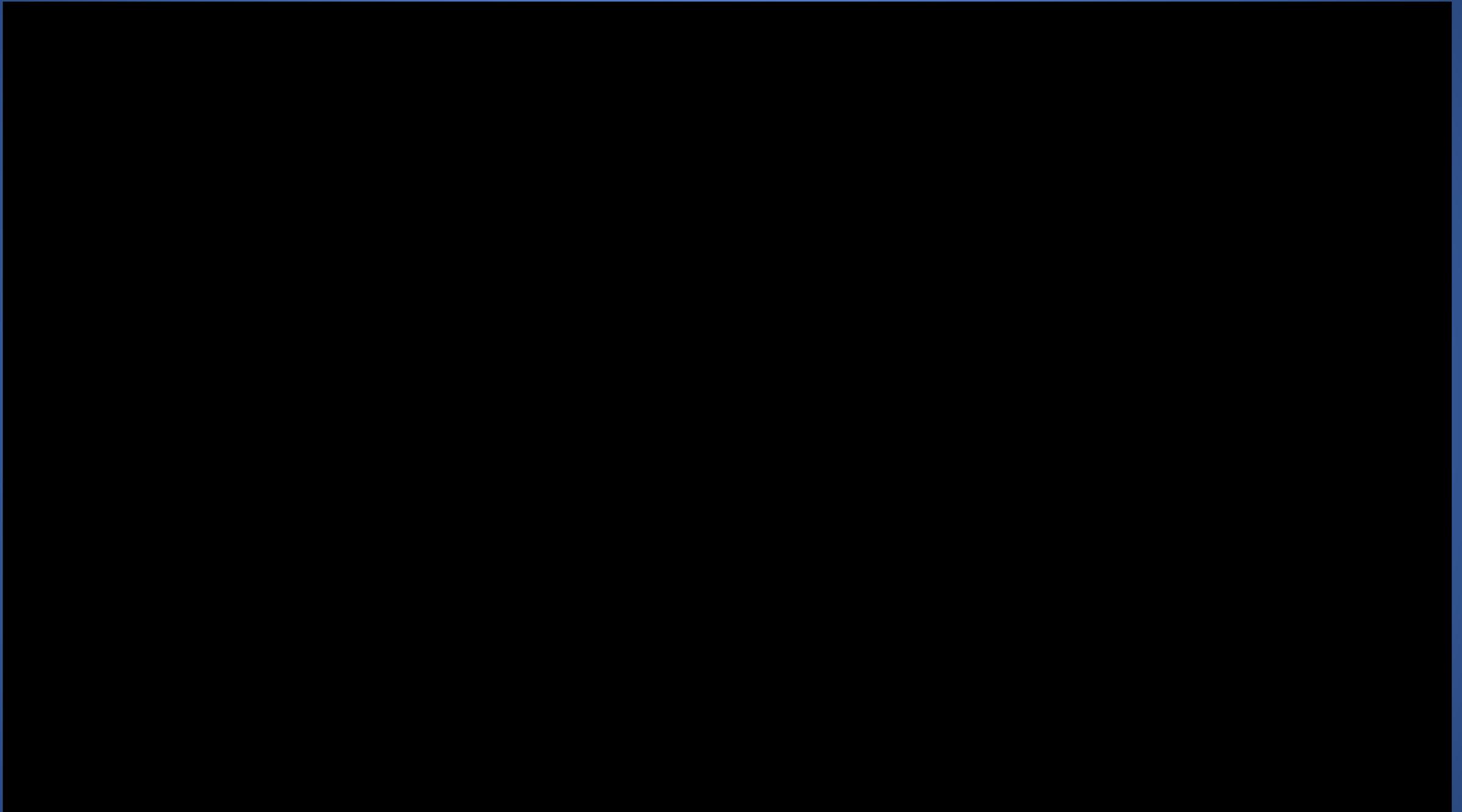


**LEGACY**

SPORTS INSTITUTE



# THE TRUTH

- I AM NOT A LICENSED LOBBYIST
- I AM NOT A CEO OF A HOSPITAL
- I AM NOT AN ATTORNEY
- I AM NOT A DIRECTOR OF A MEDICAL ASSOCIATION
- I AM NOT A DOCTOR
- I AM NOT A CON EXPERT

## GINA LEE

TYLERTOWN, MS

\*POPULATION 1,467

\*MEDIAN INCOME FOR HOUSEHOLDS \$26,627

## DR. JAMES ANDREWS

HOMER, LA

\*POPULATION 2,874

\*MEDIAN INCOME FOR HOUSEHOLDS \$18,414

# LEGACY VISION



CONFIDENTIAL

# WHAT IS LEGACY SPORTS INSTITUTE?

- \*World Class Specialized Sports Medicine

  - \*Outpatient Services

    - \*Cost Efficient

  - \*Premier Outcomes

    - \*Inclusive

    - \*Quality

    - \*Athlete's Voice

  - \*Unique Leadership

- \*Evidenced Based Research

- \*Education and Innovation

  - \*Mentorship

- \*Trust and Confidence

**GAMECHANGER IN ATHLETE HEALTHCARE**

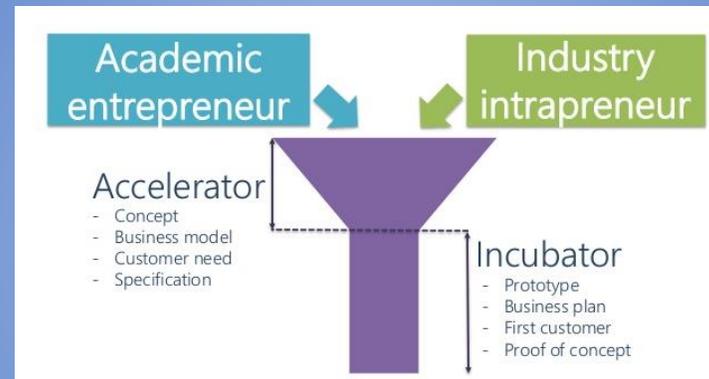
CONFIDENTIAL

# CONCEPT & MISSION

- Legacy Sports Institute will provide a global platform for best in class experts in sports, sports medicine, and sports technology, to work together on one comprehensive campus. Legacy will be the catalyst for changing sports medicine and athlete healthcare.



DOCTOR TRAINING



INNOVATION



EDUCATION

## HIGH SCHOOL ATHLETE POLICY

- If a kid gets hurt in a high school sport, we take care of them regardless of whether they have insurance or not. I've always done that. We've seen kids with injuries and no insurance who became superstars and model citizens after their pro careers. That's rewarding. That pays you right there. -- Dr. James Andrews

# OUR JOURNEY

- OCTOBER 07,2014- CALL DR ANDREWS
- OCTOBER 08,2014- STEP 1- NEED A CON
- DECEMBER 2014- DEVELOP TEAM
- MAY 2015 –SUBMIT CON APPLICATION (OVER 1000 PAGES)
- SEPTEMBER 2015- OBTAIN CON FROM GA DCH
- OCTOBER 2015- HOSPITAL OPPOSITION  
(MET WITH HOSPITAL ADMINISTRATORS AND FEEDBACK)

# HPA-3 OPPOSITION DATA

**Table 2: HPA-3 Reported 2014 Patients and Procedures**

HPA-3 Multi-Specialty ASCs 2014 Orthopedic Related Utilization Data								
	OWNER	HPA-3 MS-ASC FACILITY	Total		Total Top 10	Top 10 Procedures		.% Top 10
			Patients	Procedures	Procedures	Orthopedic	Pain	Orthopedic
1	Childrens	Children's Meridian Mark ASC	9,967	16,059	6,281	-	-	0.0%
2	Emory	Emory Orth. & Pain Physiatry ASC	2,439	2,604	1,815	1,815	6,896	100%
3	Emory	Emory Clinic ASC	5,293	6,453	3,594	-	-	0%
4	HCA	Northlake Surgery Center	2,332	2,347	3,507	291	326	8.3%
5	HCA	Atlanta Outpatient Surg. Cntr.	6,788	6,788	7,635	394	-	5.2%
6	HCA	Marietta Surg. Cntr.	3,879	3,879	2,675	139	-	5.2%
7	Northside	Northside/Alpharetta Surg. Cntr.	1,404	3,306	1,679	-	-	0.0%
8	Northside	Atlanta Advanced Surg. Cntr.	1,070	1,988	1,989	-	-	0.0%
9	Northside	Dunwoody Outpat. Surg. Cntr.	243	462	-	-	-	0.0%
10	Northside	Advanced Surg. Cntr. Of GA	765	809	724	-	-	0.0%
11	Northside	Gwinnett Cntr. For Outpat. Surg.	2,160	4,547	1,858	-	864	0.0%
12	Northside	Northwoods Surg. Cntr.	1,791	2,435	3,365	101	-	3.0%
13	Piedmont	Piedmont West ASC	1,559	4,287	1,020	87	-	8.5%
14	SCA	Perimeter Outpat. Surg. Cntr.	3,083	3,083	2,362	-	605	0.0%
15	SRMC	Southlake ASC	1,627	3,107	1,587	512	-	32%
16	USPI	East/West Surg. Cntr.	1,156	2,506	803	-	803	0.0%
<b>Total:</b>			<b>45,556</b>	<b>64,660</b>	<b>40,894</b>	<b>3,339</b>	<b>9,494</b>	<b>8.2%</b>
<b>% of Proc. At Emory Orth. &amp; Spine</b>						<b>54%</b>	<b>73%</b>	

Source: 2014 FS-ASC Survey database.

Note: It appears that the former Johns Creek Orthopaedic Surgery Center has been merged with Gwinnett Hospital-Duluth and is no longer a freestanding ASC but a HOPD. It was the only freestanding Orthopaedic ASC in HPA-3.

PREPARING FOR COURT HEARING

**UNFORGETTABLE MOMENT**

**MARCH 18, 2016**

# MARCH 2016 - CON COURT HEARING

- 6 DAYS
- 18 TESTIFY
- GLOBAL SUPPORT LETTERS
- NOT NEEDED IN GEORGIA
- ALREADY DO EVERYTHING
- NOT WANTED IN GEORGIA

“GLORIFIED MARKETER”



# OUR JOURNEY...

- JUNE 2016- HEARING OFFICER REVERSES DCH DECISION
- AUGUST 2016- DCH REINSTATES CON- WE WIN
- SEPTEMBER 2016- OPPOSITION FILES LAWSUIT TO APPEAL DCH
- JANUARY 2017- MEETING

# MISSING INFORMATION: DATA

## Adult Specialties Rankings and Ratings

- U.S. News evaluates each hospital in up to 16 medical specialties. In most specialties, the top 50 hospitals nationally are numerically ranked. Hospitals that nearly made the top 50 may be recognized as high performing.

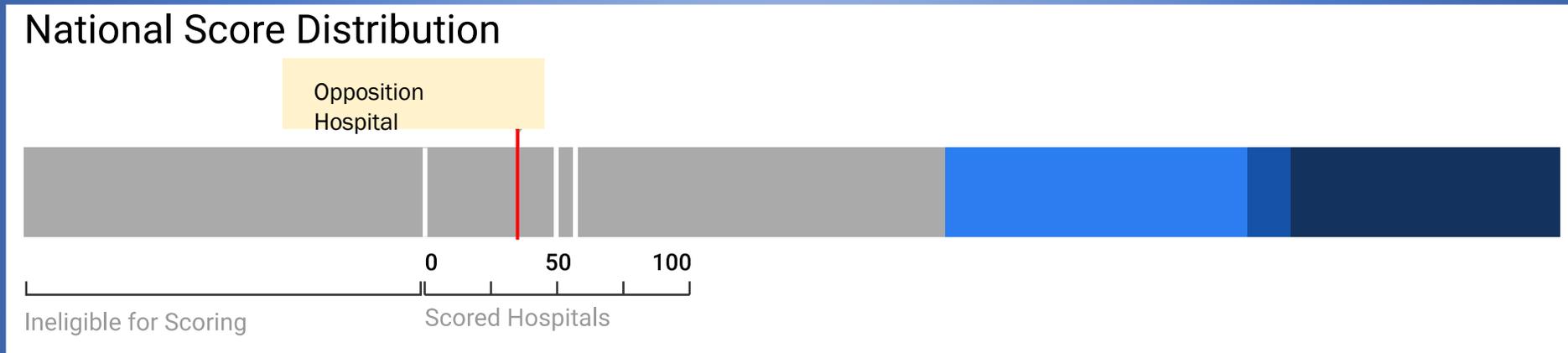
<u>Specialty</u>	<u>National Rank</u>	<u>Overall Score (100)</u>
• Cancer	Not Ranked	48.9
• Diabetes & Endocrinology	Not Ranked	56.2
• Gastroenterology & GI Surgery	Not Ranked	50.5
• Geriatrics	Not Ranked	42
• Gynecology	Not Ranked	52.6
• Nephrology	Not Ranked	52.8
• Neurology & Neurosurgery	Not Ranked	42
• Orthopedics	Not Ranked	35.1
• Pulmonology	Not Ranked	52.1
• Urology	Not Ranked	59.4

# ORTHOPEDIC DATA

## ORTHOPEDICS SCORECARD (HEALTH & US NEWS)

OVERALL: **NOT RANKED**

OVERALL SCORE: **35.1** out of 100



## SURGICAL OUTCOMES & PATIENT EXPERIENCE

\*30-day survival: BELOW AVERAGE

\*Number of patients: **HIGH**

\*Patient services: AVERAGE

\*Knee Replacement: AVERAGE

\*Patient safety: AVERAGE

\*Advanced technologies: AVERAGE

\*Reputation with physicians in specialty: BELOW AVERAGE

\*Hip Replacement: AVERAGE

\*\*NOT Recognized as Nurse Magnet hospital

# OUR JOURNEY...

- FEBRUARY 2017- SUPERIOR COURT REVERSES DCH CON DECISION
- FEBRUARY 14, 2018- COURT OF APPEALS SUSTAINED SUPERIOR COURT DECISION
- FEBRUARY 15, 2018- GEORGIA STATE CAPITOL LEGISLATIVE SESSION
- MARCH 29, 2018- LEGISLATIVE SESSION ENDS BILL NOT VOTED ON
- MARCH 31, 2018 – PHONE CALL

**WHY NOT JUST GIVE UP ???**

# LIEUTENANT MITCH HARRIS



NAVAL ACADEMY

LIEUTENANT HARRIS



ST. LOUIS CARDINALS

# PETER MOYLAN

\*Provide opportunity to achieve goals



# TOMMY HANSON

## SHATTERED DREAM

The Shocking Death of Former Braves  
Phenom Tommy Hanson  
Left Friends, Family to Pick Up the  
Pieces

By Scott Miller



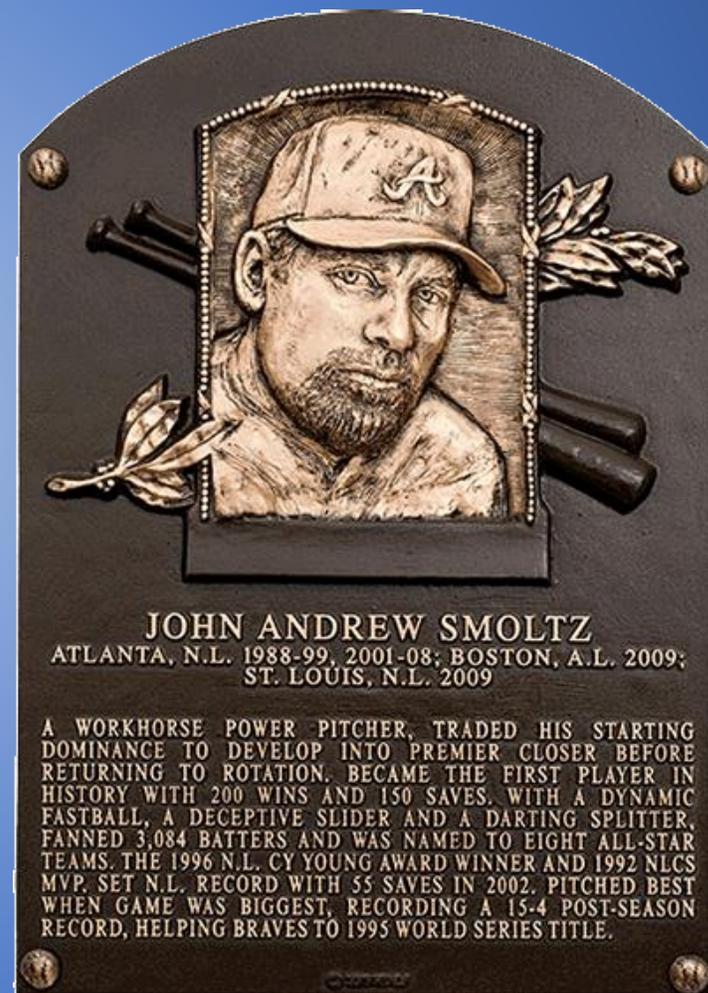
Tommy Hanson dead: Former  
MLB pitcher dies at 29  
surrounded by Braves  
teammates

Updated on Nov 10, 2015 at 08:55 AM EST



# JOHN SMOLTZ

- Inducted into the National Baseball Hall of Fame in 2015
- First inductee to have Tommy John surgery
- Traveled 25+ times out of state for **EXPERT QUALITY CARE**



# HALEY AND CODY WORTHY



\*Retaining the best Healthcare & Innovation talent in Georgia

# ATHLETES AND SUPPORTERS



CHARLES BARKLEY



JACK NICKLAS



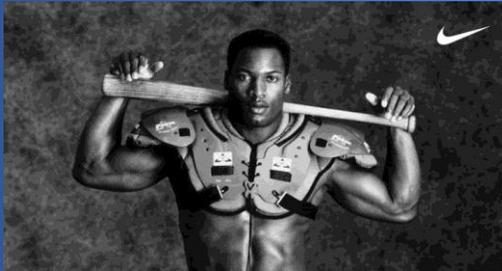
DREW BREES



MICHAEL JORDAN



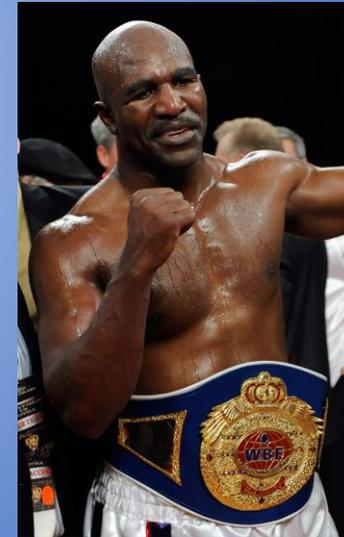
PEYTON MANNING



BO JACKSON



NICK CHUBB



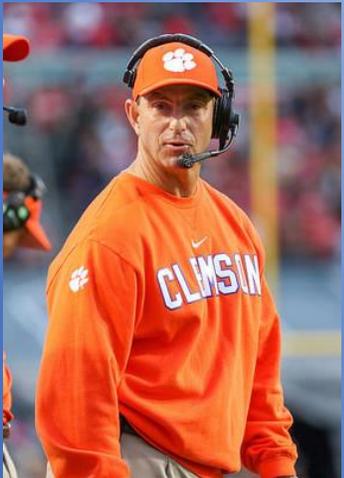
EVANDER HOLYFIELD



SHAQ



TODD GURLEY



DABO SWINNEY



DEREK JETER



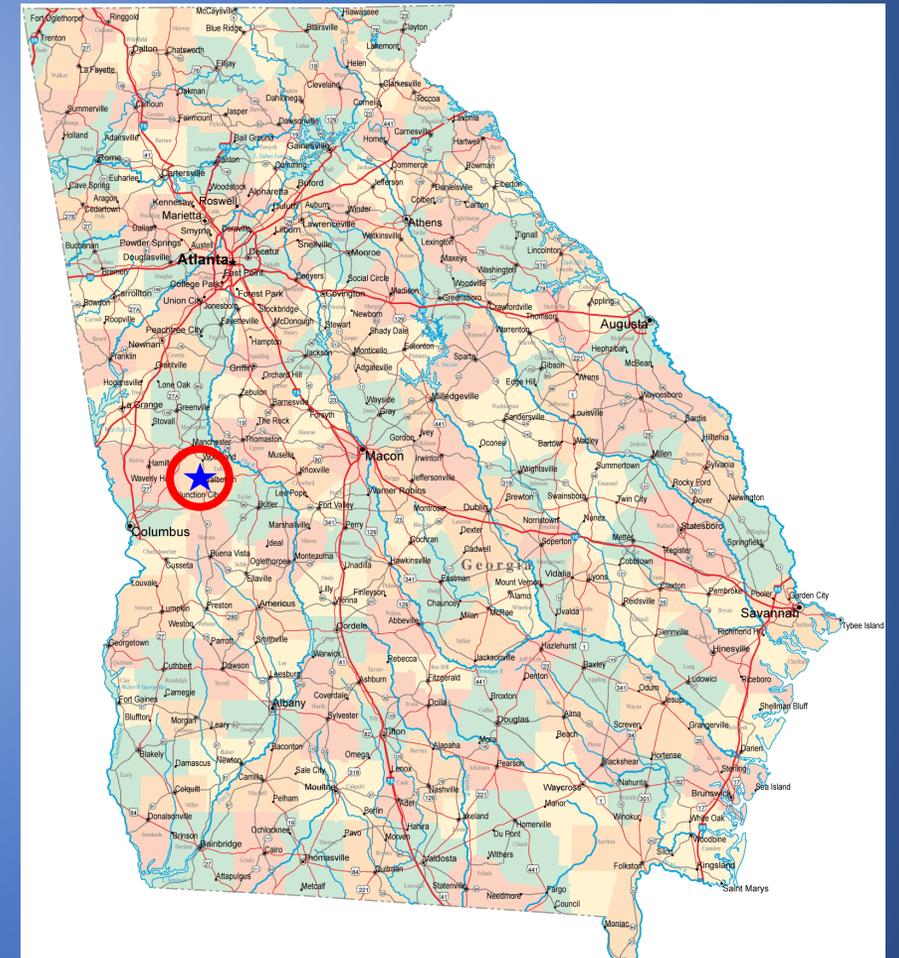
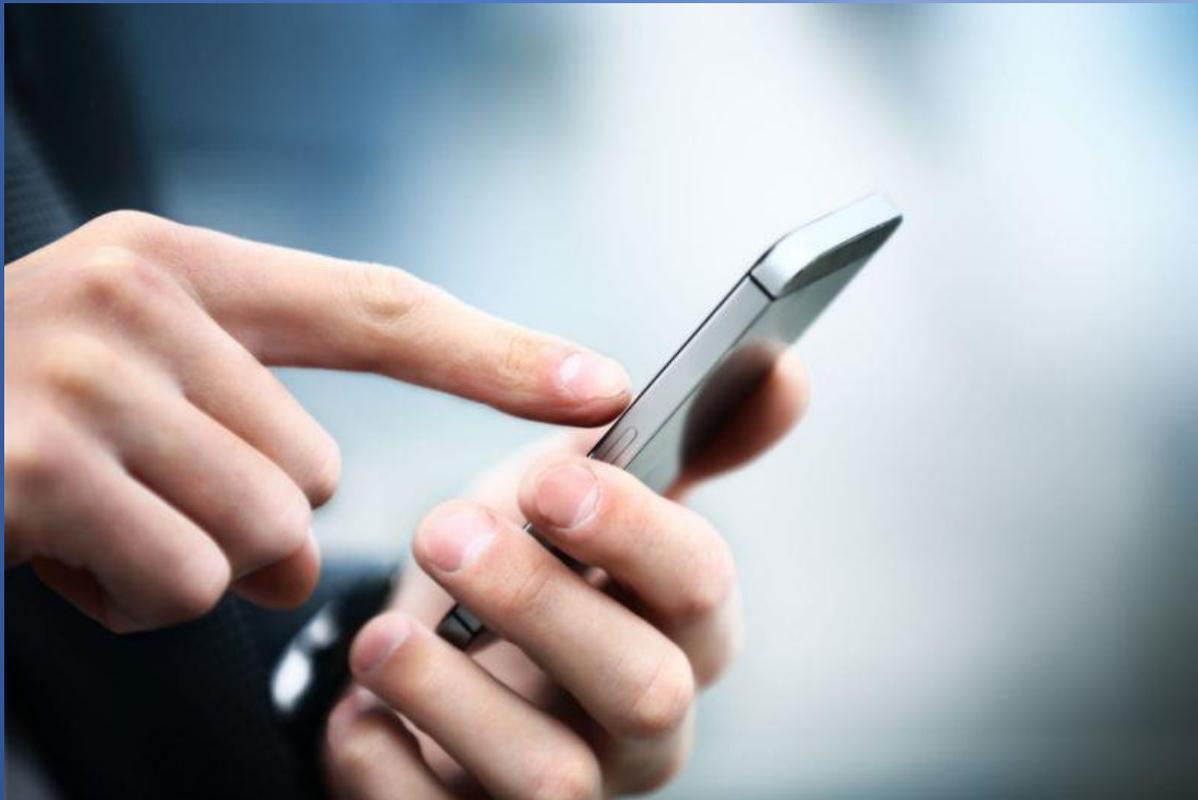
HHH

# CON PROCESS OVER

- ALMOST 4 YEARS
  - APPROXIMATELY \$3M
  - GLOBAL SUPPORT
  - DCH APPROVED TWICE
- 
- AUGUST 30, 2018- ANNOUNCEMENT

# SEPTEMBER 05, 2018

## PHONE CALL



**TO WIN, IT TAKES TEAMWORK**

**QUALITY  
BEST OUTCOMES  
ACCESSIBILITY  
COST EFFICIENT  
SUPPORT  
OPPORTUNITIES  
EMPOWERMENT**

**CITIZENS OF GEORGIA DESERVE THE BEST**

# KENNY HANCOCK



RECOGNIZED BY BECKER'S HEALTHCARE AS "A TOP LEADER IN THE HEALTHCARE INDUSTRY SPECIALIZING IN AMBULATORY SURGERY CENTER DEVELOPMENT AND MANAGEMENT "