



**Appalachian  
Cardiovascular  
Associates**

1990 GAULT AVENUE, NORTH, SUITE 200  
FORT PAYNE, ALABAMA 35967  
(256) 997-9200

**RECEIVED**

**DEC 01 2014**

**STATE HEALTH PLANNING  
AND DEVELOPMENT AGENCY**

November 25, 2014

Alva Lambert, Executive Director  
State Health Planning and Development Agency  
100 North Union Street  
Suite 870  
Montgomery, AL 36104

Dear Mr. Lambert and colleagues,

I respectfully request your consideration for a "letter of non-reviewability" from your agency with regard to my intention of opening an angiography suite in my medical office, under the Physician Office Exemption from the certificate of need review process, provided by Alabama code § 22-21-260(6) (1975 as amended).

I am a cardiologist in solo practice (AL license 24558) in good standing since February 2002. I practice full time in Alabama at this location.

My practice is an Alabama S corporation, incorporated in 2002, registered with the State legislature, and I continue to be 100% owner of this medical practice. There are no investors, and no hospital involvement in my medical practice.

I own my own medical practice, called Appalachian Cardiovascular Associates, which has a primary location at 1990 Gault Avenue North, Suite 200, Fort Payne, AL, 35968. I rent clinic space in Centre, AL to provide a satellite clinic one half day a week. I also own Aqua Medispa and Vein Studio, in Gadsden, AL, where I perform laser ablation of refluxing varicose veins. These are the only locations where I see patients.

My practice has continued to grow since 2002. I have hired a nurse practitioner, and a physician's assistant. I am recruiting another cardiologist. In my practice, I perform echocardiograms, nuclear stress testing, endovenous ablation of refluxing veins, diagnostic and interventional cardiac procedures, pacemaker and defibrillator implantation, peripheral arterial intervention, and central venous stenting for iliac vein compression.

I outsource my billing to New Millenium Billing Company, which is owned by my office manager. They provide me with a team billing approach, and stay on top of the changing landscape. I pay that company a commission on collected gross receipts for their services.

I wish to construct an angiography suite within my medical office in Fort Payne, Alabama, to perform low risk angiographic procedures, such as peripheral arterial and venous angiography, and peripheral interventions, implantable loop recorder insertion, diagnostic cardiac catheterization, peripheral angiography, vena cava filter insertion.

There is one cardiac cath lab in this county, located at DeKalb Regional Medical Center, where the current volume exceeds 100 cases a month. This volume makes it difficult for me to schedule my cases at a time that is reasonable for my patients' schedules and for my schedule. Due to this time constraint in the hospital cath lab schedule, I wish to offer my patients the ease and convenience of an outpatient lab for the low risk procedures where the chance of having a stroke or myocardial infarction is exceedingly low, the bleeding risk is very low, and the chance of my patient needing an overnight stay will be minimal to zero. I will perform only low risk outpatient procedures in this angiography suite that will be fully staffed by licensed RTs, CVTs, and RNs. It will not be used for inpatient care, but exclusively for outpatients getting low risk procedures.

I have attached a diagram of the proposed 3312 sq ft buildout area. Currently, the un-built space is located on the main level of my building, with a concrete floor, cinder block walls, poured concrete ceiling above (the second level, where my medical practice is based, has a poured concrete floor), supported by steel joists and steel beams. The build-out is all interior work, as the vacant space has been dried in and unused for ten years.

Furniture/fixtures/equipment (FF&E) will cost no more than \$100,000 (a very liberal estimate) and the buildout of 3300sq ft of generic medical procedural space will cost no more than \$300,000. The angiographic equipment, installed, is bid at \$275,000. This gives a high-end build cost estimate of \$675,000. I already own the land and building (red brick building shown in the full page photo), and my medical practice comfortably pays the \$4800/month note on the mortgage.

Intravascular ultrasound will be placed at no charge by Volcano Corporation under a 6 catheter per month usage agreement. All Boston Scientific balloons and stents (for venous stenting) will be placed on consignment, at no up-front cost to my practice. All Bard, Medtronic, Cook, and Abbott peripheral arterial interventional balloons and stents will be placed on consignment, at no up-front cost to the practice. We estimate first year disposable supply and product cost to be \$350,000, with an additional payroll of \$250,000. The total first year operation cost is estimated at \$600,000.

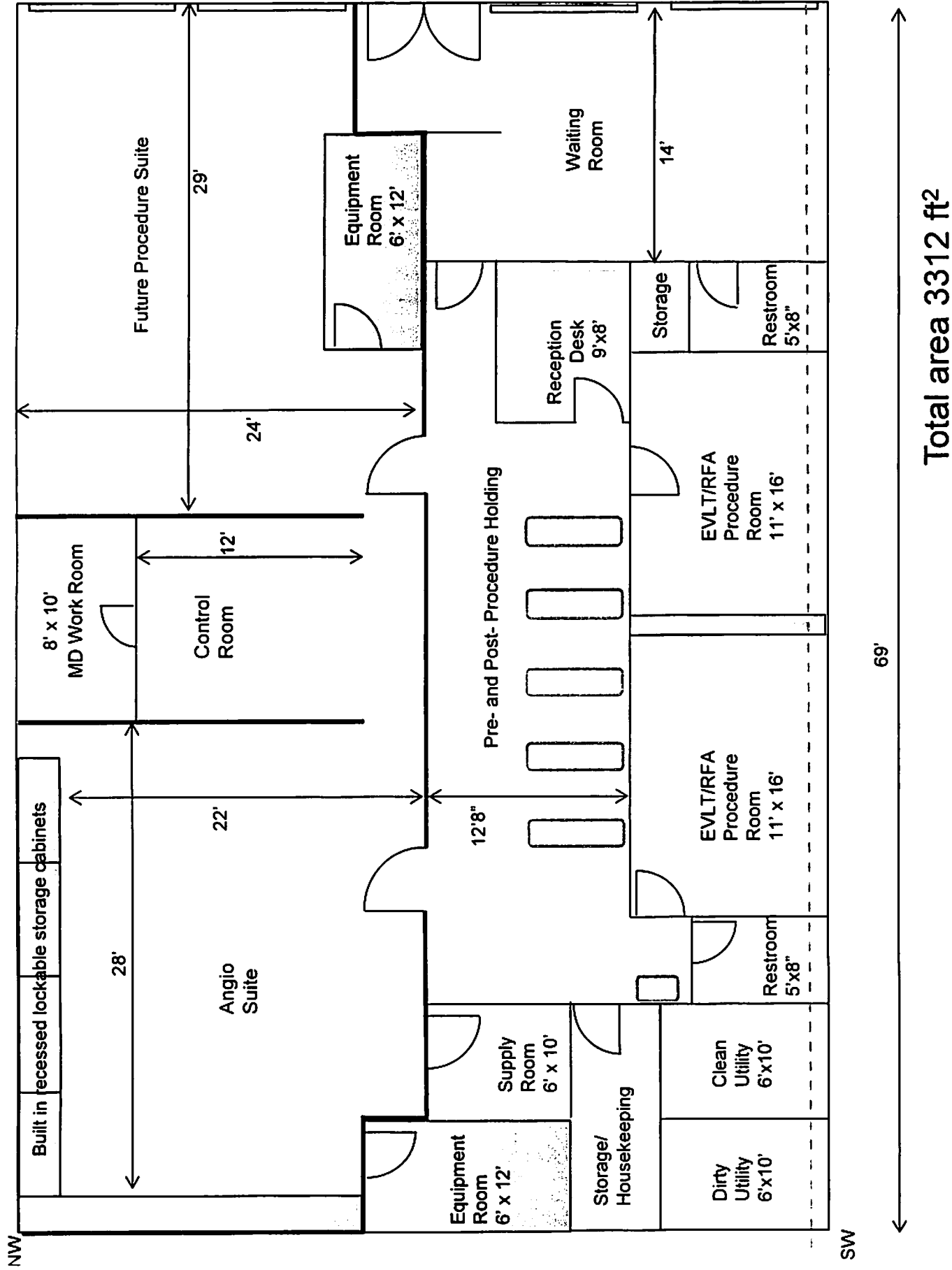
I trust that the information provided is sufficient to demonstrate that this single-specialty procedure suite can be constructed inside my existing office building for under \$675,000, with no hospital involvement, treating only outpatients by physicians employed solely by Appalachian Cardiovascular Associates, Inc. Please contact me if further information is required to grant the requested letter of non-reviewability under the Physician's Office Exemption to CON review process provided by Alabama Code.

I respectfully submit this letter for your consideration.

Sincerely,

A handwritten signature in black ink that reads "Sanjeev Saxena MD". The signature is written in a cursive, flowing style.

Sanjeev Saxena, MD, MBA, FACC



# Integrity Medical Systems, Inc.

Office/Refurbishing: 13831 Jetport Commerce Parkway • Fort Myers, FL 33913  
TEL: 800-722-3646 • 239.454.9555 • FAX: 239.454.9599

## PROFORMA INVOICE

INV#201411117

### SOLD TO:

Sanjeev Saxena, MD, FACC  
Appalachian Cardiovascular Associates, Inc.  
1990 Gault Avenue, North, Suite 200  
Fort Payne, AL 35967  
256-997-9200 • 256-996-5888 cellular  
Customer#81794

### SHIP TO:

Ship To: To be determined.

DATE		SHIP VIA	F.O.B.	TERMS	
November 7, 2014		Best Way.	Fort Myers	25% deposit with the order. 65% prior to shipping. Balance on installation and acceptance.	
BY	FREIGHT		REQ. DATE	REMARKS	
DBD	To be determined.		To be determined.	Price includes installation and 30-Day Parts Warranty.	
QTY.	ITEM No.	DESCRIPTION		UNIT COST	EXT. COST
1	01	<b>Philips Allura Xper FD20</b> 2009 Model. Ceiling Mounted C-Arm, X-Ray Generator 100kW, Voltage Range 40-125kV, Three Programmable Fluoroscopy Modes, Trace Subtract Fluoroscopy, Image Detection, Viewing, (2) 18 inch Monochrome LCD Monitors, User Interface, Remote Intercom, Table Side Modules, Maximus Rotalix Ceramic Grid Switch, Anode Heat Storage Capacity of 2.4MHU, RIS/CIS DICOM Interface, Full Autocal, Vascular Quant Software Pkg, Pivot for Table Base, Xper Table Tilt, Medrad Provis Rack Mount. Available Now.  <b>Invoice Accepted By:</b>  _____ <b>Signature</b>  _____ <b>Name</b>  _____ <b>Title</b>  _____ <b>Date</b>		\$275,000.00	\$275,000.00

