

## GERMANE NEPHROLOGY ASSOCIATES

95 - 129TH INFANTRY DRIVE, JOLIET, IL 60435

TEL: (815) 741-6830 • FAX: (815) 741-6832

Tunji Alausa, M.D.  
Diplomat of American  
Board of Nephrology

Diplomat of American  
Board of  
Internal Medicine

M.S. Shafi, M.D.  
Diplomat of American  
Board of Nephrology

Diplomat of American  
Board of  
Internal Medicine

Diplomat of American  
Board of  
Critical Care Medicine

November 11, 2010

Mr. Dale Galassie  
Acting Chair  
Illinois Health Facilities & Services Review Board  
525 W. Jefferson St., 2<sup>nd</sup> Floor  
Springfield, IL 62761

Dear Mr. Galassie:

**RECEIVED**

NOV 15 2010

HEALTH FACILITIES &  
SERVICES REVIEW BOARD

I am a nephrologist practicing in Will County in the Joliet/Plainfield area and also serve as Medical Director of the Fresenius Medical Care Plainfield dialysis center as well as the Joliet Home Dialysis Network facility. I am part of Germane Nephrology Associates in Joliet. Along with my partner, Mohammed Shafi, M.D., I currently refer patients to Fresenius Medical Care Plainfield, Joliet Home Dialysis Network, Fairview Nursing Home, Silver Cross Renal West, Silver Cross Hospital and Sun Health.

I am writing to make corrections to the patient data I certified to in the original application, #10-066, Fresenius Medical Care Joliet. While the data was factual, due to a miscommunication my office inadvertently supplied historic patient data to Fresenius Medical Care that was inconsistent with the Board required data. The historic data originally given counted total patients over a one year period including transient patients and those that may have transferred between facilities, rather than the patient census as of the end of each time period as reported to The Renal Network. The revised and correct data is contained in this letter.

The Joliet/Plainfield area has seen a constant increase of end stage renal disease (ESRD) patients over the past several years. The recently operational Plainfield facility was halfway to capacity as of the 2<sup>nd</sup> Quarter of 2010 and now, as of November is at 72%. The other facilities I refer patients to are operating at high utilizations as well. For this reason, I am in full support of the proposed Fresenius Medical Care Joliet dialysis clinic.

The selected site for this facility is in an area that is predominantly Hispanic and African American. These populations are twice as likely to be diagnosed with diabetes which is the leading cause of kidney failure. This is contributing to the high growth of ESRD in the area. This is evident in 141% growth of my hemodialysis patients over the last three and a half years (34 in 2007 up to 82 in 2010). Due to this excessive growth I am adding two more new nephrologists to my practice by the end of 2010.

I was treating 34 hemodialysis patients at the end of 2007, 59 patients at the end of 2008 and 56 patients at the end of 2009, as reported to The Renal Network. At the end of the

2nd quarter 2010 I had 82 hemodialysis patients. Over the past twelve months I have referred 77 hemodialysis patients to those facilities mentioned above. I am a strong supporter of home dialysis and have also referred another 60 patients for this modality in the past year. I currently have 273 pre-ESRD patients in my practice from the Joliet area that will be requiring dialysis in 1-2 years as indicated by lab values (patient attrition of 30% has been accounted for in this number). I expect to refer 41 patients to the Fresenius Joliet facility in the first year and another 66 in the 2<sup>nd</sup> year of operation. (see attached patient lists). The remaining 166 patients live closer to other area facilities such as Silver Cross Renal West, Silver Cross Hospital, Fresenius Plainfield, Lockport, Oswego, Naperville & Bolingbrook or to Sun Health and will likely be referred to these facilities per the patients choice. I will also continue to refer those patients who are good candidates for home dialysis services. (see attached patient lists)

I therefore urge the Board to approve the establishment of Fresenius Medical Care Joliet to keep access to dialysis treatment available to the patients in this growing area of Will County. Thank you for your consideration.

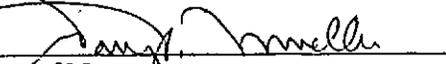
I attest that to the best of my knowledge, all the information contained in this letter is true and correct and that the projected patient referrals listed in this document have not been used to support any other CON application.

Sincerely,

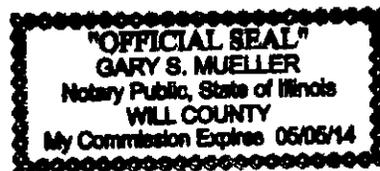
  
\_\_\_\_\_  
Morufu Alausa, M.D.

Notarization:

Subscribed and sworn to before me  
this 12<sup>th</sup> day of November, 2010

  
\_\_\_\_\_  
Signature of Notary

Seal



**PRE - ESRD PATIENTS DR. ALAUSA EXPECTS TO REFER TO FRESENIUS  
 MEDICAL CARE JOLIET BY 2 YEARS AFTER PROJECT COMPLETION  
 ALSO INCLUDED ARE HIS PATIENTS WHO WILL BE REFERRED TO OTHER AREA  
 FACILITIES IN THE SAME TIMEFRAME**

<b>Fresenius Medical Care Joliet</b>		
<b>Zip Code</b>	<b>1st Year</b>	<b>2nd Year</b>
60432	6	7
60433	12	12
60442	4	9
60410	3	11
60481	2	11
60403	14	16
<b>Total</b>	<b>41</b>	<b>66</b>

<b>Silver Cross Hospital New Lenox</b>		
60451	9	8
<b>Total</b>	<b>9</b>	<b>8</b>

<b>Fresenius Medical Care Plainfield</b>		
60586	4	3
60431	4	4
60404	2	6
60544	7	6
<b>Total</b>	<b>16</b>	<b>19</b>

<b>Fresenius Medical Care Lockport</b>		
60441	9	17
<b>Total</b>	<b>9</b>	<b>17</b>

<b>Potentially to Fresenius Medical Care Oswego, Naperville or Bolingbrook</b>		
60543	4	5
60585	4	4
60446	4	7
60564	4	5
<b>Total</b>	<b>16</b>	<b>21</b>

<b>Potentially to Silver Cross West, Sun Health or Fresenius Joliet</b>		
60436	15	5
60421	7	8
60435	7	8
<b>Total</b>	<b>29</b>	<b>22</b>

<b>Grand Total</b>	<b>121</b>	<b>152</b>
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**ADMISSIONS OF DR. ALAUSA FOR THE PREVIOUS TWELVE MONTHS -**  
**08/01/2009 THROUGH 07/31/2010**

Zip Code	Fairview Nursing Home	Fresenius Plainfield	Silver Cross Hospital	Silver Cross Renal West	Sun Health	Total
60403		4		1		5
60404		3				3
60407		1				1
60421		1				1
60431		3				3
60432		2	5	3	1	11
60433		2		1		3
60435	8	8				16
60436	1	2		3		6
60439		1				1
60440				1		1
60441		4		1		5
60442				1		1
60446		2				2
60447		1			1	2
60448		2				2
60544		4		1		5
60559		1				1
60565		1				1
60586		6		1		7
Total	9	48	5	13	2	77

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**PATIENTS OF DR. ALAUSA FOR 2007**  
**BY FACILITY AND ZIP CODE**

Zip Code	Cross Renal West	Sun Health	Silver Cross Hospital	Total
60432	1	2	1	4
60433		1		1
60436		1		1
60451	1		1	2
60410				0
60481	1			1
60441	1	1	1	3
60435	2	2		4
60403			1	1
60518	1			1
60407				0
60450	1	1		2
60431	2			2
60404				0
60446	1	1		2
60544				0
60486	1	1		2
60420				0
60477	1			1
60434	1	1		2
60560				0
60538	1			1
60416	1	1		2
60448	1			1
60491	1			1
60440				0
Total	18	12	4	34

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**PATIENTS OF DR. ALAUSA FOR 2008**  
**BY FACILITY AND ZIP CODE**

Zip Code	Cross Renal West	Sun Health	Silver Cross Hospital	Total
60432	2	1	1	4
60433	2	1		3
60436	1	2		3
60451	1	1	1	3
60410	2	2		4
60481	1	1		2
60441	1	1		2
60435	3	1		4
60403	1	1	1	3
60518	2			2
60407	1			1
60450	2	1	1	4
60431	1			1
60404	2	1		3
60446	1	1	1	3
60544	2			2
60486	1			1
60420	1			1
60477	2			2
60434	1	1	1	3
60560	1			1
60538	1			1
60416	2			2
60448	2	1		3
60491	1			1
60440				0
Total	37	16	6	59

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**PATIENTS OF DR. ALAUSA FOR 2009**  
**BY FACILITY AND ZIP CODE**

Zip Code	Silver Cross Renal West	Sun Health	Silver Cross Hospital	Fresenius Plainfield	Total
60432	2	1	1		4
60433	2				2
60436	1		1		2
60451	1				1
60410	2				2
60481	1		1		2
60441	1				1
60435	4	3		1	8
60403	2		1	1	4
60518	1			1	2
60407	1			1	2
60450	1				1
60431	2				2
60404	2		1		3
60446	1				1
60544	2				2
60486	2				2
60420	1		1		2
60477	1	1	1		3
60434	2				2
60560	1				1
60538	1				1
60416	1		1		2
60448	1				1
60491	1				1
60440	1				1
60447				1	1
<b>Total</b>	<b>38</b>	<b>5</b>	<b>8</b>	<b>5</b>	<b>56</b>

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**PATIENTS OF DR. ALAUSA FOR 2ND QUARTER 2010**  
**BY FACILITY AND ZIP CODE**

Zip Code	Silver Cross Renal West	Sun Health	Silver Cross Hospital	Fresenius Plainfield	Total
60432	1	1	1	2	5
60433	1	1	0	2	4
60436	1	0	1	0	2
60451	1	1	0	1	3
60410	2	0	0	0	2
60481	1	0	1	1	3
60441	0	1	0	0	1
60435	4	1	0	6	11
60403	2	0	1	1	4
60518	1	0	0	2	3
60407	1	0	0	1	2
60450	1	1	0	1	3
60431	2	0	0	1	3
60404	2	0	1	0	3
60446	1	0	0	0	1
60544	2	1	0	1	4
60486	2	0	0	1	3
60420	1	0	1	0	2
60477	1	0	1	1	3
60434	1	1	0	0	2
60560	1	0	0	1	2
60538	0	0	0	1	1
60416	1	0	1	1	3
60448	0	1	0	0	1
60491	1	0	0	0	1
60440	1	0	0	0	1
60447	0	0	0	1	1
60565	1	1	0	1	3
60559	0	0	0	1	1
60586	0	0	0	3	3
60421	0	0	0	1	1
Total	33	10	8	31	82

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