Project Services Utilization

	Dept/ Service	Historical Utilization/ Patient Days etc.	Projected Utilization	State Standard	Met Standard?
Year 1	In-Center Hemodialysis	N/A	28 patients or 36%	80%	No
Year 2	In-Center Hemodialysis	N/A	71 patients or 91%	80%	Yes

As the physicians state in their letter in Appendix 1, in the first quarter of 2016, they have referred 175 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 10 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 Beverly	1
DaVita Mt. Greenwood	1
DaVita West Lawn	1
DSI Scottsdale	2
Fresenius Medical Care – Merrionette Park	3
Fresenius Medical Care – South Side	2
Total	10

In addition, the physicians have identified 637 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 61 of them, who live within five miles of the proposed facility, to Applicants' facility, within 24 months of project completion (approximately 30 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 West Chicago, 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 West Lawn, DSI Scottsdale, Fresenius Medical Care – Alsip, Fresenius Medical Care – Crestwood, Fresenius Medical Care – Merrionette Park, Fresenius Medical Care – Mokena, Fresenius Medical Care – Oak Forest, 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 190 ESRD patients in 2013, 174 ESRD patients in 2014, 171 ESRD patients in 2015, and 175 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 10 of our patients who are then receiving dialysis services at another facility in the area.

With respect to new patients, in 2015, we referred 52 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 175 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 637 Pre-ESRD patients who currently have chronic kidney disease (CKD) Stage 3, 4, or 5, we estimate that approximately 61 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 West Chicago 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 West Chicago, 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

Nancy L Zofkie

Notary Public

OFFICIAL SEAL
NANCY L ZOFKIE
NOTARY PUBLIC - STATE OF ILLINOIS
MY COMMISSION EXPIRES 07/29/20

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	60617	1	1	1	1
DaVita Beverly	60619	1	0	0	1
DaVita Beverly	60620	2	3	7	9
DaVita Beverly	60628	2	2	2	3
DaVita Beverly	60636	1	1	1	0
DaVita Beverly	60637	0	1	1	1
DaVita Beverly	60643	0	1	0	0
DaVita Beverly	60649	0	0	0	1
DaVita Mt. Greenwood	60619	0	0	1	1
DaVita Mt. Greenwood	60620	2	2	3	1
DaVita Mt. Greenwood	60621	0	1	0	0
DaVita Mt. Greenwood	60628	2	2	1	1
DaVita Mt. Greenwood	60643	3	3	4	3
DaVita Mt. Greenwood	60805	0	1	1	1
DaVita West Lawn	60609	0	0	0	1
DaVita West Lawn	60629	0	0	0	2
DaVita West Lawn	60643	0	1	0	1
DSI Scottsdale	60609	0	0	0	1
DSI Scottsdale	60617	1	1	3	2
DSI Scottsdale	60619	7	4	4	4
DSI Scottsdale	60620	21	18	20	18
DSI Scottsdale	60621	2	2	2	1
DSI Scottsdale	60628	7	6	4	3
DSI Scottsdale	60629	26	22	20	13
DSI Scottsdale	60636	8	8	8	10
DSI Scottsdale	60637	0	1	0	0
DSI Scottsdale	60643	7	3	4	4
DSI Scottsdale	60805	1	2	2	2
Fresenius Medical Care – Alsip	60643	0	0	0	1
Fresenius Medical Care – Crestwood	60609	1	1	0	0

Fresenius Medical Care – Crestwood	60617	2	1	0	0
Fresenius Medical Care – Crestwood	60619	0	0	0	1
Fresenius Medical Care – Crestwood	60620	0	1	1	1
Fresenius Medical Care – Crestwood	60628	5	4	5	5
Fresenius Medical Care – Crestwood	60629	0	0	0	0
Fresenius Medical Care – Crestwood	60636	1	1	1	1
Fresenius Medical Care – Crestwood	60643	1	1	0	0
Fresenius Medical Care – Crestwood	60649	1	1	1	1
Fresenius Medical Care – Crestwood	60805	1	0	0	1
Fresenius Medical Care – Marrionette Park	60609	1	1	1	1
Fresenius Medical Care – Marrionette Park	60617	0	0	0	1
Fresenius Medical Care – Marrionette Park	60619	1	2	2	2
Fresenius Medical Care – Marrionette Park	60620	12	12	11	8
Fresenius Medical Care – Marrionette Park	60621	1	1	0	0
Fresenius Medical Care – Marrionette Park	60628	16	11	13	11
Fresenius Medical Care – Marrionette Park	60629	1	0	0	1
Fresenius Medical Care – Marrionette Park	60636	1	2	3	3
Fresenius Medical Care – Marrionette Park	60637	1	1	0	1
Fresenius Medical Care – Marrionette Park	60643	20	18	17	21
Fresenius Medical Care – Marrionette Park	60649	1	1	1	1
Fresenius Medical Care – Marrionette Park	60805	7	8	7	10
Fresenius Medical Care – Mokena	60619	1	1	1	0
Fresenius Medical Care – Mokena	60621	1	1	1	1
Fresenius Medical Care – Mokena	60643	0	1	0	0
Fresenius Medical Care – Oak Forest	60619	0	0	1	1
Fresenius Medical Care – Oak Forest	60620	0	0	1	2
Fresenius Medical Care – South Side	60617	0	1	1	1
Fresenius Medical Care – South Side	60619	2	2	3	3
Fresenius Medical Care – South Side	60620	8	7	6	7
Fresenius Medical Care – South Side	60621	0	1	1	1
Fresenius Medical Care – South Side	60628	1	1	1	0
Fresenius Medical Care – South Side	60629	6	5	3	2
Fresenius Medical Care – South Side	60636	2	1	0	1
Fresenius Medical Care – South Side	60643	1	0	0	0
	TOTAL	190	174	171	175

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
2015		
DaVita Beverly	60620	3
DaVita Beverly	60628	2
DaVita Beverly	60649	1
DaVita Mt. Greenwood	60643	1
DaVita West Lawn	60609	1
DaVita West Lawn	60629	2
DSI Scottsdale	60619	1
DSI Scottsdale	60620	3
DSI Scottsdale	60628	1
DSI Scottsdale	60629	3
DSI Scottsdale	60636	2
DSI Scottsdale	60649	1
Fresenius Medical Care – Alsip	60643	1
Fresenius Medical Care – Crestwood	60619	1
Fresenius Medical Care – Marrionette Park	60619	1
Fresenius Medical Care – Marrionette Park	60620	3
Fresenius Medical Care – Marrionette Park	60628	5
Fresenius Medical Care – Marrionette Park	60629	1
Fresenius Medical Care – Marrionette Park	60636	3
Fresenius Medical Care – Marrionette Park	60637	1
Fresenius Medical Care – Marrionette Park	60643	11
Fresenius Medical Care – Oak Forest	60620	1
Fresenius Medical Care – South Side	60620	2
	TOTAL	**52**

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.
60805	4
60609	0
60619	4
60620	17
60621	1
60628	10
60629	1
60636	4
60637	2
60643	10
60649	1
60652	7
60655	0
60805	4
TOTAL	**61**