

February 20, 2024

TO: LSHA Trustees

FR: Dale Williams

RE: Mayo Pharmacy and Wellness Center

This is to advise that Todd Kennon and I had the opportunity to meet with Ms. Mayo on February 20, 2024. Ms. Mayo's proposal was discussed. These are my comments regarding the meeting:

The proposed "Mayo Pharmacy and Wellness Center" is under consideration for the old "Physical Therapy" building located on the Lake Shore Campus. The proposal meets the objectives of the Lake Shore Hospital Authority and helps meet community goals as established by the Florida Wellness Council for Columbia County. The proposal would provide pharmacy needs for the Authority's Medical Assistance Program, the local community, and the county in general. Additional proposed services include wellness programs and potentially a primary care center. Other medical services have also been discussed as possibilities including a dialysis center and medical transportation.

The current proposal is under review to ensure that the legal requirements of the Authority are met in leasing to a private not-for-profit.



MAYO PHARMACY AND WELLNESS CENTER

Dr. Erica Mayo



THE BIG IDEA

MPWC's mission is to provide assessable and affordable total and collaborative healthcare services to Columbia County. We will provide innovative pharmacy services, healthcare education, and wellness/preventative services tailored to the individual needs and expectations of each client.

OUR SERVICES



Mayo Pharmacy

Full-Service Community Pharmacy provides patient education, medication delivery, and accepts most insurances.

Note: Mayo's Pharmacy has Collaborative Provider Agreements on file to consult with and make direct changes to medications when appropriate.



Health Education and Exercise

Pharmacy technician education courses, diabetes education, yoga, blood pressure reduction exercises, health and well-being education, and other resources available on-site.



Wellness Center and Medical Services

Certified Test and Treat pharmacist on duty available to provide immunizations, lab test, and to treat minor illnesses based on lab results. All services will be provided in collaboration with the individuals PCP.

****CLIA Laboratory waiver on-site****



Retail

Offering, vitamins, over-the-counter medications/medical supplies.

Locally owned products.



Insurance Specialist

Help guide through best options and choices that will fit each individual healthcare needs.

BUSINESS MODEL



Pharmacy Services

- Pharmacy team with over +30 Years Experience
- Mayo Pharmacy will deliver to patients
- COVID testing and vaccines



Wellness Services

- Health Services from certified test and treat pharmacists, certified laboratory evaluation pharmacists, certified diabetes education pharmacist (coming soon).
- Acute and minor illness services
- Preventative services
- Immunizations
- CLIA waiver (for laboratory testing)



Community Resources

- Insurance assistance
- Community consultation services
- Senior Home Consultation

INDUSTRY OUTLOOK PHARMACY



45.7%

Average US Population
Take (1) Prescription
Medication



\$100B

Market Size



75-125

Footprint
population



5-10

Job Creation



4.3%

Market Growth Per
Year

Success

INDUSTRY OUTLOOK PREVENTIVE CARE



8%

Average US Population
Receive Services



\$179B

Market Size



25-50

Footprint
Population



5-7

Job Creation



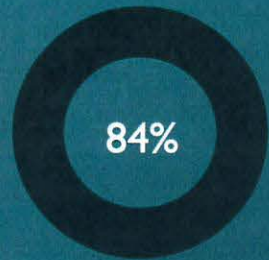
5.6%

Market Growth Per
Year

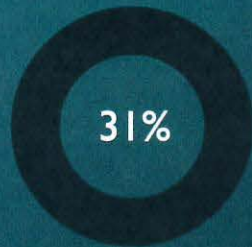
Success

THE MARKET

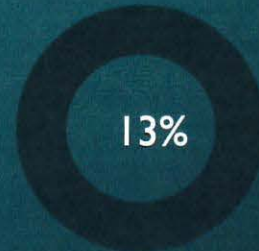
CUSTOMER SEGMENTATION



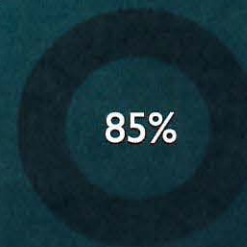
African American



Household w/ Children



65+ Years old



Poverty Income Level below US



Uninsured Population



PHARMACY AND WELLNESS CENTER_℞



Dr. Erica Mayo

Pharmacist/Owner



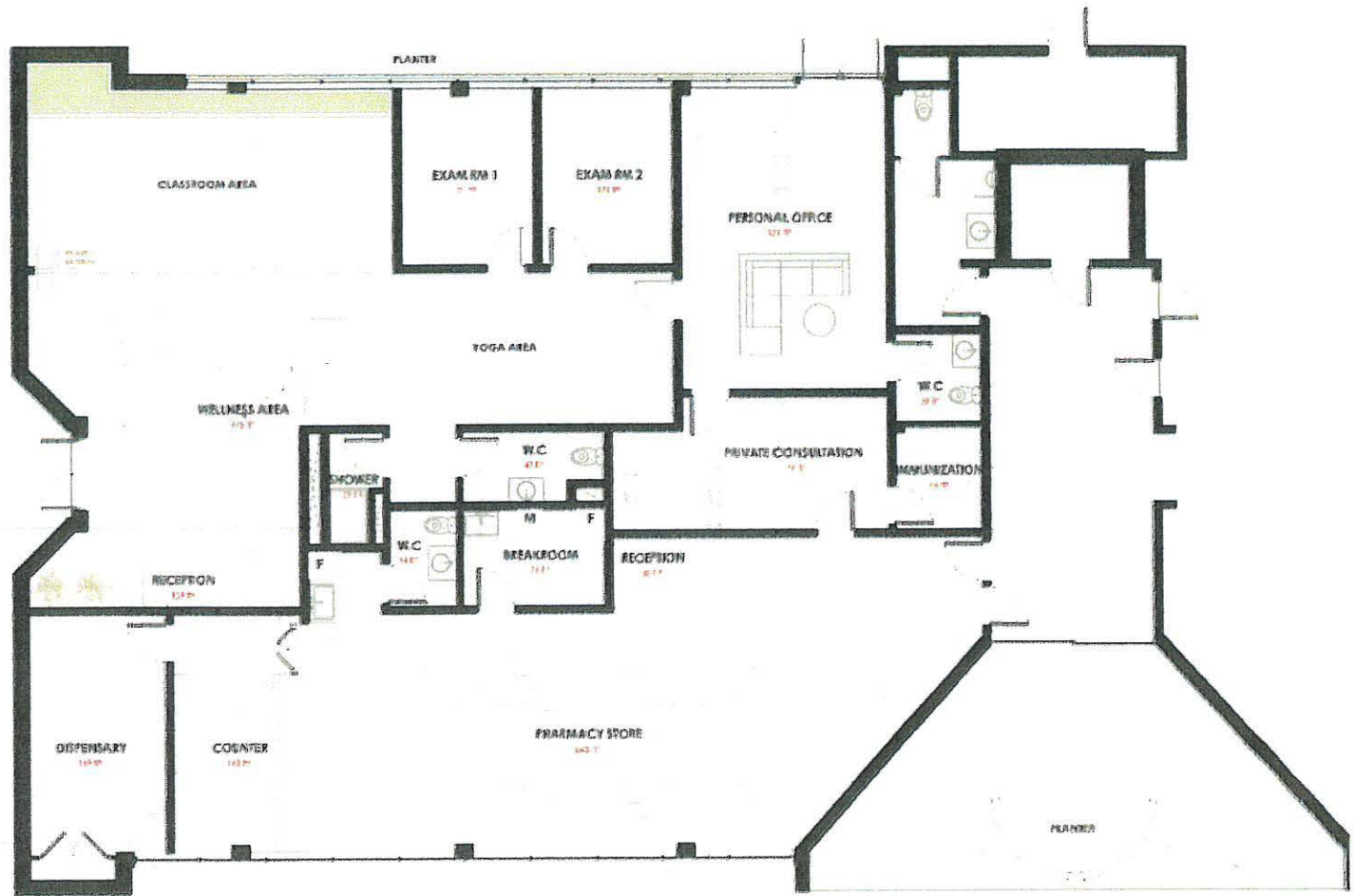
mayopwc@gmail.com



386-344-1422

**THANK
YOU**

Mayo Pharmacy and Wellness Center



Proposed Floor Plan

SCALE: 1:100



February 19, 2024

TO: LSHA Trustees

FR: Dale Williams

RE: Corey Cooper – Hospital CEO/Licensed Pharmacist

I met with Mr. Cooper on February 19, 2024. Mr. Cooper and I had spoken several times by phone; however, this was our first in-person meeting. Mr. Cooper had conflicts with the Special Meeting date; therefore, he is not expected to attend our meeting. These are my comments:

Mr. Cooper is interested in exploring the possibility of locating an “Acute Rehabilitation Facility” in Lake City/Columbia County. I had previously understood this proposal as an “Acute Care Facility”; therefore, I thought the logical space to locate an Acute Care Facility was either the Women’s Center or Suite 101 of the Authority Administrative Building. The Women’s Center carries a \$300K “make ready” cost. Due to cost, I was prepared to pursue Suite 101 with Mr. Cooper; however, neither of these buildings will support an Acute Rehabilitation Facility.

The only building on campus that will support an Acute Rehabilitation Facility is the hospital. Mr. Cooper was advised of our current negotiations with Meridian and the status. Mr. Cooper would need one floor of the hospital. Given the timeframes provided by Meridian for occupying the hospital, a window may be available for a cooperative agreement between Meridian and Mr. Cooper. I have agreed to broker a meeting between Mr. Cooper and Meridian to discuss options available, if any.

A second option for Mr. Cooper would be new construction. Mr. Cooper was very knowledgeable of stand-alone Emergency Rooms, AHCA standards, and rural medical needs in general. We discussed several options for combining all or some of these services with an Acute Rehabilitation Facility. If it should become an area of interest to consider new construction, I would highly recommend you speak with Mr. Cooper. I will advise of progress related to discussions regarding the use of existing hospital beds for an Acute Rehabilitation Facility with Meridian.

Executive Summary

Introduction

The Lake City Authority Board has a goal to bring medical services to the community increasing access to care, decreasing health disparities while creating a positive impact economically by with the creation of jobs in the community.

My name is Corey Cooper. I am a hospital CEO, and licensed pharmacist. As a healthcare executive, with over 20 year's experience and an African American who grew up in a small town, I know the challenges individuals face when quality care is not accessible. Having served in the US Air Force for just over 8 years honorably, I understand service above self, and the focus it takes to carry out a mission. Lake City has an awesome opportunity to create a health center that will bring valuable care to its residents. I am certain that through partnership, our team can help ensure the Lake City Authority Board's mission becomes a reality.

Professional Experience

During my tenure in healthcare, I have served as CEO of an Acute Inpatient Rehabilitation Hospital. I was hired to oversee the project from prior to the initial ground-breaking, navigating the state department of health inspection; led the team through the initial Joint Commission survey; hired the hospital leadership; and created a highly productive team with strong financial performance and great patient outcomes. As a current CEO of a Critical Illness Recovery Hospital in Florida, I understand working with the Florida Agency for Health Care Administration. (AHCA) We have a team of physicians ready to provide medical coverage, along with seasoned healthcare professionals from various areas of healthcare administration.

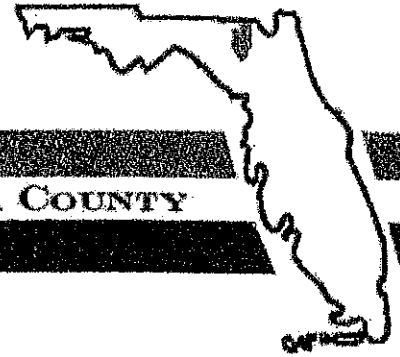
Industry and Market Analysis

Events in years past have left a great need for affordable, quality and high value care in the community of Lake City. Given the proximity of HCA, its annual patient discharges of >7800, another short-term acute care hospital may not be feasible. However, with a behavioral health hospital coming soon, a suitable entity that would bring with it primary care capability is an acute inpatient rehabilitation hospital, also known as an "IRF" (Inpatient rehabilitation facility). While an IRF is a post-acute care hospital, an IRF provides patients and families an opportunity to recover from acute injury related to a stroke, motor-vehicle accident, neurological impairment, physically impairing conditions such as Parkinson's disease, dementia etc. IRFs provide a high level of PT/PT/Speech while delivering 24hr nursing and medical care. Physician providers in IRFs typically provide primary care in conjunction with medical management of the in-patient service. This is a level of care that is not currently available in Lake City.

Conclusion

Healthcare, more specifically, available healthcare is essential to maintaining a high quality of life. Lake City is a beautiful city whose citizens deserve the best care possible, and access to the various levels of care. It's clear that "The Lake City Health Center", providing Behavioral Health, Health & Wellness, Primary Care, a Dialysis center and an Acute Rehabilitation Hospital provides Lake City all the levels of care needed for a thriving community. I look forward to discussing this opportunity with the board members further, and assisting in any way that may be beneficial.

District No. 1 - Ronald Williams
District No. 2 - Rocky Ford
District No. 3 - Robby Hollingsworth
District No. 4 - Everett Phillips
District No. 5 - Tim Murphy



BOARD OF COUNTY COMMISSIONERS • COLUMBIA COUNTY

February 6, 2024

Dale Williams
Executive Director
Lake Shore Hospital Authority
VIA Email: dwc10115@gmail.com

Re: Terms of potential Lease Agreement for Women's Center Office Building

Dear Dale,

I am writing to follow up on our meeting of February 5, 2024 that included Chief Judge Olin, Charles Hydovitz, Commissioner Rocky Ford, County Manager Kraus, and Lisa Roberts. The County and Court Administration have a shared interest in relocating the court's current administrative service offices and staff at NW American Lane to the Lake Shore Hospital Authority's two-story office building commonly known as the "Women's Center", as well as the parking lots on that same block at NE Methodist Terrace.

The county presently rents the facilities at NW American Lane with annual rent of \$66,575.00, which rent includes utilities for the building. Each county within the circuit pays a pro rata share of that rent. To keep Columbia County and other counties within the circuit within their budgets, the county is proposing that the parties stick to the current budget amounts.

Though the building is currently vacant, you shared with us that it likely requires repairs and maintenance to come into a condition suitable for the court's purposes. The areas of concern include bringing the building's elevator into regulatory compliance, maintenance and possible replacement of HCAV components, upgrading lighting throughout the building, running telecommunications and network wiring throughout the building, clearing and trimming overgrown trees and landscaping, pressure washing the building's exterior, and painting the interior and exterior of the building. This list is not exclusive as we all agreed it is possible additional extraordinary maintenance and repair work may come to light. We also discussed that the county and court will need to upgrade or install security commensurate with the level of security used at the courthouse.

To the extent the county or the counties within the circuit fund these repairs or improvements to the premises, the Hospital Authority would credit back these payments in the form of rent forgiveness. For example if the court or county spends five thousand dollars

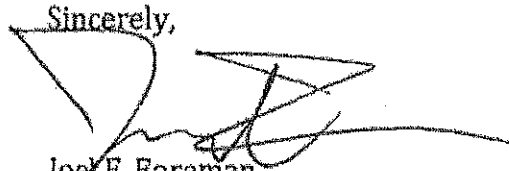
to repair the HVAC system, that same amount would be forgiven from the next rental payment. Your office would work closely with court administration and the county to reconcile these credits as they occur.

The purpose of this letter is to afford you and opportunity to discuss with the Hospital Authority Board the possibility of entering into such a lease.

Those at the meeting were in agreement that this proposal is inherently advantageous to the public. It brings important court services closer to the county courthouse, adds substantial square footage to house additional court services, maintains the same budget already approved by counties within the circuit, allows for the maintenance and upkeep of publicly owned offices rather than private sector property, and keeps revenue within the public sector where it can be applied to further public purposes such as the provision of indigent care. We are all in agreement that such a lease, if negotiated, would be subject to Board of County Commissioners and court administration approval.

I am happy to discuss any questions or concerns that may arise after you present this to your board. As Judge Olin and Mr. Hydovitz indicated, the court would like to have a clear direction in this matter sooner than later in case preparations need to be made to bring the building up to acceptable conditions for court use.

Sincerely,



Joel F. Foreman
County Attorney

CC via email only

Hon. Melissa Olin
Charles Hydovitz
David Kraus, County Manager
Lisa Roberts

Sonja Markham

From: Amanda Craig <amanda_craig@MBHCI.org>
Sent: Thursday, January 25, 2024 9:17 AM
To: Dwayne Cunningham; Sonja Markham
Subject: Re: Sonja @ LSHA EMAIL

Good Morning Sonja, we would like to utilize Suite 101 for our community-based programs that are in desperate need of office space. We have our Community Act Team or CAT Team (that has outgrown their Currently location, they have a shared space and our company vehicles that they are currently working out of). Our Mobile Response Team is a team that needs to be able to respond to emergency calls within 45 minutes (right now they are working out of our company cars). Having this additional space significantly helps Meridian serve the clients that are in need during a crisis, we will have space to store items to be able to give to the homeless and/or families in need.

From: Dwayne Cunningham <dwayne@lakeshoreha.org>
Sent: Thursday, January 25, 2024 8:50 AM
To: Sonja Markham <sonja@lakeshoreha.org>; Amanda Craig <amanda_craig@MBHCI.org>
Subject: Re: Sonja @ LSHA EMAIL

CAUTION: This email originated from outside of Meridian. Whether you know the sender or not, do not click links or open attachments you were not expecting.

Dwayne Cunningham
Director of Facilities Operations
T: (386) 365-8621
E: Dwayne@lakeshoreha.org

*Lake Shore Hospital Building
259 NE Frankline Street suite 102
Lake City, FL 32055*

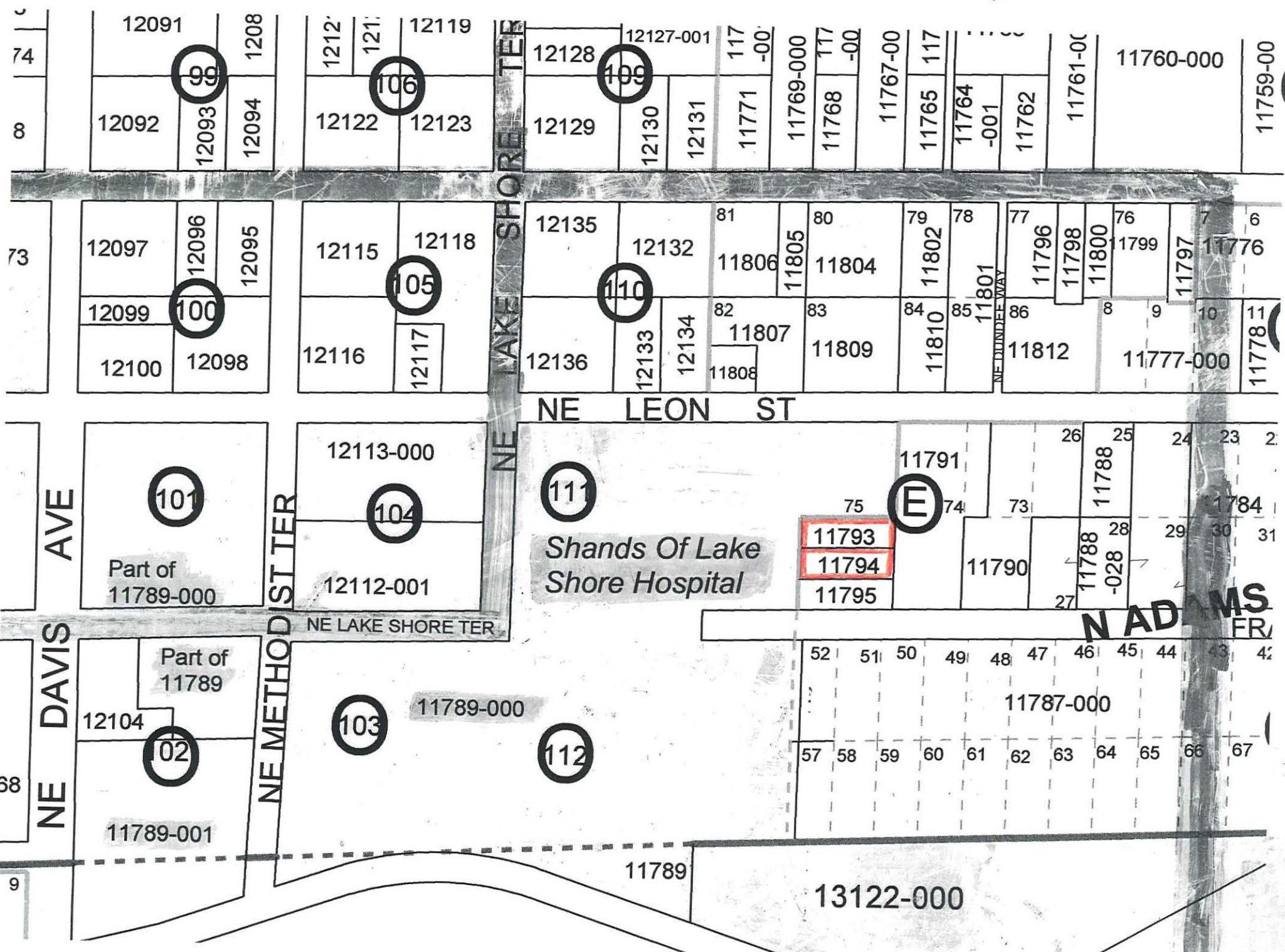


From: Sonja Markham <sonja@lakeshoreha.org>
Sent: Thursday, January 25, 2024 8:14 AM
To: Amanda Craig <amanda_craig@MBHCI.org>
Cc: Dwayne Cunningham <dwayne@lakeshoreha.org>
Subject: RE: Sonja @ LSHA EMAIL

Good morning,

Amanda, I know we have discussed over the telephone the need for the space. Can you please put in an email why this space is being requested.

Dwayne,
Can you get me the square footage for suite 101?



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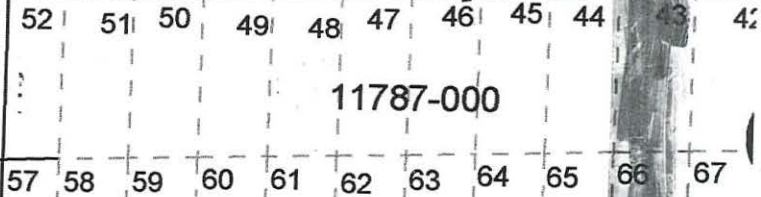
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Shands Of Lake Shore Hospital



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