

TRIUMPH GULF COAST, INC. PRE-APPLICATION FORM

Triumph Gulf Coast, Inc. ("Triumph Gulf Coast") has created a pre-application process to provide initial consideration of potential ideas for projects or programs that may seek an award of funding. Applicants are required to participate in the pre-application process. Notwithstanding the response from Triumph Gulf Coast on the pre-application form, an Applicant may still elect to submit an Application.

APPLICANT INFORMATION:

Name of Individual/Entity/Organization: DR. PHILIP RENFROE / SOUTH EAST ASSOC. OF HEALTHCARE PROVIDERS INC.

Brief Description of Background of Individual/Entity/Organization: MULTISPECIALTY MEDICAL CLINIC IN PENSACOLA. RENFROE FAMILY PROVIDING HEALTHCARE SERVICES IN PENSACOLA SINCE 1958

Contact Information:

Primary Contact Information: DR. PHILIP E. RENFROE

Title: PRES. SAHP INC.

Mailing Address: 5330 N. DALES HWY PENSACOLA, FL 32503

Telephone Number: (850) 291-2943

Email Address: INTEGRATEDOCL@AOL.COM

Website: _____

Names of co-applicants, partners or other entities, organizations that will have a role in the proposed project or program: DR. RUBEN B. TIMMONS, COL. BAIAN DUATHA (RET.)

KAREN S. MUKATHA

REQUIRED EXECUTIVE SUMMARY:

In a maximum of three (3) pages, please describe the proposed project or program, including (i) the amount of funds being sought from Triumph Gulf Coast; (ii) the amount and identity of other sources of funds for the proposed project or program; (iii) the location of the project or program; (iv) summary description of the proposed program, including how the program will be transformational and promote economic recovery, diversification, and enhancement of the disproportionately affected counties, and (v) a summary timeline for the proposed project or program.

IMPORTANT NOTICE

This pre-application process will **not** result in an award of funding by Triumph Gulf Coast. Rather, this process is designed to facilitate submission of ideas for potential projects or programs before the Applicant expends time and/or resources to complete a full Application. All Applicants for funding are required to complete an Application, which will be scored, and then considered for award in the discretion of Triumph Gulf Coast Board.

Airport Medical Center

For many years I have had the dream of offering a new paradigm of healthcare delivery for the Pensacola community. I feel that medicine should be provided with a Disney level of quality and positive experience for patients. We currently have been working to establish this type of clinic. As recent as earlier this year we presented our plan to Sacred Heart with the intent of securing a commitment from them to provide immediate/primary care for us. I have included our marketing piece in this packet. Unfortunately, they did not follow through with the non-binding letter of intent they provided; desiring to put their focus elsewhere. This may have been a blessing in disguise. The opportunity to secure funding from Triumph will allow us to establish the clinic and retain the potential capital generated within the local community as opposed to being taken out of the community by national corporations.

Our vision is twofold:

The clinic will be a multispecialty clinic able to provide nearly all needed healthcare services in one location, under one chart, and provided at the level of a medical home where no medical service needed fails to be followed up. I feel the patient should be afforded a healthcare-advocate, so they have a third party with which to discuss their needs. The advocates duty shall include assuring that the patient is provided everything they need at the highest level of quality and satisfaction. The clinic itself should be a Disney type experience. To that end we will construct the interior as an Italian Streetscape adding to the patients' positive experience. The planned services shall include immediate/primary care, urgent care, orthopedics, pain management, neurosurgery/neurology, physical medicine/rehab., chiropractic, nutritional counseling, physiatry, podiatry, and a med-spa providing longevity medicine.

We have also worked on a program in the past to assist our local Veteran population. We had the opportunity to present to Congressional members and VA our ideas of assisting in bringing the healthcare provided to complex wounded veterans to the highest level. By linking private sector technologies to the healthcare services they need, we would be able to have the highest success in re-integrating the injured veteran back into society, with less dependence on the Government, and a higher quality of life. We traveled to Washington and presented our ideas, gaining acceptance and support both from VA and Congressional members. At that point in time we were told that once identified as a pilot for VA we would be looking at appropriation funding in approximately 4 years. We felt that was too long given the number of injured veterans coming back from conflicts. We then sought private sector funding, had the commitment for funds from a group, but unfortunately after returning to Congress and notifying them we had private sector funding; the group had to withdraw their commitment. Unfortunately, once you let congressional members know you may have private sector funding; it is impossible to restart the process of securing appropriation funding. To start our veteran program; we would also like to acquire adjacent property on Airport Blvd. to construct an independent living facility. We would utilize the Blake next door for assisted living services further enhancing their business production. This would allow us to establish proof-of-product, so we then may return to Washington and open the doors to federal funds for Pensacola to assist our veterans. We do have the contacts to accomplish that task. Our programs then would house injured veterans and DoD servicemembers, provide top level healthcare as stated, graduate them to independent living and ultimately back to society with a higher level of self-sufficiency. Our plan includes incorporating a program to take the homeless veterans in our community, which number in the hundreds, off the streets and assist in getting them re-established in society. This component will reduce the homeless

population on the streets improving esthetics of the Pensacola community to assist in drawing more new business to the area.

Economic Impact:

Our development will positively impact Pensacola in numerous ways. The clinic and independent living will offer approximately 75 new high-level jobs to the economy. Being that several jobs will be new physicians recruited for the area with high incomes; the salary impact will be approximately \$5.5 million. If we look at income equivalent jobs at \$50k/year; we would be providing the equivalent of 110+ new jobs.

By providing a non-hospital owned Urgent Care facility we will reduce healthcare costs for the local community. Hospital-owned facilities have the right to collect an approximately 32% higher amount for services. Hospital facilities have the right to legally charge a facility fee in addition to professional fees for physician services. The reduction in costs to the community would be roughly \$1.1 Million which would cycle back into the local economy.

With these facilities being owned by local businessmen and businesswomen as opposed to national corporate hospital groups; we would be keeping corporate profits in the local economy as well. We have calculated those profits conservatively to be around \$4.3 Million.

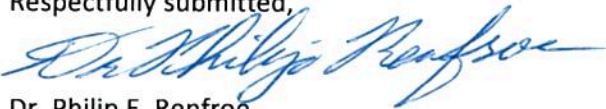
When we develop the services needed for our local veteran population we would be able to return to Washington and procure federal funds into the local economy to continue to develop what our veterans need and deserve!

Funding request:

Collectively we have \$500k committed among participants to start development. We have multiple existing medical practices that will be committed to assure sustainability. With the contribution of \$3.5 Million from Triumph we would be able to reach all discussed goals. These funds will be used for capital contribution to secure bank financing as well as necessary FF&E. We have calculated a conservative estimated ROI for the local economy of \$10 million + per annum. We would change the paradigm of medicine for the Pensacola community. We would change the lives of our local veteran community. We would improve the esthetics of the Pensacola community by reducing the homeless population currently panhandling, further enhancing the ability of our local government to attract other new business to the county. We would resume our efforts of procuring federal dollars to the area for continuation of our Veteran programs.

Construction Timeline: We are shovel ready and should be complete within 12-15 months.

Respectfully submitted,



Dr. Philip E. Renfro

President

Southeast Association of Healthcare Providers Inc.

Airport Medical Center



AIRPORT NEUROLOGICAL CENTER
GREGORY R. HEDREYNE & ARCHITECT, P.A.

Medical Office Space

418 Airport Boulevard, Pensacola, Florida

Pre-Development Leasing
For SHHS/Ascension



OPPORTUNITY

Within five minutes of main SHH campus

High-traffic, high-visibility MOB site next to new ALF

Untapped corridor with exclusive presence

Primary & Physical Medicine Care Center Concept

PROPERTY SUMMARY

- AVAILABLE SF:** 35,000 SF comprising two floors @ ~17,500 SF
- LEASE RATE:** \$25 PSF NNN, subject to specifications (see Page 5) or a higher design option for \$28-\$30 PSF NNN (Page 6)
- LOT SIZE:** 2.99 Acres; 220 Ft frontage x 592.5 Ft depth on level lot
- PARKING:** Planned for County-approved 166 spaces, incl. 8 HCP (see Plan)
- AVAILABLE:** ~14 months from 85% Lease-Up commitment date



Medical Office Space

418 Airport Boulevard, Pensacola, Florida

Pre-Development Leasing For SHHS/Ascension

DEVELOPER INTRODUCTION

Cumberland Trading Co. is a venture entity operating under the direction of long-time Pensacola real estate developer, operator and broker Joe Endry, seen at right.



Many of the Endry buildings are well-known commercial properties situated in Pensacola's most desirable locations. They are fine facilities for growing companies. Appealing exteriors, high-end interior finishes and generous parking help make these premier office spaces ideal for real estate brokerage, professional services and medical or dental practices.

These buildings have been designed both speculatively for a growing market or on a build-to-suit basis with customized specifications for expansions and relocations of business and professional firms.

The Endry companies stand ready to develop and complete a professional, competitive project that your providers will be proud to occupy and your patients will enjoy. Once the design requirement is agreed, the price and time to complete will be competitive and attractive.

Below, are several leased Endry properties.



(4595 Spanish Trail)



(435 Airport)

STRATEGIC NARRATIVE

Dr.s Philip Renfroe and Ruben Timmons have provided the vision for this project: to establish a multi-disciplinary center where providers can coordinate care to minimize gaps in the care system. The specific focus for this MOB is for Primary and Immediate Care with extensions into Orthopedics, Neurology, Pain Management and Chiropractic. Further coordination for Imaging, Laboratory, Surgery and the many other services can improve patient retention within the Sacred Heart Health System.



(Dr. Renfroe)

This offering is, first, to the Immediate/Primary care space needs of SHHS and Ascension-related practitioners. Given the capacity of the building design, space is available for practices in Orthopedics, Neurology and other Ascension-managed services that can round out a Comprehensive point of entry and care as part of the Ascension/Sacred Heart Health System network.



(Dr. Timmons)

Prior to this offering, discussions and presentations have taken place with Mr. Poitras and Mr. Labrato about SHHS space needs in the structure. Dr. Renfroe's most recent understanding is that Mr. Murphy has been briefed as well after assuming Mr. Poitras' position. A version of the typical lease was provided Mr. Fischer for review and conceptual approval.

BROKERAGE COORDINATION

Support for the information needs of Newmark for Ascension review will be provided by the Pensacola office of SVN SouthLand Commercial Real Estate.

Medical Office Space

418 Airport Boulevard, Pensacola, Florida

Pre-Development Leasing
For SHHS/Ascension

A DOMINANT LOCATION

This is a superior location for both primary/immediate care and for specialty care providers with convenient access and close proximity to the main SHHS campus.

The site is fronted by a four-lane facility and fifth turning lane, with good distance from either of the two nearest traffic lights.

This Drive-Time map depicts the geographic area accessible within 5-, 10-, or 15-minute's drive from the site at posted speeds.

DEMOGRAPHICS

2016 Population:

5-Minutes	14,940
10-Minutes	99,104
15-Minutes	196,357

2021 Population:

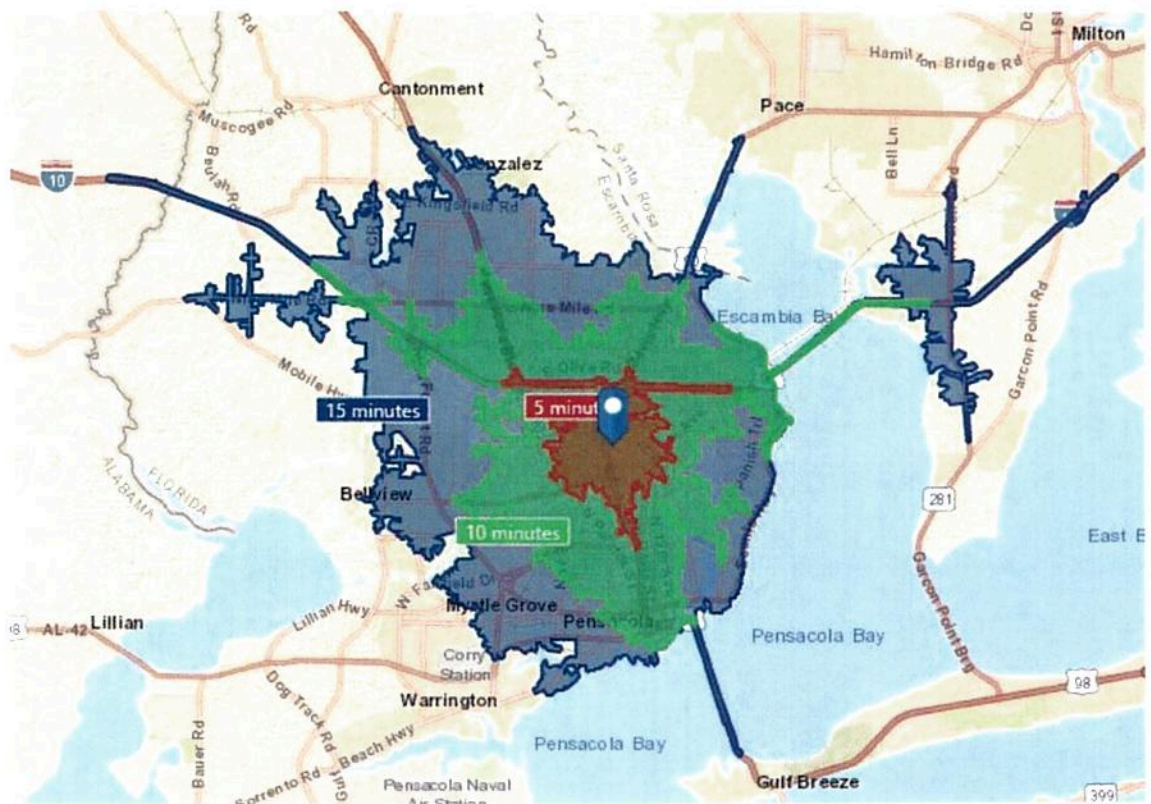
5-Minutes	15,457
10-Minutes	103,553
15-Minutes	205,688

2015 Traffic:

At I-110 Exit	22,500
At Davis Int.	34,000
This Site AADT	31,500 (FDOT, 2015)

Source: esri report, attached

See other Demographics, also attached



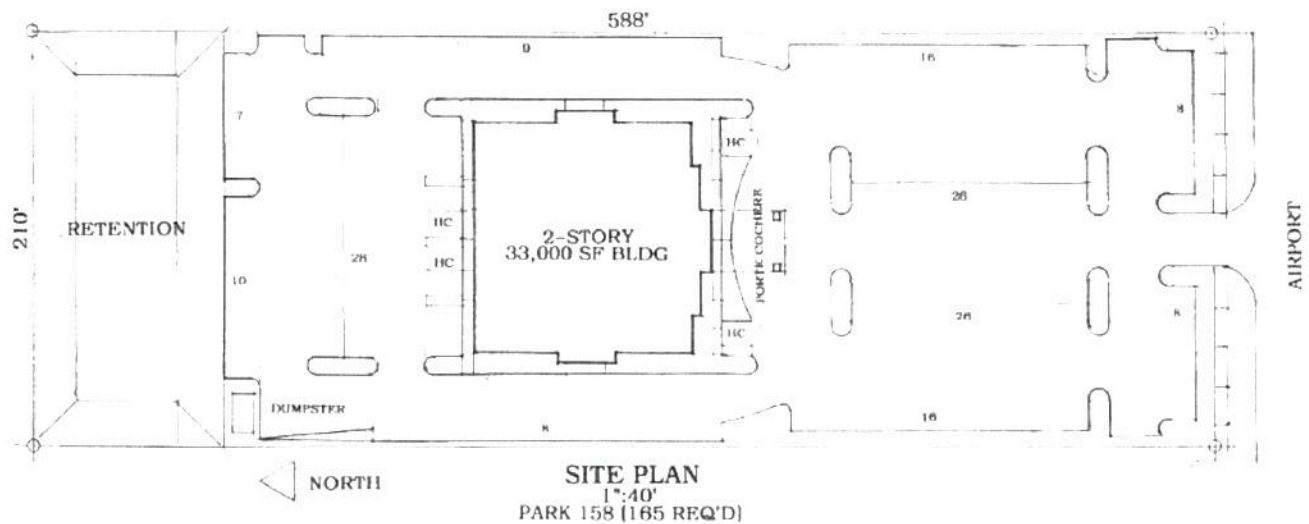
Medical Office Space

418 Airport Boulevard, Pensacola, Florida

Pre-Development Leasing
For SHHS/Ascension

PROPOSED SITE PLAN

(recent variation, subject to code and updates)



This design can be adjusted based on client design requirements

Medical Office Space

418 Airport Boulevard, Pensacola, Florida

Pre-Development Leasing
For SHHS/Ascension

CONFORMANCE TO SPECIFICATIONS – SATISFYING RESULTS

Endry tenants/clients experience a high degree of satisfaction with our standard specifications in a typical building we provide for their use.

This 2012 project at 435 Airport was built from standard specifications with modifications for this Pulmonology group practice. Tile floors, custom cabinetry, low-maintenance brick exterior with stucco corner trim and covered entrance all combine for an updated, professional and welcoming appearance.

A review Ascension's provided specifications revealed a high degree of compatibility with the typical Endry building. Working closely with the local Ascension facility professionals, we anticipate similar, excellent results.

This project look-and-feel can be reproduced today for a lease rate of \$25 psf per year, plus CAM, depending on client requirements.

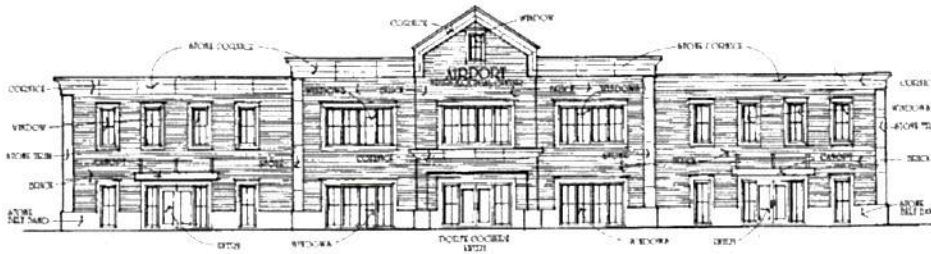
435 Airport Boulevard



418 Airport Boulevard, Pensacola, Florida

Pre-Development Leasing For SHHS/Ascension

CONFORMANCE TO SPECIFICATIONS – EXPANDING POSSIBILITIES

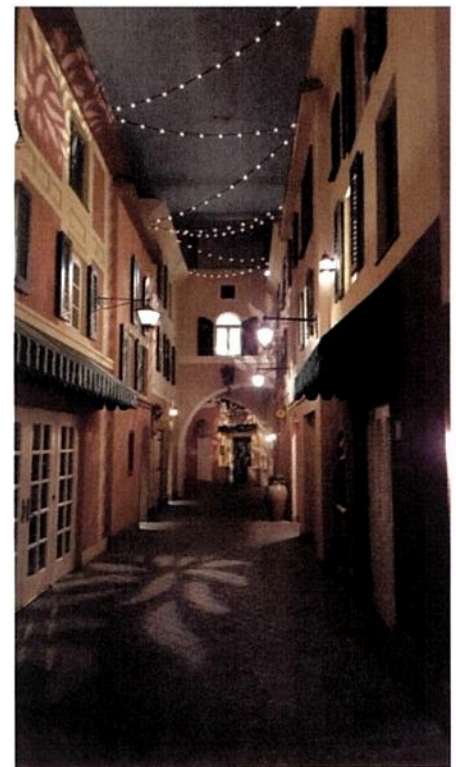


During initial development discussions, a goal of attracting optimum patient attention and retention became a driving force. Out of that process, the concept of a “Disney-like” experience for patients gradually took shape. Various exterior and interior “streetscapes” evolved. Mr. Poitras commented favorably on the idea’s potential.

If the key participants/occupants of this care center want such an attraction, it can be accomplished. Any number of exterior treatments can produce a building with distinctive character, going above and beyond the solid professional style of the previous page to a memorable façade that establishes and maintains top-of-mind awareness in its service area.

The signal differences in this variation compared to the previous page is the extra detailing inside, use of stone and/or stucco exterior, and the possibility that each suite could be two-story with its own elevator(s) – again, only if desired. Typical, high-quality specifications would be the standard.

This project example can be developed within the next 18 months for a lease rate of \$28 - \$30 psf per year, plus CAM, which will be slightly higher where higher maintenance finishes are used.



VA Age Appropriate Nursing Facility with integrated healthcare services

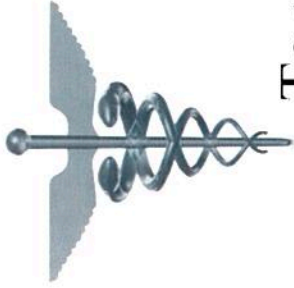
Col. Brian C. Murtha ret.,

Philip Renfro D.C., Karen Murtha

A proposed funded pilot program

Return to Health

Medical Home and Wellness Center



Mission Statement

To provide the military veteran integrated, world-class care in a medical home environment, while focusing on the care of the whole person: physically, mentally and socially. Incorporating the family to facilitate the patient's recovery and sustainment, ultimately transitioning the patient back to self sufficiency and self reliance.



Overview

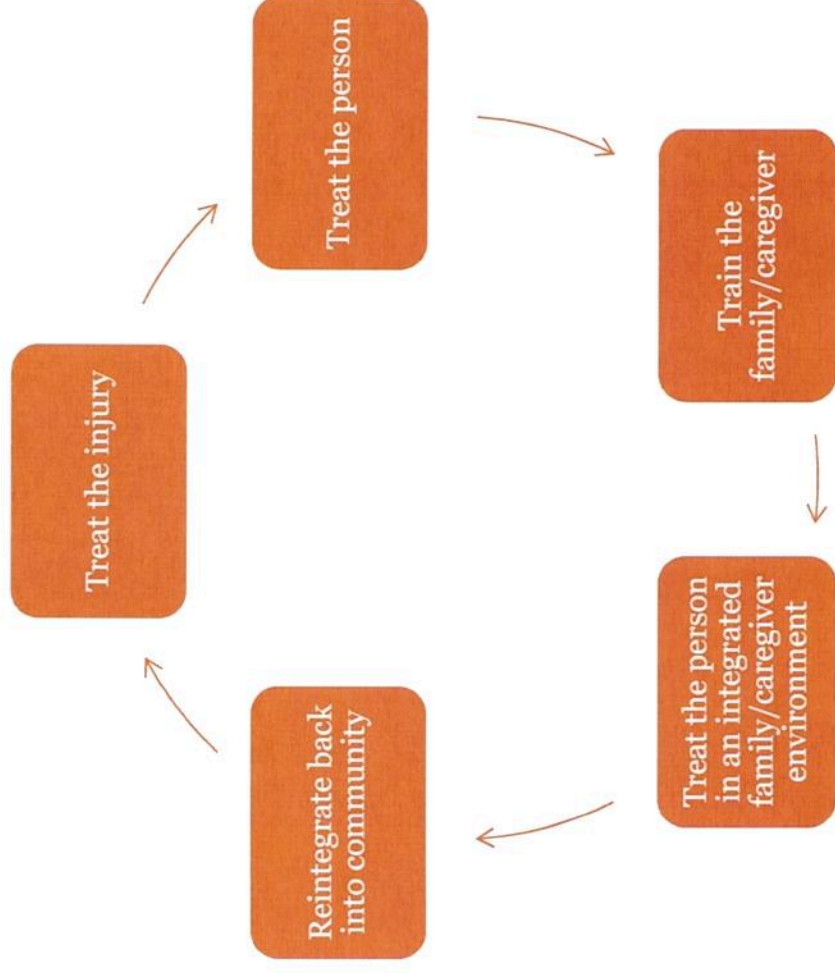
Military Veteran Integrated World Class Health Care

- Providing the military veteran a systems engineering approach to wellness
 - A family oriented wellness plan
 - Medical home environment
 - Centrally located medical facility with multi-specialty physicians and staff.
- Secure environment
 - Housing
 - Transportation
 - School
 - Training
 - Rehabilitation

LINCOLN'S SECOND ANNUAL ADDRESS TO CONGRESS

“ With malice toward none, with charity for all, with firmness in the right as God gives us to see the right, let us strive on to finish the work we are in, to bind up the nations wounds, to care for him who shall have borne the battle and for his widow and his orphan, to do all which may achieve and cherish a just and lasting peace among ourselves and with all nations.”

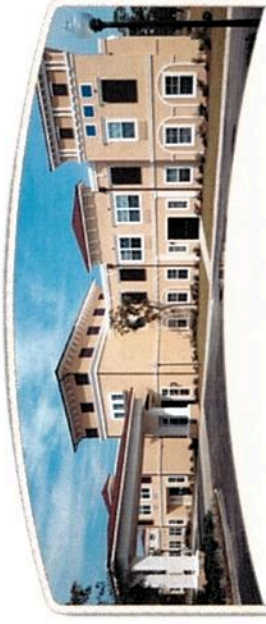
Path to recovery



Age Appropriate Nursing Facility

- All Veterans served from recent and past conflicts
- Located midtown in Pensacola Florida
- Age Appropriate Healthcare for those not able to enter independent living area
- Extended care through skilled nursing area
- Initial build to Occupancy of 110 Veterans
- Connected directly to medical services facility so healthcare providers have direct access to residents in their rooms and residents are able to be transported to clinic area for care

Proven private facilities: In Gulf Breeze Florida



Integrated Medical Services Clinic

- Estimated size (100,000 square feet)
- Leverage local community physicians and specialists to assist Pensacola VA Ambulatory Clinic with augmented services including: Primary Care, PTSD, TBI/spinal cord injury, Wound/Burn with hyperbaric, Pain Management, Addiction, Physical Therapy (inclusive of occupational therapy to reintegrate patient to employment), Preventive Medicine (including Nutrition and weight management), Chiropractic (pending S.B.1204), Orthopedics and prosthetics, Female Health, Sleep clinic, Healthy Bistro supplying foods based on Nutritionists recommendations.
- Develop synergy and reduce costs through information sharing
- All algorithms designed to rehabilitate to employment

- Proven Private Facilities: In Gulf Breeze, Florida



Independent Living Facility



- Initial construction housing 25 families
- Designed for the Veteran who doesn't meet the criteria for Age Appropriate Nursing, but is not able to be self sufficient in permanent housing
- This phase of clinical medicine ensures that the veteran will have all of his/her healthcare provided in one central location
- The Veteran stays with family, while family is trained as home health caregiver
- Family has access to after care training services, child care, minimal disruption of daily family life, and total family counseling
- Education of the veteran and family home health caregiver with the knowledge of how to stay well, ultimately reducing future healthcare costs
- This total wellness model for wounded warrior treatment will return a higher percentage of veterans back into private sector as active participants in their respective communities

Support Engagements

- J. Ronald Johnson, FACHE, assistant director,
VAGCVHCS
- Gregg Parker M.D., MHA, Chief Medical Officer VISN 16
- Representative F. Allen Boyd
- Chairman Jeff Miller
- Senator Bill Nelson
- Chairman C.W. Bill Young (House Appropriations)
- Ranking Member Norm Dicks (House Appropriations)
- Representative Mark S. Critz

Innovative Model of Care

- Using private sector physicians will allow our system to reconnect the some 70% (National average) of veterans who refuse to use a VA facilities for their healthcare, and will be marketed to do so, significantly increasing VA's market share. We will attempt to bolster the veterans confidence in VA medical system, strengthening the VA's role as a leader and partner in the community
- Our systems will be geared toward suicide prevention, elimination of homelessness, total family care, and a focus on returning veterans to be active, healthy members of society
- Our systems will partner with area educational institutions to provide a variety of career field training as well as connect the veteran with social services active in the area to assist in job placement
- The Medical Home will use VA's electronic record and templates so as to assist in information transfer between providers. This will aid in speeding the claims adjudication process as we offer C&P exams
- We would like to be a conduit to allow local VA to participate in the Cogon repository pilot currently utilized by Navy Hospital Pensacola. This will further enhance efficiency and cost reduction
- We are shovel ready with very brief period of development and planning needed
- We ask for a letter of participation ASAP to deliver to our private sector financiers to allow our staff to devote full attention to making this happen very quickly for our esteemed veterans.

Way ahead

- VA Give us assurance of participation in this program as initially a Private sector funded pilot program that will mature into a scalable template for all VA facilities.

Summary

Return to Health Medical Home and Wellness Center in partnership with the Gulf Coast community will integrate the veteran and the local medical community into a world-class health care package for the men and women that have served honorably in our armed services.

Return to Health Contact Information:

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