

12/23/99 THU 03:16 FAX 7706130070

CLINICA DE MAMA

001



Clinica de la Mama

TO: George Newby
FROM: Tracey Erwin
DATE: 12-22-99

Clinica de la Mama has clinic locations in the following areas:

Clinica de la Mama – Norcross
5139 Jimmy Carter Blvd. #205
Norcross, GA 30093

Clinica de la Mama – Cumming
260 Elm Street
Cumming, GA 30028

Clinica de la Mama – Austell
1680 Mulkey St. Suite B
Austell, GA 30130

Currently, the largest volume of patients is in Norcross. Cumming and Austell are relatively new clinics and are growing. When the Norcross clinic was opened, we had 85 new Obstetric patients in the first month. Volume continues to be between 75 – 100 new "self pay" obstetric patients per month. This figure does not include insurance or medicaid patients. Approximately 10-15% of the patients coming to the clinic have some form of third party insurance or medicaid.

The Cumming clinic opened 9-20-99 and since then has accepted 150 new obstetric patients. Our volume is growing monthly. We expect 60 new obstetric patients per month at that location.

The Austell clinic just opened in December. Since opening we have had 37 new obstetric patients and have done little to no marketing in that area. Beginning January 3, 2000 we are beginning our marketing efforts in Cobb county and the surrounding areas to increase visibility and numbers in that facility.

We forecast the South Atlanta clinic to see numbers similar to the Norcross facility. Within 6 months we project the clinic to be accepting approx 80 new obstetric patients per month.

5139 Jimmy Carter Blvd. • Suite 205 • Norcross, GA 30093
770-613-0070 • Fax: 770-613-0990