



PROJECT

# CENTER

## RELOCATION PROPOSAL

DATE

1/26/2017

CLIENT

JEFFREY R. BOYD, M.D.



# Proposal Outline

- \* Background
- \* Reasons for moving
- \* Review of Plans
- \* Costs
- \* Conclusion / Discussion



# Background

- \* CLC was founded 18 years ago as a single specialty, ophthalmic ASC
- \* Located at the far end of Harmony Plaza in Newark.
- \* Long established as an efficient, low cost ASC serving NCCo patients as well as the quad-state area.
- \* Commonly provided services include cataract surgery, retinal laser treatments, glaucoma laser treatment and surgery, oculoplastic surgery, and refractive surgery.
- \* Tens of thousands of procedures have been performed with complication rates and infection rates far below national averages.



# Limitations at CLC (4200 sq. ft)

- \* Limited to 5 pre-op/post-op rooms
- \* Small waiting room/check-in area
- \* Lasers housed in operating rooms (excimer, YAG, Argon, femtosecond)
- \* High traffic road and parking lot (crime)
- \* Life Safety Code waiver situation



# Firewall Waiver

- \* Despite our best efforts and State approvals for our plans regarding recent MOC, it was discovered afterwards that we were deficient of a 1 hr rated firewall around CLC.
- \* We were given a 3 year limited waiver of this requirement because of the extreme logistical and financial difficulties of repeating extensive demolition/renovations. Plus, our patients are not unconscious and we have a full sprinkler system.
- \* We would like to use this as an opportunity to improve our center and prepare for the future of ophthalmic surgery. Makes more sense to build correctly from the start, rather than retrofit an outdated smaller space.



# Ophthalmic Surgery Advances

- \* Anterior and posterior segment laser procedures do not require a sterile operating room setting.
- \* Current situation is less efficient because lasers are housed in the operating rooms, creating schedule and patient flow bottlenecks. Especially problematic when multiple doctors using the facility.
- \* Femtosecond laser assisted cataract surgery (FDA approved since 2010) is increasing in demand and popularity. Offers some safety and precision benefits as well as simultaneous astigmatism treatment. Currently our femto is inside an operating room, which is less efficient than it could be.



# Relocation Advantages

- \* Can house lasers in dedicated laser suites
- \* Can more efficiently schedule and process patients receiving laser procedures or laser assisted cataract surgery.
- \* More pre-op/post-op bays. Larger waiting room.
- \* More space for staff, nursing, admin/billing, and storage
- \* Better access to highway on/off ramps. Better parking situation. Safer.
- \* Will be built with full fire code provisions.



# 620 Churchmans Road

- \* Will be a 3 story medical office building with approx 41,000 sq ft.
- \* CLC will occupy over half of the ground floor. ECD will occupy part of the second floor.
- \* Class "A" office space
- \* CLC will be a rental tenant with a long term lease.





620 Churchmans Rd

620 Churchmans Rd, Newark, DE 19702

Route



SAVE



LABEL



SHARE



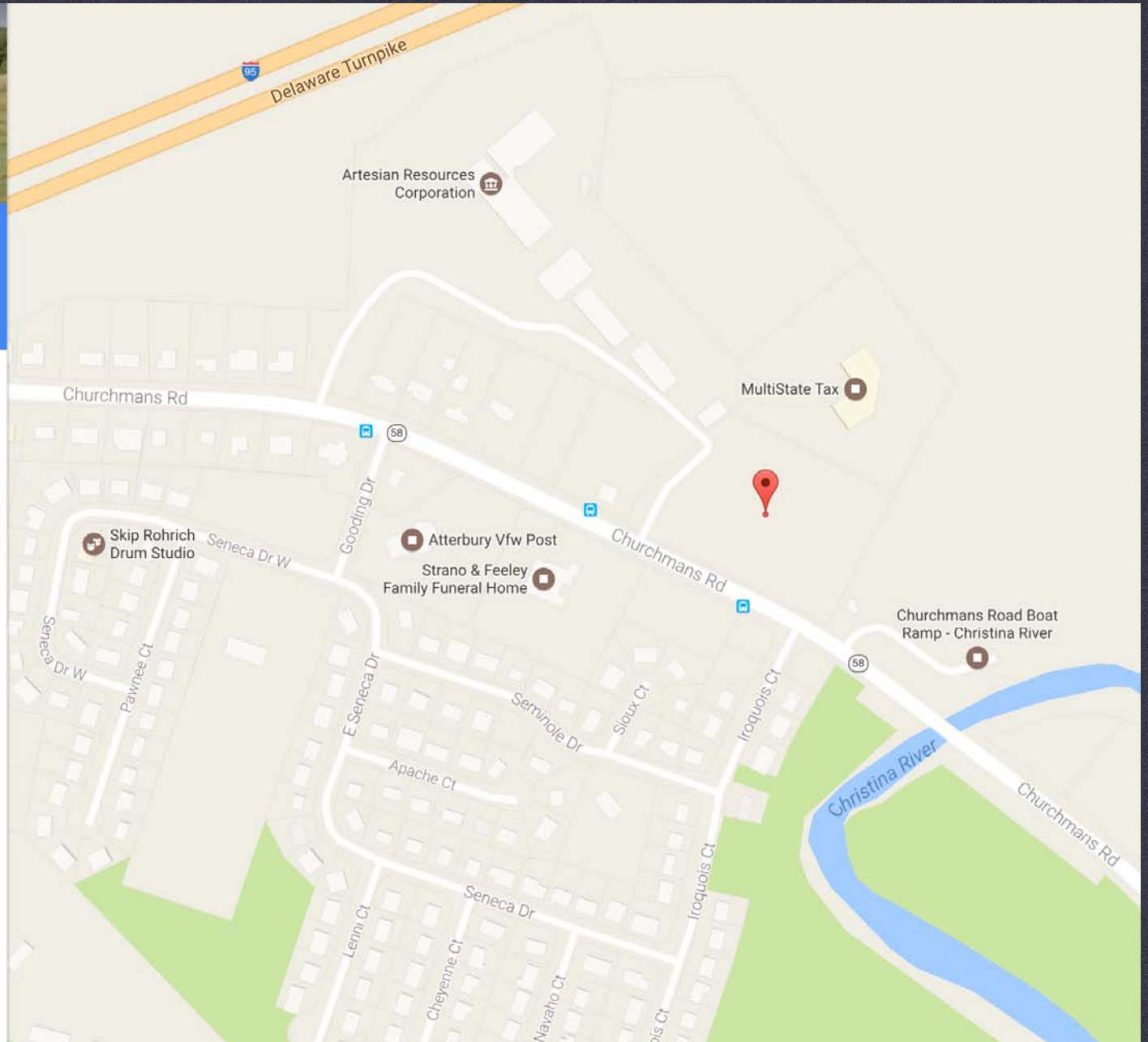
Report a problem



Add a missing place



87F6M9P8+H6



# 620 CHURCHMANS RD





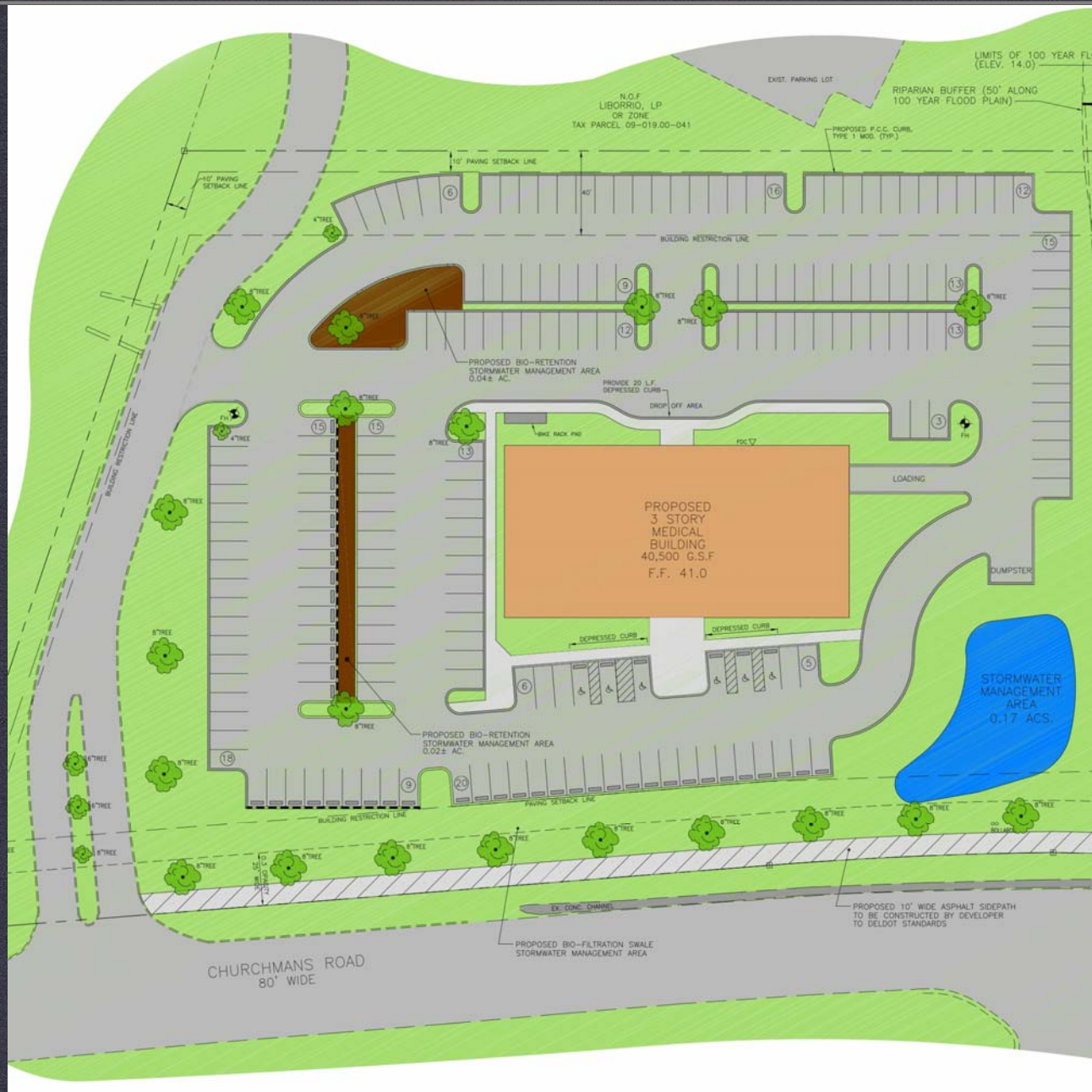
**B S A + A**

COUNTY COMMERCE MEDICAL OFFICE BUILDING  
620 CHURCHMAN'S ROAD, WILMINGTON DE

1

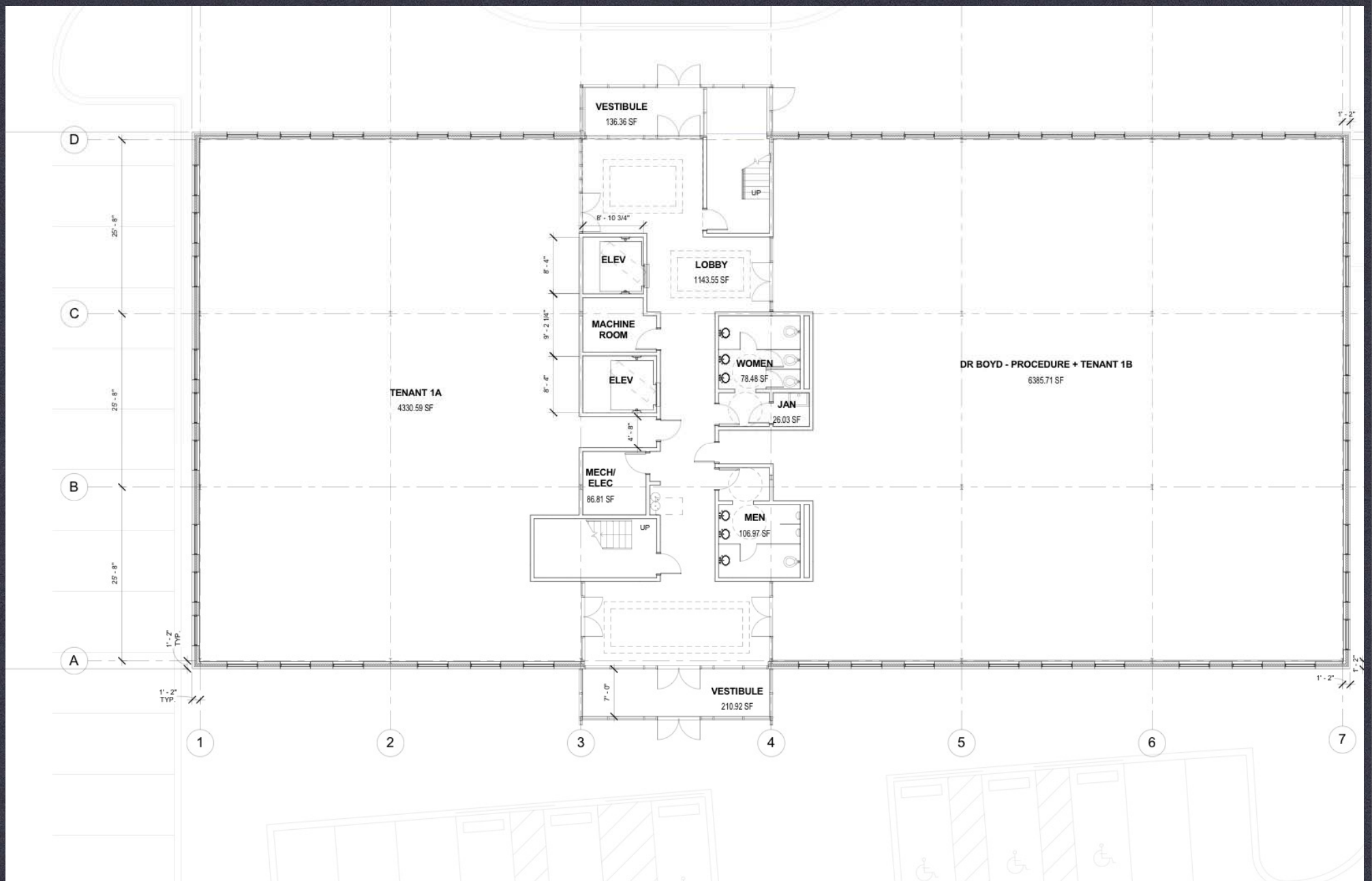
DAYTIME RENDERING





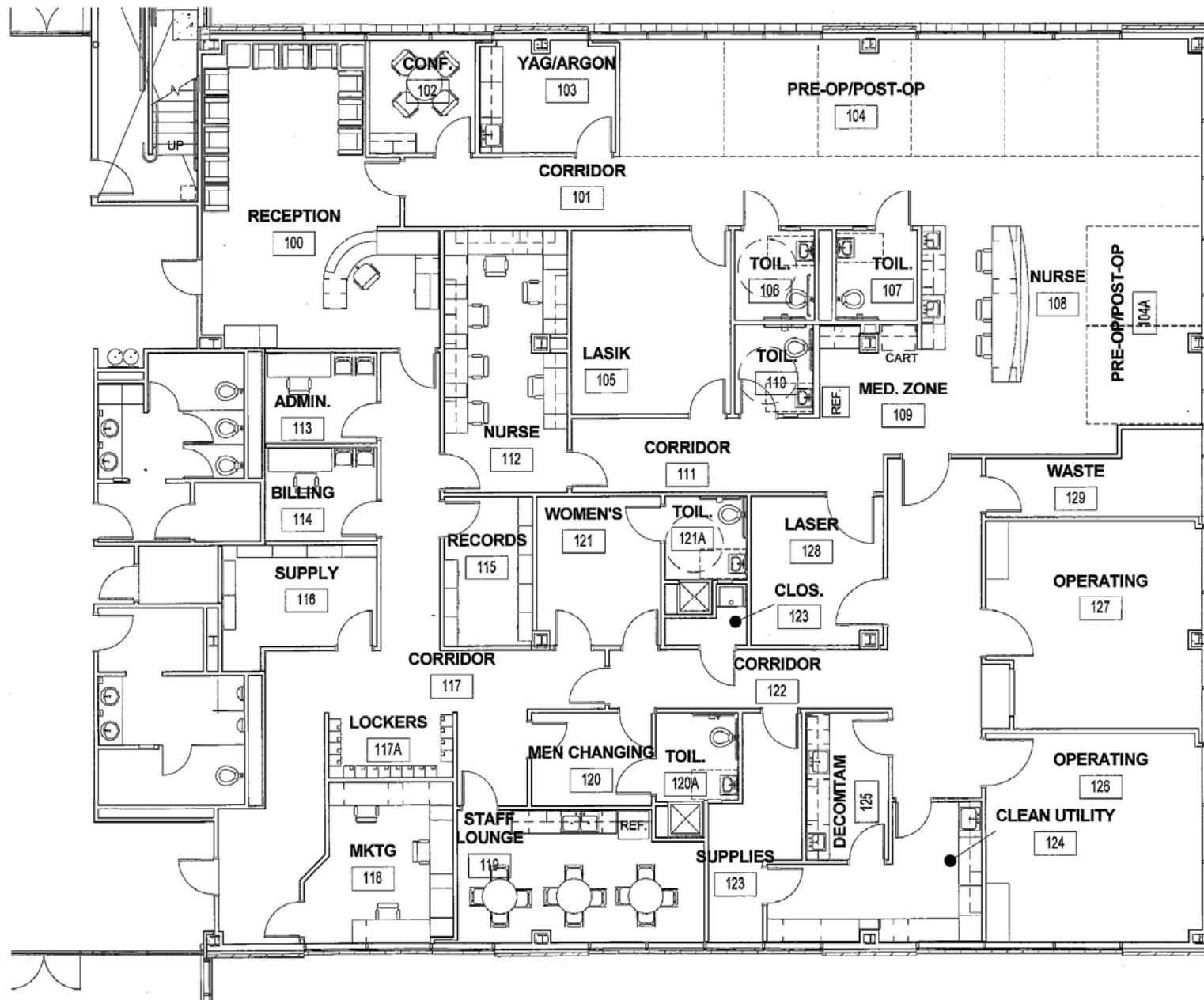
SITE PLAN





# BUILDING SHELL DESIGN





EYE CARE  
OF DELAWARE  
1st Fl. Tenant Fit Out  
Medical Office Bldg.

11-22-16

# CATARACT AND LASER CENTER, LLC

6,821 SQ. FT. USABLE SPACE





COUNTY COMMERCE MEDICAL OFFICE BUILDING  
620 CHURCHMAN'S ROAD, WILMINGTON DE

BUILDING INTERIOR





PROJECT

# BUILDING INTERIOR

(DECORATIVE DETAILS FIRE CODE

DATE

DATE

COMPLIANT)

CLIENT

NAME



# Planning Process

- \* Enlisted Practice Flow Solutions (PFS) to develop practice and ASC plans. Analyzed current flow and patient volumes.
- \* PFS developed plans to maximize organization and efficiency. These plans were then used by our architects (BSA+A) to develop actual construction blueprints.
- \* CLC plans had an informal review with OHFLC. No deficiencies noted.



# Costs

- \* Capital expenditures minimal if anything.
- \* We are an existing center and already have all necessary surgical equipment.
- \* CLC will be a rental tenant and therefore will not be responsible for any construction costs. Space planning fees already paid.
- \* Any tenant improvement fit-out costs which exceed allowances can be amortized with the rent over an extended term lease.
- \* Rent will be higher than current location but this will likely be offset by higher volumes of procedures, scheduling advantages, higher efficiency.
- \* Also, a more modernized center with more accessibility may attract other surgeons to use the facility. Could lead to increased revenues.



# Demographics

- \* Our surgical volumes continue to increase. Cataract surgery is the most commonly performed elective surgery in the U.S. Over 3M done annually. Approx 10,000 people per day become Medicare eligible.
- \* The rate of ophthalmologists retiring exceeds the supply of new surgeons. Therefore, cataract surgery is drifting towards a smaller number of high volume surgeons. Higher volume surgeons need ASCs equipped and able to handle this workload.
- \* This trend will only continue as the population ages. Demand for high quality, high efficiency, low cost ophthalmic surgery will only increase.
- \* While we do an excellent job now, developing our new location with a mindset toward the future of our profession will only benefit our local community of patients.



# Conclusions

- CLC currently has some structural limitations which cannot be fixed in present space.
- Relocating can help us enhance efficiency and prepare for the future.
- Relocating CLC will benefit our local community of patients enabling us to offer our lower costs to more people.
- Demographic shifts will only increase the demand for our services in coming years.
- Relocating CLC can be accomplished with minimal (if any) capital expenditures.
- Thank you for your attention and consideration!
- Questions?