

Constantino, Mike

From: deliawoz@comcast.net
Sent: Wednesday, April 27, 2011 6:17 PM
To: Constantino, Mike; Avery, Courtney
Cc: Kelly Ladd; Margaret Enger
Subject: CON Application #11-010Barrington Creek Dialysis SAR - Written response to letter of opposition
Attachments: Patient Referral Analysis.xlsx

RECEIVED

APR 28 2011

HEALTH FACILITIES &
SERVICES REVIEW BOARD

April 27, 2011

Dear Ms. Avery and Mr. Constantino:

This letter addresses the sole letter of opposition to our project addressed on Page 2 of the SAR for CON #11-010, Barrington Creek Dialysis. The opposition from Fresenius claims that there may be patient overlap due to the other projects supported by NANI physicians in the area. Please see the attached, extensive analysis which we conducted before submitting our CON application. We reviewed each approved CON since 2007 supported by NANI physicians which served Chicago's northwest suburbs. Our attached analysis identifies the physicians in the NANI group which supported each of these CONs. We cross-matched all patient files by zip code and physician and excluded any patients in zip codes in our area. We excluded a total of 72 patients in zip codes within 30 minutes travel time of our project! **Be assured the 143 pre-renal patients identified by our NANI physicians to support Barrington Creek Dialysis were NOT used to support any other existing or approved CON application!**

Thanks you for your consideration of this important matter!

Sincerely,

Delia Wozniak
President
DMW and Associates, Inc.
3716 N. Bernard Street
Chicago, Illinois 60618

Phone: 773/279-0458
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COMPARATIVE ANALYSIS OF NANI PATIENT REFERRALS IN NORTHWEST SUBURBS 2007 - 2010

<u>CON APPLICATION</u> <u>CON #</u>	<u>Name</u>	<u>REFERRAL LETTER DATE</u>		<u>REFERRING PHYSICIAN(S)</u>	<u>PATIENT REFERRALS</u>	<u>ZIP CODES OF</u>
		<u>Date</u>	<u>Pages Numbers</u>			
#07-117	FMC - West Chicago	7/16/2007	51 - 53	Gregory Kozeny, M.D.	No Match	
#08-104	FMC - Elgin	12/8/2008	56 - 52	Grady Wick, M. D. Richard Lee, M.D. Mohamed Rahman, M. D. Lisa Pillsbury, M.D. Raju Ray, M.D.	-7 -1 -4 -2 -6	<u>20 Patient Matches (Zips 60102; 60110; and 60118)</u>
#09-046	FMC - Lombard	9/27/2009	63 - 66	No Match		
#09-058	FMC - Palatine	10/12/2009	58 - 65	Manish Tanna, M. D. Tina Han, M. D. Venkata Behara, M. D.	-23 -15 -14	<u>53 Patient Matches (Zips 60010; 60047; 60067)</u>
#10-012	FMC - River Forest	2/25/2010	57 - 64	No Match		
#10-043	FMC - Bollingbrook	6/17/2010	39 - 46	No Match		

TOTAL MATCHES

72