

Project Services Utilization

	Dept/ Service	Historical Utilization/ Patient Days etc.	Projected Utilization	State Standard	Met Standard?
Year 1	In-Center Hemodialysis	N/A	25 patients or 32%	80%	No
Year 2	In-Center Hemodialysis	N/A	63 patients or 81%	80%	Yes

As the physicians state in their letter in Appendix 1, in the first quarter of 2016, they have referred 151 of their ESRD patients, who reside within a five-mile radius of the proposed facility, to dialysis centers in the area. After accounting for those patients who either will no longer need hemodialysis, due to a change in their condition, or choose to continue dialysis at the same facility, the physicians conservatively estimate that they will refer at least 15 of those patients to Applicants' facility, within the first two years of its operation. The physicians estimate referring the following number of patients from area facilities.

Facility	Referrals
DaVita – Palos Park	5
DSI Scottsdale	6
Fresenius Medical Care – Crestwood	2
Fresenius Medical Care – Orland Park	2
Total	15

In addition, the physicians have identified 603 patients with diagnoses of CKD 3, CKD 4, or CKD 5, whom they are currently treating and who will require dialysis services in the future. The physicians estimate that they will refer approximately 48 of them, who live within five miles of the proposed facility, to Applicants' facility, within 24 months of project completion (approximately 24 patients annually).

September 30, 2016

VIA FEDERAL EXPRESS

Kathy Olson, Chair
Illinois Health Facilities & Services Review Board
525 W. Jefferson Street, 2nd Floor
Springfield, Illinois 62761

Dear Ms. Olson:

On behalf of Southwest Nephrology Associates, S.C., comprised of Drs. Obasi, Guglielmi, Thomas, Ahuja, McLaughlin, Patel, Selk, Desai, Raju, and Onyenwenyi and Advanced Practice Nurses Christine Sutich, APN/CNS, CNN, Lilla Wojciechowski, APN/ANP-BC, and Latrina Dunn-Lenoir, APN, I write to reiterate our support of the certificate of need application for the proposed U.S. Renal Care Hickory Hills, LLC Dialysis facility and to clarify the estimated number of our patients we plan to refer to the facility.

Currently, we treat patients who receive their dialysis at the following facilities: DaVita Beverly, DaVita Mt. Greenwood, DaVita – Palos Park, DaVita – West Lawn, DSI Scottsdale, Fresenius Medical Care – Alsip, Fresenius Medical Care – Crestwood, Fresenius Medical Care – Merrionette Park, Fresenius Medical Care – Mokena, Fresenius Medical Care – Orland Park, and Fresenius Medical Care – South Side, or who receive their dialysis through home modalities. Based on our records, in the five-mile radius of the proposed facility, we treated 166 ESRD patients in 2013, 163 ESRD patients in 2014, 140 ESRD patients in 2015, and 151 ESRD patients through the first quarter of 2016, as reported to the Renal Network. *Table A* lists total patients whom we referred to area dialysis facilities, which is organized by year, patient zip code, and dialysis facility. Within 2 years after U.S. Renal Care Hickory Hills opens, we conservatively estimate that we will refer to that facility at least 15 of our patients who are then receiving dialysis services at another facility in the area.

With respect to new patients, in 2015, we referred 48 patients, who live in the five-mile radius of the proposed facility, for hemodialysis to area facilities. *Table B* lists total new ESRD patients we referred to area dialysis facilities, by facility name and zip code.

Our practice regularly has around 150 patients on hemodialysis who live within five miles of the proposed facility. We anticipate that 5 to 10% of our existing hemodialysis patients will no longer require dialysis within one year due to a change in their health status. We have a large chronic kidney disease clinic, and many of the patients in the clinic will later develop end-stage renal disease.

Based on the review of our 603 Pre-ESRD patients who currently have chronic kidney disease (CKD) Stage 3, 4, or 5, we estimate that approximately 48 of them, who live within five miles of the proposed facility, will develop end stage renal disease within two years. We anticipate that we will refer them to the proposed U.S. Renal Care Hickory Hills

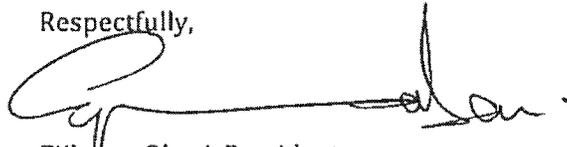
for dialysis in the two years following project completion, as shown in *Table C*. While we base these estimates on the zip code of the patient's residence, we will continue to respect a patient's choice of his or her dialysis provider.

We respectfully ask the Board to approve the U.S. Renal Care Hickory Hills, LLC CON application so that it can provide in-center hemodialysis services for a growing ESRD population in the area. Thank you for your consideration.

CERTIFICATION

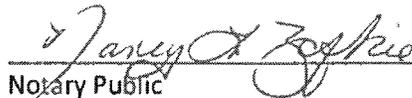
To the best of my knowledge, I attest that all the information in this letter is true and correct and that no other applicant used these projected referrals to support its CON application.

Respectfully,



Ejikeme Obasi, President
Southwest Nephrology Associates, S.C.,

SUBSCRIBED and SWORN TO before me this 30th day of September 2016



Notary Public

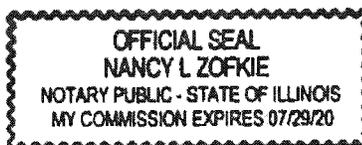


Table A

Number of Physicians' ESRD Patients within a Five-Mile Radius of the Proposed Facility Who Received Dialysis at ESRD Centers in the Area (by Name of Facility and Zip Code of Patient's Residence), from 2013 through 1st Quarter of 2016.

Facility Name	Zip Code	2013	2014	2015	First Quarter 2016
DaVita Beverly	60459	1	1	1	0
DaVita Beverly	60652	1	1	2	2
DaVita Mt. Greenwood	60638	0	1	0	0
DaVita Mt. Greenwood	60655	1	1	0	0
DaVita Mt. Greenwood	60803	0	0	1	1
DaVita – Palos Park	60453	0	1	1	1
DaVita – Palos Park	60457	0	1	0	0
DaVita – Palos Park	60463	0	1	2	2
DaVita – Palos Park	60464	2	3	3	3
DaVita – Palos Park	60465	0	0	1	2
DaVita – Palos Park	60638	0	1	0	0
DaVita – West Lawn	60459	0	0	1	0
DSI Scottsdale	60415	3	2	3	2
DSI Scottsdale	60453	14	11	11	14
DSI Scottsdale	60455	2	2	5	6
DSI Scottsdale	60456	3	3	4	2
DSI Scottsdale	60457	3	3	1	1
DSI Scottsdale	60458	1	0	1	2
DSI Scottsdale	60459	9	10	11	11
DSI Scottsdale	60464	1	0	0	0
DSI Scottsdale	60465	0	1	1	0
DSI Scottsdale	60638	9	5	4	3
DSI Scottsdale	60652	23	25	22	21
DSI Scottsdale	60655	1	1	0	0
Fresenius Medical Care – Alsip	60415	0	1	1	0
Fresenius Medical Care – Alsip	60453	1	1	1	1
Fresenius Medical Care – Alsip	60655	0	1	0	0
Fresenius Medical Care – Alsip	60803	1	1	2	0
Fresenius Medical Care – Crestwood	60415	5	5	5	5
Fresenius Medical Care – Crestwood	60453	9	5	4	3
Fresenius Medical Care – Crestwood	60455	2	2	2	2

Fresenius Medical Care – Crestwood	60456	1	1	1	0
Fresenius Medical Care – Crestwood	60457	1	0	2	1
Fresenius Medical Care – Crestwood	60459	1	0	0	0
Fresenius Medical Care – Crestwood	60463	5	3	2	4
Fresenius Medical Care – Crestwood	60464	2	0	0	0
Fresenius Medical Care – Crestwood	60465	6	8	4	4
Fresenius Medical Care – Crestwood	60482	5	4	3	4
Fresenius Medical Care – Crestwood	60501	0	1	1	0
Fresenius Medical Care – Crestwood	60652	1	3	0	1
Fresenius Medical Care – Crestwood	60655	4	7	0	0
Fresenius Medical Care – Crestwood	60803	8	5	1	2
Fresenius Medical Care – Merrionette Park	60415	0	0	0	1
Fresenius Medical Care – Merrionette Park	60453	7	9	4	8
Fresenius Medical Care – Merrionette Park	60459	1	1	0	0
Fresenius Medical Care – Merrionette Park	60465	1	1	0	0
Fresenius Medical Care – Merrionette Park	60482	0	1	0	0
Fresenius Medical Care – Merrionette Park	60501	0	1	1	1
Fresenius Medical Care – Merrionette Park	60652	3	3	3	8
Fresenius Medical Care – Merrionette Park	60655	6	7	8	9
Fresenius Medical Care – Merrionette Park	60803	7	5	4	6
Fresenius Medical Care – Mokena	60463	1	0	0	0
Fresenius Medical Care – Mokena	60465	1	0	0	0
Fresenius Medical Care – Mokena	60455	1	0	0	0
Fresenius Medical Care – Mokena	60638	0	1	1	0
Fresenius Medical Care – Oak Forest	60415	0	0	0	1
Fresenius Medical Care – Oak Forest	60482	0	0	0	1
Fresenius Medical Care – Oak Forest	60638	0	0	0	1
Fresenius Medical Care – Orland Park	60455	1	1	1	0
Fresenius Medical Care – Orland Park	60457	2	2	3	4
Fresenius Medical Care – Orland Park	60463	2	1	2	2
Fresenius Medical Care – Orland Park	60464	4	3	3	1
Fresenius Medical Care – Orland Park	60665	0	0	1	2
Fresenius Medical Care – Orland Park	60480	1	1	1	1
Fresenius Medical Care – Orland Park	60482	0	1	1	1
Fresenius Medical Care – South Side	60453	1	1	0	2
Fresenius Medical Care – South Side	60455	0	1	1	0
Fresenius Medical Care – South Side	60652	1	1	2	2
	TOTAL	166	163	140	151

Table B

Number of New ESRD Patients within a Five-Mile Radius of the Proposed Facility Whom the Physicians Referred for In-Center Hemodialysis (by Facility Name and Patient Zip Code of Residence)

Facility Name	Zip Code	Number of New Patients Physicians Referred to Area Facilities in 2015
DaVita Mt. Greenwood	60643	1
DaVita Mt. Greenwood	60652	1
DaVita – Palos Park	60415	1
DSI Scottsdale	60453	5
DSI Scottsdale	60455	2
DSI Scottsdale	60458	1
DSI Scottsdale	60459	3
DSI Scottsdale	60638	1
DSI Scottsdale	60652	3
Fresenius Medical Care – Alsip	60453	1
Fresenius Medical Care – Crestwood	60415	1
Fresenius Medical Care – Crestwood	60453	2
Fresenius Medical Care – Crestwood	60463	3
Fresenius Medical Care – Crestwood	60465	2
Fresenius Medical Care – Crestwood	60482	1
Fresenius Medical Care – Crestwood	60652	1
Fresenius Medical Care – Crestwood	60803	1
Fresenius Medical Care – Merrionette Park	60415	1
Fresenius Medical Care – Merrionette Park	60453	5
Fresenius Medical Care – Merrionette Park	60652	2
Fresenius Medical Care – Merrionette Park	60655	3
Fresenius Medical Care – Merrionette Park	60803	2
Fresenius Medical Care – Oak Forest	60415	1
Fresenius Medical Care – Oak Forest	60638	1
Fresenius Medical Care – Orland Park	60457	1
Fresenius Medical Care – South Side	60453	1
Fresenius Medical Care – South Side	60652	1
	TOTAL	48

Table C

Estimated Number of New ESRD Patients within a Five-Mile Radius of the Proposed Facility Whom the Physicians Will Refer Annually to Applicants' Dialysis Center, within 24-Months after Project Completion

Zip Code	Projected ESRD Patients for Southwest Nephrology Associates, S.C.
60415	3
60453	13
60455	4
60456	1
60457	4
60458	1
60459	6
60463	4
60464	0
60465	5
60480	0
60482	2
60501	0
60638	1
60652	1
60655	0
60803	3
60805	1
TOTAL	48

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