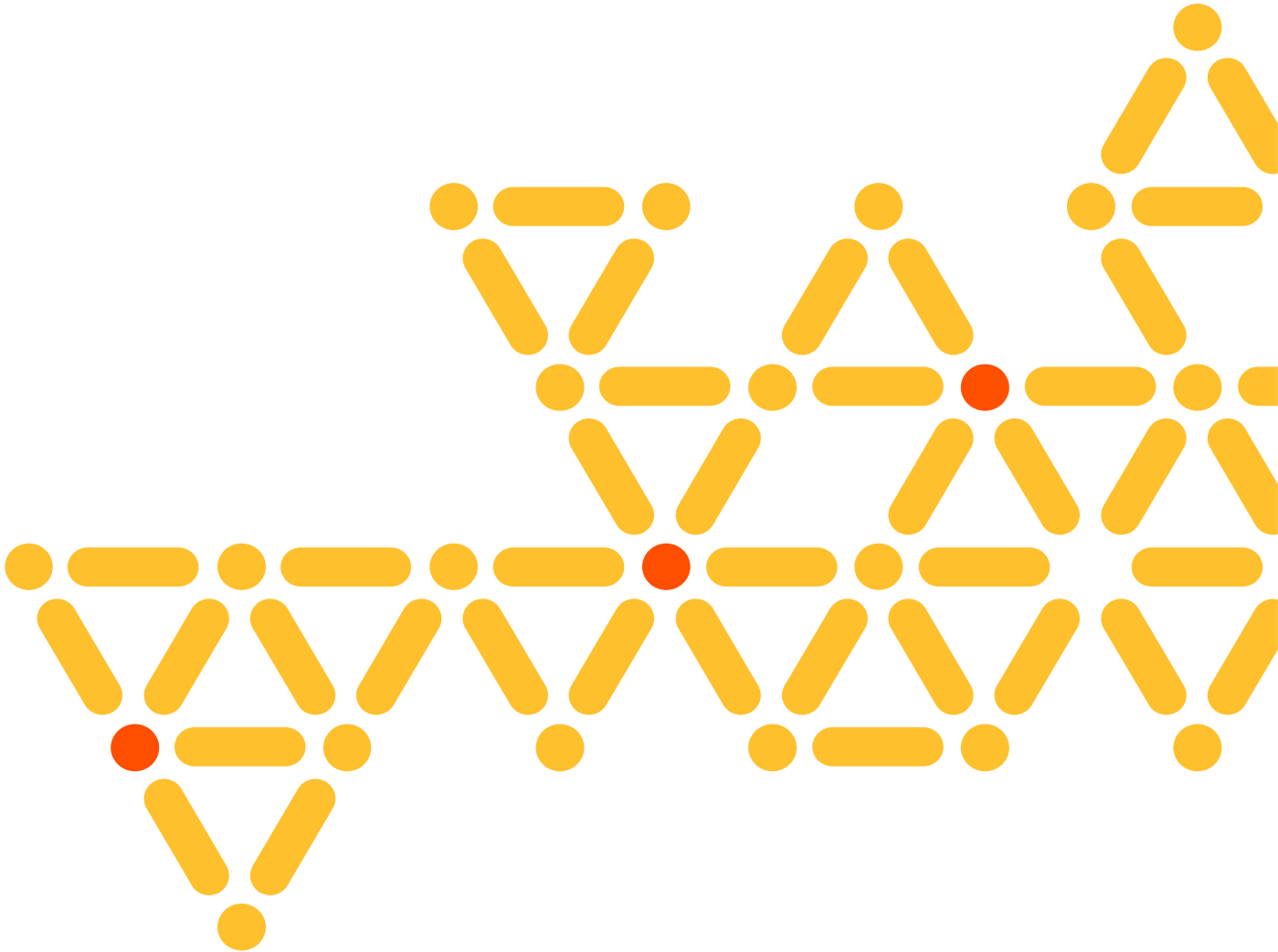


# NAPLES PLANNING ADVISORY BOARD: HEART, VASCULAR AND STROKE CENTER ASSESSMENT



December 13, 2023

# Sg2's Independent Analysis was Led by Dr. Hernandez, An Award-Winning Consultant with Expertise in Healthcare, Business and Design

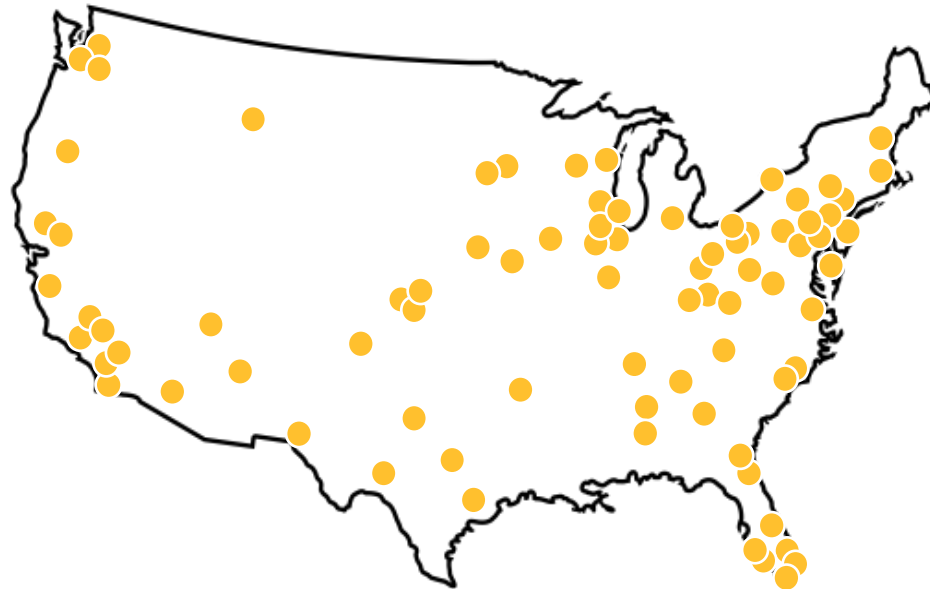


**Manuel Hernandez**  
MD, MS, MBA, CPE, FACEP

**PRINCIPAL-STRATEGIC  
CAMPUS PLANNING**  
Sg2

**35**  
years  
experience

## NATIONWIDE CONSULTING EXPERIENCE



- Demand Planning
- Care Model Innovation
- Health Equity
- Operational Redesign
- Consumer Experience
- Workforce Experience
- Campus Planning
- Site-of-Service Planning
- Stakeholder Engagement

## HOLISTIC POINT-OF-VIEW

- M.D.**  
University of Pittsburgh
- M.B.A.**  
University of California at Irvine
- M.S. – Strategic Design**  
The New School – Parsons School of Design
- Certificate – Corporate Innovation**  
Stanford University

## CLINICALLY-ACTIVE PHYSICIAN

- Assistant Professor**  
Penn State University College of Medicine  
Hershey, PA
- Clinical Instructor**  
University of Florida College of Medicine  
Jacksonville, FL

# The NHI Planning Assessment Leveraged Available Information to Identify Current Gaps in Care, Future Demand and How Best to Respond to Both

01



02



03

## WHAT ARE TODAY'S CHALLENGES:

- ✓ current demand for heart, vascular and stroke care in Naples
- ✓ existing infrastructure to meet demand
- ✓ community expectations

## TOMORROW'S PARADIGM:

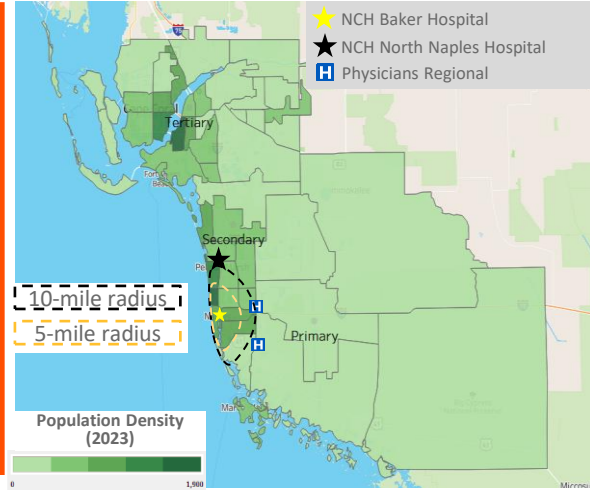
- ✓ future demand for heart, vascular and stroke care in Naples
- ✓ tomorrow's definitions of success + value

## WHAT'S THE BEST PATH TO GET THERE:

- ✓ what will comprehensive heart, vascular and stroke care look like for Naples
- ✓ required infrastructure
- ✓ recommended locations

# 01 Naples Growth Has Created Access Gaps for Life-Saving Healthcare Services

**DEMAND FOR HEART, STROKE AND VASCULAR SERVICES**  
 Patient demand for services is centered in downtown Naples; which can play a significant role in patient outcomes based on distance to travel for care



### Population Density (Southwest Florida)

<b>Emergency CV Procedures</b>	<b>73%</b> of patients within <u>10 miles</u> of NCH Baker Hospital	<b>IMPACT OF DISTANCE TRAVELED ON OUTCOMES</b> ↑ Each 10-minute delay in treatment after heart attack <b>increases mortality<sup>1</sup></b>
<b>Emergency Stroke Procedures</b>	<b>69%</b> of patients within <u>10 miles</u> of NCH Baker Hospital	↑ Each 15-minute increase in door-to-needle time <b>significantly increases mortality<sup>2</sup></b>

**IMPACT OF SEASONAL DYNAMICS**  
 Population increases and travel congestion are key factors impacting access to healthcare in Naples

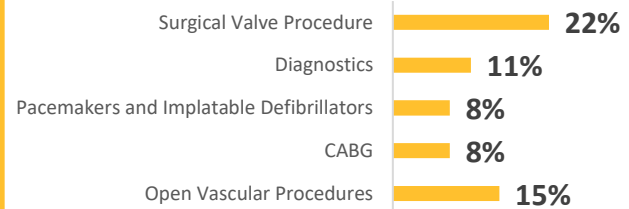
**~100K population increase**  
 during peak season puts a strain on resources for the Naples community



- 1 Exacerbates access issues to healthcare services**
- 2 Increases traffic congestion and travels delays for timely care**

**COMMUNITY EXPLORING ALTERNATIVE OPTIONS**  
 Continued patient growth without program expansion highlights potential access issues leading to outmigration from Naples

### TOP OUTMIGRATING PROCEDURAL SERVICES



- Top Florida Locations for Outmigration:**
- Lee Health
  - Jackson Memorial Hospital
  - University of Miami Hospital

### GENERAL CAUSES OF OUTMIGRATION

	Lack of Access		Care Quality Perceptions
	Lack of Service Offerings		Patient Satisfaction

\*10 miles can span 15-30 minutes (dependent on day / time). Sources: <sup>1</sup>Impact of Heart Attack Treatment Delay on Mortality; <sup>2</sup>Impact of Door-to-Needle Time on Stroke Survival. Population Density: Claritas, 2023; Outmigration Analysis: Examines patients leaving Naples to access care in Florida. Florida Inpatient State Data, Q32021-Q22022.

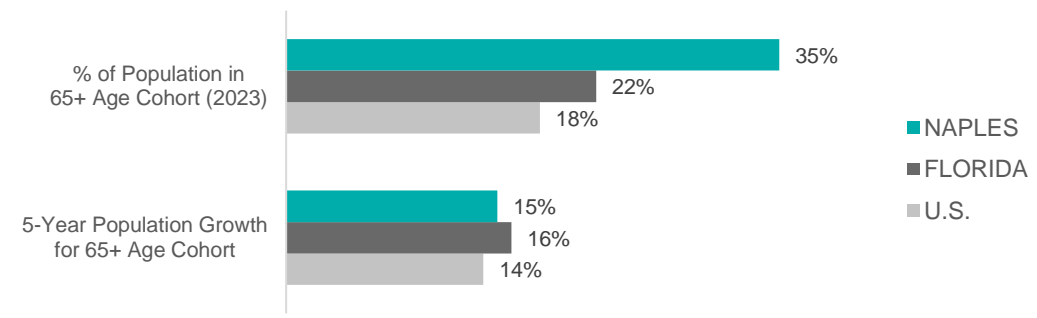


# 02 Expanding Access to World-Class Healthcare is Essential for Naples to Thrive

## 1 GROWTH IN DEMAND FOR HEART, VASCULAR AND STROKE SERVICES EXACERBATES NEED FOR COMPREHENSIVE OFFERINGS

## 2 BENEFITS OF ACCESSING HEALTHCARE SERVICES IN CRITICAL TIMES OF NEED SUPPORTS COMMUNITY DEVELOPMENT

FORECASTED POPULATION GROWTH



	10-YEAR GROWTH	Inpatient	Outpatient
<b>Top Growing CV + Stroke Conditions</b>	Congestive Heart Failure	+18%	+39%
	Myocardial Infarction	+9%	+26%
	Heart Valve Disease	+83%	+38%
	Carditis/Cardiomyopathy	+16%	+29%
	Stroke	+22%	+30%
	Neurovascular Disease	+12%	+36%
	<b>Top Growing CV + Stroke Procedures</b>	Transcatheter Valve Procedure	+128%
Thrombolytic Infusion (tPA)		+34%	-
Intracardiac Ablation		+17%	+63%
PCI		+7%	+6%
CABG		+7%	-
Pacemakers/Defibrillators		+4%	+20%



Improve access to services



Public health preparedness



Economic Growth



Community Desirability



Infrastructure Development

# 03 There is a Plan to Solve the Challenge and Earn the Trust of the Community

## KEY ELEMENTS OF HIGH PERFORMING HEART, VASCULAR AND STROKE PROGRAMMING FOR NAPLES

### 1 PATIENT EXPERIENCE AND ACCESS

- Patient experience centered around the unique needs of patients
- Convenience and location of access points
- Facility design with patients' needs in mind
- Limit the feeling of fragmentation as much as possible

### 2 COMPREHENSIVE PROGRAMMATIC OFFERINGS

- Comprehensive disease site program offerings
- Physicians with subspecialties
- Research and clinical trials
- Disease site-specific navigation
- Support services across the continuum

### 3 PHYSICAL INFRASTRUCTURE

- Physical spaces supporting positive provider, patient and visitor experiences
- Infrastructure to support capacity needs and absorb growth
- Co-located support services creating an integrated care environment
- Integrated technology to support innovative care models

## CO-LOCATED, COHESIVE SERVICES, CAPABILITIES, AND INFRASTRUCTURE



## LOCATED WHERE THE COMMUNITY NEEDS IT

### NCH BAKER HOSPITAL CAMPUS



PROXIMITY TO HEART, STROKE, AND VASCULAR PATIENT POPULATION



FOUNDATION OF COMPREHENSIVE SERVICES / OFFERINGS



PLAN TO MEET THE COMMUNITY NEED

# 03

## The Proposed Building is Similar to How Other Leading Programs Have Developed Their Infrastructure and Capabilities

The proposed building is designed and programmed to meet the growing need for heart, vascular and stroke and is in line with leading heart, vascular and stroke program infrastructure and capabilities:

- 1 Comprehensive services and technology across the continuum of care
- 2 Multidisciplinary staff providing collaborative, high quality care
- 3 State of the art facilities to enhance patient access, throughput and experience
- 4 Seamless patient journey across all touchpoints within the center

### INNOVATIVE DESIGN SOLUTIONS CONTRIBUTE WORLD-CLASS OUTCOMES AND EXPERIENCES FOR PATIENTS AND PROVIDERS



**CLEVELAND CLINIC MILLER FAMILY HEART, VASCULAR & THORACIC INSTITUTE**  
Cleveland, OH

- 10-story building integrating outpatient clinics, inpatient beds, procedure suites and physician offices
- layout optimizes physician productivity while reducing staff and patient travel distances
- hubs for patient arrival, learning and amenities create intuitive wayfinding
- most procedure rooms capable of providing interventional and surgical care



**UNIVERSITY OF CHICAGO MEDICINE HEART AND VASCULAR CENTER**  
Chicago, IL

- comprehensive heart and vascular program with one of the busiest LVAD programs in the nation
- pioneer in robotic-assisted cardiovascular surgery
- team of cardiology and neurology specialists who collaborate to diagnose, treat and prevent conditions that impact the heart and brain, such as atrial fibrillation and cryptogenic stroke.



**SUNY BUFFALO GATES GLOBAL VASCULAR INSTITUTE**  
Buffalo, NY

- the first four floors is a clinical care facility where advanced stroke, cardiac and vascular care is provided
- the top four floors house scientists conducting cutting-edge research to improve health outcomes
- between the two is the Jacobs Institute, an innovation accelerator focused on health and health technology, as well as a two-level collaborative core

