



FREQUENTLY ASKED QUESTIONS  
**FAQ's**

## COMMUNITY HOSPITALS

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### **A new wave in acute care partnerships.**

Community takes on many faces, but the role of a community hospital is defined by the local area it serves – whether it is a small town in a rural environment or a growing suburb in a large metropolitan area. Nueterra can evaluate the healthcare ecosystem of the community, establish the needs that will assure market share and competitiveness, then bring together the partners and capital to make the project not only a reality, but a success. A community hospital may sound like a big leap. By partnering with the right people, it may be more accessible than you think.

### **Q. Why a community hospital?**

A community hospital helps to expand the scope of healthcare services and is a lower cost provider in comparison to tertiary hospitals. It decreases the outmigration of patients by allowing patients to receive the high quality care they seek within their community. Community hospitals also optimize workflow and expand clinical capabilities. They provide patients ease of access in a setting they are familiar with in their community and create a healing environment in partnership with physicians that attends to the holistic needs of patients.

### **Q. Key success factors?**

Building a community hospital is a major decision that requires careful evaluation and accurate planning. A successful project must include a well-developed and flawlessly executed business plan that takes into account key factors such as organizational structure, legal considerations and financial obligations. Most industry experts agree that selecting a corporate partner with proven experience in developing and managing hospitals will both maximize opportunity and minimize risk. Your partner should clearly understand the upfront legal aspects and state licensing requirements, but also the ongoing operational components such as managed care contracting, space planning, clinical and non-clinical integration requirements, 24-hour staffing and clinical pathways.

A successful community hospital begins with thorough strategic market analysis that determines your community's needs and scope of services. In addition, a financial feasibility study is conducted to establish your projected patient volume, procedural case mix, revenue per case, clinical and non-clinical scope of services, SWB (salaries, wages & benefits), building and equipment costs and other variable costs. The bottom line is, the more due diligence you perform in the front end, the greater the chance for success on the back end.

### **Q. How can Nueterra help me?**

Nueterra is a developer of medical specialty facilities including multi- and single-specialty outpatient facilities, specialty hospitals and medical office buildings. Nueterra coordinates the project architecture, engineering and construction, as well providing numerous financing options. Additionally, Nueterra provides property management services for the facilities it develops.

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Nueterra surrounds your project with a complete team of experts in design, development and construction of medical specialty facilities and medical office buildings. Depending on the scope of your project, your team will include:

- Dedicated Nueterra medical design director and a project director for each project to provide guidance and updates on the development and construction process.
- Nationally recognized architectural firms that specialize in medical architecture providing design input.
- Legal advice and direction from law firms specializing in syndication, regulatory law and real estate law.
- Industry expert consultants responsible for millions of square feet of private placement medical facility development nationwide under their belt.
- Civil, structural and mechanical engineers from respected, experienced firms.

### **Q. Why Nueterra?**

We pioneered the idea of physician majority ownership back in 1997 and continue to develop visionary business models and solutions that advance the healthcare community. We work with a 360-degree perspective that considers every aspect of your unique situation, both personally and professionally. From creating healthcare business ventures to providing capital management assistance and real estate development solutions, Nueterra has the expertise needed in today's ever changing environment. Nueterra is the nation's largest ground-up developer providing development and management solutions for more than 1,200 physicians and more than 85 surgical and outpatient facilities across the country.

### **Q. I'm interested in learning more. What now?**

Nueterra representatives can meet with you to discuss the opportunity in your area and address questions specific to your community. During this meeting, we will introduce our business model and describe the development process and anticipated timeline. By attending the initial presentation you are letting us know that you would like to consider investing in a project. However, you do not have to make any commitment at this point. Call Nueterra today and ask about a no-obligation feasibility study. For more information, visit [www.nueterrahealthcare.com](http://www.nueterrahealthcare.com), or contact us at 913.387.0510 or [info@nueterrahealthcare.com](mailto:info@nueterrahealthcare.com).