



Fresenius Medical Care

November 13, 2012

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HEALTH FACILITIES &
SERVICES REVIEW BOARD

Ms. Courtney Avery
Administrator
Illinois Health Facilities & Services Review Board
525 W. Jefferson St., 2nd Floor
Springfield, IL 62761

RE: #12-056, Supplemental Information in Response to Intent to Deny

On October 31, 2012 we are before the Board requesting approval to relocate this existing 20 station facility, because it has been at its current location for over 15 years, its lease has expired and Fresenius is currently paying exorbitant holdover rent and the facility is in need of extensive repair which would be almost as costly as the relocation, but would not address the fact that the facility is cramped (220 GSF per station - well under your standards). The Board voted an intent to deny on this project to relocate existing stations in an area where this is a need for stations. We are relocating without adding stations. We met the criteria for need to discontinue/relocate. The basis for the Board's intent to deny was the fact that the facility was at 76% utilization, and not the required 80% utilization. Currently, the facility would need to admit only two patients to achieve 80% utilization.

We are respectfully requesting approval to relocate for the following reasons:

- We meet the criteria for relocation due to the fact that residents are entitled to modern facilities per the Board's rules, and this facility is cramped and the renovation to provide a modern facility would be almost as costly as relocating, but would not address the small size of the facility, which hinders patient care and is unpleasant for our staff. Renovating the facility while providing treatment would be difficult for patients and staff as well. The Board Staff Report noted we met the criteria for discontinuation/relocation;
- Although there is a need for stations in the service area, Fresenius is not adding stations as part of the relocation since the facility historically hovers at just below the 80% target utilization rate - it is simply proposing to relocate its existing stations;

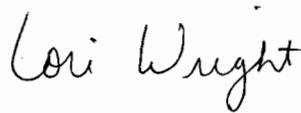
Fresenius Medical Services ♦ North Division

One Westbrook Corporate Center, Suite 1000 Westchester, IL 60154 708-562-0371

- The reason the facility is just under the utilization rate is that it has an isolation station, which is available only for patients with Hepatitis or other contagious diseases (although Hepatitis is the usual need for isolation). This station by its very nature only dialyzes a limited number of patients, and therefore impacts the overall utilization of the facility;
- If we cannot relocate we may be forced to close this almost full facility. The other facilities in the area (none of which are Fresenius facilities) cannot accommodate these patients; and
- While there are six dialysis facilities within thirty minutes of the facility we are proposing to relocate, it is the only Fresenius facility.

We appreciate your consideration of the project in light of these circumstances, and request your approval to relocate an existing dialysis facility.

Sincerely,

A handwritten signature in cursive script that reads "Lori Wright".

Lori Wright
Senior CON Specialist

cc: Clare Ranalli