

**Constantino, Mike**

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**From:** Lori Wright [Lori.Wright@fmc-na.com]  
**Sent:** Tuesday, November 20, 2012 3:34 PM  
**To:** Constantino, Mike  
**Cc:** clare.ranalli@hklaw.com  
**Subject:** #12-058 Opposition  
**Attachments:** #12-058 Fresenius Opposition 11-20-12.pdf

Mike,

Please see attached opposition comments to #12-058, US Renal Lemont.

Thank you,



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Lori Wright  
Senior CON Specialist

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November 20, 2012

Sent via FAX and UPS Overnight Delivery

Ms. Courtney Avery  
 Administrator  
 Illinois Health Facilities and Services Review Board  
 525 W. Jefferson, 2<sup>nd</sup> Floor  
 Springfield, IL 62716

Re: Opposition to #12-058, US Renal Lemont

Dear Ms. Avery:

Fresenius Medical Care did not previously oppose the US Renal Lemont application due to the need for stations in HSA 7 as determined by the Board and recognized by Fresenius. However, after further examination of the application it appears that the US Renal project has several substantive issues. **Most notably it appears that patients have been duplicated to support this application and application #12-059, US Renal Plainfield.**

In a review of patients identified for #12-058 & #12-059 it is clear that 36 patients from the Joliet/Crest Hill zip codes were duplicated in the two applications. The chart below shows the number of patients identified from each zip code, by each physician in each application. They are exactly the same, which is highly unlikely.

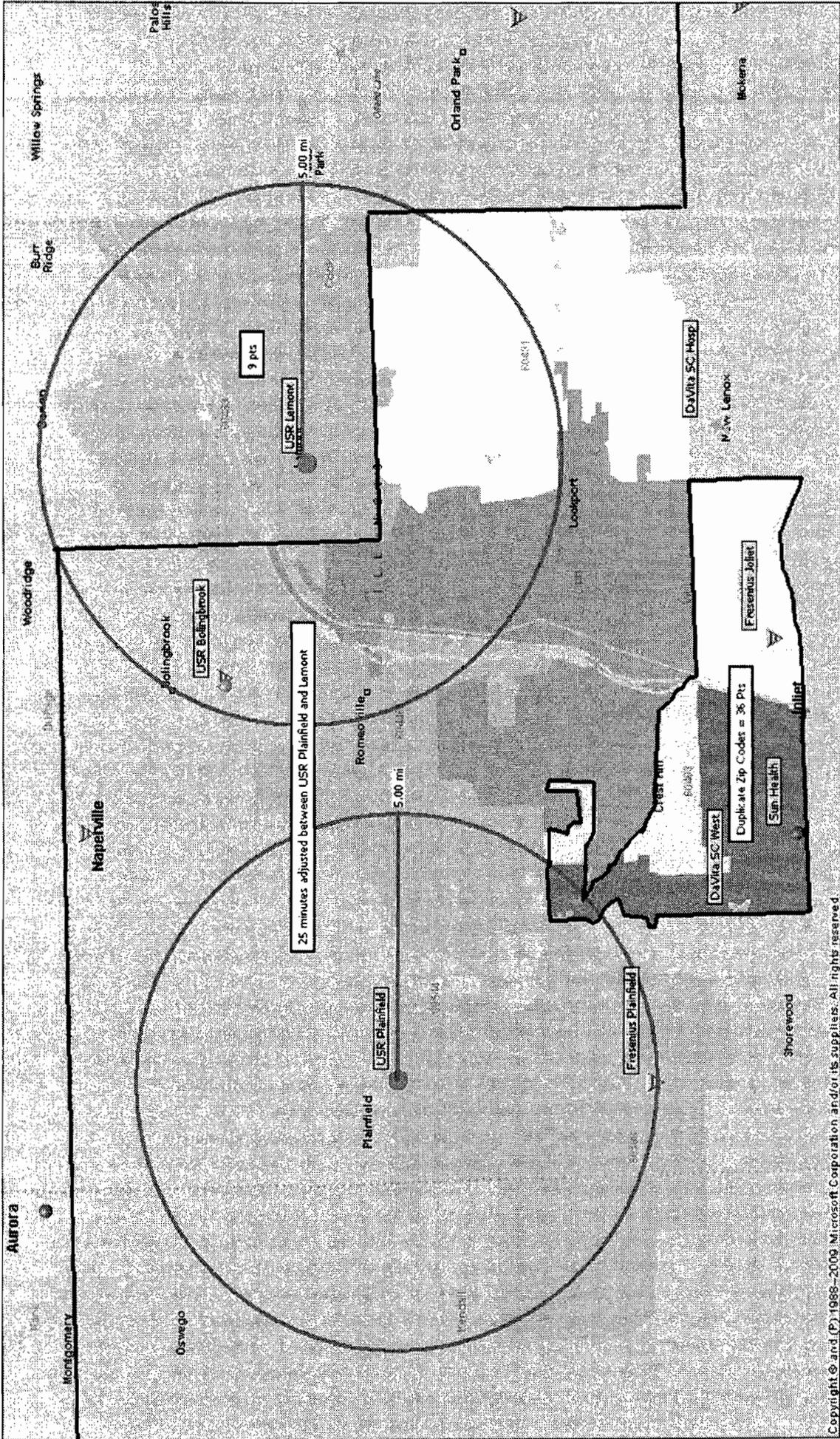
Application	Zip Code	Dr. Ahmed	Dr. Gurfinchel	Dr. Kravets	Dr. Mehta	Dr. Nagarkatte
USR Plainfield	60403	2	1	2	1	2
USR Lemont	60403	2	1	2	1	2

USR Plainfield	60432	1	1	1	1	1
USR Lemont	60432	1	1	1	1	1

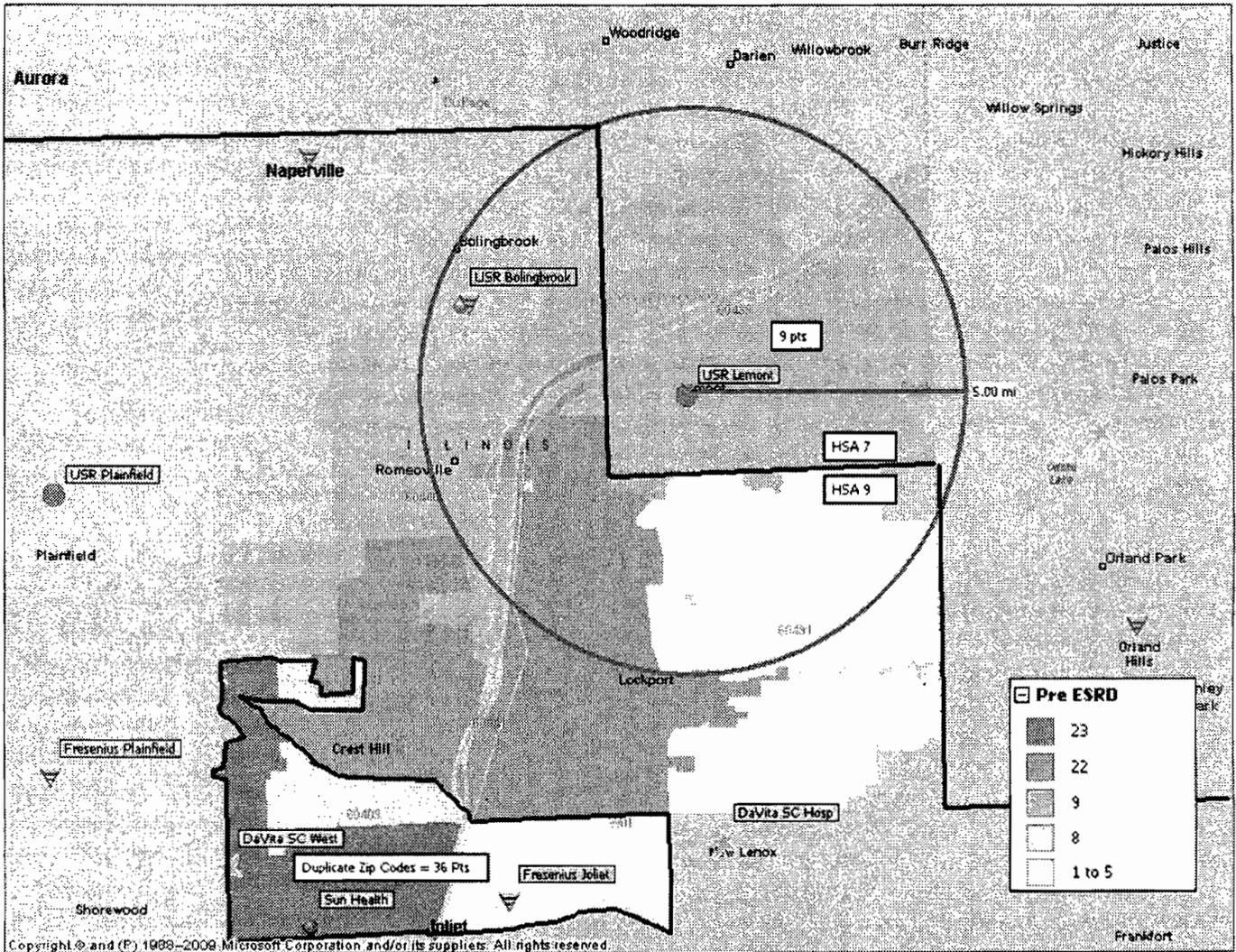
USR Plainfield	60435	5	4	5	4	5
USR Lemont	60435	5	4	5	4	5

Sun Health also addressed this duplication in its letter to the Board dated October 21, 2012.

The map below shows the demographics of the patients identified for each application with the duplicated zip codes bordered in black. The two proposed facilities are also only 25 minutes away from each other and both are within 30 minutes of USR Bolingbrook thereby duplicating services.



In addition to the duplication issue, patients identified for the Lemont facility do not reside in HSA 7; therefore it will not serve the residents in the HSA in which it is being established per Board rules. The map below shows the demographics of patients identified for the US Renal Lemont facility. There are only 9 patients that reside in HSA 7, where Lemont is located.



US Renal Lemont will not serve a five mile radius of the clinic as stated in the application given home zip codes of identified patients. This statement misleads the Board into thinking the facility is providing access to a patient population within a five mile radius of the proposed site. While, this may be the intended market, it in fact is not where the patients US Renal identified reside. This is also evident in the above map.

**US Renal did not identify enough patients to bring the Lemont facility to 80% utilization, thereby not meeting Board criteria.** Aside from the fact the identified patients do not live in HSA 7, it does not appear that there are enough patients who would potentially be referred to the facility even if they did live in the Lemont market. Northeast Nephrology listed 80 proposed patients which would put the clinic above capacity, however they do not account for any patient losses in the next 3 years, which will result in an even lower number of referrals and utilization. It is unclear how many patients they expect to have. Regardless, they simply do not have a patient base in the Lemont area of HSA 7 to support a facility.

We urge the Board to consider these problems when hearing this application, along with any other negatives to criteria in the Board Staff Report. Thank you for your consideration.

Sincerely,

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

Lori Wright  
Senior CON Specialist

cc: Clare Ranalli