

B *BLESSING* Health System

P.O. Box 7005, Quincy, IL
www.blessinghealth.org • 217-223-8400

April 9, 2019

RECEIVED

APR 10 2019

HEALTH FACILITIES &
SERVICES REVIEW BOARD

Illinois Health Facilities and Services Review Board
525 West Jefferson Street, 2nd Floor
Springfield, Illinois 62761

Re: Project 18-042, Quincy Medical Group Surgery Center

Dear Members of the Illinois Health Facilities and Services Review Board:

At the March 5th, 2019 CON Board meeting, Blessing heard from a majority of the CON Board members that collaboration was preferred between Quincy Medical Group and Blessing Hospital relative to the Quincy Medical Group's bid for a new ASTC in Quincy, IL (CON Application 18-042).

As a result, Blessing reached out to numerous employers to gauge their sense of the need for collaboration. The response was overwhelming that collaboration was needed and preferred for the sake of the Quincy community. Enclosed in the attached documents you will find signatures from 13 local employers supporting collaboration.

Of these 13 employers, 7 are major members of the Tri-State Health Care Purchasing Coalition. Beverly Helkey Executive Director of Tri-State Health Care Purchasing Coalition ("Coalition"), signed a letter in support of Quincy Medical Group's CON application. However, she clearly is not representing the major members of the Coalition.

The employers that have signed this letter represent approximately 6,590 employees for the Quincy Area.

See below for the list of employers who have signed the letter in support of collaboration between Quincy Medical Group and Blessing:

Tri-State Health Care Purchasing Coalition Members:

1. Niemann Foods, Inc. – 4,680
2. Kohl Wholesale – 400
3. First Bankers Trust Company, NA – 250
4. Gardner Denver – 280
5. Chaddock – 250
6. Sunset Home – 215
7. Transitions of Western Illinois - 125

All Other Employers:

1. R.L. Brink Corporation & Thompson, Inc. – 170
2. Advance Physical Therapy – 100
3. Klingner & Associates, PC – 50
4. Michelmann Steel, Inc. – 30
5. JH Concrete Construction, Inc. – 40

Sincerely,



Maureen A. Kahn, President & CEO
Blessing Hospital

April 9, 2019

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

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**HEALTH FACILITIES &
SERVICES REVIEW BOARD**

**Re: Project #18-042, Quincy Medical Group ASTC
Support for Collaboration Efforts as Encouraged by the Review Board**

Dear Ms. Avery,

The undersigned employers from Quincy and surrounding areas wish to express our thoughts relating to the Review Board's March 5, 2019 issuance of an Intent to Deny on the permit application of Quincy Medical Group for a second ambulatory surgical treatment center ("ASTC") in Quincy, Project #18-042.

We understand that a majority of Review Board members present at the March 5th meeting, including the Board's Acting Chair, expressed a desire that QMG and Blessing Hospital work together to address concerns QMG raised in its CON application regarding the existing surgery center in Quincy, and that the two parties fully explore a collaboration with respect to that existing surgery center. Appreciating both the concerns raised by QMG, as well as those expressed by Blessing Hospital relating to the impact of a shift in health care dollars away from the community benefits and safety net services that Blessing currently provides, we agree that such an effort at collaboration between QMG and Blessing would be in the best interest of the Quincy community, our employees, and the patients served by QMG and Blessing. We believe that the Review Board members shared wise counsel and guidance.

We have been advised that Blessing Hospital, in the spirit of cooperation, has initiated constructive measures to address QMG's concerns relating to the existing ASTC by, among other things, extending evening hours during the week and by providing Saturday hours. Blessing Hospital has also advised us that it is meeting with QMG on April 8, 2019 to address the other ASTC issues raised by QMG in the CON application, including requested equipment, available services, integrated medical records and management issues. We believe these are positive steps for all involved.

We also understand that the Blessing Health System Board has authorized an ASTC joint venture proposal to QMG that includes 50/50 ownership of the existing ASTC, equal board representation with respect to the existing ASTC, and the possibility of a "tie breaking" employer or community representative on the ASTC board. We believe this is a good faith step toward the type of collaboration encouraged by the Review Board members at the March 5th meeting. We have been advised that the respective boards of QMG and Blessing will be meeting on April 17, 2019, for the specific purpose of discussing collaboration on the ASTC. This is welcome news and progress.

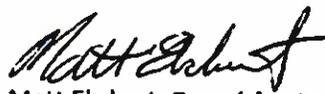
For the above reasons, and consistent with the sentiments expressed by several Review Board members in March, we hope that QMG and Blessing will be given time to pursue discussions regarding all of the above matters, and that neither side's hand be forced by potential intervening action by the Review Board on the pending QMG permit application.

Sincerely,

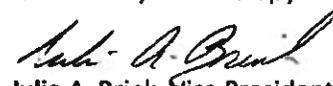

Ronald L. Brink, President
R.L. Brink Corporation

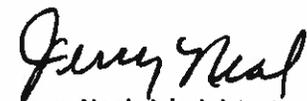

Chris Niemann, EVP/CFO
Niemann Foods, Inc.


Jack Holtschlag, President
JH Concrete Construction, Inc.


Matt Ehrhart, President
Kohl Wholesale


Jason Stratton, President
Advance Physical Therapy


Julie A. Brink, Vice President
Thompson, Inc.


Jerry Neal, Administrator
Sunset Home


Allen W. Shafer, President & CEO
First Bankers Trust Company, NA

April 9, 2019

Courtney Avery, Administrator
Illinois Health Facilities and Services Review Board
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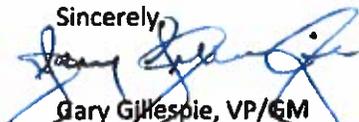
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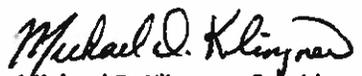
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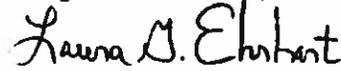
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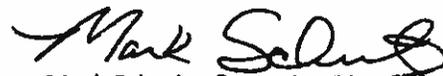
Sincerely,


Gary Gillespie, VP/GM
Gardner Denver, Inc.


Debbie Reed, President/CEO
Chaddock


Michael D. Klingner, President
Klingner & Associates, PC


Laura Gerdes, President/CEO
Michelmann Steel, Inc.


Mark Schmitz, Executive Director
Transitions of Western Illinois