

New Hanover County Partnership Advisory Group

Meeting #12

May 7, 2020



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APPROVAL OF MINUTES

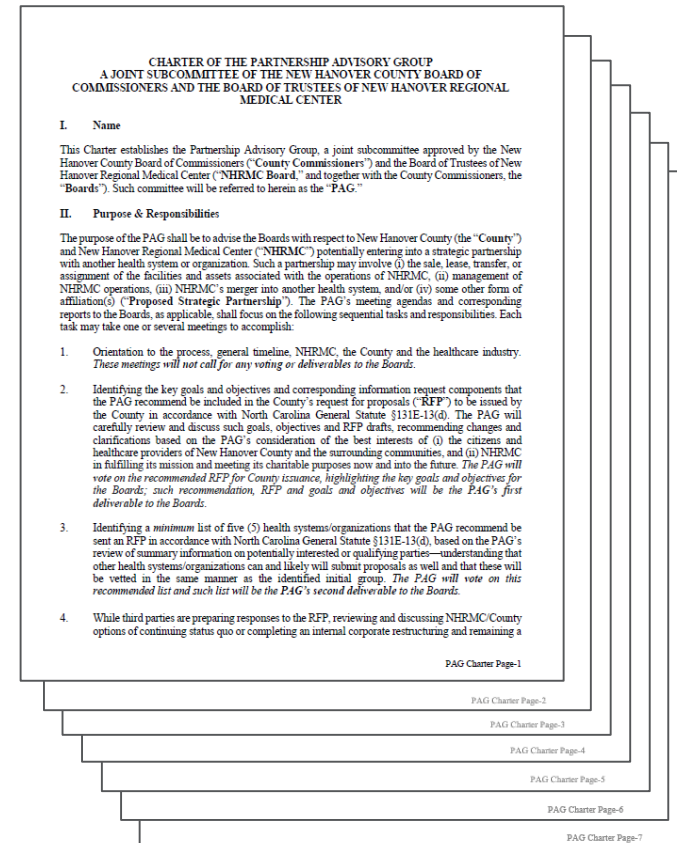


PAG CHARTER ALIGNMENT

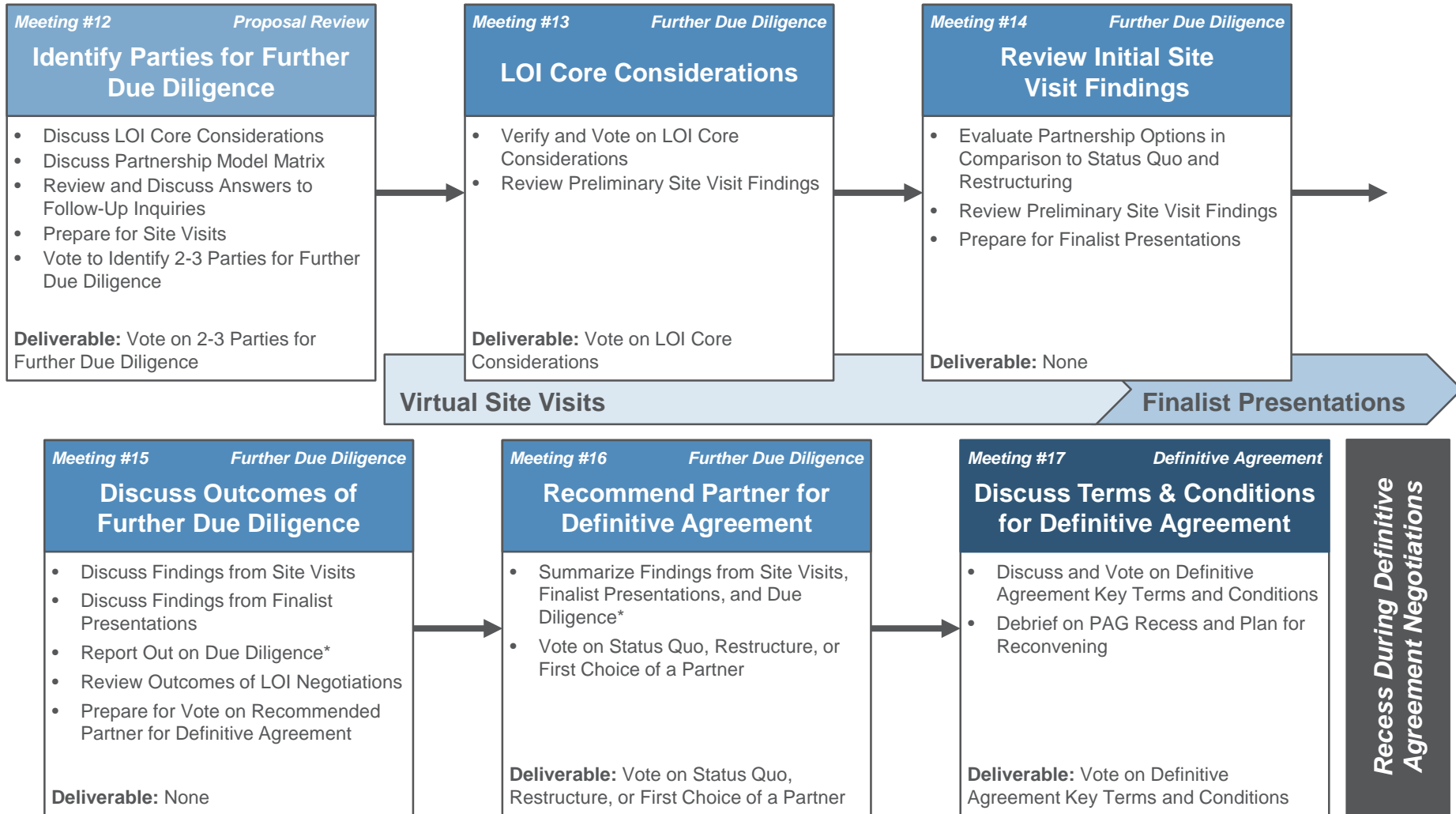
THE PAG CHARTER DEFINES THE RESPONSIBILITIES AND DELIVERABLES OF THE PAG

Partnership Advisory Group Deliverables

- ✓ The PAG will vote on the **recommended RFP for County issuance, highlighting the key goals and objectives** for the Boards
- ✓ The PAG will vote on its **recommended list of health systems/organizations that the PAG recommend be sent an RFP**
- The PAG will vote on recommended internal **list of two to three responding parties to further research** (other proposals placed on hold pending public input); final public narrowed list recommendation to follow Public Hearing
- The PAG will vote on...**either (i) not moving forward with a Proposed Strategic Partnership with any party/parties at this time and focusing instead on an internal restructuring or status quo, or (ii) negotiating a letter of intent (“LOI”)** with the PAG’s first choice of a partner (or a combination of partnerships)
- If recommending (ii), then the PAG also will vote on and recommend its **list of LOI core considerations**, based on Support **Team’s standard comprehensive list of LOI topics to tailor**
- The PAG will vote on **the list of key terms and conditions of the definitive agreement(s)**, based on Support Team drafts, and deliver to Boards
- The PAG will **vote either in support of, or not in support of moving forward with executing and implementing final definitive agreement(s)**



THE COMBINED PAG PROPOSAL EVALUATION PROCESS WILL SPAN 3.5 MONTHS, FROM MID-MARCH TO EARLY JULY



*The PAG Support Team will continue to conduct due diligence on the potential partner and complete some of the confirmatory reverse due diligence during this stage. The confirmatory reverse due diligence will continue during the definitive agreement negotiations in the next phase.

VOTE TO IDENTIFY 2-3 RESPONDENTS
FOR FURTHER DUE DILIGENCE



NEXT STEPS AND SITE VISITS

SITE VISIT APPROACH

- A standard approach for Site Visits includes a one-day visit to headquarters, a discussion with key stakeholders from a recently acquired hospital, and provider-to-provider conversations
- NHRMC and the County have suggested adding Work Group specific site visits in addition to the standard approach
- In light of COVID-19, including North Carolina state-wide restrictions and new practices related to visitors at healthcare facilities, the PAG's participation in site visits will be virtual
- The anticipated timeline for Site Visits is the week of May 18th, May 25th, and June 1st
- There are two potential approaches for site visits to include the PAG Work Groups. It is important to consider logistics in determining the best approach:
 - **Option A** allows all PAG Work Groups to conduct a virtual site visit in addition to the standard site visit. This results in a request of each Respondent for 8 total meetings scheduled over a three-week period
 - **Option B** allows all work group members, or representatives of the work groups, to participate in a virtual site visit that addresses their goal and objectives along with other goals and objectives. This results in a request of each Respondent for 4 total meetings scheduled over a three-week period



CLOSING REMARKS

Thank You