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Ilawarra International health precinct

dedicated to your health[®]

伊拉瓦拉 (Ilawarra) 国际健康社区
专注您的健康

Slide 1 – Intro 简介

The Illawarra International Health Precinct. 伊拉瓦拉国际健康社区



Slide 2 - The Vision 设想



The Vision 设想

- To develop a major Private Tertiary Referral Teaching Hospital and Health Care Precinct. 建设一座具有影响力的私立高等教育转诊教学医院及健康社区
- To service the growing regional population of the Illawarra and South Coast of NSW. 服务于位于新南威尔士南部沿海地区，及伊拉瓦拉市的日渐增长的人口
- To provide a high quality medical resource, facilitating education and research of national and international standards. 提供高水准的医疗资源，并推动具有国际标准的教学研究活动

Slide 3 - The Result 成果



Facilitating excellence and efficiency in health delivery within an empathetic environment. Juxtaposed with staff development and education. 秉承“仁心”、“仁术”的医者风范，在医疗领域成就卓越。与此同时，兼顾员工的培养和发展。

Slide 4 - The Model 模式

Private health makes an individual responsible for outcomes as distinct from relying on the system. 私立医疗是区别于体制医疗的一种，以一种个人负责制来达到所需成果的医疗体系

- GP of your choice admits and is responsible for your care and discharge. 由患者指定的全科医生接诊患者，并负责到底，直至痊愈。
- Specialists are involved at the procedural level only, ensuring productive and effective outcomes and negating time wasted on less menial tasks. 专科医师只在治疗过程中介入，以确保治疗方案具有时效性，避免医疗资源的浪费。
- Medical advisory and ethics committee along with credentialing will be performed by the professors of the various disciplines from the associated universities. 来自各个合作高校各个医疗领域的专家，将组成医疗顾问组、伦理委员会以及资格认证机制。
- Australia with an aging population and a decreasing work force, the above model facilitates meeting that demand through improved efficiency and work practices. 就目前澳大利亚人口老龄化及逐渐衰退的劳动力市场来说，以上模式的实用性和时效性，必将响应当今市场需求。



Slide 5 – Training 培训

- As a Tertiary Referral Teaching hospital with associated universities. The precinct will undertake to train the doctors within the hospital and ensure they remain in the area. 作为一座与合作高校联办的高等教育转诊教学医院，
- DE-SKILLING OF GENERAL PRACTITIONERS – Government marginalization of general practice which was basically a cottage industry and isolated has led to de-skilling, health problems (including mental problems), social and intellectual.降低全科医生的技术性—政府对全科医生业务的边缘化，导致全科医生培训成了小作坊式、完全孤立的行业，从而导致医生技术性降低，对健康问题（包括精神健康问题）的忽视，从而造成社会问题以及医学学术问题。
- GETTING OUR GENERALISTS BACK - We will initiate the steps and emulate universities and colleges training programs to ensure collaborative outcomes for the Illawarra and surrounding areas. 全面提高全科医生医疗水平—我们将逐渐推广并效仿高等院校和专科学校的培训机制，以确保在伊拉瓦拉及周边地区推广合作机制。



Slide 6 - The Illawarra Area 伊拉瓦拉地区

- The precinct is the epicenter of the regions ever burgeoning population destined for West Dapto release. It is close to all transport and has design features ensuring easy access to all transport networks. 该社区是向西 Dapto 地区迅速增长的人口聚集的正中心，交通方便，其设计也确保其毗邻各大交通网络的特点。
- The precinct will satisfy the needs and demands of the future population of the City of Wollongong and the greater Illawarra which includes the area bounded by Sutherland in North, the wilderness coast line of Victoria in South, the Pacific ocean and west of the Southern Highlands. 该社区将满足卧龙岗市以及大伊拉瓦拉地区，包括北部接壤 Sutherland，南部连接广大维多利亚州沿海地区，将来人口增长所带来的医疗需求。

- A step towards the provision of medical manpower for the greater Illawarra by providing 21st century technology and facilities. The various components of the proposal and its enormity addresses all facets including population growth along with ongoing education, training and research, which ensures delivery of the medical needs of the greater Illawarra.用二十一世纪的科技与设施，为大伊拉瓦拉地区输入医疗技术资源提供助力。本方案视角广阔，涵盖内容丰富 提供了包括大伊拉瓦拉地区人口增长、该地区培训教育和医疗研究的需求等多个角度分析，从而确本该方案能切实满足该地区的医疗需求。



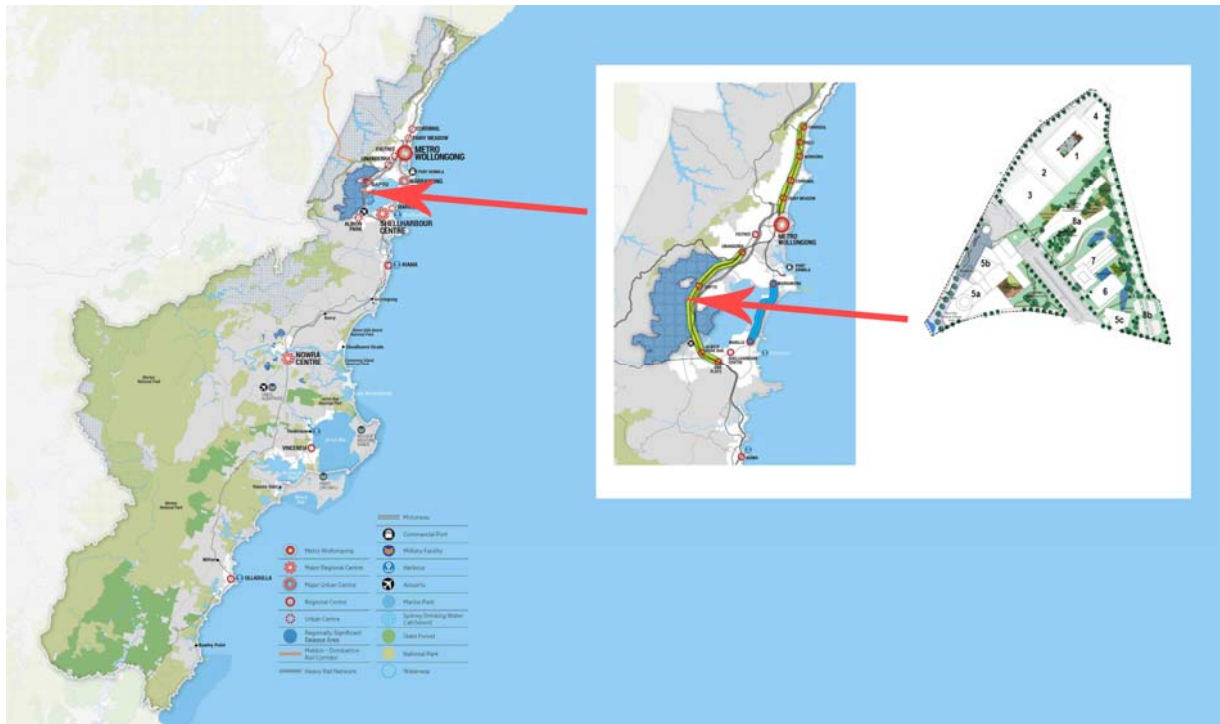
Slide 7 – Location 地点



- Close proximity to the Albion Park Rail Airport 毗邻 Albion Park 地铁站和机场
- 2.5 km from West Dapto railway station and CBD 距离 West Dapto 地铁站和市中心 2.5 公里
- 18.1km/16 min by car to the Wollongong CBD 据卧龙岗市中心仅 18.1 公里，驾车仅需 16 分钟
- Immediate availability of utilities and services 已经完备的基础设置
- Uninhibited by rail crossings 不受火车道限制
- A 700m stroll to the proposed Penrose/Huntley railway station 距 Penrose/Huntley 地铁站仅 700 米步行距离
- Flood free access to the F6 freeway 距 F6 国道公路无防洪通道
- Flood free access to the Princes Highway 距 Princes 高速公路无防洪通道

- Fronting onto a major public bus transport service link 正对主要公交线路
- Directly adjacent to existing residential developments 与现有居民区相接
- All Buildings are facing north with views of the escarpment and green space surrounding local waterways. 所有建筑北向，依山傍水有绿地景致环绕。

Slide 8 - Location 2

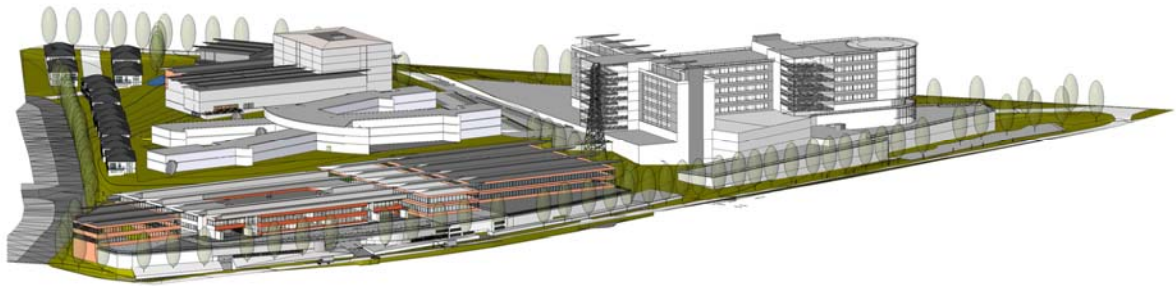


**PSD File Included*



Slide 9 - The Precinct

- Staged development corresponds with population growth and needs. 阶段式开发，应本地人口增长和需求而发展。
- “While I live, I grow.” By education, we ensure our workforce of the future. “活到老，学到老。”我们为未来不断培养专业人才。
- Set on 10.5 hectares of unencumbered freehold near road, rail and air transport nodes just south of Port Kembla in a fast-growing regional corridor, the site has been excavated and is ready for development. 占地 10.5 公顷，无阻碍永久产权。毗邻公路，机场，以及 Kembla 港，是经济和人口快速增长的地区经济通道。本址已经挖掘，可以立刻进入开发阶段。
- Planning permits are in place for all stages of the development and Stages 1 and 2 are 55% pre-leased. Construction Certificate has been issued and Building quotes are in hand. Construction will start as soon as funding is in place. 工程各个阶段土地开发许可已获批准，第一阶段与第二阶段已有 55% 预先出租成功。已经取得施工许可和承建单位施工报价。资金到位后，可以立刻施工。



green building council australia

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Healthcare Design v1

Slide 10 – Stages 施工阶段



The project comprises eight self-contained stages: 本项目包含 8 个独立施工阶段

- Stages 1 and 2 - Specialist and Surgical Centre; 24-hour Medical Centre, Radiology and Pathology. 一期、二期工程：专科诊所及手术中心，24 小时医疗诊所，放射科及化验科
- Stage 3 - 24-hour Trauma /Casualty with Theatres, Helipad and Rehabilitation Unit. 第三期，24 小时外伤手术中心，直升机停机坪，复健科。
- Stage 4 - Obstetric Unit with dedicated Caesarean Section Theatre, nursery and overnight beds. 第四期：妇产科及专门手术中心，育儿室及住院部
- Stage 5 - Tertiary Referral hospital encompassing all facets of medicine including a proton therapy unit, medical training. Commercial facilities: Shopping Plaza, Commercial Laundry, Dry Cleaning, Car Wash. 第五期，高等教育转诊教学医院，涵盖各个科室和医学领域，包括核医学部，医学培训部门。以及商业建筑设施：购物中心，洗衣房，干洗店，洗车中心等。
- Stage 6 - Residential facilities for nurses, medical students, medical officers and registrars (Unit development). 第六期，住房设施，为在职医护人员，学生，管理人员提供的住宅设施。
- Stage 7 – Accommodation for relatives or patients undergoing extended outpatient treatment. Further education facility in conjunction with Australian Universities, conferencing and reception facilities. 第七期。为非住院病人及家属提供的住宿设施。与澳大利亚高校合作的附加教学设施，会议中心和接待中心。

- Stage 8 - Aged Care and Disability Centre (280 Beds) plus Seniors Independent living. (44 Units) 第八期：养老及康复中心，（含 280 床位）以及老年公寓。

Slide 11 - Key Benefits 主要意义



- Benefits of a private hospital 对私立医院意义
- Benefits to SESIAHS (endorsed) 对悉尼东南及伊拉瓦拉地区医疗服务的意义
- Benefits to the medical community 对医疗机构带来的意义
- Benefits to the regions residents 对非城市居民带来的意义
- Benefits to the university 对高等院校带来的意义
- Benefits to the Environment 对周边环境带来的意义
- Benefits to the College of Nursing 对护士学校带来的意义
- Benefits to specialist medical colleges 对专科医生培训学校带来的意义
- Benefits produced by the “model” 对打造现代化“医疗社区”模式的意义的意义

Slide 12 - Direct Economic Benefits 直接经济效益



- Major capital expenditure exceeding **\$1 billion** 重大基建投资，总而超过十亿澳币
- Estimated annual turnover of **\$600 million** 预计每年营业额超过 6 亿澳币
- Annual salary expenditure of **\$400 million** 年员工劳务支出超过 4 亿澳币
- Patient/family travel expenditure reduced by **\$15 million** 病人及家属交通费用削减达 1500 万澳币
- Catalyst for local investment exceeding **\$100 million** 推动本地投资超过 1 亿澳币
- Services, trades, professionals, hospitality, IT 服务、交易、专家、服务业、信息产业
- Improved employment opportunities and salary choices 提高就业率及收入选择
- Stronger capital growth to surrounding real estate 强化周边房地产业的增长
- Positive stimulus to the socio-economic amenity 对社会经济增长起到积极作用

Slide 13 - Socio Economic Outcomes 社会经济成果

- Expanded range of hospital and medical services 扩大医院和医疗服务范围
- More quality time for patients and their families 病人及家属生活治疗提高
- Improved emergency services 急诊服务质量提高
- Reduced pressure on public hospital services in the region 分担本地区体制内公立医院的压力
- Quality work and employment choices at your doorstep 高质量的工作就业机会，近在咫尺
- Improved working conditions leads to greater efficiency which in turn will allow for higher wages 改善工作环境，从而提高工作效率，进而提高个体收入
- Community revitalization 激活本地社区发展
- Uplifting of social standards through education 通过教育提高社会标准
- Escalated capital growth of real estate 激活周边房地产发展
- Reduced travel expenditure 减少交通费用



Slide 14 – Amenity 基础设施

- Faster and efficient transport systems 高效交通系统
- Bus stops & taxi ranks 公交车和计程车车站
- Huntley Railway Station opening sooner Huntley 地铁站即将投入使用
- Walking and cycle share-ways on site and around the site 步行和自行车道在本社区内及周边可共享一路，
- Improved roads 加强道路建设
- Access to shops, banks, newsagent, restaurants, cafes 周边提供商店，银行，报刊亭，饭店和咖啡馆
- Close and immediate 24 hour medical care 毗邻 24 小时医疗设施
- Bulk billing hospital GP unit 含公立医院全科医生部，可政府报销医疗费用

- 24 hour pharmacy 24 小时药房
- Community centre, open space, play grounds 社区健身中心，开放式空间，操场
- Libraries, Men's workshops, arts and craft 图书馆，手工车间
- Chapel, outreach and rehabilitation 教堂及社区服务
- Ambulance station 救护站



Slide 15 - Employment - Education – Expedition 就业，教育，发展前瞻



Employment 就业

- 3,500 positions directly generated on site 直接创造就业岗位 3500 个
- 1,500 ancillary jobs created indirectly 间接辅助就业岗位 1500 个
- Broad range of career opportunities 全面多元的就业机会
- Reducing youth unemployment 降低年轻人失业率

Education 教育

- Affiliations with associated universities 联合高校办学
- Medical schools and colleges 医学学校和专科院校
- 1600 plus training placements 1600 余个实习见习机会
- Training agreements with the Wollongong College of TAFE 与卧龙岗职业教育机构签署培训协议

Expedition 发展前瞻

- Drawing approximately 9,000 people to West Dapto daily 每日吸引 9000 余人到 West Dapto 地区
- Ensuring the planned release of land in West Dapto 确保 West Dapto 地区的土地有计划开发
- Promising accelerated services & amenity to the area 加速本地服务和基础设施的发展

Slide 16 - Medical Facilities 医疗设施

504 Bed Tertiary Referral Teaching hospital

504 高等教育转诊教学医院

Day Procedure Centre

日间手术中心

- 4 ICU beds, 4 HDU, 46 overnight beds, 5x 23 hr licence beds
- 4 个 ICU 病床, 4 个 HDU, 46 个住院病床位, 5x23 小时许可床位
- 0 recovery beds, 2 cots, 42 Stage 2 chairs
- 20 个康复病床, 2 个简易病床, 42 个第 2 期病椅
- Over 90 specialist rooms
- 超过 90 个专科病房
- 6 operating theatres
- 6 个手术室

Pathology & Radiology including licensed MRI

病理和放射科, 包括批准的核磁共振成像

Hospital GP unit with bulk billing

医院全科医生部, 可政府报销医疗费用

- 24 hour emergency and pharmacy
- 24 小时急诊和药房
- School of general practise
- 学校的普通实习

Obstetric unit

产科

- 20 overnight beds, 6 delivery suites
- 20 个住院病床, 6 个分娩套间
- Dedicated C section theatre, 1 birthing centre
- 专门的剖腹产中心, 1 个生育中心
- Well baby and critical care nursery
- 婴儿和重症监护室

280 bed aged care facility (plus 44 independent seniors living villas with 24 hr monitoring)

280 个床上老年保健设施(加上 44 个带 24 小时监测的独立老年人别墅)

Education facility with accommodation for relatives & patients undergoing extended therapies

为接受长期治疗的患者及其家属提供带住宿的教育设施

Onsite student, resident and registrar accommodation

学生、住院医生和管理人员的住宿



Slide 17 - Education, Training & Research Facilities 教育、培训和研究设施

Digital Imaging and Streaming across the site

整个社区的数字化成像和流媒体视频

- Streaming from the theatres into training rooms and lecture theatres
- 从中心到培训室和演讲厅的流媒体视频
- Digital streaming on to the web
- 联网的数字化流媒体视频

Library centres

图书馆中心

- Electronic library access across the site
- 整个社区都可通往电子图书馆
- Several libraries within the site
- 社区内有若干个图书馆
- Training rooms in most stages
- 多数阶段中都有培训室



Slide 18 - Education, Training & Research Facilities 2 教育、培训和研究设施 2

Conferencing and major lecture rooms

会议室和主要演讲厅

- Conferencing and lecture rooms in Stage 7
- 第七期中的会议室和演讲厅

Administration rooms for the university and college

大学和学院的管理办公室

- Two rooms in the Surgicentre
- 两个在手术中心
- Two rooms in the hospital proper

- 两个在医院本部

Research facilities

研究设施

- Throughout the site
- 贯穿整个社区
- Stage 5 will house a dedicated area for research
- 第五期将包括一个用于研究的专用区域
- Facilitating up to 10 beds for ethical medical trials
- 为合乎道德的医学试验提供 10 个床位
- Early Stage Venture Capital Limited Partnerships as per ATO
- 遵从 ATO 的早期风险资本有限合伙企业



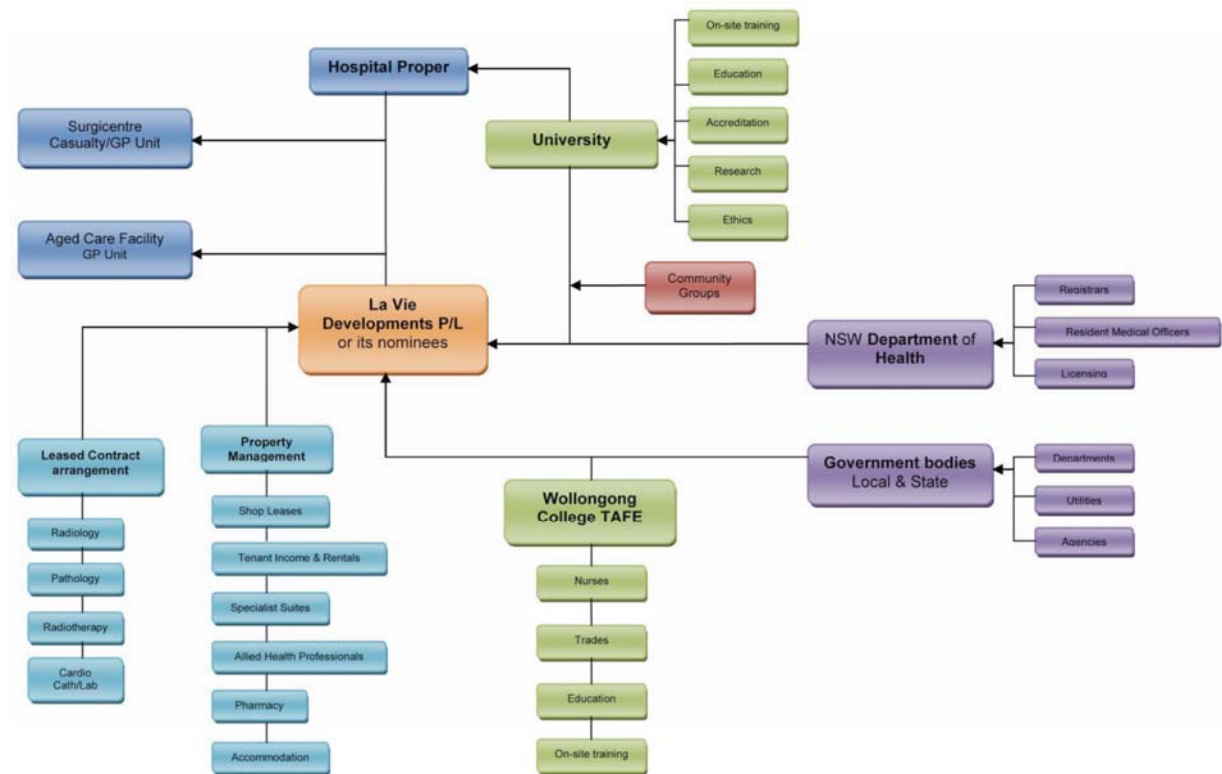
Slide 19 - Integrated Support Facilities 集成的支援设施

- Onsite university and college administration and training facilities
- 大学和学院的管理和培训设施
- Shopping plaza consisting of essential shops and office space
- 购物广场，包含必要的商店和办公场所
- Hospital laundry/dry cleaner and workshop
- 医院洗衣/干洗店和工作间
- Ambulance station
- 救护站
- Chapel and meeting rooms
- 教堂和会议室



Slide 20 Critical Alliances & Collaborations

主要联盟与合作



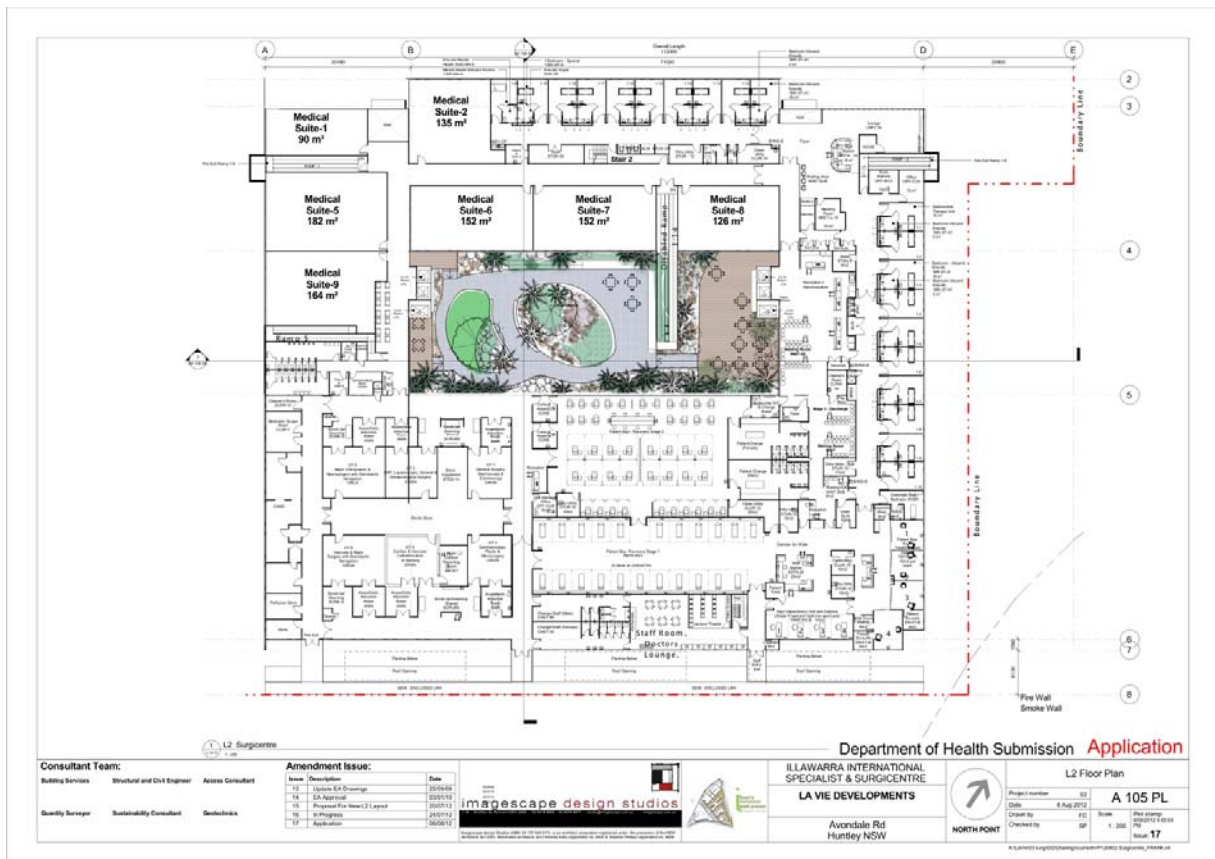
The flow chart that follows shows the critical alliances, collaboration and integration of numerous entities that are all very necessary in making this project functional. At its conclusion, it will represent the very community it serves, having effectively brought all entities together. 流程图展示了许多实体的主要联盟、合作和整合，这些实体在构成本项目功能性方面是非常必要的。最终，它将代表它所服务的社区，有效地将所有实体聚集在一起。

Much time and effort has gone into consultation and dialogue with these stakeholders. Over 400 people, community groups, associations and government departments including state and local politicians, universities and colleges have also been addressed and presented with this proposal.

许多时间和精力都花费在与这些利益攸关方进行磋商和对话上面。超过 400 位个人、社区团体、协会和政府部门也提出这个建议，包括州和地方的政治家、大学和学院。

Slide 21 – Architecture

建筑



- The external façade is corrugated copper with copper gutters, copper down pipes and graffiti treated sandstone, there's no paint on site.
- 外墙面是采用铜天沟、铜排气管以及经涂鸦处理的砂岩制成的波纹铜，社区没有油漆喷涂。
- All the walls are stainless steel, glass or vinyl which is curved at the edge and run up to the ceiling.

- 所有的墙壁都采用不锈钢、玻璃或乙烯基，这些材料在墙边缘处是弯曲的，然后向上连接至天花板。
- No paint on site. And two
- 社区无喷涂。两个
- No steps on site. Every fire exit is a disabled ramp, so that this is the first truly evacuable hospital in the world.
- 社区无台阶。每个消防通道都是残疾人斜坡，所以这是世界上第一个真正可以疏散的医院。
- No long-term maintenance issues.
- 没有长期维护问题。
- The HEPA filters in the theatre can be accessed from within the roof
- 手术中心内的高效空气过滤器可以从屋顶进入

Slide 22 - Stage 1 / 1 - Specialist and Surgicentre

阶段 1/1-专家和手术中心

A purpose - built specialist medical facility boasting a 5 STAR GREEN STAR rating, whilst facilitating the very latest state of art operative health delivery. Providing training and education for medical students and registrars. 5,852m2 of floor space (net) has been set aside for professional suites and training areas inclusive of pharmacy and cafe.

一个目的——建造拥有 5 星绿色星级评级的专业医疗设施，同时为最新顶级手术治疗提供便利。为医科学生和管理人员提供培训和教育机会。5852 平方米的(净)建筑面积已被预留用于专业的套间和培训区域，包括药房和咖啡厅。

The Surgicentre incorporates: 6 theatres, 22 Stage 1 recovery beds, 44 Stage 2 recovery chairs, 4 ICU beds, 4 HDU beds, 46 overnight beds and 5x 23hr license beds. In addition, the dedicated overnight rooms can facilitate Mental Health and Radio Ablative Therapy as radioactive holding facilities have been incorporated in the design.

手术中心包括：6 个手术中心、22 个康复床、44 个第二期康复椅、4 个重症监护床、4 个 HDU 床、46 个住院病床和 5x 23 小时许可床位。此外，随着放射性控制设施已经被纳入设计，专门的住院病房可以用于精神健康和无线电剥括療法。

This stage offers a unique one off opportunity for medical practitioners to secure a lease of professional suites and consulting rooms. The design and modelling of this building and its synergistic links across the Precinct will allow Specialists and Allied Health Professionals to

carry out the full extent of their discipline without leaving the site and wasting time travelling to multiple sites.

这一阶段为医疗从业者提供了一个独特的机会，让他们可以租赁专业套房和咨询室。该建筑的设计和造型及其跨区域的协同连接，将使专家和联合医疗专业人员能够在不离开社区和浪费时间去多个地点的情况下，全面执行他们的学科任务。



Slide 23 - Stage 1 / 2 - World class multidisciplinary operative health delivery

阶段 1/2 世界一流的多学科手术治疗



- 6 operating theatres - Angio control room – CSSD

6 个手术室——Angio 控制室——消毒供应中心

- Perfusion room

灌注室

- Anesthetists rooms

麻醉师室

- Digital imaging and streaming

数字成像和流媒体

- Computer docking stations

计算机扩展坞

- Training rooms

培训室

- Doctors lounge

医生休息室

- 44 Stage 2 recovery chairs

44 个第二期康复椅

- 22 Stage 1 recovery beds

22 个第一期康复病床

- 4 high dependency beds (renal dialysis)

4 高依赖性病床(肾透析)

- 4 intensive care beds

4 个重症监护病床

- Staff amenities

员工便利设施

- 46 overnight beds with ensuites - Ample patient waiting areas

46 个带套间的住院病床——充足的病人候诊区

- Medical/professional suites consolidated or reduced in size to your needs

医疗/专业套房合并或缩小到您所需要的尺寸

- 288 parking stalls

288 个停车位

Slide 24 - Stage 1 / 3 – Integration

阶段 1/3 – 整合

Functional integration of all Specialists along with the Allied Health Professionals and Nurses working together to deliver holistic health care with superior outcomes.

所有专家以及联合医疗专业人员和护士共同努力一起提供整体医疗保健服务，以带来卓越的治疗效果。

Drawn together - Medical professionals,

Allied Health Professionals and our dedicated management team within the Precinct ensures your practice flourishes and continues providing a sustainable income on your investment.

群英聚汇——医疗专业人员、联合医疗专业人员和在这个区域内的专门管理团队，确保项目日后能够蓬勃发展，继续为您的投资提供持续不断的收入。



Slide 25 - Stage 1 / 4 – The Edge – ICT – The Digital Hospital
阶段 1/4 前沿——ICT——数字化医院

One stroke medical e-records

医疗电子档案

Digital operating theatres

数字化手术室

Intra-operative imaging

术中影像

Private computer docking stations

私人电脑扩展坞

Capacity for over 200 medicos

可容纳超过 200 名医生

A strong mix of specialists with

强大的专科医师组合

Ample secure off street parking

充足的街道停车位

All within one facility

所有都整合在一个设施中





Slide 26 - The Market 市场

- There are substantial outflows from the Illawarra region to metropolitan Sydney private hospitals because there is inadequate local private hospital supply. As of the 30th of June 2012 the Illawarra was 665 Beds in arrears.

- 由于当地私人医院数量不足，伊拉瓦拉地区有大量资金流出。截至 2012 年 6 月 30 日，伊拉瓦拉仍缺欠 665 张病床。

- Potential market share for Illawarra of 73.5%
- 73.5%的伊拉瓦拉潜在市场份额
- 652 out of a total of 884 beds
- 总共 884 张病床中的 652 张
- At least 55,000 new homes in the period.
- 这一时期至少有 55,000 个新家庭。
- The local market comprises by number of people:
- 当地市场由如下数量的人口构成:
 - Wollongong increasing 32,000 to 234,000 by 2030
 - 到 2030 年，卧龙岗市人口将从 32,000 增加至 234,000
 - Kiama increasing by 8,500 to 23,900
 - 基亚马人口将从 8,500 增加至 23,900
 - Shellharbour increasing by 23,000 to 89,000

- 蚬壳港人口从 23,000 增加至 89,000
- Shoalhaven increasing to 100,400
- 肖尔黑文人口将增加至 100,400
- Kiama will increase by 1.7% annually
- 基亚马每年将增加 1.7%
- Shellharbour will increase by 1.5% annually
- 蚬壳港将每年增加 1.5%
- Most of the growth will come from:
- 大部分增长将来自于:
 - Young families, with high fertility rates
 - 生育率高的年轻家庭
 - Retirees, with an ageing population profile
 - 退休人员，随着人口老龄化加剧

- Immigration
- 外来移民
- Each group requires a higher proportion of medical services than does the rest of the population in what is effectively a recession-proof industry.
- 每个群体都需要比其他人群更大比例的医疗服务，而这实际上是一个不会衰落的行业。

Slide 27 – Services 服务

- It is designed to deliver health and medical services to the local community in the Wollongong area and the Illawarra regional community in New South Wales and also to medical tourists statewide, nationally and internationally.
- 其设计目的是向新南威尔士州的卧龙岗市当地社区和伊拉瓦拉社区提供医疗健康服务，同时还向全州、全国乃至全世界的医疗游客提供医疗服务。
- On completion Illawarra will offer:
- 竣工后，伊拉瓦拉将提供：
 - General Practice
 - 普通全科
 - Surgery – all disciplines
 - 外科——所有学科
 - Specialist Medical Services

- 专业医疗服务
 - Pathology (Sonic Healthcare)
 - 病理学(声波医疗)
 - Radiology (Sonic Healthcare)
 - 病理学(声波医疗)
 - Radiotherapy
 - 放疗
 - Tertiary Referral Hospital – private
 - 高等教育转诊教学医院-私立
 - 24-hour Casualty
 - 24 小时急诊
 - Obstetrics
 - 产科
 - Cardio-vascular
 - 心血管科
 - Pharmacy (Guardian)
 - 药房(监护人)
 - Retail commercial services
 - 零售商业服务
 - Medical education, training, accreditation and licensing for doctors and nurses
 - 医疗教育、培训、资格认证以及医生和护士的执业许可
 - Research
 - 研究
 - Aged Care and Seniors Accommodation
 - 老年护理和老年住宿
- The Illawarra and South Coast areas of NSW are seriously short of first class hospital and medical centres. The public hospitals in the region are chronically over-utilised with bed occupancies in the order of 105% and the population is growing. This is aggravating the medical shortage but represent the ideal for this development.
 - 新南威尔士州的伊拉瓦拉和南海岸地区严重缺乏一流的医院和医疗中心。这两个区域的公立医院被长期过度使用，床占率达 105%，同时人口还在不断增长。这加重了医疗资源短缺。然而这对本项目开发来说是非常理想的。

Slide 28 – Customers

客户

- The patients or customers will be drawn initially and largely from the Wollongong and Illawarra region which has been identified as a medical desert in New South Wales.
- 患者或顾客最初将被吸引过来，他们主要来自于卧龙岗和伊拉瓦拉地区，这两个地区被称为新南威尔士的医疗沙漠。
- Given the demography of the region, the main types of customer will comprise:
- 考虑到该地区的人口结构，客户的主要群体将包括：
 - Young couples, with growing families
 - 年轻的夫妇，随着新组建家庭越来越多
 - Retirees, with ageing implications
 - 退休人员，随着人口老龄化加剧
- Both groups are heavy users of health and medical services.
- 两个群体都是医疗健康服务的重度使用者。
- It can also be expected that, once word spreads about the quick and easy access to specialist services, Sydney residents will make use of the facility which is about one and a quarter hour's drive south from the CBD.
- 可以预见，一旦关于能够快速和容易获得专业服务的信息传播开来，悉尼居民将利用该设施，这里距离市中心大约 1/4 小时的车程。



Slide 29 – Features

项目特点

The medical complex will aim for excellence in every field, and to achieve this end from the ground up not only by achieving a 5 Star Green rating but through buildings that are not only aesthetically pleasing but are functional and maintenance-free through choice of appropriate materials and physical designs.

医学综合体的目标是追求各个领域中的卓越高度，并达到 5 星的绿色评级。不仅是美观的建筑，同时还应兼具功能性，并且通过选择合适的材料和良好的物理设计来实现这一目标。

It will:

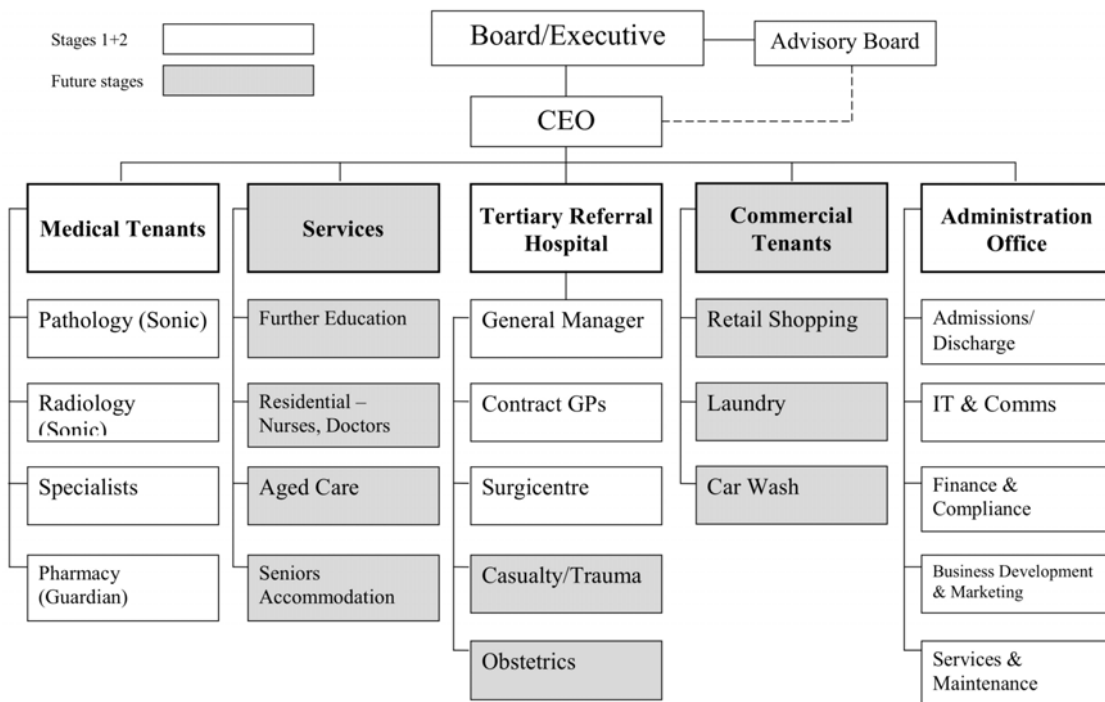
它将:

- Ensure the internal design, format and floor plan is in keeping with 'best practice guidelines' and with the needs of people working within this environment and make sure the ambience is compatible with a healing environment.

- 确保内部设计、版式和地板计划符合“最佳实践指导方针”，并满足在此环境下工作的人们需要，确保环境与治疗环境相协调。
- **Provide for the vertical integration of Indigenous health services, their training and 3,000 employment positions.**
- 为本地居民提供健康服务、培训和 3000 个就业岗位的垂直整合。
- **Provide a hospital that is culturally specific for aboriginal people including their employment opportunities.**
- 为本地居民提供一个具有文化特异性的医院，同时还包括为他们提供的就业机会。
- **Provide for veteran affairs and returned soldiers including the training of the rapid deployment trauma and surgical support units assisting joint Health Command by always having ICU beds available for members of the armed services flown home from war zones or helicopter transfer off ships returning to Jervis Bay, NSW to the onsite CASA and Air Services Australia approved helipad.**
- 为退伍军人和归来的士兵提供包括快速部署创伤培训和手术支持设备，一直将 ICU 病床空出提供给从战区军事空运回家的伤员，或使用直升机或船送回到杰尔维斯湾、新南威尔士州 CASA 和澳大利亚航空服务批准的停机坪，以此协助联合健康司令部。
- **Establish an aged care and special care facility which has separate wing devoted to youth in a nursing home (not inappropriately housed with aged care).**
- 建立一个老年护理和特别护理设施，在私人疗养院中其有独立的分支机构专门针对青年（并非不恰当地覆盖老年护理）。
- **Dedicated ethnic wings with appropriate bilingual staff.**
- 专门的种族分支机构，有适当的双语员工。
- **Provide for the registration year (internship) where they can no longer be accommodated in the public system.**
- 提供注册学年制(实习)，他们无法再适应公共系统。
- **Provide to the various specialty colleges approved training positions for registrars.**
- 为管理人员提供各专业院校认可的注册培训职位。
- **Liaise with universities to provide undergraduate training and rotation through the various disciplines of medicine.**
- 与大学联系，通过各种不同的医学学科提供本科培训和轮换。
- **Be appropriately accredited for psychiatric services including schedule 2 and to have outreach programs dealing with abuse and addiction in society.**
- 适当认证精神病医疗服务，包括计划表 2，以及拥有针对社会中滥用和成瘾问题的外展服务。

Slide 30 – Management

管理



Slide 31 – Investment

投资

Illawarra International Health Precinct is seeking an initial \$212 million to fund the first two stages of this unique medical project.

伊拉瓦拉国际健康社区正在寻求 2.12 亿澳币的初始资金来完成这个独特医疗项目的前两个阶段。

The Project Comprises 8 Stages. Each stage sits on a separate Torrens Title. The Project will be completed in 6 year with an estimated cost of 1.3 Billion. It will provide a one-stop shop for all medical needs.

该项目由 8 个阶段组成。每个阶段都有一个单独的托伦斯产权。该项目将在 6 年内完成，预计耗资 13 亿澳币。它将为所有的医疗需求提供一站式服务。

Opportunity exists for the incorporation of Public Beds ensuring future ROI.

存在的公共床位合并机会将确保未来的投资回报率。

The major Private Tertiary Referral Hospital and Health Care Precinct is designed to relieve the current and future over-utilisation of medical and hospital resources in the growing region of the Illawarra/South Coast/Southern Tablelands of NSW and to dramatically reduce the rate of misdiagnosis that is common where medical resources are stretched.

主要私人高等教育转诊教学医院和健康社区的设计目的是为了缓解当前和未来新南威尔士州伊拉瓦拉/南海岸地区/南部高地地区医疗和医院资源的过度使用，以大幅降低常见误诊的几率，这些地方医疗资源非常紧缺。

Equity for Stages 1 and 2 of the project in return for an investment of \$100 million.

Return on Investment and Internal Rate of Return are estimated as follows:

该项目的第 1 阶段和第 2 阶段的股权投资回报为 1 亿澳币。

投资回报率和内部回报率估计如下：

Graph

图表

ROI

投资回报率

Stages 1&2 - 49%

阶段 1 和 2 - 49%

Total Project - 25%

整个项目 - 25%

IRR

内部回报率

Stages 1&2 - 29%

阶段 1 和 2 - 29%

Total Project - 22%

整个项目 – 22%

Stage 8

第八期

Aged Care Bonds and independent living bonds will allow the \$212 Million of initial Capital invested in stages 1 and 8 (a & b) to be returned to the investors in year 3.

老年护理债券和独立生活债券将使得第 1、8(a&b)阶段中投资的 2.12 亿澳币初始资本能够在第三年返还给投资者。

Slide 32 – The Dream Team

梦想团队

- “You cannot have a dream team of management without a facility, but you can have a dedicated, persistent and intuitive proponent who has demonstrated he can drive forward with minimal resources. This is a manifestation of the old adage of what came first “The chicken or the egg”. Given the fact that we are building a world class facility which is the Vision it is but a matter of putting the jigsaw pieces together. I note with interest that Google has now entered the electronic medical record arena which is what a hospital IT should be all about. Records and knowledge anywhere at any time.
- “如果没有一处设施，那么你就不可能拥有一个梦想的管理团队，但你可以有一个专注、执着和直觉的拥护者，这个拥护者已经证明他可以用最少的资源将它向前推进。这是“先有鸡还是先有蛋”这句古老格言的一种体现。考虑到我们正在建造一个世界级的设施，这是我们的愿景，但这只是把拼图碎片拼在一起的问题。我很感兴趣的是，Google 现在已经进入了电子病历领域，这是一家医院 IT 应有的样子。随时随地可以查询记录和问题。
- Construction will bring all types of individuals to the forefront. Demand for hospital facilities is to a large extent in Australia controlled by Practitioners but this facilities

design will lead to the control of out-patients which will ensure in-patient activity while still benefiting from delivery of out-patient services.

- 项目建设将把所有类型的个人带向最前沿。在澳大利亚，对医院设施的需求很大程度上由医生掌控，但这个设施设计将会有助于控制门诊病人，这将确保住院病人的活动安全，同时还能从门诊病人的服务中受益。
- The change in consistency of the Australian Medical workforce where there are now more specialists than General Practitioner's is leading to a deskilling of our newer Specialist Graduates as there are insufficient cases for them. With a facility of this magnitude those graduates will become the backbone of this facility.
- 现在有更多的专科医生而非全科医生，澳大利亚医疗工作者一贯性的改变将导致我们新专业毕业生的非技能化，因为他们没有足够的病例可供学习。有了如此规模的设施，这些毕业生将成为设施的骨干成员。
- The co-location of this tertiary referral hospital with formalised training of Registrars from every college discipline will ensure the correct ethos in an empathetic environment. It also ensures our workforce of the future as most practitioners usually finish up practicing within a 10-km radius of where they trained.
- 通过针对来自各大学学科的正式管理员培训，高等教育转诊教学医院的协同定位将确保环境中具有良好的风气。同时它也确保了我们的未来工作人员的安全，因为大多数的执业医师通常在他们培训的 10 公里范围内完成工作。
- The current team presented all have specific roles and all currently work with or for me. Just as we are not the worlds best we just want to become the worlds best and to that end these people are people of fibre, professionalism and a desire to succeed. We at all times will seek to reward your investment and I hope that you may share the dream.
- 目前的团队都具有特定的角色，目前他们所有人都与我或为我工作。正如，我们不是世界上最优秀的人，但我们只想成为世界上最优秀的人。为此，这些人都是精英、专业化以及渴望成功的人。我们一直都在寻求回报您投资的机会，我希望能与您分享这个梦想。

Images of the Dream Team & Positions

梦想团队的照片和职位

CEO – Dr Brett R Gooley



David_McGrath



James D Gounaris



Prof John Sinn



Sueann Janusevski



Catherine Mihalas



Anna Werner Fink



Carol Gerantonis



Tony Clarke



Loretta Lam



Maria Savvides

