DIALYSIS CARE CENTER OAK LAWN LLC

15786 S Bell Road
Homer Glen, IL 60491
Ph: 708.645.1000
Fax: 708.645.1001
www.hdsdialysis.com

July 7, 2016

RECEIVED
JUL 0 8 2016
HEALTH FACILITIES &
SERVICES REVIEW BOARD

Via Federal Express
Via E-Mail

Mr. Michael Constantino
Illinois Health Facilities and Services Review Board
525 West Jefferson Street, 2ND Floor
Springfield, Illinois 62761

Re: Additional information, Dialysis Care Center Oak Lawn (Proj. No. 16-020)

Dear Mike,

Please accept this document in response to your letter for request of additional request dated May 31, 2016.

1. Please provide a copy of the admission and charity care policy for the proposed facility

The policy of Dialysis Care Center is to provide services to all patients regardless of race, color, national origin. Dialysis Care Center will provide services to patients with or without insurance and as well as patients who may require assistance in determining source of payment. Dialysis Care Center will not refuse any patient. Medicaid patients wishing to be served will not be denied services. Through Medicare guidelines, patients who are prequalified for ESRD or for the few that are currently ESRD status and are left uninsured, Dialysis Care Center will be committed to providing continued care.

Dialysis Care Center will be an "open Dialysis unit" meaning through our policy, any nephrologist will be able to refer their patients and apply for privileges to round at the facility, if they desire.

In regards to Charity Care as discussed on page 184, Attachment 41, on the application. Dialysis Care Center Oak Lawn will be committed to work with any and all patients to try and find any resources and programs for which they may qualify.

Dialysis Care Center will participate in American Kidney Fund (AKF) to assist patients with insurance premiums which will be at no cost to the patient.

2. Please provide the names of the members and their percentage of ownership of Dialysis Care Center Oak Lawn, LLC, and Dialysis Care Center Holdings LLC.

As listed on the application the two current owners of both entities are listed below. Their ownership structure currently is 50% each in both entities.

1. Morufu Alausa M.D.
2. Sameer Mohammad Shafi M.D.

3. The letter from Chase Bank dated May 17, 2016 refers to Kidney Care Center's accounts. Kidney Care Center will need to be a co-applicant on this application for permit because it appears Kidney Care Center will be providing the cash for this project. This is a Type A Modification and we will need

a. Page one of the application for permit completed for Kidney Care Center
b. Current Certificate of Good Standing
c. Signed certification page

Kidney Care Center will not be a co-applicant on this application for permit. Dialysis Care Center has its own cash funding in a completely separate account which is not affiliated with any other entities. Additionally, a business line can be obtained from JP Morgan Chase if needed as stated on the letter. Please find enclosed a clarification letter from JP Morgan Chase for clarifications of funds. Attachment 1

4. We are going to need a schematic of the proposed facility indicating the location of all 11 dialysis stations, patient exam and training area, support area, water treatment, nurse station, lobby, reception area, administrative space, areas for staff i.e. locker room, toilets, and storage

As discussed throughout the application this facility was a preexisting DaVita Dialysis Unit, and most if not all buildout, is preexisting. Nevertheless, please find enclosed the pre-existing floor plan with modernization, this is a preliminary sketch and not a finalized floor plan. Attachment 2a

5. Permit #14-024 discontinued the facility at 9155 South Cicero Avenue, Oak Lawn that stated *"there were multiple physical plant upgrades needed to plumbing, HVAC, and flooring. The patients do not have access to a clean sink on the treatment floor and need to rely on the use of alcohol wipes to clean their vascular access site. The RN station is too small to adequately prep medications. The water treatment room is outdated and in need of a complete overhaul. The Existing Facility houses 12 dialysis stations in approximately 4,000 GSF, or 333,3 GSF per station, which is below the Board's minimum standard for in-center hemodialysis stations. As a result, the space is inadequate to store medical supplies, office supplies, and biohazard waste. The facility has no dedicated conference room. The lobby/patient seating area is too small by DaVita standards to appropriately accommodate patients in a 12-station dialysis unit. The mechanical room and the computer/server room for all of the neighboring medical businesses are housed inside the Existing Facility. There is no way to access the server/computer room without going through the treatment floor, creating a potential infection control concern, Additionally, the patient treatment floor configuration prohibits the viewing of all patients from the nursing station, resulting in an overall concern for patient safety based on inadequate sight-lines."* The material you have submitted does not address any of these issues. We need a complete explanation of how these issues are going to be addressed.

All items above were addressed in the attached floor plan, the preexisting dialysis unit as referenced above was a 12 station dialysis unit. We have reduced the stations to an 11 station dialysis unit, meeting the state standards of GSF per station. This gave additional sq. ft. to accommodate the concerns to add a clean sink on the treatment floor resulting in the RN station size becoming slightly increased, providing direct sight line to patients. In regards to the HVAC, the Landlord, is replacing that unit at no charge to us. The new flooring cost was included in our modernization costs.

The equipment in the water treatment room was completely removed by DaVita. A new RO system will be installed, where cost has been included on the application. An estimate is attached from AmeriWater RO systems An IDPH Licensed personal will do the installation as listed in the estimate. Attachment 2b

6. We need for the applicants to 1. define the market area to be served, 2. the area's demographics or characteristics, 3. the goal of the project. [Page 82 of the application for permit]

1. The Market area will serve HSA 7 residents, specifically patients in the greater Oak Lawn area and southwest cook county.

2. Oak Lawn population is over 19% African Americans and Hispanics. These populations are twice as likely to develop diabetes and or high blood pressure leading to kidney disease. The city demographics and characteristics are attached; data was retrieved from www.factfinder.census.gov. Attachment 3

3. The goal of the project is simple it's to address the current need of the state board determined need for additional stations in HSA 7, also to assure the residents of the greater Oak Lawn area continue to have life sustaining dialysis treatment options.

7. We need for the applicants to compare the project's alternative options as it relates to issues of cost patient access, quality and financial benefits in the both the short and long term. [Page 84 of the Application for Permit]

The only option other than what was proposed in the application, for a lesser scope and cost, would be to do nothing, which was considered. That option, however, does not address the need for 57 additional stations needed in the HSA 7 area. Without planning for future ESRD patients, this will result in area facilities to reach capacity and access will decline where HFSRB identified need. There is no cost to this alternative.

The proposed facility that is identified for Dialysis Care Center Oak Lawn is was previously a DaVita Site. By using this site the costs associated with this project are significantly lower compared to other ESRD projects brought to the board. This cost effective method will ensure the need for the additional stations are met with a reduced cost for the facility.

8. We need revised referral letters for each physician. The letters need to provide the following:

a. The physician's total number of patients [by facility and zip code of residents] who have received care at existing facilities in the area for the most recent 3 years [2013, 2014, 2015]. It must be in this format

Zip Code of Patient	Name of Facility Referred	Number of Patients Referred

b. The number of new patients [by facility and zip code] located in the area that the physician referred for in-center hemo-dialysis for the most recent year.

c. The estimated number of patients [transfers from existing facilities and pre ESRD as well as respective zip code of residence that the physician will refer annually to the proposed facility within a 24-month period after project completion.

d. The referral letter must state that the referrals have not been used to support any other CON project pending or approved.

e. The statement that the information is true and correct to the best of the physicians' belief.

f. We need this information for each physician who is going to refer patients to the proposed facility. The letter needs to signed, dated and notarized.

Please find the attached revised referral letter from our physicians, in the format requested. Attachment 4

9. Unnecessary Duplication of Service We need all facilities within 30 minutes identified. This information must be provided in this format:

Name of Facility	Map Quest Time	MapQuest Distance	Number of Stations	Number of Patients	Utilization

Please find enclosed the requested data. Attachment 5

10. We need for you to address Mal-distribution of Service 1110.1430 (c) (2)

The establishment of Dialysis Care Center Oak Lawn will not result in an unnecessary duplication of services or service mal-distribution. A mal-distribution exists when an identified area has an excess supply of facilities, stations, and services characterized by such factors as, but not limited to: (1) ratio of stations to population exceeds one and one-half times the state average; (2) historical utilization for existing facilities and services is below the State Boards utilization standard; or (3) insufficient population to provide the volume of caseload necessary to utilize the services proposed by the project at or above utilization standards. As discussed in greater detail fully below, the average utilization of existing facilities within the geographic service area is more than 80%. Importantly, average utilization of facilities within 20 minutes of the proposed site is about 85%. Sufficient population exists to achieve target utilization.

Dialysis care Center Oak Lawn will also be located in HSA 7 GSA where there is a documented need for additional chairs.

11. It is unclear to us how an eleven [11] station ESRD facility can be established for $762,000. Your project's uses and sources of funds statement does not have a line amount for architectural and engineering costs. We are assuming that an architect that is current with the Illinois Department of Public Health [IDPH] certification standards has not reviewed the proposed location of this facility before submittal of the application for permit. The proposed facility is required to meet current IDPH standards. Please explain why there are no costs for architectural and engineering fees.

As previously discussed throughout the application the space that we are utilizing for this project was an existing Dialysis Unit, therefore no Architectural and or engineering costs are included. We are confident the project can be established with the amount listed on the application if any deviations are made, which we do not expect, they will be on the project completion report and the Final realized cost report that are due to the board. The facility will meet if not exceed IDPH standards. Items that will need replacement or newly installed such as the Water treatment room will be done by licensed IDPH professionals.

12. Please provide an explanation of how the fair market value of the space and the fair market value of the dialysis machines were determined.

The Fair market value of the space was calculated using the lease terms and a discount rate of 8% over the term of the lease.

The value of the Dialysis machines is based on expected purchase price of the equipment

13. Please provide the expected payer mix of the proposed facility.

End of year 2 expectations

Payor Mix	# of Patients	Percentage of Revenue
Medicare Revenue	34	59.6%
Medicaid Revenue	17	29.8%
Private Pay Revenue	6	10%
Self-Pay Revenue	0	0%
Charity Care	1	0%

14. One of the purposes of the Act is to assure the applicants have the financial resources to provide a proper standard of health care to the residents of the

community. We need for you to complete the Tables below for the proposed project. We also need the assumptions that were used to calculate the projected information. Provide the methodology and worksheets utilized in determining the ratios detailing the calculation and applicable line item amounts from the financial statements. Complete a separate table for each co-applicant and provide worksheets for each.

As stated previously, the initial buildout costs will be met by current cash on hand. There will be no need to finance the project with debt. We expect the facility to achieve 85% utilization by the end of year two. The facility will grow to 35 patients over the course of year one, and grow to 58 patients by the end of year two, and achieve full capacity during year three. The utilization Rate is lower than the year end numbers due to the gradual increase over the course of the year.

Net Revenue is based on the payor mix listed below and operating expenses are based on company averages for comparable areas. The facility runs at a net deficit in year one due to the ramp up from zero patients and achieves profitability in year two. Equipment will be either purchased or funded through operating leases. For asset management, we expect to maintain 30 days of operating cash at the facility level. We also expect to manage accounts receivable within our corporate targets, staying below 60 days receivable outstanding (DRO).

Dialysis Care Center Holdings is a legal entity which has no external debt and will earn a management fee once the clinic is operational. Attached is a pro forma used to calculate the project information. Attachment 6

	TABLE ONE Dialysis Care Center Oak Lawn, LLC Projected [Facility]		
	Year 1	Year 2	Year 3
# of Stations	11	11	11
# of Treatments	2520	6696	8928
# of Patients	35	58	66
Utilization Rate	26.5%	70.5%	93.9%
Net Patient Revenue	$756,974	$2,051,617	$2,790,199
Total Operating Expenses	$883,462	$1,816,926	$2,474,884
Net Profit or (Loss)	($126,488)	$234,691	$315,315

	TABLE TWO Projected Dialysis Care Center Oak Lawn, LLC		
	Year 1	Year 2	Year 3
Current Ratio	2.0	2.0	2.0
Net Margin Percentage	-16.7%	11.4%	11.3%
Percent Debt to Total Capitalization	-	-	-

Projected Debt Service Coverage	-	-	-
Days Cash on Hand	30	30	30
Cushion Ratio	N/A	N/A	N/A

If you have any questions or need any additional information, please feel free to contact me.

Sincerely,

Asim M. Shazzad
Administrator
Dialysis Care Center
shazzad@kidneycares.com
Cell: (630) 965-9007
Direct: (708) 737-7200

CHASE

Leticia G. Ruffolo
Vice President
Business Relationship Manager
Business Banking

June 20th 2016

To Whom It May Concern:

My name is Leticia Ruffolo I'm a Business Relationship Manger with Chase Bank. I've been with Chase for over 20yr. I'm currently managing Dr. Alausa's accounts. It's been a pleasure to work with Dr. Alausa & his Staff. Dr. has a strong relationship with the bank since 2004, and growing to this date. All of his accounts have always been in good standing.

Currently there Dialysis Care Center account ending in 0179 has in excess of $2,000,000.00 in that account.. If additional funds are needed we can provided a Business Line Of Credit upon full credit approval.

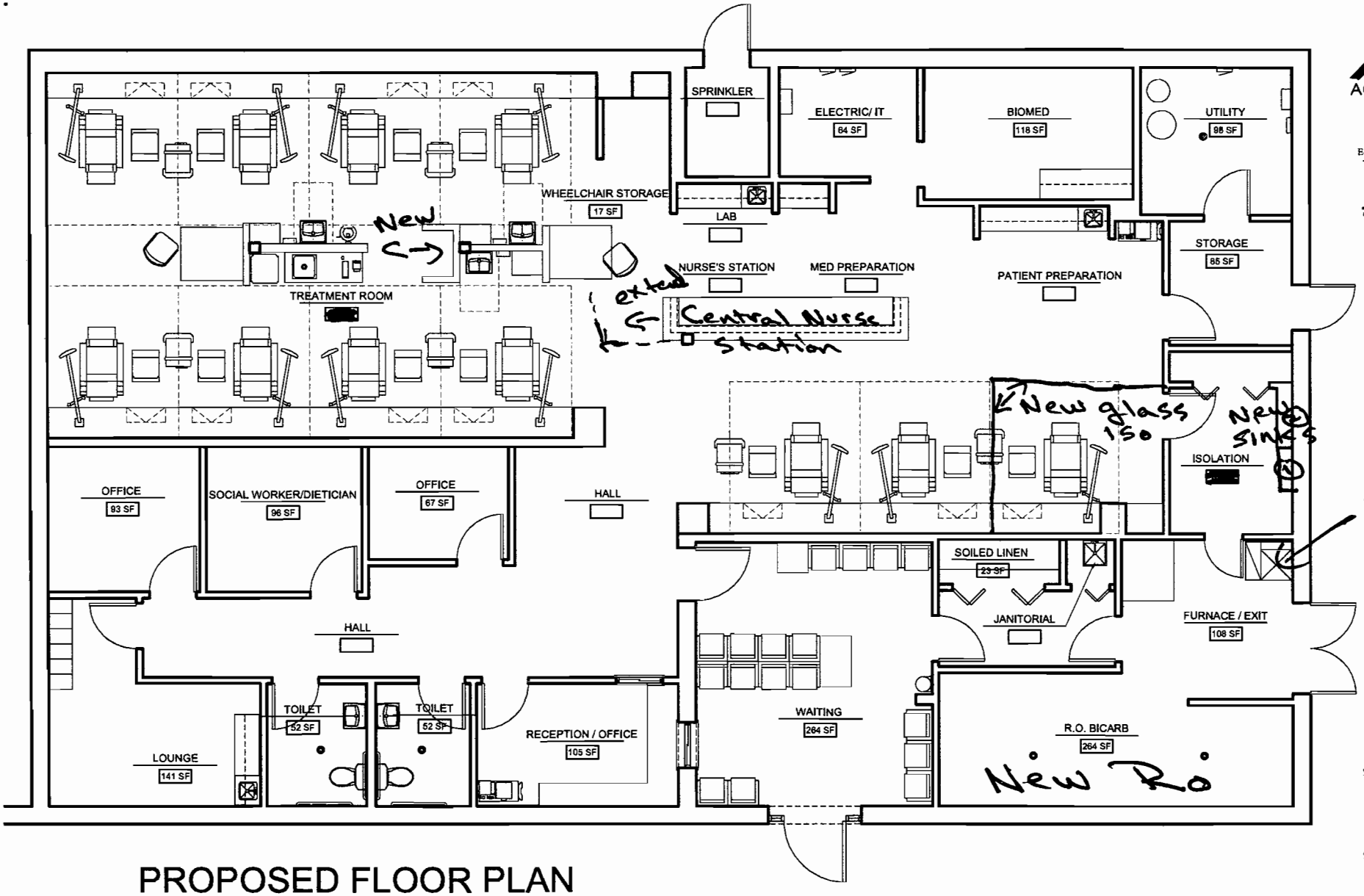
If you should have any additional questions, or concerns I can be reached at 708-579-4272.

Sincerely,

Leticia Ruffolo
Vice President

CHASE BANK, NA• 14 S. LaGrange Rd, LaGrange, Il. 60512
Telephone: 708-579-4272 • Facsimile/ E-fax: 877-837-5158
For excellent service log on to www.chase.com or call our Business Premier Line 877-425-8100

Attachment 1



PROPOSED FLOOR PLAN

SCALE: NTS

AGAMA DESIGNS
architecture
269 Walsh Circle
Yorkville, Illinois 60560
Phone: 630-207-7400
E-mail: aagama@sbcglobal.net

THESE DRAWINGS, INCLUDING ALL DESIGNS, DETAILS, SPECIFICATIONS AND INFORMATION, ARE THE SOLE PROPERTY AND COPYRIGHT OF AGAMA DESIGNS AND ARE FOR USE ON THIS SPECIFIC PROJECT AND SHALL NOT BE USED ON ANY OTHER WORK WITHOUT THE AGREEMENT AND WRITTEN PERMISSION OF AGAMA DESIGNS

PROJECT: THE PROFESSIONAL OFFICES
OAK LAWN DOCTOR'S OFFICE
OAK LAWN, IL

CLIENT:

JOB NO.: 16-044
DATE: 06-06-16

SHEET TITLE

SHEET NUMBER

Attachment 2a

Ameriwater
3345 Stop Eight Road
Dayton, Ohio 45414 USA
tel: +1 800 535-5585

June 16, 2016

Asim Shazzad
Kidney Care Center
812 Campus Dr.
Joliet, IL 60435

Quote Number: 46397 for Dialysis Center of Olympia Fields
(11 Station Direct Feed System)

Dear Asim:

Enclosed you will find our proposal for a Dialysis Water Treatment System.

AmeriWater is one of the few water treatment companies that offers a FDA 510K certification on all components. All components have been carefully selected and sized to meet your specific requirements.

If you have any questions please do not hesitate to contact me.

We truly appreciate this opportunity to be of service.

Sincerely,

Andy Baker
Regional Manager
AmeriWater

Attachment 2b

DIALYSIS CENTER OF OLYMPIA FIELDS
11 STATION WATER TREATMENT SYSTEM
Quote Number 46397 6/16/16

This proposal encompasses the AmeriWater equipment of a **direct feed system** that meets both AAMI and FDA design standards for dialysis. The 510K authorization number issued for this AmeriWater, Inc. Class II Medical Device is K99159.

SCOPE:

This quotation covers the sale of equipment for a pure water system sized to provide 11 stations, 0 maintenance stations, no reuse machines and provide water for bicarbonate mixing.

EQUIPMENT:

Quantity	Product Description
	Blend Valve Assembly:
1	**0054-0021 ¾" x 1", Flow Range 4 - 21 GPM** The all brass thermostatically controlled blend valve mixes hot and cold water to adjust the RO feed water to approximately 77°F (25°C) ±5°F. The blend valve is sized to the feed flow rate, which is twice the product flow. It has an adjustment knob for temperature adjustment and internal check valves on both the hot and cold sides to prevent back flow from one side to the other. The blend valve assembly includes inlet and outlet valves with a cold water bypass for service. Included are a pressure gauge and thermometer on the outlet. FRP unistrut is utilized to mount the assembly to the wall.
	Booster Pump: CME Variable Pressure
1	**0080190 1½ HP, 208-230V, 1PH** The variable pressure booster pump provides flow rates up to 25 GPM @ 50 PSI. Single pump design includes: stainless steel pump, installation plumbing including 3 valve bypass, check valve, outlet pressure gauge, and pressure switch. The control panel requires a 230V, single-phase power source. The controller will transform the 230V single-phase power to the required three-phase power to operate the pump motor.
	Pretreatment Headers:
3	**009592 1¼" Assembly with Bypass** Header assembly includes isolation and bypass valves, outlet PSI gauge, and sample port.
	System Pre-Filter
1	**0021015 1", IN/OUT for 20" x 4½" Cartridges** The system pre-filter protects the pretreatment equipment from particulate matter that may be present in the source water. The pre-filter is sized for the highest required flow rate in the system. The pre-filter housing is all polypropylene construction with inlet and outlet isolation valves and pressure gauges. The design utilizes dual open-end (DOE) cartridges of 1-5 micron nominal filtration (greater than 80% efficiency). A sump drain and wrench are provided.

Attachment 2b

System Pre-Filter Cartridges:

1 **20-1056** **20" x 4½", 5 µm, Polybond**

Carbon Fleck 7000 SXT Backwashable Filters: ***Requires 9.36 Cubic Feet to Meet 10 Minute EBCT***

2 **009572** **18" x 65", 5½ cu ft**

All non-corrosive design with acid-washed, granular activated carbon with Fleck Series 7000 control head, electronic 7-day timer with programmable backwash time at any time of day. A full flow 1¼" valve. Filter has 12 x 40 mesh with an iodine number greater than 1,000. Filters interface to lockout the RO when in backwash. Pretreatment headers are sold separately.

Automatic Fleck 7000 SXT Water Softener: ***Based on 16 Grains Hardness***
(Subject to change based on actual water hardness)

1 **009559** **14" x 47", 75,000 Grains**

A single tank water softener sized to the maximum possible water usage by the RO based on the water hardness and a 30% safety factor is designed to regenerate every night that the center operates. A full flow 1¼" valve. The water softener is constructed of all non-corrosive components with a programmable electronic 7-day timer Fleck 7000 control, with the time of regeneration and all cycles fully adjustable. Pretreatment headers are sold separately.

RO Pre-Filter:

1 **0021010** **¾", IN/OUT for 20" x 2½" DOE Cartridges**

The RO pre-filter protects the RO membranes from plugging with carbon fines. The pre-filter is sized for twice the rate of the RO product water. The pre-filter housing is all polypropylene construction with inlet and outlet isolation valves and pressure gauges. The design utilizes dual open-end (DOE) cartridges of 1-5 micron nominal filtration (greater than 80% efficiency). A sump drain and wrench are provided.

MRO Pre-Filter Cartridges:

1 **20-1012** **20" x 2½", 1 µm, Polybond**

Reverse Osmosis System:

1 **00MRO402** **4 Membrane, 5,600 GPD, 208V, 3PH**

The MRO3 Series has an ABS cabinet, complete with flow meters for product, reject and recirculation flows. The reject and recirculation flows are adjustable. Pressure gauge for inlet, pump and post membranes are panel mounted. Sample ports on the front of the RO are for feed and product sampling. Cabinet includes locking casters and hinged doors for access to internal components. The entire device conforms to IEC UL standard 61010-1.

The electronic controller operating the MRO3 has a continuous display for product water conductivity, hours of operation, product water temperature and percent rejection. RO alarms include low feed pressure and high conductivity. RO will automatically divert to drain on high conductivity. The controller can be programmable for an automatic flush on a direct or indirect feed system. The controller can accept external device interfaces for pretreatment lockout and storage tank level indicators. Controller is equipped with an output contact for alarm outputs to a separate alarm panel or remote. Disinfection is simple with the onboard disinfection feature that draws the Peracidin into the unit. The tank override feature allows the RO to be turned on even if the storage tank is full so

Attachment 2b

the required 15 minute RO run time before sampling can be done.

The pump is a stainless steel 1 HP submersible for quiet, dependable operation. Membranes are TFC rated at 1,450 gallons per day, each at 200 PSI and 77°F. The membranes are in non-corrosive housings with easy to remove end caps. The unit is mounted on casters for ease of service.

Product Recovery Kit:

1 **00810211 For Direct Feed, Dual MRO2, Single MRO3, 4, 2X, 3X**

The product recovery kit includes a pressure regulator, a feed water check valve, a product water flow meter, dual product recovery check valves to prevent feed water from flowing into the product loop piping, loop drain valve and sample ports.

MRO Bypass and Header Assembly:

1 **0011RO1 Single MRO Header with RO Bypass Valves, 1"**

Alarm Panel with Remote:

1 **00850251 Good Water, RO Alarm, Storage Tank Low, Conductivity Alarm, Bicarb Low, Remote**

Located in the main water room the multi function alarm panel includes a LED display that notifies you visually and audibly of any RO alarm, storage tank low level, conductivity alarm, and a low level bicarb. The alarm panel includes a disinfection mode to disable the alarms when the distribution loop is being disinfected. The alarm panel can be upgraded in the future by adding a conductivity or resistivity monitor by simply adding a circuit board. Main NEMA 1 enclosure is 6¼" x 8¼". Nurses station remote is operated from the main alarm panel located in the water room. 100 feet of multi-wire, low-voltage cable is provided. Remote enclosure is 4½" x 4½" surface wall mount.

Pre-Distribution Loop Endotoxin Filter Housing:

1 **0021003 ¾" Single, 20"**

An ultra-filter for endotoxin is required on system utilizing a storage tank or deionizer tanks. The filter housing assembly is wall mounted on FRP unistrut with CPVC schedule 80 inlet/outlet isolation valves and inlet/outlet stainless steel pressure gauges. The housings are constructed of opaque virgin polypropylene with 222 type cartridge connectors.

Endotoxin Filter Cartridges:

1 **20-3046 0.2 µm, 2.5" x 20", 222, Pall, 10 GPM**

Single Tank Bicarb Mix and Distribution:

1 **00BCMD55 55 Gallon Mix and Distribution**

The AmeriWater bicarb system utilizes a virgin polyethylene cone bottom tank with sealed lid, sub-micron vent filter to prevent contamination, complete drain fittings and gasketed 12" covered fill hole.

The mix and distribution pump are all stainless steel. The high vortex pump mixing action provides complete mixing in minutes and keeps the bicarbonate powder in solution. Lightly pressurized recirculation distribution loop with adjustable throttle valve gives you complete pressure control to your dialysis machine. The adjustable throttle valve improves disinfection by allowing you to increase the pressure and flow rate through the distribution loop. This also results in faster rinse

Attachment 2b

out of the disinfectant.

The distribution loop returns to the bottom of the tank to prevent splashing and CO2 loss. The tank has a manual RO water valve which sprays the entire inside of the tank allowing quick and complete rinsing of the bicarb or disinfectant.

The control system operates on 115V, 60Hz, 20 AMP dedicated GFI circuit and a separate timer for fill and mixing. The bicarb mix timer prevents over-mixing of the solution. Distribution tank has high and low level audible alarms, with distribution pump low level shut off.

NOTE: AmeriWater recommends distribution loop to be installed using ½" OD polyethylene tubing to minimize bacteria growth.

Acid Distribution System:

1 **00AS130 130 Gallon Tank and Pump Assembly**

Flat bottom, polypropylene tanks with connections for fill, pump feed, and loop return. Pumps are magnetic drive, medium-head, poly design. AmeriWater recommends distribution loop to be installed using ½" OD polyethylene tubing to minimize bacteria growth.

Wall Boxes*:

11 **0082-0006 Water, 1 Acid, 1 Bicarb**

White single piece ABS construction with an opening cut out of 14⅝"W x 13⅝"H with a depth of 4¾".

*** Wall boxes do not include dialysis machine fittings!**

Nephros for Wall Box:

11 **0020-0004 Nephros Capsule Install Kit for Each Wall Box**

With its 0.005 micron filter pore size, the Nephros DSU removes a spectrum of bacteria, viral agents and biological toxins down to the required levels of the AAMI standards. Endotoxin and/or bacteria can colonize in the water distribution loop. The Nephros at each wall box is a final safeguard to ensure that the water going to the dialysis machine is ultra-pure. The Nephros provides up to 12 months of performance life in frequent use. This final filter can withstand multiple disinfections with bleach and PAA without degrading the fibers. Install kit comes complete with mounting clips, quick disconnects and tubing.

Clean In Place:

1 **00CIP2 MRO3, MRO4, MROX, MROZ**

An economical way to keep your membranes scale free for improved performance. Includes cleaning drum, hose and fittings for quick connection, and recirculation pump. Use AmeriClean A & B (cleaning agent not included).

Disinfection:

1 **0085-0020 Direct Feed Loop Disinfection Assembly, ½"**

Attachment 2a

	CMS Water Treatment Label Kit:	
1	**99-9075**	**Label Kit**
	Includes color coded directional flow arrows and product identification labels to meet CMS requirements.	
	Central System Valve Tags and Labels:	
1	**0099-0001**	**Central System Valve Tags (100) and Labels**

PACKAGING:

	Packaging: Central Systems	
1	**PKG7-13**	**7 to 13 Stations**

Attachment 2b

INSTALLATION:

Installation pricing is not included in this proposal. Installation pricing of the complete water treatment system is the responsibility of an AmeriWater authorized dealer and needs to be included in the final pricing to the customer. Customer specific installation requirements (USRC, DaVita, etc.) must be taken into account when providing the installation pricing (contact AmeriWater for details).

Installation of the complete water treatment system listed in this proposal with the following exceptions. The buyer is responsible for:

- Supplying hot and cold water supply
- Loop piping
- Drain plumbing
- Wall box installation
- All electrical wiring and utilities including disconnects

The following are AmeriWater requirements to consider when providing your installation quote.

1. System requires hot and cold water service sized to meet the flow requirements of the system, supplied and installed by others.
2. Back flow preventor if required by local codes, to be sized to meet the flow requirements of the system and installed by a licensed plumber.
3. Required water supply to have a minimum flow capacity of 20 GPM at 30 PSI dynamic pressure.
4. Drains for pretreatment and RO to have a minimum flow capacity of 20 GPM.
5. All electrical outlets, switched outlets, disconnects to be supplied and installed by others.
6. Meet electrical requirements of the equipment per the AmeriWater layout drawing if applicable.
7. Three phase equipment provided by AmeriWater incorporates motor starter protection and is not required by the installer.
8. Control panels supplied by AmeriWater to be located on wall prior to the electrical service installation. Electrical services to these panels to be supplied and installed by others.
9. The alarm panel includes a nurse's station remote alarm and 100 feet of install wire. The remote alarm needs to be located in the clinical area and wires run per local code.
10. 1.0" distribution loop to be supplied and installed by others. Distribution loop design to be approved by AmeriWater prior to installation.
11. Bicarb and acid distribution loops to be ½" OD polyethylene tubing, color coded to conform to AAMI recommendations.
12. Electrical service provided to the variable speed booster pump requires 208V-230V single phase.
13. System designed for temporary DI in the event that the RO requires service.
14. Bicarb distribution concentrate mixing and station wall boxes are supplied and installed by others.
15. Bicarb & Acid concentrate mixing requires unrestricted water connection on the return side of the distribution loop.

Attachment 20

PRICING SUMMARY:

Water Treatment System	$59,167.29
Installation	$21,400
Complete Water Treatment System *(includes packaging)*	**$80,567.29**

* **Extra** consumables are not included. See last page for pricing.

Documentation:

- 510K laminated certificate**
- Laminated piping and instrumentation drawing
- Laminated tags
- Laminated component labels
- Maintenance and operation binder

** Please note that the system is not considered a 510(K) cleared device until the following documents have been returned to AmeriWater and filed in the device history record for the system.

- Form 32, Installation Checklist and Validation Documentation
- Form 33, Central System Inservice Record
- An AAMI water analysis on the final product water
- LAL and microbiological testing, which is the responsibility of the customer, results

Upon receipt of these documents a laminated 510K certificate will be mailed to the customer's location.

Terms:

- Price does not include freight from Dayton, Ohio.
- A 25% non-refundable down payment is due with your purchase order.
- Remaining balance is Net 30 after delivery.
- One year warranty on equipment included.
- Ship date is approximately six weeks from receipt of order and tap water AAMI analysis.
- Quote is valid for 90 days.

Attachment 2b

CONSUMABLES:

Product Description		List Price Each
MRO Pre-Filter Cartridges (1 is Included with System)		
20-1012	20" x 2½", 1 µm, Polybond	$12.34
20-1056	20" x 4½", 5 µm, Polybond	$36.95
Endotoxin Filter Cartridges:		
20-3046	0.2 µm, 2½" x 20", 222, Pall	$563.00
Peracidin Disinfectant:		
95-0006	2 - 1 Quart Containers	$59.00
95-0007	4 - 1 Quart Containers	$101.00
95-0009	12 - 1 Quart Containers	$272.00
AmeriClean Membrane Cleaners:		
95810140	AmeriClean A, Acidic Cleaner (2) One Gallon Containers	$156.00
95810141	AmeriClean B, Alkaline Cleaner (2) One Gallon Containers	$156.00
PT401 Anti-Scalant Liquid:		
95810125	PT401, Anti-Scalant Liquid (4) One Gallon Containers	$109.00
95810126	PT401, HpH Anti-Scalant Liquid (4) One Gallon Containers	$109.00
95810127	PT401 Super Concentrate, Four (4) Quart Pack (Makes 120 Gallons)	$2,799.00
95810128	PT401 Super Concentrate, Two (2) Quart Pack (Makes 60 Gallons)	$1,400.00
Test Strips:		
97CM20201	0.1 ppm Chlorine/Chloramine Test Strips (6 Bottles of 100 Strips Each)	$166.00
97HP20401	Peracetic Acid Potency Test Strips (6 Bottles of 100 Strips Each)	$127.00
97K100-0111	Ozone Reagent Test Strips (1 Bottle of 50 Strips)	$55.00
97PH20901	pH/Water/Acid, Base/Bicarb/Dialysate, Test Strips (6 Bottles of 100 Strips Each)	$157.00
97PX20501	Residual Peroxide Test Strips (6 Bottles of 100 Strips Each)	$127.00
97RC22101	Residual Chlorine Test Strips (6 Bottles of 100 Strips Each)	$137.00
97WS20301	Water Hardness Test Strips (6 Bottles of 100 Strips Each)	$174.00

Attachment 2b

AMERICAN FactFinder

DP-1 | Profile of General Population and Housing Characteristics: 2010

2010 Demographic Profile Data

NOTE: For more information on confidentiality protection, nonsampling error, and definitions, see http://www.census.gov/prod/cen2010/doc/dpsf.pdf.

Geography: Oak Lawn village, Illinois

Subject	Number	Percent
SEX AND AGE		
Total population	56,690	100.0
Under 5 years	3,166	5.6
5 to 9 years	3,318	5.9
10 to 14 years	3,553	6.3
15 to 19 years	3,643	6.4
20 to 24 years	3,506	6.2
25 to 29 years	3,758	6.6
30 to 34 years	3,339	5.9
35 to 39 years	3,243	5.7
40 to 44 years	3,473	6.1
45 to 49 years	4,075	7.2
50 to 54 years	4,427	7.8
55 to 59 years	3,866	6.8
60 to 64 years	3,127	5.5
65 to 69 years	2,371	4.2
70 to 74 years	2,184	3.9
75 to 79 years	2,084	3.7
80 to 84 years	1,795	3.2
85 years and over	1,762	3.1
Median age (years)	41.2	(X)
16 years and over	45,930	81.0
18 years and over	44,318	78.2
21 years and over	42,367	74.7
62 years and over	11,975	21.1
65 years and over	10,196	18.0
Male population	27,001	47.6
Under 5 years	1,655	2.9
5 to 9 years	1,708	3.0
10 to 14 years	1,864	3.3
15 to 19 years	1,875	3.3
20 to 24 years	1,770	3.1
25 to 29 years	1,844	3.3
30 to 34 years	1,655	2.9
35 to 39 years	1,591	2.8
40 to 44 years	1,697	3.0
45 to 49 years	1,941	3.4
50 to 54 years	2,183	3.9
55 to 59 years	1,846	3.3
60 to 64 years	1,474	2.6
65 to 69 years	1,001	1.8
70 to 74 years	881	1.6

Attachment 3

Subject	Number	Percent
75 to 79 years	820	1.4
80 to 84 years	669	1.2
85 years and over	527	0.9
Median age (years)	38.6	(X)
16 years and over	21,387	37.7
18 years and over	20,576	36.3
21 years and over	19,559	34.5
62 years and over	4,735	8.4
65 years and over	3,898	6.9
Female population	29,689	52.4
Under 5 years	1,511	2.7
5 to 9 years	1,610	2.8
10 to 14 years	1,689	3.0
15 to 19 years	1,768	3.1
20 to 24 years	1,736	3.1
25 to 29 years	1,914	3.4
30 to 34 years	1,684	3.0
35 to 39 years	1,652	2.9
40 to 44 years	1,776	3.1
45 to 49 years	2,134	3.8
50 to 54 years	2,244	4.0
55 to 59 years	2,020	3.6
60 to 64 years	1,653	2.9
65 to 69 years	1,370	2.4
70 to 74 years	1,303	2.3
75 to 79 years	1,264	2.2
80 to 84 years	1,126	2.0
85 years and over	1,235	2.2
Median age (years)	43.7	(X)
16 years and over	24,543	43.3
18 years and over	23,742	41.9
21 years and over	22,808	40.2
62 years and over	7,240	12.8
65 years and over	6,298	11.1
RACE		
Total population	56,690	100.0
One Race	55,626	98.1
White	48,279	85.2
Black or African American	2,946	5.2
American Indian and Alaska Native	139	0.2
Asian	1,234	2.2
Asian Indian	228	0.4
Chinese	73	0.1
Filipino	553	1.0
Japanese	23	0.0
Korean	44	0.1
Vietnamese	107	0.2
Other Asian [1]	206	0.4
Native Hawaiian and Other Pacific Islander	19	0.0
Native Hawaiian	4	0.0
Guamanian or Chamorro	5	0.0
Samoan	1	0.0
Other Pacific Islander [2]	9	0.0
Some Other Race	3,009	5.3

Attachment 3

Subject	Number	Percent
Two or More Races	1,064	1.9
White; American Indian and Alaska Native [3]	135	0.2
White; Asian [3]	346	0.6
White; Black or African American [3]	139	0.2
White; Some Other Race [3]	302	0.5
Race alone or in combination with one or more other races: [4]		
White	49,247	86.9
Black or African American	3,152	5.6
American Indian and Alaska Native	308	0.5
Asian	1,624	2.9
Native Hawaiian and Other Pacific Islander	55	0.1
Some Other Race	3,391	6.0
HISPANIC OR LATINO		
Total population	56,690	100.0
Hispanic or Latino (of any race)	8,108	14.3
Mexican	6,856	12.1
Puerto Rican	580	1.0
Cuban	58	0.1
Other Hispanic or Latino [5]	614	1.1
Not Hispanic or Latino	48,582	85.7
HISPANIC OR LATINO AND RACE		
Total population	56,690	100.0
Hispanic or Latino	8,108	14.3
White alone	4,599	8.1
Black or African American alone	53	0.1
American Indian and Alaska Native alone	85	0.1
Asian alone	27	0.0
Native Hawaiian and Other Pacific Islander alone	5	0.0
Some Other Race alone	2,933	5.2
Two or More Races	406	0.7
Not Hispanic or Latino	48,582	85.7
White alone	43,680	77.1
Black or African American alone	2,893	5.1
American Indian and Alaska Native alone	54	0.1
Asian alone	1,207	2.1
Native Hawaiian and Other Pacific Islander alone	14	0.0
Some Other Race alone	76	0.1
Two or More Races	658	1.2
RELATIONSHIP		
Total population	56,690	100.0
In households	56,197	99.1
Householder	22,361	39.4
Spouse [6]	10,733	18.9
Child	17,674	31.2
Own child under 18 years	11,091	19.6
Other relatives	3,488	6.2
Under 18 years	1,155	2.0
65 years and over	743	1.3
Nonrelatives	1,941	3.4
Under 18 years	123	0.2
65 years and over	110	0.2
Unmarried partner	975	1.7
In group quarters	493	0.9
Institutionalized population	479	0.8
Male	168	0.3

Attachment 3

Subject	Number	Percent
Female	311	0.5
Noninstitutionalized population	14	0.0
Male	11	0.0
Female	3	0.0
HOUSEHOLDS BY TYPE		
Total households	22,361	100.0
Family households (families) [7]	14,397	64.4
With own children under 18 years	5,796	25.9
Husband-wife family	10,733	48.0
With own children under 18 years	4,457	19.9
Male householder, no wife present	1,024	4.6
With own children under 18 years	351	1.6
Female householder, no husband present	2,640	11.8
With own children under 18 years	988	4.4
Nonfamily households [7]	7,964	35.6
Householder living alone	7,022	31.4
Male	2,568	11.5
65 years and over	805	3.6
Female	4,454	19.9
65 years and over	2,539	11.4
Households with individuals under 18 years	6,415	28.7
Households with individuals 65 years and over	7,533	33.7
Average household size	2.51	(X)
Average family size [7]	3.22	(X)
HOUSING OCCUPANCY		
Total housing units	23,517	100.0
Occupied housing units	22,361	95.1
Vacant housing units	1,156	4.9
For rent	324	1.4
Rented, not occupied	19	0.1
For sale only	365	1.6
Sold, not occupied	65	0.3
For seasonal, recreational, or occasional use	57	0.2
All other vacants	326	1.4
Homeowner vacancy rate (percent) [8]	1.9	(X)
Rental vacancy rate (percent) [9]	7.4	(X)
HOUSING TENURE		
Occupied housing units	22,361	100.0
Owner-occupied housing units	18,297	81.8
Population in owner-occupied housing units	46,987	(X)
Average household size of owner-occupied units	2.57	(X)
Renter-occupied housing units	4,064	18.2
Population in renter-occupied housing units	9,210	(X)
Average household size of renter-occupied units	2.27	(X)

X Not applicable.

[1] Other Asian alone, or two or more Asian categories.

[2] Other Pacific Islander alone, or two or more Native Hawaiian and Other Pacific Islander categories.

[3] One of the four most commonly reported multiple-race combinations nationwide in Census 2000.

[4] In combination with one or more of the other races listed. The six numbers may add to more than the total population, and the six percentages may add to more than 100 percent because individuals may report more than one race.

[5] This category is composed of people whose origins are from the Dominican Republic, Spain, and Spanish-speaking Central or South

Attachment 3

American countries. It also includes general origin responses such as "Latino" or "Hispanic."

[6] "Spouse" represents spouse of the householder. It does not reflect all spouses in a household. Responses of "same-sex spouse" were edited during processing to "unmarried partner."

[7] "Family households" consist of a householder and one or more other people related to the householder by birth, marriage, or adoption. They do not include same-sex married couples even if the marriage was performed in a state issuing marriage certificates for same-sex couples. Same-sex couple households are included in the family households category if there is at least one additional person related to the householder by birth or adoption. Same-sex couple households with no relatives of the householder present are tabulated in nonfamily households. "Nonfamily households" consist of people living alone and households which do not have any members related to the householder.

[8] The homeowner vacancy rate is the proportion of the homeowner inventory that is vacant "for sale." It is computed by dividing the total number of vacant units "for sale only" by the sum of owner-occupied units, vacant units that are "for sale only," and vacant units that have been sold but not yet occupied; and then multiplying by 100.

[9] The rental vacancy rate is the proportion of the rental inventory that is vacant "for rent." It is computed by dividing the total number of vacant units "for rent" by the sum of the renter-occupied units, vacant units that are "for rent," and vacant units that have been rented but not yet occupied; and then multiplying by 100.

Source: U.S. Census Bureau, 2010 Census.

Attachment 3

KIDNEY CARE CENTER
Your Partners In Health

2038 West 95th Street
Chicago, IL 60643
Ph: 773.941.5727
Fax: 773.941.6814
www.kidneycares.com

May 6, 2016

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

Dear Ms. Avery,

I am pleased to support Dialysis Care Center Oak Lawn. The proposed 11 station chronic renal dialysis facility, to be located at 9115 S Cicero Ave, Oak Lawn, IL, 60453, will directly benefit my patients.

Dialysis Care Center Oak Lawn facility will improve access to necessary dialysis services in the Oak Lawn community.

My partners, Dr. Sushant Taksande, M.D., Dr. Sarika Chopra, M.D., Dr. Mohammad Omar, M.D, and I experienced extreme growth of both Oak Lawn population in general and End Stage Renal Disease (ESRD) patients in this area. I take care of many pre-ESRD patients in our practice that I anticipate referring to the Dialysis Care Center Oak Lawn. This facility will better serve the growing number of dialysis patients in our practice.

Currently, our CKD (Chronic Kidney Disease) clinic has 110 CKD, stage 4 (pre-ESRD) patients in our practice. This number does not include any patients that are earlier stages (CKD Stage 3). The list of these patients is provided as well, but have not been accounted for in any calculation purposes. Of all patients at CKD Stage 4, I expect approximately 30% to expire from other causes, remain stable, move out of the area or choose home dialysis modality before dialysis therapy is started. It is safe then to assume that approximately 70 of these patients would be referred to Dialysis Care Center Oak Lawn facility for dialysis over the next one to two years. My partners and I will continue to refer patients to the other facilities in the area, based on patient preference. We are also strong supporters of home dialysis modalities through our Hickory Hills and Beverly home therapy programs and will continue to refer appropriate candidates to home dialysis services.

I respectfully ask you to consider the needs of constantly growing End Stage Renal Disease population in the Southwest Cook County area and approve the Dialysis Care Center Oak Lawn facility to provide dialysis services to these patients.

Thank you immensely in advance for your consideration.

Attachment 4

KIDNEY CARE CENTER
Your Partners In Health

2038 West 95th Street
Chicago, IL 60643
Ph: 773.941.5727
Fax: 773.941.6814
www.kidneycares.com

I attest that, to the best of my knowledge, all the information contained in this letter is true and correct and that the projected patient referrals listed in this document have not been used to support any other CON application.

Sincerely,

Sonja Marcic, M.D.

Notarization:
Subscribed and sworn to before me
this 30th day of June 2016

Signature of Notary

Seal

OFFICIAL SEAL
JESSICA L MACIAS
Notary Public - State of Illinois
My Commission Expires Jul 23, 2017

Kidney Care Center - South 2013 Dr. Sonja Marcic		
Zip Code of Patient	Name of Facility Referred	Number of Patients Referred
60632	FMC Burbank	1
60639	FMC Burbank	1
60462	FMC Burbank	1
60652	FMC Burbank	1
60462	Davita Palos Park	4
60463	Davita Palos Park	2
60465	Davita Palos Park	2
60452	Davita Palos Park	2
60153	Davita Palos Park	1
60433	Davita Palos Park	1
60482	Davita Palos Park	1
60457	Davita Palos Park	1
60467	Davita Palos Park	1
60638	Davita Palos Park	1
60426	Davita Palos Park	1
60469	Davita Palos Park	1
60458	Davita Palos Park	1
60453	Davita Palos Park	2
TOTAL		**25**

Kidney Care Center - South 2014 Dr. Sonja Marcic		
Zip Code of Patient	Name of Facility Referred	Number of Patients Referred
60465	FMC Burbank	1
60629	FMC Burbank	4
60459	FMC Burbank	4
60639	FMC Burbank	1
60426	FMC Burbank	1
60643	FMC Burbank	1
60652	FMC Burbank	1
60628	FMC Burbank	1
60638	FMC Burbank	1
60619	FMC Burbank	1
60465	Davita Palos Park	2
60462	Davita Palos Park	7
60464	Davita Palos Park	2
60430	Davita Palos Park	1
60453	Davita Palos Park	2
60482	Davita Palos Park	1
60457	Davita Palos Park	1
60467	Davita Palos Park	1
60442	Davita Palos Park	1
60463	Davita Palos Park	1
60458	Davita Palos Park	1
60441	FMC Southside	1
60629	FMC Southside	1
60621	FMC Southside	1
60805	FMC Southside	1
60636	FMC Southside	1
TOTAL		**41**

Kidney Care Center - South 2015 Dr. Sonja Marcic		
Zip Code of Patient	Name of Facility Referred	Number of Patients Referred
60455	Davita Palos Park	1
60462	Davita Palos Park	5
60465	Davita Palos Park	2
60643	Davita Palos Park	2
60463	Davita Palos Park	1
60464	Davita Palos Park	2
60620	Davita Palos Park	1
60430	Davita Palos Park	1
60453	Davita Palos Park	1
60482	Davita Palos Park	1
60442	Davita Palos Park	1
60491	Davita Palos Park	1
60463	Davita Palos Park	1
60457	Davita Palos Park	2
60404	Davita Palos Park	1
60465	FMC Burbank	1
60629	FMC Burbank	2
60643	FMC Burbank	1
60459	FMC Burbank	3
60652	FMC Burbank	1
60628	FMC Burbank	1
60621	FMC Southside	1
60805	FMC Southside	1
60636	FMC Southside	2
60620	FMC Southside	1
60441	FMC Southside	1
60643	Davita Mount Greenwood	1
60462	FMC Mokena	1
TOTAL		**40**

New Patient Referred By Zip Code and Facility Kidney Care Center - South 2016 Dr. Sonja Marcic		
Zip Code of Patient	Name of Facility Referred	Number of Patients Referred
60462	Davita Palos Park	3
60459	Davita Palos Park	1
60465	Davita Palos Park	3
60455	Davita Palos Park	1
60638	Davita Palos Park	1
60456	Davita Palos Park	1
60646	Davita Palos Park	1
60463	Davita Palos Park	1
60415	Davita Chicago Ridge	1
60461	Davita Chicago Ridge	1
TOTAL		**14**

KIDNEY CARE CENTER
Your Partners In Health

2038 West 95th Street
Chicago, IL 60643
Ph: 773.941.5727
Fax: 773.941.6814
www.kidneycares.com

May 7, 2016

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

Re: Dialysis Care Center Oak Lawn

Dear Ms. Avery,

I am writing in support to the Dialysis Care Center Oak Lawn proposal to open an 11-station dialysis facility in Oak Lawn. As a nephrologist practicing in the Oak Lawn area since August 2014 and I have witnessed a surplus of End Stage Renal Disease (ESRD) patients in this area. There are many Chronic Kidney Disease (CKD) stage 3 and stage 4 patients in my Oak Lawn practice.

I anticipate a shortage of dialysis chairs if a new facility is not readily available. There will be no duplication of services or misdistribution in the Oak Lawn area. I am certain of my referring of patients to Dialysis Care Center Oak Lawn. I, along with my patients and their families are eager to have this new dialysis facility located in their community.

There is a large number of CKD stage 3 and stage 4 patients in the immediate area. We anticipate this clinic to fill up quickly. It is safe then to assume that approximately 20 of these patients would be referred to Dialysis Care Center Oak Lawn facility for dialysis over the next one to two years. My partners and I will continue to refer patients to the other facilities in the area, based on patient preference.

I urge you to approve this dialysis clinic for the residents in Oak Lawn.

I attest that, to the best of my knowledge, all the information contained in this letter is true and correct and that the projected patient referrals listed in this document have not been used to support any other CON application.

Sincerely,

Hafiz M. Omer

Muhammad Omer, M.D.

Notarization:
Subscribed and sworn to before me
this 20th day of June, 2016

Signature of Notary

Seal

OFFICIAL SEAL
JESSICA L MACIAS
Notary Public - State of Illinois
My Commission Expires Jul 23, 2017

Physician Referrals
Attachment-4

Kidney Care Center - South 2024 - Dr. Muhammad Sharif		
Zip Code of Patient	Name of Facility Referred	Number of Patients Referred
60463	Davita Palos Park	1
60462	FMC Burbank	1
60632	FMC Burbank	1
TOTAL		**3**

Kidney Care Center - South 2015 Dr. Muhammad Omer		
Zip Code of Patient	Name of Facility Referred	Number of Patients Referred
60682	FMC Burbank	1
60629	FMC Burbank	1
60453	FMC Burbank	1
60632	FMC Burbank	1
60620	FMC Burbank	1
60628	FMC Burbank	2
60628	FMC Southside	1
TOTAL		**8**

New Patient Referred By Zip Code and Facility Kidney Care Center - South 2016 Dr. Muhammad Omer		
Zip Code of Patient	Name of Facility Referred	Number of Patients Referred
60628	Davita Palos Park	1
60632	FMC Burbank	1
60827	FMC Burbank	1
60805	FMC Burbank	1
TOTAL		**4**

KIDNEY CARE CENTER
Your Partners In Health

2038 West 95th Street
Chicago, IL 60643
Ph: 773.941.5727
Fax: 773.941.6814
www.kidneycares.com

June 30, 2016

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

Re: Dialysis Care Center Oak Lawn

Dear Ms. Avery,

My name is Sushant Taksande, M.D. and I am a nephrologist practicing in the Oak Lawn area since August 2014. I am writing to express my strong support for the proposed Dialysis Care Center Oak Lawn dialysis facility.

Over the years, I have witnessed extreme growth of both population and of End Stage Renal Dialysis (ESRD) patients in the Oak Lawn area. I currently care for many pre-ESRD patients within my practice, of which, I anticipate in referring to the Dialysis Care Center Oak Lawn. It is safe then to assume that approximately 15 of these patients would be referred to Dialysis Care Center Oak Lawn facility for dialysis over the next one to two years. My partners and I will continue to refer patients to the other facilities in the area, based on patient preference. My partners and I, along with our patients and their families, are hopeful to have this new dialysis facility located in their community.

This clinic is located within a community whose population is prone to diseases leading to kidney failure.

I attest that, to the best of my knowledge, all the information contained in this letter is true and correct and that the projected patient referrals listed in this document have not been used to support any other CON application.

I urge you to approve this dialysis clinic for the residents in Oak Lawn.

Sincerely,

Sushant Taksande, M.D.

Notarization:
Subscribed and sworn to before me
this 30th day of June, 2016

Signature of Notary

Seal

OFFICIAL SEAL
JESSICA L MACIAS
Notary Public - State of Illinois
My Commission Expires Jul 23, 2017

Physician Referrals
Attachment-4

Kidney Care Center - South 2014 Dr. Sushant Vaksande		
Zip Code of Patient	Name of Facility Referred	Number of Patients Referred
60453	FMC Burbank	1
60426	FMC Burbank	1
60638	FMC Burbank	1
TOTAL		**3**

Kidney Care Center - South 2025 Dr. Sushant Taksande		
Zip Code of Patient	Name of Facility Referred	Number of Patients Referred
60480	Davita Palos Park	1
60453	FMC Burbank	1
60620	Davita Mount Greenwood	3
60643	Davita Mount Greenwood	1
TOTAL		**6**

New Patient Referred By Zip Code and Facility Kidney Care Center - South 2016 Dr. Sushant Taksande		
Zip Code of Patient	Name of Facility Referred	Number of Patients Referred
60655	Davita Mount Greenwood	2
60643	Davita Mount Greenwood	2
60628	Davita Mount Greenwood	1
60456	Davita Mount Greenwood	1
TOTAL		**6**

KIDNEY CARE CENTER
Your Partners In Health

10508 South Roberts Road
Palos Hills, IL 60465
Ph: 708.608.8122
Fax: 708.827.5419
www.kidneycares.com

June 30, 2016

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

Re: Dialysis Care Center Oak Lawn

Dear Ms. Avery,

I am a nephrologist practicing in Oak Lawn and surrounding vicinities. I began my practice in November of 2015. I am writing to support the Dialysis Care Center Oak Lawn proposal to open an 11-station dialysis facility in Oak Lawn.

I have witnessed firsthand a significant End Stage Renal Dialysis (ESRD) population of patients in this area which continues to increase. I have many Chronic Kidney Disease (CKD) stage 3 and stage 4 patients within my practice, many of which I will refer to this facility. It is safe then to assume that approximately 5 of these patients would be referred to Dialysis Care Center Oak Lawn facility for dialysis over the next one to two years. My partners and I will continue to refer patients to the other facilities in the area, based on patient preference. I am concerned that the current dialysis facilities in the surrounding areas will be at capacity in the very near future.

I would be pleased if Dialysis Care Center Oak Lawn was approved and opened.

I attest that, to the best of my knowledge, all the information contained in this letter is true and correct and that the projected patient referrals listed in this document have not been used to support any other CON application.

I urge you to approve this dialysis clinic for the residents in Oak Lawn.

Sincerely,

Sarika Chopra, D.O.

Notarization:
Subscribed and sworn to before me
this 30th day of June, 2016

Signature of Notary

Seal

OFFICIAL SEAL
JESSICA L MACIAS
Notary Public - State of Illinois
My Commission Expires Jul 23, 2017

Physician Referrals
Attachment-4

New Patient Referred By Zip Code and Facility Kidney Care Center - South 2016 Dr. Sarika Chopra		
Zip Code of Patient	Name of Facility Referred	Number of Patients Referred
60455	BRIA	1
TOTAL		**1**

Utilization of Facilities within 30-Minute Drive Time

Facility Name	Address	City	Zip Code	MapQuest Time	MapQuest Distance	Stations	Patients	Utilization
DSI Renal Services - Scottsdale	4651 West 79th Street	Chicago	60652	8 min	02.3mi	36	145	67.13
FMC Dialysis Services - Burbank	4811 W. 77th Street	Burbank	60459	9 min	02.6mi	26	135	86.54
West Lawn Dialysis	7000 South Pulaski Road	Chicago	60629	11 min	03.6mi	12	66	91.67
FMC - Alsip	12250 South Cicero	Alsip	60803	15 min	04.0mi	20	76	63.33
FMC Evergreen Park	9730 South Western Avenue	Evergreen Park	60805	11 min	04.2mi	30	157	87.22
Beverly Dialysis Center	8111South Western Avenue	Chicago	60620	12 min	04.2mi	16	101	105.21
DaVita Mount Greenwood Dialysis	3401 W. 111th Street	Chicago	60655	12 min	04.2mi	16	104	108.33
FMC - Merrionette Park	11650 S. Kedzie Avenue	Merrionette Park	60803	15 min	05.2mi	24	112	77.78
Fresenius Medical Care - Midway	6201 West 63rd Street	Chicago	60638	27 min	05.9mi	12	68	94.44
Fresenius Mecical Care Chatham	333 West 87th Street	Chicago	60617	20 min	06.4mi	16	85	88.54
FMC Blue Island	12200 Western Avenue	Blue Island	60406	18 min	07.0mi	28	0	0
FMC Ross Dialysis - Englewood	6333 South Green Street	Chicago	60631	22 min	07.3mi	16	90	93.75
Fresenius Medical Care of Roseland	136 West 111th Street	Chicago	60628	26 min	08.3mi	12	67	93.06
Fresenius Medical Care Cicero	3000 South Cicero Avenue	Cicero	60804	34 min	08.3mi	16	60	62.S
Palos Park Dialysis	13155 S. LaGrange Road	Orland Park	60462	18 min	08.8mi	12	53	73.61
Grand Crossing Dialysis	7319 South Cottage Grove Avenue	Chicago	60619	31 min	08.8mi	12	66	91.67
Fresenius Medical Care Oak Forest	5340 West 159th Street	Oak Forest	60452	27 min	09.3mi	12	44	61.11
DaVita Lawndale Dialysis	3934 West 24th Street	Chicago	60623	39 min	09.3mi	16	85	88.54
SAH Dialysis Clinic at 26th Street	3059 West 26th Street	Chicago	60623	33 min	09.6mi	15	32	35.56
FMC - Jackson Park Dialysis	7531 South Stony Island	Chicago	60649	34 min	09.6mi	24	101	70.14
DaVita - Little Village Dialysis	2335 W. Cermak Road	Chicago	60608	35 min	10.6mi	16	93	96.88
DSI - Markham	15891 Whipple Ave	Markham	60426	18 min	10.9mi	24	0	0
FMC - Bridgeport	825 West 35th Street	Chicago	60609	34 min	11.0mi	27	134	82.72
Mt. Sinai Hospital Med Ctr	2798 West 15th Place	Chicago	60608	32 min	11.5mi	16	88	91.67
FMC - Berwyn	2601 South Harlem Avenue	Berwyn	60402	35 min	12.6mi	26	151	89.88
Community Dialysis of Harvey	16657 South Halsted Street	Harvey	60426	27 min	13.2mi	16	67	62.04
FMC - Hazel Crest	17524 E Carriage Way	Hazel Crest	60429	27 min	13.3mi	16	81	84.38
FMC - Oak Park Dialysis Center	733 Madison Street	Oak Park	60302	50 min	13.6mi	12	69	95.83
South Holland Renal Center	16100 LaSalle Street	South Holland	60473	29 min	13.9mi	24	121	84.03
FMC - Prairie	1717 South Wabash Avenue	Chicago	60616	41 min	14.1mi	24	105	72.92
Loyola Dialysis Center	1201 West Roosevelt Road	Maywood	60153	32 min	14.4mi	30	132	73.33
DSI Hazel Crest	3470 West 183rd Street	Hazel Crest	60429	30 min	15.2mi	19	101	88.6
FMC Dialysis Services of Willowbrook	6300 Kingery Highway	Willowbrook	60527	25 min	15.3mi	20	80	66.67
DaVita Chicago Heights Renal Care	177 East Joe Orr Road	Chicago Heights	60411	32 min	16.9mi	16	81	84.38
DaVita Olympia Fields Dialysis Center	4557 Lincoln Highway	Matteson	60443	29 min	18.9mi	24	102	70.83

Fresenius Medical Care South Holland	17225 South Paxton Avenue	South Holland	60473	29 min	19.1mi	24	96	66.67
Fresenius Medical Care of Mokena	8910 West 192nd Street	Mokena	60448	30 min	19.2mi	12	49	68.06
NxStage Oak Brook	1600 West 16th Street	Oak Brook	60521	30 min	19.3mi	8	10	20.83
Nocturnal Dialysis Spa	1634 South Ardmore	Villa Park	60181	32 min	20.4mi	12	1	1.39
USRC Bolingbrook Dialysis	396 Remington Boulevard	Bolingbrook	60440	35 min	21.6mi	13	55	70.51
USRC Oak Brook Dialysis	1213 Butterfield Road	Downers Grove	60515	33 min	21.8mi	13	56	71.79
FMC - Downers Grove Dialysis Center	3825 Highland Avenue	Downers Grove	60515	31 min	22.3mi	19	63	65.63
Fresenius Medical Care Lombard	1940 Springer Drive	Lombard	60148	37 min	23.4mi	12	52	72.22
U.S. Renal Care Villa Park Dialysis	200 East North Avenue	Villa Park	60181	37 min	23.4mi	13	72	92.31
Fresenius Medical Care River Forest	103 Forest Avenue	River Forest	60305	38 min	23.5mi	22	87	65.91
FMC - Melrose Park	1111Superior Street	Melrose Park	60160	37 min	24.1mi	18	90	83.33
FMC - North Avenue	719 West North Avenue	Melrose Park	60160	41 min	24.7mi	24	115	79.86
Silver Cross Renal Center	1860 Silver Cross Boulevard	New Lenox	60451	36 min	27.9mi	19	94	82.46
DaVita - Stony Creek	6236 West 95th Street	Oak Lawn	60453	5 min	2.24mi	12	70	97.22
DaVita Chicago Ridge Dialysis	10511 South Harlem Avenue	Worth	60482	12 min	4.25mi	16	3	3.13
Fresenius Medical Care Summit	7319 Archer Avenue	Summit	60501	17 min	7.93mi	12	0	0
FMC - Crestwood	4861 Cal Sag Road	Crestwood	60445	11 min	5.24mi	24	100	69.44
Concerto Dialysis	14255 Cicero Avenue	Crestwood	60445	14 min	6.67mi	9	20	37.04
FMC - South Side	7721 South Western Avenue	Chicago	60620	12 min	4.47mi	39	191	81.62
Fresenius Medical Care Beverly Ridge	9914 South Vincennes	Chicago	60643	14 min	5.59mi	16	0	0
FMC - Marquette Park	2534 West 69th Street	Chicago	60629	10 min	5.04mi	16	90	93.75
DaVita Tinley Park Dialysis	16767 South 80th Avenue	Tinley Park	60477	30 min	19.10mi	12	0	0
FMC - Orland Park	15890 Parkhill Dr	Orland Park	60462	25 min	12.79mi	18	81	75
FMC - Westchester	2400 Wolf Road	Westchester	60154	23 min	16.08mi	20	90	75
Fresenius Medical Care Lemont	16177 West 127th Street	Lemont	60439	29 min	22.04mi	12	0	0
RCG Villa Park	York Road & Roosevelt Road	Elmhurst	60126	30 min	20.67mi	24	0	0
Country Hills Dialysis	4215 West 167th Street	Country Club Hills	60478	25 min	13.11mi	24	104	72.22
FMC Bolingbrook	329 Remington Road	Bolingbrook	60440	28 min	21.16mi	24	137	95.14%
DaVita Washington Heights Dialysis	10620 South Halsted	Chicago	60628	18 min	6.87mi	16	0	0
Oak Park Kidney Centers, LLC	610 South Maple Avenue	Oak Park	60304	31 min	23.59mi	18	70	64.81

Proforma Dialysis Care Center Oak Lawn

	Profit and Loss Statement		
Year	**1**	**2**	**3**
Hemodialysis Patients	**35**	**58**	**66**
Total Treatments	**2,520**	**6,696**	**8,928**
Net Gross Revenue	$ 756,974	$ 2,051,617	$ 2,790,199
Net Revenue/Treatment	$300.39	$306.39	$312.52
Expenses			
Total Personnel	$ 315,000	$ 703,080	$ 848,160
Total Supplies	2,520	6,696	8,928
Drugs	113,400	301,320	401,760
Rent	60,000	60,000	60,000
All Other	392,542	745,830	1,156,036
Total Expenses	$ 883,462	$ 1,816,926	$ 2,474,884
Net Income	**(126,488)**	**234,691**	**315,315**
Margin %	**-16.7%**	**11.4%**	**11.3%**
Assumptions			
Insurance Payor mix	90/10		
Average Medicare/Medicaid rate	$260.00		
Commercial rate	$663.87		
Average Rate	$300.39		
Personnel/tmt	125	105	95
Medical Supplies/tmt	20	20	20
Drugs/tmt	45	45	45
Rent	60,000	60,000	60,000
All other	392,462	1,051,480	1,207,776
Full Utilization	9,504	9,504	9,504
Projected Utilization	26.5%	70.5%	93.9%