



LEADING CONSTRUCTIVE CHANGE

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**HEALTH FACILITIES &  
SERVICES REVIEW BOARD**

April 8, 2019

Courtney Avery  
Administrator  
Illinois Health Facilities and Services Review Board  
525 West Jefferson Street, 2<sup>nd</sup> Floor  
Springfield, IL 62761

***RE: SUPPORT FOR COLLABORATION AND OPPOSITION TO QMG'S PROPOSED SECOND SURGERY  
CENTER IN QUINCY***

Dear Ms. Avery:

The Blessing Health System ("BHS") partnered with BDC Advisors ("BDC") a little over two years ago to explore the development of a Clinically Integrated Network ("CIN") that would be physician lead with the ultimate goal of having the region's providers working collaboratively on clinical quality, cost and service improvement efforts.

BDC was impressed with the vision Blessing had adopted in leading up to the development of a CIN. The CIN is part of Blessing's strategy of Clinical Transformation from volume-to-value. BDC was charged with coordination of the visioning and structure of the CIN in collaboration with the physicians and providers in the region including Pittsfield, Memphis, Hannibal, Macomb and Quincy. Quincy Medical Group's ("QMG") physicians met regularly in the beginning phases of the CIN's design and visioning sessions.

BDC met multiple times with Carol Brockmiller who represents QMG as its CEO as well as several meetings with QMG's Board of Trustees. Blessing offered to expand its Tier 1 coverage of the Blessing Health Plan in order to show good will that the ultimate goal of the CIN was enhanced quality through regional quality improvement initiative; this offer represented a multi-million dollar revenue opportunity to QMG. Unfortunately, after almost one and a half years of meetings, the QMG Board declined to participate. The good news is the CIN is now fully operational as Crossriver Quality Health Partners and has physicians from around the region participating (without QMG) and enhancing the quality of care for the patients it serves. The CIN does not require any participating provider to agree to any joint contracting. The goals of the CIN today are focused around improving cost and quality for the patients it serves.

It is our understanding that there were several references at the Illinois Health Facilities and Services Review Board's recent hearing that put Blessing in a less than favorable light. After two years with

1221 Brickell Avenue, Suite 1470  
Miami, Florida 33131

T 305.873.8750 F 305.873.8736  
W [bdcadvisors.com](http://bdcadvisors.com)

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Blessing's management team and the physician leaders from Scotland County, Marion County, Pike County, McDonough County and Adams County, I can attest that Blessing's mission is to always do the right thing for the patient, payer, and ultimately the employers who bear a large cost of today's healthcare dollars.

We strongly urge the Illinois Health Facilities and Services Review Board to reject QMG's CON for a second surgery center in Quincy, and instead do everything possible to foster continued collaboration along the lines of Blessing's proposed joint venture with QMG. A joint venture eliminates the need to duplicate salary costs, equipment costs, insurance costs and facility costs and is the best solution for the community and its healthcare consumers.

Sincerely,



David Fairchild, MD, MPH  
Director