography laboratory.

Oversee the development of  
specialties services

## **Ganesh Arora, Ph.D., M.D**

Board certified Medical Physicist in Radiation Oncology  
Physics

worked with all local physicians in Lake City from 2003-2010.

Over 20 years of experience in developing and operating Radiation Oncology, Radiology, Medical Oncology, and Primary care practices.



Develop Radiology program,

Clinical laboratory

Community outreach program

Physician outreach program

## **Hersell O. Lindo, M.D.**

Obstetrics/Gynecology specialist

Over 40 years of experience including urgent-care and general surgery

Develop a outpatient Obstetrics-Gynecology practice

Develop a birthing center and bringing back full service obstetrics and gynecology to Lakeshore.

He will be the Medical Director for Lakeshore Medical Center

## **Kameshwari Kolaventy**

Chief Financial Officer, Central Florida Heart Group

Over 25 years of experience in managing medical practices

Expertise in Billing and Collections

Established and started a very successful out-patient  
Cardiac Catheterization laboratory

Experienced real-estate developer and property manager

## **Kotayya E. Kondaveeti, MD.**

Vice-President Medical staff for University of Pennsylvania medical center East, Pittsburgh

Gastroenterologist with over 40 years of experience and has done over GI 100,000 procedures.

He developed and built the UPMC East hospital in Munroeville, PA



## **Dr. Vijay Kolaventy, MBBS**

Expert in medical informatics



dynamic business professional with expertise in Healthcare, IT, ITES, Renewable Energy and Energy Efficiency services.

His core strengths are Project Planning, Financial Structuring, Strategic Business Analysis, Business Strategy, Planning & Evaluation.

## Ashwin Kolaventy

Director of HR with Central Florida Heart Group

Inventory management

Contract negotiations

Licensed Real Estate Broker with the State of Florida

Licensed Tax Preparer

Board member of JB Ranch HOA.

Property Manager of Kola Estates.



## **Rishi Kolaventy**

Chief Operational officer. CFHG

President Essential Medical services

Vice president Medical Specialists of Florida.

## Our vision for Lakeshore facility in 4 phases

Phase 1: Within 6 months to one year

The existing emergency room will be operated for 12 hours a day as a Walk-in/Urgent Care medical center

Will upgrade current equipment to standard.

Add additional equipment needed to deliver services efficiently.

Electronic medical records and computerization of the facility to provide access to providers



### ER Engagement

Beginning a 12HR Room at peak times Thursday thru Sunday



### First to Market

Establish Relations with Local Medical Physicians



### Testing

Start focus on development of an Imaging Center



### Outreach

Start Extensive Marketing Campaign



# Phase 1

The Following Goals Set To Be Accomplished In The First Six Months.




## URGENT-CARE / WALK-IN MEDICAL CLINIC

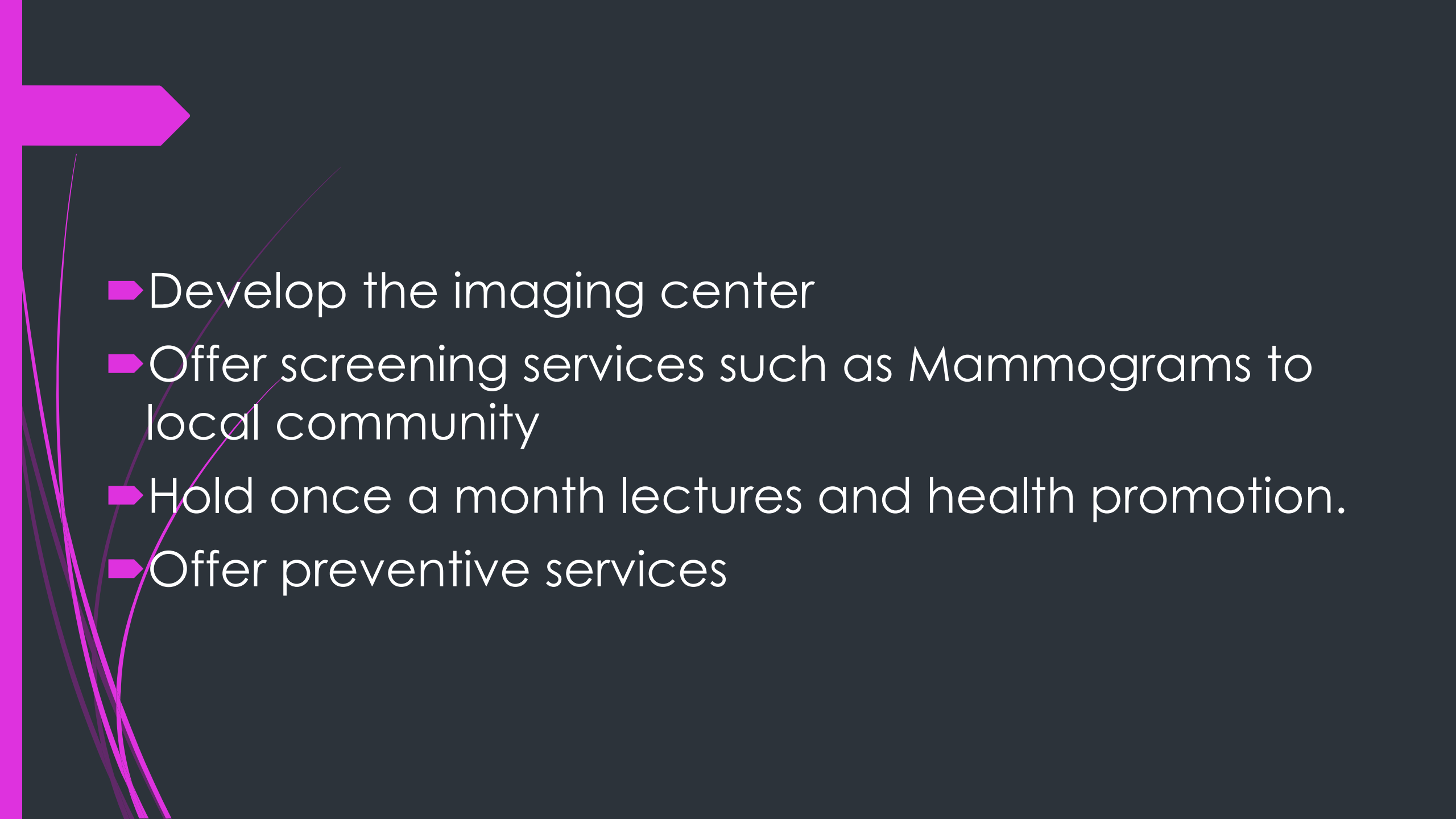
- ▶ Hours of operation will be for 12 hours (8:00 AM to 8:00 PM)
- ▶ Start as a 4 day a week facility (Thursday to Sunday: Studies indicate most use of walk-in and urgent care facilities are these days)
- ▶ Increase to 7 days a week.
- ▶ Increase to 24 hours as volume increases
- ▶ Develop 24 hour observation beds
- ▶ Develop transfer agreements

# BRING SPECIALIST PHYSICIANS TO LAKESHORE

- ▶ Create part-time office space for specialists to do 1/2 to 1 day of clinic a week.
- ▶ Urgent care will refer patients to local primary care physicians who work with the Lakeshore center for follow up care
- ▶ Appointments to participating specialist will be made through the Urgent care.
- ▶ The uninsured and the under-insured will be offered a transparent fee for services provided at the center
- ▶ A medical membership plan will also be introduced. This will allow follow up care and prevention of complications

- 
- ▶ We will develop extensive marketing campaign to promote the facility
  - ▶ Efforts will involve letting community and local providers know by newspaper, local radio station, social media announcements and couple of large open house for the community
  - ▶ Social media presence and advertising
  - ▶ Once a month health free health screening program for the community



- 
- Develop the imaging center
  - Offer screening services such as Mammograms to local community
  - Hold once a month lectures and health promotion.
  - Offer preventive services

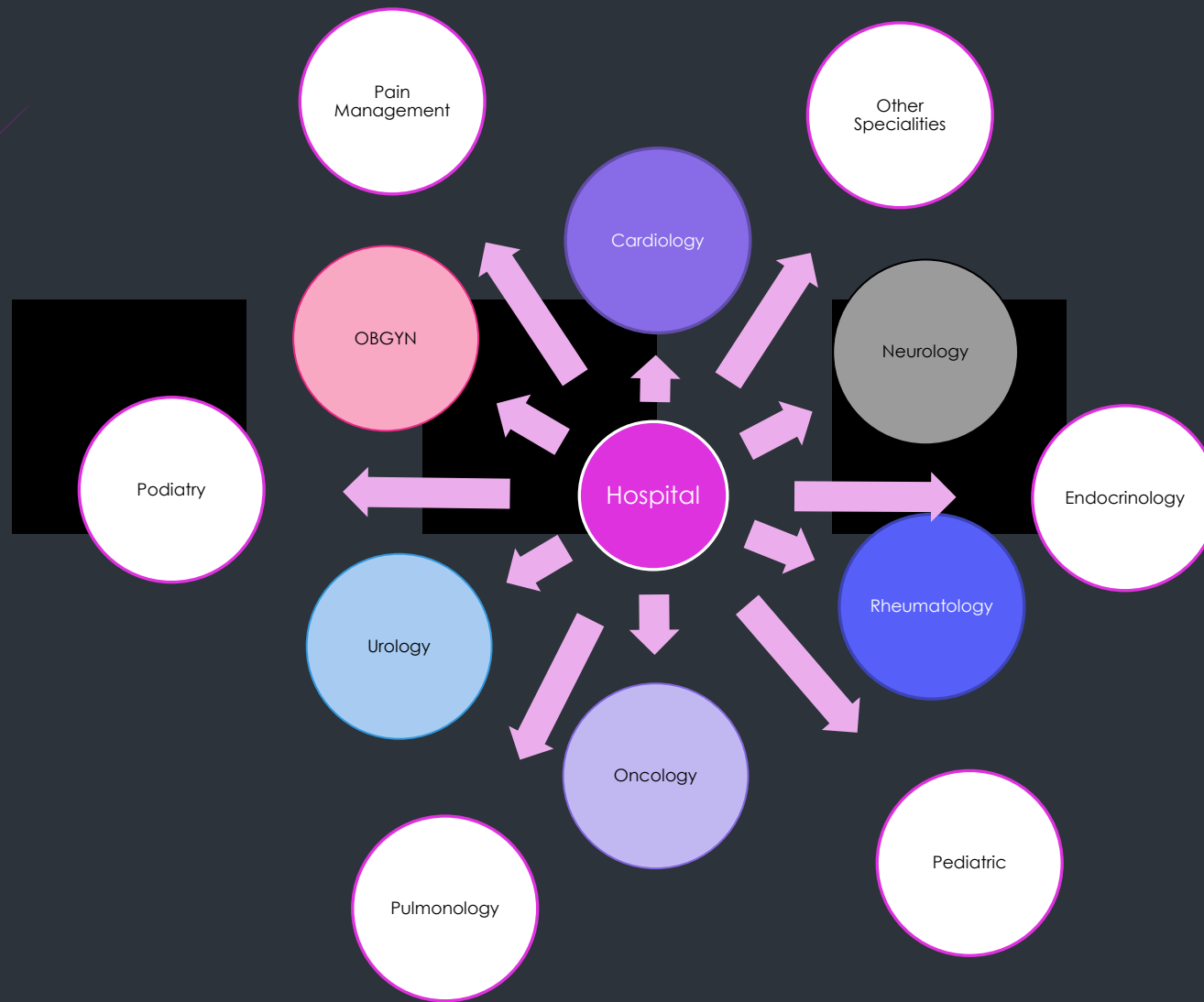
- Second phase:

Within the first 2 years

Primary focus on adding specialty services

Columbia county has severe shortage of specialists in most areas of need

We will start the facility as a outpatient center of excellence.



# Cardiology

- Full range of Cardiovascular services including as cardiac catheterization laboratory and Peripheral vascular services.
- Cardiac rehabilitations services in the existing rehabilitation building.
- Medicare and Medicaid now allow certain coronary interventions be done in a surgical center.
- Pacemaker/Defibrillator implantation and management

# Neurology

- ▶ Full range of neurology services including management of Stroke, Parkinsons and dementia patients to name a few.
- ▶ We will have complete diagnostic tools including PET scanning, 64 slice CT, MR and angiography.
- ▶ We will start a Rehabilitation program

# Obstetrics and Gynecology

- Full service Obstetric services back to the community
- Bring back the birthing center
- A full range of Gynecologic services with outpatient procedures will be provided
- Full service women's health center

# Urology

- Full range of Urology services including Cystoscopy, diagnosis and management of prostate cancer, Erectile dysfunction clinic etc.
- Our providers are experts in treatment of kidney stones, including Lithotripsy, in addition a vast range of surgical skills.

# Rheumatology

- Diagnosis and management of various arthritic and rheumatic conditions.
- Incorporate a infusion center for administration of the recent and most effective treatments.
- Rehabilitation of functional limitations will be a benefit to the community



## Phase 2 contd:

Over time we will add:

Podiatry,

Hematology and Oncology

Pain management,

Pulmonologist

Pediatrics

endocrinologist and more

Our vision is to develop the center into a specialty center with ability to treat 90% of all conditions locally.

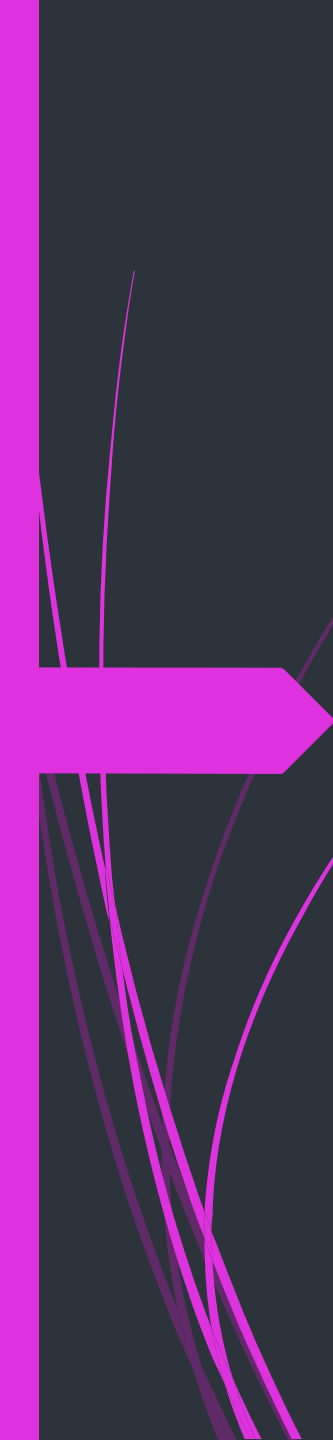
Reach out to all local primary care physicians in Columbia, Union, Suwannee and Hamilton counties

Specialists to visit and make primary providers them an integral part of our network.

Refer patients that come to the walk-in/urgent-care center to primary care providers in the region to facilitate continued care.

As volume and network increases, it is possible to create or participate in MSO/ACO's.

Attract insurance companies to contract with the facility to provide cost effective care to their members.



Our vision is to develop into a specialty center supporting local physicians with ability to treat 90% of all conditions locally.

Grow into a 24 hour center with observation beds capable of taking care of over 2/3rd of patients requiring only brief hospitalization

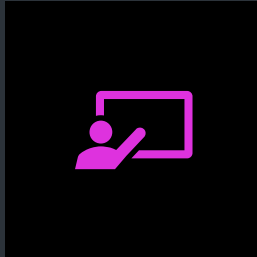
### Phase 3:

Application will start year 3 or when We reach 60 patients per day

AHCA certification to start the Ambulatory surgery center. Update and repair the existing Operating rooms and services.

Attract surgeons and procedural specialists to provide services locally. This will increase the facilities presence in the community and significantly drive down the cost of care when compared to hospital care.

Expected in Year 3 or when necessary volume is reached



### Research

Start putting together AHCA certification for ASC



### Volume

Patient Volume must reach 60 per day



### Buildout

Operating rooms will bring new life and services to Facility





## Phase 4:

If the Authority desires to revisit the certification as a hospital, Panacea Health Systems will work with them to accomplish this goal.

## Lakeshore Authority Voucher System:

**PHS will accept the current voucher system as intended by the authority**

PHS will propose and develop a Health Membership program

# Lake Shore Voucher System

Continuation of the previous system for the residents of Columbia Count

## Build Trust with Community

- Vouchers for impoverished and in urgent need
- Vouchers for preventive health

## Economic Growth

- Overall population health will increase
- Healthcare will generate new jobs
- Community will have healthy careers to build
- Improvement of emotional well being



# MEMBERSHIP PLANS

All plans require initial evaluation by a physician to determine which plan suits them.

Individuals with cancers, HIV, Renal failure on dialysis and others are excluded for the membership plan.

These plans are designed to maintain health and limit disabilities.

They are not a substitute of insurance or full health care,

# Health Plans

## Basic

\$365

Dollar per day which gives wellness checks and basic laboratory and preventative treatments

## Chronic

\$730

Regular evaluations and follows when deemed necessary. Including hematology and toxicology.

## Advanced

\$1095\*

Discounted additional testing and continued follow up visits for care.

\*Subject to change based on needs



## Basic Preventive health plan

Provides for a annual complete physical check up with basic laboratory and guideline directed preventive treatments for those in relatively good health with minor chronic conditions (such as high cholesterol, obesity, hypertension etc).

Plan is designed to cost \$1 per day or \$365 Annually.

Annual membership will be required to participate.

## Chronic Disease maintenance plan

Designed for those with conditions effecting 2 systems (example: Heart disease and lung disease)

Plan covers up to 4 visits as deemed necessary by Basic testing such a blood work, urine analysisas deemed necessary by physician

Participants will be offered a discount on all other testing. Additional visits will cost \$25 per visit

Plan costs \$2 per day or \$720 Per year.

## Advanced Chronic Disease maintenance plan

Designed for those with conditions effecting 3 or more systems (example: Heart disease and lung disease)

Plan covers up to 6 visits as deemed necessary by Basic testing such a blood work, urine analysis as deemed necessary by physician

Participants will be offered a discount on all other testing. Additional visits will cost \$25 per visit

Plan costs \$3 per day or \$1095 Per year.