

**LAKE SHORE HOSPITAL AUTHORITY
BOARD OF TRUSTEES**

**Request for Proposals
RFP 2024-1
April 24, 2024**

Present: Dale Williams, Executive Director
Sonja Markham, Administrative Assistant
Barbara Lemley, Citizen

Dale Williams and Sonja Markham met in the LSHA Board Room at 10:00 A.M. to open
"Request for Proposals RFP 2024-1. RFP 2024-1 were opened in the order they were received.

RFPs were received by:

Supreme Xtreme Mobile Lab – Lacreasha Smith – 118 Ohio Ave N, #A

Mayo Pharmacy and Wellness Center, Inc. – Dr. Erica Mayo – 4846 NW Lake Jeffery Road,
Lake City, FL 32055

Florida A & M University CoPPS, IPH Company – Johnnie L. Early, Dean – 1415 S Martin
Luther King Jr., Blvd, Tallahassee, FL 32307

Columbia County – David Kraus, County Manager – P.O. Box 1529, Lake City, FL 32056

Life Tree Women Care, Inc – Jamie Neal – 5500 Blanding Blvd., Jacksonville, FL 32244

LAKE SHORE HOSPITAL AUTHORITY

REQUEST FOR PROPOSALS #2024-1 RESPONSE FORM

TO: Lake Shore Hospital Authority
259 N.E. Franklin Street, Suite 102
Lake City, FL 32055

RE: Request for Proposals Regarding Medical Office Space

FR: Company/Individual Name: Supreme Xtreme Mobile Lab
Company/Individual Address: 118 Ohio Ave N
Suite A

Contact Person: Lacreaasha Smith
Contact Information: Phone: 3863659117
E-Mail: lacreaasha3smith@gmail.com

We are interested in the following buildings owned by the Lake Shore Hospital Authority: (Check all that apply)

- 2 Story Women's Center
- 1 Story Physical Therapy Building
- 2 Story Authority Administration Building

We/I are interested in working with the Lake Shore Hospital Authority regarding the use of the above referenced building(s) in the following capacity(ies): (Check all that apply)

- Affiliation
- Lease
- Merger
- Partnership
- Joint Venture



LACREASHA SMITH

(386) 365-9117

INFO@SUPREMEXTREMEMOBILELAB.COM

OR

LACREASHA3SMITH@GMAIL.COM

Please accept this letter as an expression of my interest in your open position. I am a highly motivated and progress-focused Certified Nursing Assistant / phlebotomist with a long-standing background in this industry. With a track record of initiative and dependability, I have devised strategic initiatives which I believe will prove valuable to your company/team.

Throughout the course of my career, I have perfected my Nursing and Patient Care abilities. I am a capable and consistent problem-solver skilled at prioritizing and managing workloads with proficiency.

In my previous role, I contributed observation and time-management toward team efforts and patient care improvements. I am progressive minded and in tune with new training and technologies in my field. I have proven to be effective and collaborative with strong interpersonal talents. I enjoy collective brainstorming sessions with Providers, Leads and Charge Nurses which all make to coordinate activities to achieve a common goal in patients care.

Please take a moment to review and I would greatly appreciate the opportunity to speak with you regarding my candidacy.

Thank you for your consideration.

Sincerely,

**Lacreasha Smith
Franchise Owner
Certified nursing Assistant
Phlebotomist
CPR & FIRT AID
Patient environmental safety
Hipaa & Patient privacy**

VOLUNTEER EXPERIENCE

**Local Outreach Mentor | 500 + Hours
Community Outreach | 1000 + Hours
Active Church Member New Beginnings Restoration Church**

**OUR MISSION
THE MISSION OF SUPREME
XTREME
MOBILE LAB PHLEBOTOMY
PROFESSIONALS IS TO
PROVIDE QUALITY,
AFFORDABLE, AND WORRY-
FREE PHLEBOTOMY SERVICES
FOR ALL.
BY PROVIDING THE SERVICES
TO THE INDIVIDUAL IN THEIR
OWN ENVIRONMENT, WE
REDUCE THE ANXIETY AND
STRESS ASSOCIATED WITH
TRAVELING MILES AWAY TO A
LABORATORY. STAY WHERE
YOU ARE AND BOOK YOUR
APPOINTMENT, UPLOAD YOUR
DOCUMENTS AND THEN LEAVE
THE REST TO US!**

SERVICES OFFERED
STAT DRAWS, ROUTINE DRAWS
&
URINALYSIS
INCLUDES IN HOME BLOOD
DRAWS, STAT ORDERS, PT/INR,
URINALYSIS, PROCESSING, AND
DELIVERY TO LABORATORY.

**WHAT IS NEEDED TO HAVE
BLOODWORK DONE FROM MY
HOME OR FROM THE
OFFICE?**

**YOU WILL NEED A LAB ORDER
OR PRESCRIPTION FROM A
LICENSED PHYSICIAN AND
YOUR INSURANCE CARD.**

**YOUR LAB ORDER MUST HAVE
THE PROVIDER'S NAME, PHONE
NUMBER, OFFICE
INFORMATION, YOUR NAME,
AND DATE OF BIRTH. THE
ORDER MUST HAVE THE TEST
NAME AND THE ICD-10 CODE
SO THAT YOUR INSURANCE CAN
BE PROPERLY BILLED.**

**WITHOUT THIS CODE, YOU MAY
RECEIVE A BILL FROM THE
LABORATORY PERFORMING
THE DIAGNOSTIC TEST.**

**HOW LONG DOES IT TAKE TO
GET MY LAB RESULTS?
LAB RESULTS TYPICALLY TAKE
24-48HRS. SAMPLES THAT
ARE DELIVERED TO A LOCAL
HOSPITAL MAY RESULT WITHIN
SEVERAL HOURS. SPECIALTY
TESTS CAN TAKE UP TO
SEVERAL DAYS.**

**LABORATORY DELIVERY
AFTER YOUR SPECIALIZED
PHLEBOTOMIST HAS
RETRIEVED YOUR LABORATORY
SPECIMEN WE THEN
CAREFULLY AND PROMPTLY
DELIVER YOUR BLOOD
SAMPLES TO THE SPECIFIED
LABORATORY OR HOSPITAL
REQUESTED BY YOUR
PHYSICIAN FOR PROCESSING.**

**WHAT COUNTIES DO YOU
SERVE?**

**COLUMBIA COUNTY, ALACHUA,
UNION, BRADFORD, MARION
SUWANNEE AND HAMILTON**

LAKE SHORE HOSPITAL AUTHORITY

REQUEST FOR PROPOSALS #2024-1 RESPONSE FORM

TO: Lake Shore Hospital Authority
259 N.E. Franklin Street, Suite 102
Lake City, FL 32055

RE: Request for Proposals Regarding Medical Office Space

FR: Company/Individual Name: Mayo Pharmacy and Wellness Center, Inc
Company/Individual Address: 4846 NW Lake Jeffery Road
Lake City, FL 32055

Contact Person: Erica Mayo
Contact Information: Phone: (386) 344-1422
E-Mail: mayopwc@gmail.com

We are interested in the following buildings owned by the Lake Shore Hospital Authority: (Check all that apply)

- 2 Story Women's Center _____
1 Story Physical Therapy Building X
2 Story Authority Administration Building _____

We/I are interested in working with the Lake Shore Hospital Authority regarding the use of the above referenced building(s) in the following capacity(ies): (Check all that apply)

- Affiliation _____
Lease X
Merger _____
Partnership _____
Joint Venture _____

In order that you may learn a few things about our entity a narrative or statement is attached related to the following:

1.) What our/my intended use of the building would be.

The intended use will be for a Pharmacy and Wellness/Health Center as proposed previously and approved by the board to begin contractual negotiations. This proposal also included an agreement to amend and manage the indigent care program as previously discussed.

2.) What our/my plans would be to increase the availability and accessibility of healthcare to the citizens of Columbia County.

Being centered in the indigent community we will be able to provide access to medical, educational, and additional wellness/health services in agreement with the authority board for individuals who qualify under the Medical Needy/Indigent Care Program as well as the community. We also have the ability to provide accessible transportation services for approved individuals that may need transportation to and from facilities to improve accessibility to services. The modifications to the indigent care application will be in an effort towards improving accessibility to all qualified individuals.

3.) A statement regarding our/my healthcare experience.

We hold all state licenses and qualifications required to provide pharmaceutical, wellness, and other medical services as approved by perspective medical boards for all services that will be offered. We have over 20 years of qualified experience.

(Please feel free to attach any other information you would like to share)

Responses to RFQ #2024-1 may be returned by 1 of 2 methods:

- 1.) Place the completed response form and attachments in an envelope clearly marked "Request for Proposals #2024-1" and return to the address below on or before 10:00 A.M., April 24, 2024:**

**Lake Shore Hospital Authority
259 N.E. Franklin Street, Suite 102
Lake City, FL 32055
or**

- 2.) When complete, scan the completed response form and attachments and send via e-mail, on or before 10:00 A.M., April 24, 2024, to sonja@lakeshore.org.**

IMPORTANT NOTICE

Responses deemed late by the staff of the Lake Shore Hospital Authority shall be returned unopened, if received by regular mail, or returned by email, if submitted by email, and will not be considered. The determination of time received is solely determined by Lake Shore Hospital Authority staff. The Lake Shore Hospital Authority is not responsible for responses received late for any reason including, but not limited to, delays by carriers and technology errors.

LAKE SHORE HOSPITAL AUTHORITY

REQUEST FOR PROPOSALS #2024-1 RESPONSE FORM

TO: Lake Shore Hospital Authority
259 N.E. Franklin Street, Suite 102
Lake City, FL 32055

RE: Request for Proposals Regarding Medical Office Space

FR: Company/Individual Name: Florida A&M University CoPPS, IPH
Company/Individual Address: 1415 S Martin Luther King Jr Blvd
Tallahassee, Florida 32307

Contact Person: Johnnie L. Early, Dean
Contact Information: Phone: 850-599-3171
E-Mail: johnnie.early@famu.edu

We are interested in the following buildings owned by the Lake Shore Hospital Authority: (Check all that apply)

2 Story Women's Center X
1 Story Physical Therapy Building X
2 Story Authority Administration Building X

We/I are interested in working with the Lake Shore Hospital Authority regarding the use of the above referenced building(s) in the following capacity(ies): (Check all that apply)

Affiliation X
Lease X
Merger
Partnership X
Joint Venture

In order that you may learn a few things about our entity a narrative or statement is attached related to the following:

- 1.) What our/my intended use of the building would be. Pharmacy education and healthcare services
- 2.) What our/my plans would be to increase the availability and accessibility of healthcare to the citizens of Columbia County. Pharmacists and student pharmacists would provide needed education/resources
- 3.) A statement regarding our/my healthcare experience. Pharmacists are one of the most accessible healthcare provider to the communities.
(Please feel free to attach any other information you would like to share)

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LAKE SHORE HOSPITAL AUTHORITY

REQUEST FOR PROPOSALS #2024-1 RESPONSE FORM

TO: Lake Shore Hospital Authority
259 N.E. Franklin Street, Suite 102
Lake City, FL 32055

RE: Request for Proposals Regarding Medical Office Space

FR: Company/Individual Name: Columbia County
Company/Individual Address: PO Box 1529
Lake City, FL 32056-1529

Contact Person: David Kraus

Contact Information: Phone: 386-758-1005

E-Mail: david_kraus@columbiacountyfla.com

We are interested in the following buildings owned by the Lake Shore Hospital Authority: (Check all that apply)

- 2 Story Women's Center X
- 1 Story Physical Therapy Building
- 2 Story Authority Administration Building X

We/I are interested in working with the Lake Shore Hospital Authority regarding the use of the above referenced building(s) in the following capacity(ies): (Check all that apply)

Lease or Own - Women's Center for Court Administration

Partnership or Joint Venture - Authority Administrative Building for Dental Clinic (BOH)

In order that you may learn a few things about our entity a narrative or statement is attached related to the following:

- 1.) What our/my intended use of the building would be.
- 2.) What our/my plans would be to increase the availability and accessibility of healthcare to the citizens of Columbia County.
- 3.) A statement regarding our/my healthcare experience.

{Please feel free to attach any other information you would like to share}

Responses to RFQ #2024-1 may be returned by 1 of 2 methods:

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Columbia County Narrative Statement

1. Columbia County assists our community through services that include supporting the 3rd Judicial District and the Health Department. We propose to relocate Court Administration to the 2 story Women's Center placing Court staff in proximity to the Courthouse -- which will increase efficiency for the courts and save the tax payers money. This relationship will benefit the Lake Shore Hospital Authority through improvements to the property and increasing the daily traffic in the area that may support other medical services on your campus.

The County also proposes a partnership with the Lake Shore Hospital Authority and the Columbia County Health Department using the 2 story Authority Administration Building. The Health Department offers both medical and dental services to our community. The Department needs additional space to expand dental services for indigent children.

2. The current Health Department building located adjacent to your campus; has run out of space; and recognizes the need to expand care to our citizens and he indigent. Dental care for children has been identified as a critical need. The Health Department can provide the staff and practitioners if they had the space. Columbia County provides for the maintenance of facilities for the Health Department.
3. Columbia County provides for Emergency Medical Services for all of Columbia County. Additionally, we staff our Fire and Rescue Department with Firefighter Paramedics for both ALS and BLS emergency response. The Health Department provides healthcare services to the community on a daily basis. During COVID, we worked together to provide free testing services. When a disaster strikes, the County and Health Department team to provide for the special needs residents in the shelters.

LAKE SHORE HOSPITAL AUTHORITY

REQUEST FOR PROPOSALS #2024-1 RESPONSE FORM

TO: Lake Shore Hospital Authority
259 N.E. Franklin Street, Suite 102
Lake City, FL 32055

RE: Request for Proposals Regarding Medical Office Space

FR: Company/Individual Name: Life Tree Women Care, Inc
Company/Individual Address: 5500 Blanding Blvd
Jacksonville, FL 32244

Contact Person: ... MISTY
Contact Information: Phone: 904-379-2540
E-Mail: MISTY @ life-tree-women-care.com

We are interested in the following buildings owned by the Lake Shore Hospital Authority: (Check all that apply)

- 2 Story Women's Center
- 1 Story Physical Therapy Building
- 2 Story Authority Administration Building

We/I are interested in working with the Lake Shore Hospital Authority regarding the use of the above referenced building(s) in the following capacity(ies): (Check all that apply)

- Affiliation
- Lease
- Merger
- Partnership
- Joint Venture



LIFE TREE WOMEN CARE INC.

5500 Blanding BLVD, Jacksonville, FL 32244

Jamie Neal, APRN, CNM
misty@lifetreewomencare.com
904-379-2540

Jame Neal, APRN, CNM
Clinic Director
Life Tree Women Care, Inc
5500 Blanding Blvd
Jacksonville, FL. 32244

4/24/2024

To whom this may concern,

I am writing to express my intent to apply for Request for Proposal offered by Lake Shore Hospital Authority.

As a community medical clinic on Jacksonville's Westside, we provide health care services to all women, improving healthcare outcomes of mothers, babies, and families. This increased access to care improves infant mortality rates in Jacksonville, FL and we would like to expand the accessibility and increase the availability of healthcare to the Citizens of Columbia County.

This opportunity offered by Lake Shore Hospital Authority aligns with the objective of our vision for women's health. This opportunity will help support and improve timely access to healthcare and community resources for women who would otherwise not receive prenatal care.

Furthermore, this opportunity would provide crucial financial support to increase the number of women, and families we serve. Life Tree Women Care is dedicated to utilizing these resources provided to achieve the outlined goals for the women of Columbia County.

Thank you for considering our RFP application for this opportunity under Lake Shore Hospital Authority.

Please do not hesitate to contact me at 904-379-2540 or misty@lifetreewomencare.com if you have any questions. We would be delighted to discuss further clarification.

Sincerely,
Jamie Neal



LIFE TREE WOMEN CARE INC.


5500 Blanding BLVD, Jacksonville, FL 32244

Life Tree Women Care, Inc. is a healthcare clinic for women of all ages. All women from adolescence through menopause are welcomed to have any healthcare need met. We serve the women of the community with preventative care to include wellness exams, primary care, prenatal and postnatal care, hospital births, STI testing and treatment, weight management, menopause management, and contraceptive management. Every person served is regarded as a whole person at each encounter. We provide the most holistic care while educating each person to increase illness prevention. In doing so will therefore decrease chronic illness; and overall improve health outcomes for women and their families.

Life Tree Women Care is co-founded by husband-and-wife team Derek and Jamie Neal on August 10, 2021. The first patient was seen June 3, 2022. Since opening Life Tree Women Care has acquired 1025 patients at a fast pace, which demonstrates the need for increased access to healthcare for women on the Westside area of Jacksonville. In less than 2 years, we are accepting an average of 5 new patients daily, from the immediate Westside area of Jacksonville and many surrounding areas. Life Tree Women Care has initiated prenatal care to more than 150 women who have birthed 150 babies of diverse ethnicities, with over 99% good outcomes. Life Tree Women Care is a pillar not only for the healthcare needs of the women in the community, but families through employment. The clinic has provided 15 job opportunities since opening. Furthermore, Life Tree Women Care has partnered with educational institutes to provide clinical site hours to students in healthcare career programs, including University of North Florida Masters Program for Mental Health Nurse Practitioners, Fortis College and First Coast Health Institute for Medical Assisting.

Derek Neal is the CEO/Co-Founder of Life Tree Women Care which aims to improve the health of women with diverse ethnicities and socioeconomic backgrounds. He is a vital asset to the clinic through his savvy business knowledge, as he is the foundation of business operations.

Derek is a U.S. Navy Veteran and a native of Chicago, Illinois. He relocated to the Jacksonville, Florida area in 2002 with his wife Jamie & 3 children. Derek has since established himself as a well-recognized and key initiative driver in the community and business arena. He has also been a business executive for FIS (Fidelity Information Systems) within the Enterprise RISC function, a successful entrepreneur and business executive in several different situations. He has built a thriving real estate




company and later created a leading regional chain of sleep centers. Most recently he's a key member of Fidelity Information System Corporation's Risk mitigation team, a \$58 billion global company. Additionally, he was selected to lead the Technical Team at Jacksonville Transportation Authority and support the information technology needs of one of the largest transportation networks in the Southeast USA. In every assignment, Derek led the team with energy, passion and determination to do the best job, contribute the most and work the hardest and longest hours. Derek treated his colleagues with the same respect as family, always seeking to listen first, act second.

Derek holds an undergraduate degree in Information Systems Technologies/Management from Southern Illinois University, and a Graduate degree from Webster University in Masters of Business Administration (MBA). Derek's no-nonsense approach demonstrates his faith and determination. This determination is evident as it reaches the very soul of his community. Derek's "Can-do" attitude and "Anything is possible" philosophy provides guidance and assurance for all who cross his path.

Jamie Neal is an Advanced Registered Nurse Practitioner and Certified Nurse Midwife since 2020. Currently as co-founder, Clinic Director and Medical Provider at Life Tree Women Care, a private medical practice, she practices full scope medical care providing primary care and OBGYN care including hospital births to a diverse patient population in Jacksonville, FL. Previously a Registered Nurse with over 12 years' experience in patient care in labor, delivery, postpartum, recovery, OB/GYN outpatient and inpatient settings; and 23 years of military healthcare experience in all areas of hospital and clinic settings.

Jamie attended and graduated from Frontier Nursing University with a Master of Science in Nursing and Midwifery in March 2020; Jacksonville University with a Bachelor of Science in Nursing in December 2008; and Southern Illinois University with Bachelor of Science, Health Care Management in May 2007. Jamie served in the US Navy from April 1998 – June 2021, retiring as a Navy Nurse at that time.

Derek and Jamie have given time and energy to their community through various volunteer programs. The most visible has been their leadership of the C.L.A.Y Bears (Claiming Local Area Youth) project. Derek and Jamie lead an area wide sports league with a focus on helping young children develop better life coping skills and character. The program not only helped hundreds of kids find the right path and stay out of trouble; but has included their parents and relatives in the programs. CLAY Bears was expanded beyond young boys to include activities for girls and the schools they all attend. CLAY Bears has become a role model program for counties throughout the area and has received attention on the National level.




Many patients find Life Tree Women Care on social media and through referrals from other medical providers or established satisfied patients. These patients are seeking a better healthcare experience but, due to lack of women's health providers people are being forced to wait several weeks missing out on important prenatal care. Some patients have complained that they were waiting more than 3 months to be seen by a provider. At Life Tree Women Care patients are scheduled as soon as possible and no greater than within the same month. There is also no need for patients to wait until their Medicaid coverage to start, these patients are scheduled, and prenatal care is started as soon as the patient can come in to the first appointment. This prompt scheduling allows the pregnant patient to receive much needed timely care, which decreases maternal and infant morbidity and mortality rates. Furthermore, preventative visits and follow-up on health concerns can be addressed in a timely manner, improving the health of the community.

The rise in infant mortality has occurred partly due to lack of access to care caused by many factors. There is no lack of people to serve. However, resources for the people are sometimes difficult for people to obtain. Life Tree Women Care has grown tremendously ahead of schedule since 2022 and we are expecting to expand our team to meet the needs of the community.

In a March of Dimes article in 2023 states that "1/3 of the counties in the nation do not have a hospital or birth center offering obstetric care or obstetric providers," they are calling this "maternity care deserts." <https://www.cbsnews.com/news/maternity-care-deserts-pregnancy-hospital-closures-provider-shortages/>. In Florida's rural areas it is known that 28.4% of women live more than 30 minutes from a birthing hospital, while the same is true for just 3.8% of women in urban areas, according to the report. We are experiencing this in our city of Jacksonville Florida on the Westside. The closest hospital is HCA Florida Orange Park, however the demographics are immensely different. Another article found at <https://www.ajmc.com/view/physician-shortage-likely-to-impact-obgyn-workforce-in-coming-years> points out that there is currently a shortage of OBGYN provider of nearly 9000 in the US. The article goes on to say that this shortage will increase to 22,000 within the next 25 years.

Life Tree desires to be a part of the solution. We are revolutionizing maternity care, but we are lacking the resources to take our plan to the next level. We want to expand our facility for convenient and efficient care for our patients. Through this women's clinic, lives are being changed and the community is becoming healthier. More women are getting timely care, improving health outcomes daily.



Life Tree Women Care is a well-established medical clinic that is growing at a fast rate. Our well trained and highly educated staff of 7 include: the co-owners, who fill multiple roles as needed; Office manager, is also fills the role of biller/coder; 2 medical assistants; font desk clerk; and a Clinic Chaplain. We are serving women Monday through Friday, 08:00 am until 4:30 pm, with scheduled appointments for preventative care visits, problem GYN, prenatal and postnatal care, and Primary Care. At every preventative visit, patients are educated on age-appropriate prevention of cancer, heart disease, early death. Patients are screened for mental health concerns, domestic safety, and needs assessment. In each section below, the details of each appointment type are described.

Preventative Visits:

Before the woman sees the medical provider, vital signs are collected including height, weight, blood pressure, temperature, respiration rate, pulse, and pain level. At each preventative visit women are offered counseling on making healthy food choices, exercising, managing mood to prevent depression/anxiety, quitting smoking, reducing alcohol use, and maintaining a healthy body mass index. All preventative testing required according to the United States Preventative Task Force (USPTF), are reviewed. Screenings guidelines for cervical cancer, breast cancer, and colon cancer are reviewed. Women of childbearing age are offered contraceptive discussion and contraceptive care management if desired. Everyone is educated (or reminded) about safe sex and personal autonomy and safety.

Patients are screened for mood disorders, domestic violence, and basic needs assessment. If it is identified that a patient has a need beyond the means of Life Tree Women Care, they are referred to a community resource that may meet that need. An example of this is transportation to and from medical appointments, which can be provided through some medical insurance plans depending on the patient's plan.

Prenatal Care and postnatal care:

Every pregnant woman is screened at her first prenatal visit for needs assessment and risks assessment. It is determined by the healthcare provider if the woman's pregnancy is high risk or normal risk. Prevention of gestational hypertension and preeclampsia are reviewed and encouraged. Nutrition counseling, safe exercise activities, and proper weight gain is also discussed.

During each prenatal visit vital signs are collected. A urine sample is also collected. It is important to monitor a pregnant woman's blood pressure, weight gain, and fetal movement throughout the pregnancy.

Routine prenatal care improves maternal and infant outcomes. Complications can be prevented or caught early enough for intervention, which will decrease the rate of morbidities and mortalities. Each pregnant woman can expect education along the way on what to expect at each visit. Furthermore, warning signs and symptoms which should prompt a pregnant woman to seek immediate medical attention are always reviewed at the end of each visit. Below is an outline of what can be expected at each visit.


Gestation	How often	Testing	Warning signs to seek medical attention
First Trimester 8-13 wks	Every 4-6 weeks	Prenatal Blood Work, Urinalysis, Urine Drug Screen, Weight, vital signs	Vaginal bleeding, severe abdominal or low back pain
Second Trimester 14-27 wks		Bloodwork at 16 wks <u>Level 2 anatomy (off site) ultrasound (18-22 wks)</u>	
Third Trimester 28-36 wks	Every 2-3 weeks	Vital signs, Urinalysis, weight, Glucose tolerance test, Rhogam injection (if appropriate), GBS culture at 36 wks	Vaginal bleeding, leaking fluid, contractions or severe pain, baby is not moving
Third Trimester 36-41 wks	Every week	Urinalysis, weight, vital signs, cervical exam as appropriate	Vaginal bleeding, leaking fluid, contractions or severe pain, baby is not moving
Postpartum visits after birth	2wk and 6 wk	Weight, vital signs, focused exam as needed, contraception discussion	Heavy vaginal bleeding, severe pain, fever (>100.4 F)

After delivery, each family can expect to receive a call a few days after returning home with a new baby to check on the new mother. Follow up is key to continued good care. Therefore, all patients are offered at least 2 visits soon after birth to discuss any concerns including breastfeeding difficulty, increased or unresolving pain, unexpected changes in mood, and a blood pressure check.

GYN care:

Women with unexpected gynecological concerns are welcomed to make an appointment to address these special needs. Some common concerns are listed below:

- Bleeding between periods.
- Frequent and urgent need to urinate, or a burning sensation during urination.

- 
- Abnormal vaginal bleeding.
 - Bleeding after menopause.
 - Pain or pressure in your pelvis that differs from menstrual cramps.
 - Itching, burning, swelling, redness, or soreness in the vaginal area.
 - Sores or lumps in the genital area.
 - Vaginal discharge with an unpleasant or unusual odor, or of an unusual color.
 - Increased vaginal discharge.
 - Concerns about contraception or need to start or change method.

All needs are acknowledged and addressed in a respectful manner. Treatment is always decided through shared decision making with the patient and medical provider.

Primary Care:


Life Tree Woman Care also offers management of some chronic illnesses such as hypertension, diabetes, anemia, asthma, depression and anxiety, and weight management. Each diagnosis is discussed, and patients are educated on the illness and how to manage starting with lifestyle choices. Medication management and referrals as appropriate are available to each woman.

Telehealth Appointments:

For established patients with transportation issues or work schedule conflicts, we also offer telehealth appointments. These appointments are only offered to established patients. These special appointments are handled with HIPAA compliance electronic health record system that allows for appropriate patient privacy. We reserve these appointments for result reviews, follow up medication, or consultations.

Social Media Presence:

Improving outcomes always includes educating the community about health, through sharing information on the recommended guidelines for preventative medicine. Each week two segments are aired on all social media platforms including Instagram, Facebook, Twitter, Tik Tok, and Linked In. Each is aired to educate the community about relevant healthcare issues. One segment is a bit less formal, while the other is more



formal with more information to catch the attention of all age groups and interest levels. Listeners are encouraged to participate in choosing the content, by sending in their comments with healthcare questions that are of interest to them. All questions are answered with evidence-based medical information. People are always encouraged to reach out to their medical provider for medical advice if they have problems.

Community Partnerships:

Life Tree Partners with community organizations to help meet the needs of our patients. Organizations such as Northeast Florida Healthy Start, Women Infants and Children, First Coast Women's Services, We Care Jax, and Children's Home Society.

Life Tree Women care is making a difference in the community. We would like to open more clinics to serve our community in areas that are socioeconomically challenged and continue to take care of the women of the community in a vast way. We offer all women care services and we will always focus on improving outcomes through diversity, inclusion, and cultural competence. Our way to improve healthcare outcomes is to improve access to healthcare, and to provide a fulfilling healthcare experience.

We have grown due to our kind staff and our compassionate medical provider giving the highest quality evidence-based care. This fact is proven with 145 Google reviews showing outstanding patient satisfaction, with the highest possible rating of 5.0/five stars. Currently and average of 21 patient appointments are completed each business day in the first quarter of 2024. In our meager beginnings in 2022 patient appointments were averaging less than 10. The patient volume is multiplying as fast as people can hear about the care women are receiving. Our desire is to expand, but with enough resources to continue the quality care that we are currently able to give.

Successful use of the grant funds will be proven with an increase in patients and maintaining good patient satisfaction. We will eventually be able to expand beyond one provider as the revenue increases. The revenue will increase if we can maintain the patient volume with quality care given. The grant funds will bridge the gap for the insurance payments Life Tree is not receiving for care given to patients that have not received insurance coverage yet. It will allow for more patients to be served. For example, the average payment for a Medicaid covered patient's first visit is approximately \$150, with subsequent visits at \$50 leading to an average bill of up to \$500 by the time the insurance coverage starts.