Original

# UNIVERSITY OF CHICAGO WOODLAWN

RECEIVED

APR 2 3 2010

HEALTH FACILITIES & SERVICES REVIEW BOARD

# Change of Ownership CON Application

**July 2010** 

### **CERTIFICATION**

The application must be signed by the authorized representative(s) of the applicant entity. The authorized representative(s) are:

- o in the case of a corporation, any two of its officers or members of its Board of Directors;
- in the case of a limited liability company, any two of its managers or members (or the sole manger or member when two or more managers or members do not exist);
- o in the case of a partnership, two of its general partners (or the sole general partner, when two or more general partners do not exist);
- o in the case of estates and trusts, two of its beneficiaries (or the sole beneficiary when two or more beneficiaries do not exist); and
- $\circ\quad$  in the case of a sole proprietor, the individual that is the proprietor.

| This Application for Permit is filed on the behalf of in accordance with the requirements and procedu. The undersigned certifies that he or she has the appermit on behalf of the applicant entity. The underinformation provided herein, and appended hereto her knowledge and belief. The undersigned also for this application is sent herewith or will be paid   | res of the Illinois Health Facilities Planning Act. uthority to execute and file this application for rsigned further certifies that the data and o, are complete and correct to the best of his or certifies that the permit application fee required |
|--|--|
| SIGNATURE SIGNATURE  | SIGNATURE  |
| Kent J. Thiry  | Dennis L. Kogod  |
| Chairman & CEO   | Chief Operating Officer  |
| Notarization: Subscribed and sworn to before me this 2470 day of March; 200  | Notarization: Subscribed and sworn to before me this aveloay of March, 2010  |
| Signature of Notary  | Cherese Moran- Signature of Notary   |
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\*Insert EXACT legal name of the applicantAPR 2 3 2010

### **CERTIFICATION**

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- o in the case of a corporation, any two of its officers or members of its Board of Directors;
- o in the case of a limited liability company, any two of its managers or members (or the sole manager or member when two or more managers or members do not exist);
- o in the case of a partnership, two of its general partners (or the sole general partner, when two or more general partners do not exist);
- o in the case of estates and trusts, two of its beneficiaries (or the sole beneficiary when two or more beneficiaries do not exist); and
- o in the case of a sole proprietor, the individual that is the proprietor.

| This Application for Permit is filed on the behalf of _  | Total Renal Care Inc.*                            |
|--|---|
| in accordance with the requirements and procedures       | s of the Illinois Health Facilities Planning Act. |
| The undersigned certifies that he or she has the auth    | hority to execute and file this application for   |
| permit on behalf of the applicant entity. The undersi    | igned further certifies that the data and         |
| information provided herein, and appended hereto, a      | are complete and correct to the best of his or    |
| her knowledge and belief. The undersigned also cer       |   |
| for this application is sent herewith or will be paid up | pon request.                                      |
|  | 9   |

SIGNATURE ()

Kent J. Thiry

PRINTED NAME

Chairman & CEO\_

PRINTED TITLE

Notarization:

Subscribed and sworn to before me this 24 day of WARCH, 2010

Signature of Notary

Seal



SIG<del>NATURÊ</del>

Dennis L. Kogod PRINTED NAME

Chief Operating Officer
PRINTED TITLE

Notarization:

Subscribed and sworn to before me this 2 4 day of WARCH 2010

Signature of Notary

Seal





# Healthcare Management and Marketing

April 19, 2010

Michael Constantino Supervisor, Project Review Health Facilities and Services Review Board 525 West Jefferson Street, 2<sup>nd</sup> Floor Springfield, Illinois 62761

Dear Mr. Constantino:

# RE: Change of Ownership CON Application University of Chicago – Woodlawn

We are enclosing a Certificate of Need (CON) application on behalf of DaVita Inc. and Total Renal Care Inc. (TRC) to acquire substantially all of the assets of the University of Chicago Medical Center's (UCMC's) dialysis center, University of Chicago – Woodlawn. The 20-station in-center hemodialysis facility is located at 1164 E. 55<sup>th</sup> Street in Chicago (60615). The facility is located in Planning Area 6.

The Asset Purchase Agreement between TRC and UCMC includes the sale of two other outpatient dialysis facilities that are owned by UCMC, University of Chicago – Stony Island and University of Chicago – Lake Park. Due to packaging considerations, each of the three (3) CON applications is being sent under separate cover.

Enclosed is Check No. 3384533 for \$5,000.00, the initial fee deposit for both this CON application and the Change of Ownership CON for University of Chicago – Lake Park.

Thank you for your consideration of this important matter.

Sincerely,

Helig M. Wonniak

Delia M. Wozniak

President

Enclosure

CC: Kelly Ladd

**Group Director** 

DaVita Inc. - Chicago

# ILLINOIS HEALTH FACILITIES AND SERVICES REVIEW BOARD APPLICATION FOR PERMIT

### SECTION I. IDENTIFICATION, GENERAL INFORMATION, AND CERTIFICATION

This Section must be completed for all projects.

(773) 279-0473

| Facility Name:   | University of Ch   | nicago – Woodlawn  |  |
|--|--|--|--|
| Street Address:  | 1164 E. 55 <sup>th</sup> Stre  | et   |  |
| City and Zip Code  |  |  |  |
| County:  | Cook   | Health Service Area: 6   | Health Planning Area: 6  |
| Odding.  |  |  |  |
| Co-Applicant Id  | entification (Par  | ent)   |  |
|  |  | er to Part 1130.220]   |  |
|  |  |  |  |
| Exact Legal Name   | : DaVita Inc.  |  |  |
| Address:   | 601 Hawaii Stre  | et, El Segundo, California 90245   |  |
| Name of Registere  | d Agent: -   |  |  |
|  | cutive Officer: Ke   |  |  |
| CEO Address:   | 60   | 1 Hawaii Street, El Segundo, Califo  | ornia 90245  |
| CEO Address:<br>Telephone Numbe  | r: <b>(31</b>  | 0) 792-2600 Ext. 2100  |  |
|  | ATION AC ATTACHER  |  | ETED THE LACT DACE OF THE  |
| APPEND DOCUMENT<br>APPLICATION FORM  | ATION AS <u>ATTACHME</u>   | NT-1 IN NUMERIC SEQUENTIAL ORDER A   | FIER INE LASI PAGE OF INE  |
| AL PEIOALION FORM.   |  | للرابعية المحكونيين المراكب الرازات المجاز <u>المستنية فكالمنين</u> الراث المنيد   | and the state of t |
| Type of Owners   | hip  |  |  |
| Type or ouner  | Р  |  |  |
| ☐ Non-profit   | Composition  | r-1  |  |
|  | Corporation  | l   Partnership  |  |
|  | Corporation  | ☐ Partnership ☐ Governmental   |  |
| ☑ For-profit (   | Corporation  Corporation  Ibility Company  | ☐ Partnership☐ Governmental☐ Sole Proprietorsh   | nip 🔲 Other  |
| ☑ For-profit (   | Corporation  | Governmental   | nip 🔲 Other  |
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Fax Number:

# ILLINOIS HEALTH FACILITIES AND SERVICES REVIEW BOARD APPLICATION FOR PERMIT

### SECTION I. IDENTIFICATION, GENERAL INFORMATION, AND CERTIFICATION

This Section must be completed for all projects.

| Facility/Project lo                   | dentification  |
|---------------------------------------|--|
| Facility Name:                        | University of Chicago  – Woodlawn  |
| Street Address:                       | 1164 E. 55 <sup>th</sup> Street  |
|                                       | Chicago, Illinois 60615  |
|                                       |  |
| County:                               | Cook Health Service Area: 6 Health Planning Area: 6  |
| Co-Applicant Ide                      | entification (Operating Entity) co-applicant [refer to Part 1130.220].   |
| Exact Legal Name:                     | Total Renal Care Inc.  |
| Address:                              | 601 Hawaii Street, El Segundo, California 90245  |
| Name of Registered                    |  |
|                                       | cutive Officer: Kent Thiry   |
| CEO Address:                          | 601 Hawaji Street, El Segundo, California 90245  |
| Telephone Number:                     | (310) 792-2600 Ext. 2100   |
| to the second real section of         | The state of the s |
| APPEND DOCUMENTA<br>APPLICATION FORM. | TION AS ATTACHMENT-1 IN NUMERIC SEQUENTIAL ORDER AFTER THE LAST PAGE OF THE  |
| Type of Ownersh                       | nip  |
|                                       | No. 11 . 15 . 15 . 15 . 15 . 15 . 15 . 15  |
| Non-profit C                          | <u> </u>   |
| ☑ For-profit Company                  |  |
| Limited Liab                          | oility Company Sole Proprietorship Other   |
| o Partnership:                        | is and limited liability companies must provide an Illinois certificate of good standing.<br>Is must provide the name of the state in which organized and the name and address of<br>It is a general or limited partner.   |
| Primary Contact                       | all correspondence or inquiries during the review period]  |
| Name:                                 | Kelly Ladd   |
|                                       | Group Director   |
|                                       |  |
| Address:                              | 2659 N. Milwaukee Avenue, 2 <sup>nd</sup> Floor, Chicago, Illinois 60647   |
|                                       | (773) 276-2380, Ext. 29  |
| E-mail Address:                       | Kelly.Ladd@davita.com  |
| Fax Number:                           | (773) 276-4176   |
| Additional Conta                      | <u></u>  |
| ·                                     |  |
| Name:                                 | authorized to discuss the application for permit]  Delia M. Wozniak  |
|                                       |  |
| Title:                                | President  DMW and Associates, Inc.  |
|                                       | 3716 N. Bernard Street, Chicago, Illinois 60618  |
| Telephone Number:                     |  |
| E-mail Address:                       |  |
|                                       | deliawoz@comcast.net (773) 279-0473  |
| Fax Number:                           | (113) &13~U413   |

| Post Permit Conta   |  |
|---|--|
| Name:   | correspondence subsequent to permit issuance]  Kelly Ladd  |
| Title:  | Group Director   |
| Company Name:   | DaVita Inc Chicago   |
| Address:  | 2659 N. Milwaukee Avenue, 2 <sup>nd</sup> Floor, Chicago, Illinois 60647   |
| Telephone Number:   |  |
| E-mail Address:   | Kelly.Ladd@davita.com  |
| Fax Number:   | (773) 276-4176   |
| Site Ownership  |  |
| [Provide this informat  | ion for each applicable site]  |
| Exact Legal Name  | of Site Owner: The University of Chicago   |
|   | Commercial Real Estate Operations  |
| Address of Site Ow  | ner: 5801 S. Ellis Avenue  |
|   | Chicago, IL 60637  |
| Street Address or L   | egal Description of Site: 1164 E. 55 <sup>th</sup> Street, Chicago, IL 60615   |
| APPEND DOCUMENTATION FORM.  | ON AS <u>ATTACHMENT-2</u> , IN NUMERIC SEQUENTIAL ORDER AFTER THE LAST PAGE OF THE   |
| Operating Identity [Provide this informat   | /Licensee ion for each applicable facility, and insert after this page.]   |
|   | Total Renal Care Inc.  |
| Address: 6  | 01 Hawaii Street, El Segundo, California 90245   |
| Non-profit Co  For-profit Co  Limited Liabil  | poration Governmental  |
| o Partnerships  | and limited liability companies must provide an Illinois certificate of good standing. must provide the name of the state in which organized and the name and address of specifying whether each is a general or limited partner.  |
| Organizational Re   | lationships  |
| Provide (for each co-   | applicant) an organizational chart containing the name and relationship of any (as defined in Part 1130.140). If the related person is participating in the ng of the project, describe the interest and the amount and type of any financial  |
|   | ON AS ATTACHMENT-3, IN NUMERIC SEQUENTIAL ORDER AFTER THE LAST PAGE OF THE   |
|   | rements NOT APPLICABLE   |
| pertaining to construct<br>please provide a map<br>maps can be printed<br>readable format. In | on that the project complies with the requirements of Illinois Executive Order #2005-5 ction activities in special flood hazard areas. As part of the flood plain requirements of the proposed project location showing any identified floodplain areas. Floodplain at <a href="https://www.FEMA.gov">www.illinoisfloodmaps.org</a> . This map must be in a addition please provide a statement attesting that the project complies with the s Executive Order #2005-5 (http://www.idph.state.il.us/about/hfpb.htm). |

### Historic Resources Preservation Act Requirements NOT APPLICABLE

[Refer to application instructions.]

Provide documentation regarding compliance with the requirements of the Historic Resources Preservation Act.

APPEND DOCUMENTATION AS ATTACHMENT-S IN NUMERIC SEQUENTIAL ORDER AFTER THE LAST PAGE OF THE APPLICATION FORM.

### **DESCRIPTION OF PROJECT**

| 1. | Pro | iect | Clas | sifica | ation |
|----|-----|------|------|--------|-------|
|----|-----|------|------|--------|-------|

| [Check | those applicable - refer to Part 1110.40 and Part 1120.20(b)] |  |
|--------|---|--|
| Part 1 | 1110 Classification:  | Part 1120 Applicability or Classification: [Check one only.] |
|        | Substantive   | Part 1120 Not Applicable Category A Project                  |
| Ø      | Non-substantive   | ☑ Category B Project ☐ DHS or DVA Project                    |
| l      |   |  |

2. Project Outline

In the chart below, indicate the proposed action(s) for each clinical service area involved by writing the number of beds, stations or key rooms involved:

| Stations of key rooms involved.                           |             |        |          |             |   |
|---|-------------|--------|----------|-------------|---|
| Clinical Service Areas                                    | Establish   | Expand | Modemize | Discontinue | No. of<br>Beds,<br>Stations or<br>Key Rooms |
| Medical/Surgical, Obstetric, Pediatric and Intensive Care |             |        |          |             |   |
| Acute/Chronic Mental Illness                              |             |        |          |             |   |
| Neonatal Intensive Care                                   |             |        |          |             |   |
| Open Heart Surgery  |             | ĺ      |          |             |   |
| Cardiac Catheterization                                   |             |        |          |             |   |
| In-Center Hemodialysis                                    | ACQUISITION |        |          |             | 20 ESRD<br>Stations                         |
| Non-Hospital Based Ambulatory Surgery                     |             |        |          |             |   |
| General Long Term Care                                    |             |        |          |             |   |
| Specialized Long Term Care                                | Ţ <u> </u>  |        |          |             |   |
| Selected Organ Transplantation                            |             |        | ,        | !           |   |
| Kidney Transplantation                                    |             |        |          |             |   |
| Subacute Care Hospital Model                              |             | Γ      |          |             |   |
| Post Surgical Recovery Care Center                        |             |        |          |             |   |
| Children's Community-Based Health Care Center             |             |        |          |             |   |
| Community-Based Residential Rehabilitation Center         |             |        |          |             |   |
| Long Term Acute Care Hospital Bed Projects                |             |        |          |             |   |
| Clinical Service Areas Other Than Categories of Service:  |             |        |          |             | ·   |
| Surgery   | <u> </u>    |        |          |             |   |
| Ambulatory Care Services (organized as a service)         |             |        |          |             |   |
| Diagnostic & Interventional Radiology/Imaging             |             | İ      |          |             |   |
| Therapeutic Radiology                                     | <u> </u>    |        |          |             |   |
| Laboratory  |             |        |          |             |   |
| Pharmacy  |             |        |          |             |   |
| Occupational Therapy                                      |             |        |          |             |   |
| Physical Therapy  |             |        |          |             |   |
| Major Medical Equipment                                   |             |        |          |             |   |
| Freestanding Emergency Center Medical Services            |             |        |          |             |   |
| Master Design and Related Projects                        |             |        |          |             |   |
| Mergers, Consolidations and Acquisitions                  | ACQUISTION  |        |          |             | 20 ESRD<br>Stations                         |

3. Narrative Description

Provide in the space below, a brief narrative description of the project. Explain WHAT is to be done in State Board defined terms, NOT WHY it is being done. If the project site does NOT have a street address, include a legal description of the site. Include the rationale regarding the project's classification as substantive or non-substantive.

### NARRATIVE DESCRIPTION

Total Renal Care Inc. (TRC), a wholly-owned subsidiary of DaVita Inc., proposes to acquire substantially all of the assets of the University of Chicago Medical Center's (UCMC) 20-station outpatient hemodialysis facility known as University of Chicago – Woodlawn which is located at 1164 E. 55<sup>th</sup> Street in Chicago, Illinois (60615) in Planning Area 6.

The proposed Purchase Agreement between TRC and UCMC includes the sale and purchase of all of UCMC's chronic dialysis assets, and includes the following three outpatient hemodialysis facilities as well as its Home Dialysis Program:

University of Chicago - Woodlawn, 1164 E. 55<sup>th</sup> Street in Chicago (60615) University of Chicago - Lake Park, 1531 Hyde Park Blvd. in Chicago (60615) University of Chicago - Stony Island, 8721 S. Stony Island in Chicago (60617) University of Chicago - Home Programs

The total proposed purchase price for the transaction is \$27.8 million. The price of the various entities is as follows hased on a discounted cash flow analysis:

| University of Cbicago - Woodlawn      | \$2,219,856  |
|---------------------------------------|--------------|
| University of Chicago – Lake Park     | 2,677,026    |
| University of Chicago - Stony Island  | 13,959,013   |
| University of Chicago - Home Programs | 8,944,105    |
| Total                                 | \$27,800,000 |

Total Renal Care Inc. (TRC) will assume the lease of 8,110 rentable gross square feet (gsf) for the 20-station hemodialysis facility. The acquisition does not involve modernization at this time.

Upon acquisition the facility will be known as Total Renal Care Inc. d/b/a Woodlawn Dialysis. The change in ownership is expected to take place within one month of permit issuance. Certification is expected within two (2) months of acquisition but no later than December 31, 2010. The project completion date is June 30, 2011.

The estimated total project cost is \$3,330,101, including the fair market value (FMV) of leased space which is \$1,050,245 based on \$129.50 per gross square foot (gsf) for 8,110 gsf. Project costs will be funded entirely from cash and securities by DaVita Inc. DaVita Inc. will also fund the all working capital estimated to be four months' operating expenses and the initial operating deficit.

The project is Non-Substantive per Section 1110.40(b) as the project is solely for a "Change of Ownership." The project is considered a Class B project due to its project cost.

### **Project Costs and Sources of Funds**

Complete the following table listing all costs (refer to Part 1120.110) associated with the project. When a project or any component of a project is to be accomplished by lease, donation, gift, or other means, the fair market or dollar value (refer to Part 1130.140) of the component must be included in the estimated project cost. If the project contains non-clinical components that are not related to the provision of health care, complete the second column of the table below. See 20 ILCS 3960 for definition of non-clinical. Note, the use and sources of funds must equal.

| Project Cos  | sts and Sources of Fund | ds           |                 |
|--|-------------------------|--------------|-----------------|
| USE OF FUNDS   | CLINICAL                | NON-CLINICAL | TOTAL           |
| Preplanning Costs  | \$7,500                 |              | \$7,500         |
| Site Survey and Soil Investigation                         | -                       | •            | •               |
| Site Preparation   | -                       |              | •               |
| Off Site Work  | -                       |              |                 |
| New Construction Contracts                                 | -                       | •            | -               |
| Modernization Contracts                                    | •                       | •            | -               |
| Contingencies  |                         |              |                 |
| Architectural/Engineering Fees                             | -                       |              |                 |
| Consulting and Other Fees                                  | \$52,500                | •            | \$52,500        |
| Movable or Other Equipment (not in construction contracts) |                         | •            | 14              |
| Bond Issuance Expense (project related)                    | -                       | •            | -               |
| Net Interest Expense During Construction (project related) | -                       | •            |                 |
| Fair Market Value of Leased Space                          | FMV \$1,050,245         |              | FMV \$1,050,245 |
| Other Costs To Be Capitalized                              |                         |              |                 |
| Acquisition of Dialysis Assets                             | \$2,219,856             | •            | \$2,219,856     |
| TOTAL USES OF FUNDS  | \$3,330,101             | •            | \$3,330,101     |
| SOURCE OF FUNDS  | CLINICAL                | NON-CLINICAL | TOTAL           |
| Cash and Securities  | \$2,279,856             | •            | \$2,279,856     |
| Pledges  | -                       |              | •               |
| Gifts and Bequests   | -                       | •            |                 |
| Bond Issues (project related)                              | -                       |              | -               |
| Mortgages  | •                       | •            | -               |
| Leases (fair market value)                                 | FMV \$1,050,245         | •            | FMV \$1,050,245 |
| Governmental Appropriations                                | •                       | -            | -               |
| Grants   | -                       |              | -               |
| Other Funds and Sources                                    | -                       | -            | -               |
| TOTAL SOURCES OF FUNDS                                     | \$3,330,101             | -            | \$3,330,101     |

NOTE: ITEMIZATION OF EACH LINE ITEM MUST BE PROVIDED AT ATTACHMENT-7, IN NUMERIC SEQUENTI-AL ORDER AFTER THE LAST PAGE OF THE APPLICATION FORM.

<sup>\*</sup> The fair market value (FMV) of the leased space is \$129.50/gsf.
Therefore, the FMV of the 8,110 gsf to be leased is \$1,050,245. See Attachment 7B.

Related (roject Costs

Provide the following information, as applicable, with respect to any land related to the project that will be or has been acquired during the last two calendar years:

| Land acquisition is related to project   |
|--|
| Purchase Price: \$   |
| Fair Market Value: \$  |
| The project involves the establishment of a new facility or a new category of service  |
| Yes No   |
| If yes, provide the dollar amount of all non-capitalized operating start-up costs (including operating                           |
| deficits) through the first full fiscal year when the project achieves or exceeds the target utilization specified in Part 1100. |
| Estimated start-up costs and operating deficit cost is \$  |
| Project Status and Completion Schedules  |
| Indicate the stage of the project's architectural drawings:  |
| ✓ None or not applicable ☐ Preliminary   |
|  |
| Schematics Final Working   |
| Anticipated project completion date (refer to Part 1130.140): June 30, 2011  |
| Indicate the following with respect to project expenditures or to obligation (refer to Part 1130.140):                           |
| Purchase orders, leases or contracts pertaining to the project have been executed.   |
| Project obligation is contingent upon permit issuance. Provide a copy of the contingent  |
| "certification of obligation" document, highlighting any language related to CON   |
| contingencies.   |
| ☑ Project obligation will occur after permit issuance.   |
|  |
| State Agency Submittals  Are the following submittals up to date as applicable:  |
| Cancer Registry  |
| ☐ APORS  |
| All formal document requests such as IDPH Questionnaires and Annual Bed Reports been submitted                                   |
| All reports regarding outstanding permits (See Attachment 7D)  |

### **Cost Space Requirements**

Provide in the following format, the department/area GSF and cost. The sum of the department costs <u>MUST</u> equal the total estimated project costs. Indicate if any space is being reallocated for a different purpose. Include outside wall measurements plus the department's or area's portion of the surrounding circulation space. **Explain the use of any vacated space**.

|                         |      | Gross Square Feet |          | Amount of Proposed Total Gross Square Feet That Is: |            |       |                  |  |
|-------------------------|------|-------------------|----------|---|------------|-------|------------------|--|
| Dept. / Area            | Cost | Existing          | Proposed | New<br>Const.                                       | Modernized | As is | Vacated<br>Space |  |
| CLINICAL                |      |                   |          |   |            |       |                  |  |
| Medical Surgical        |      |                   |          |   |            |       |                  |  |
| Intensive Care          |      |                   |          |   |            |       |                  |  |
| Diagnostic<br>Radiology |      |                   |          |   |            |       |                  |  |
| MRI                     |      |                   |          |   |            |       |                  |  |
| Total Clinical          |      |                   |          |   |            |       |                  |  |
| NON CLINICAL            |      | -                 |          |   |            |       |                  |  |
| Administrative          |      |                   |          |   |            |       |                  |  |
| Parking                 |      |                   |          |   |            |       |                  |  |
| Gift Shop               |      |                   |          |   |            |       |                  |  |
| Total Non-clinical      |      |                   |          |   |            |       |                  |  |
| TOTAL                   |      |                   |          |   |            | _     | <u> </u>         |  |

APPEND DOCUMENTATION AS <u>ATTACHMENT-8</u>, IN NUMERIC SEQUENTIAL ORDER AFTER THE LAST PAGE OF THE APPLICATION FORM.

44576.53

### ILLINOIS HEALTH FACILITIES AND SERVICES REVIEW BOARD

### Facility Bed Capacity and Utilization NOT APPLICABLE

Complete the following chart, as applicable. Complete a separate chart for each facility that is a part of the project and insert following this page. Provide the existing bed capacity and utilization data for the latest **Calendar Year for which the data are available**. Any bed capacity discrepancy from the Inventory will result in the application being deemed **incomplete**.

| FACILITY NAME:                        |                    | CITY:      |              |                |                  |
|---------------------------------------|--------------------|------------|--------------|----------------|------------------|
| REPORTING PERIOD DATES:               | Fro                | m:         | to:          |                |                  |
| Category of Service                   | Authorized<br>Beds | Admissions | Patient Days | Bed<br>Changes | Proposed<br>Beds |
| Medical/Surgical                      |                    |            |              |                |                  |
| Obstetrics                            |                    |            |              |                |                  |
| Pediatrics                            |                    |            |              |                |                  |
| Intensive Care                        |                    |            |              |                |                  |
| Comprehensive Physical Rehabilitation |                    |            |              |                |                  |
| Acute/Chronic Mental Illness          |                    |            |              |                |                  |
| Neonatal Intensive Care               |                    |            |              |                |                  |
| General Long Term Care                |                    |            |              |                |                  |
| Specialized Long Term Care            |                    |            |              |                |                  |
| Long Term Acute Care                  |                    |            |              |                | <del> </del>     |
| Other ((identify)                     |                    |            |              | es de          |                  |
| TOTALS:                               |                    |            |              |                |                  |

### **CERTIFICATION**

The application must be signed by the authorized representative(s) of the applicant entity. The authorized representative(s) are:

- in the case of a corporation, any two of its officers or members of its Board of Directors;
- in the case of a limited liability company, any two of its managers or members (or the sole manger or member when two or more managers or members do not exist);
- in the case of a partnership, two of its general partners (or the sole general partner, when two or more general partners do not exist);
- o in the case of estates and trusts, two of its beneficiaries (or the sole beneficiary when two or more beneficiaries do not exist); and
- o in the case of a sole proprietor, the individual that is the proprietor.

| This Application for Permit is filed on the behalf of in accordance with the requirements and procedulation. The undersigned certifies that he or she has the appermit on behalf of the applicant entity. The underinformation provided herein, and appended herether knowledge and belief. The undersigned also for this application is sent herewith or will be paid | tres of the Illinois Health Facilities Planning Act. Suthority to execute and file this application for ersigned further certifies that the data and o, are complete and correct to the best of his or certifies that the permit application fee required |
|--|---|
| SIGNATURE J  | SIGNATURE   |
| Kent J. Thiry  | Dennis L. Kogod   |
| Chairman & CEO   | Chief Operating Officer   |
| Notarization: Subscribed and sworn to before me this 24 day of   | Notarization: Subscribed and sworn to before me this 24 day of MARCH, 2010  |
| Signature of Notary  | Signature of Notary   |
| Seal Pusicon Seal Seal Seal Seal Seal Seal Seal Seal   | Seal THERESA MORAN  |

\*Insert EXACT legal name of the applicant

### CERTIFICATION

The application must be signed by the authorized representative(s) of the applicant entity. The authorized representative(s) are:

- o in the case of a corporation, any two of its officers or members of its Board of Directors;
- in the case of a limited liability company, any two of its managers or members (or the sole manger or member when two or more managers or members do not exist);
- in the case of a partnership, two of its general partners (or the sole general partner, when two or more general partners do not exist);
- o in the case of estates and trusts, two of its beneficiaries (or the sole beneficiary when two or more beneficiaries do not exist); and
- o in the case of a sole proprietor, the individual that is the proprietor.

| This Application for Permit is filed on the behalf of Total Renal Care Inc.*                        |
|---|
| in accordance with the requirements and procedures of the Illinois Health Facilities Planning Act.  |
| The undersigned certifies that he or she has the authority to execute and file this application for |
| permit on behalf of the applicant entity. The undersigned further certifies that the data and       |
| information provided herein, and appended hereto, are complete and correct to the best of his or    |
| her knowledge and belief. The undersigned also certifies that the permit application fee required   |
| for this application is sent herewith or will be paid upon request.                                 |

SIGNATURE

Kent J. Thiry PRINTED NAME

Chairman & CEO
PRINTED TITLE

Notarization:

Subscribed and swom to before me this 24 day of MARCH 2018

Signature of Notary

Seal

THERESA MORAN

SIGNATURE

Dennis L. Kogod PRINTED NAME

Chief Operating Officer PRINTED TITLE

Notarization:

Subscribed and sworn to before me this 24 day of WARCH 2010

Signature of Notary

Seal



# SECTION III. - PROJECT PURPOSE, BACKGROUND AND ALTERNATIVES - INFORMATION REQUIREMENTS

This Section is applicable to all projects except those that are solely for discontinuation with no project costs.

### Criterion 1110.230 - Project Purpose, Background and Alternatives

READ THE REVIEW CRITERION and provide the following required information:

#### **BACKGROUND OF APPLICANT**

- 1. A listing of all health care facilities owned or operated by the applicant, including licensing, certification and accreditation identification numbers, if applicable.
- 2. A certified listing of any adverse action taken against any facility owned and/or operated by the applicant during the three years prior to the filing of the application.
- 3. Authorization permitting HFSRB and DPH access to any documents necessary to verify the information submitted, including, but not limited to: official records of DPH or other State agencies; the licensing or certification records of other states, when applicable; and the records of nationally recognized accreditation organizations. Failure to provide such authorization shall constitute an abandonment or withdrawal of the application without any further action by HFSRB.
- 4. If, during a given calendar year, an applicant submits more than one application for permit, the documentation provided with the prior applications may be utilized to fulfill the information requirements of this criterion. In such instances, the applicant shall attest the information has been previously provided, cite the project number of the prior application, and certify that no changes have occurred regarding the information that has been previously provided. The applicant is able to submit amendments to previously submitted information, as needed, to update and/or clarify data.

APPEND DOCUMENTATION AS <u>ATTACHMENT-10</u>, IN NUMERIC SEQUENTIAL ORDER AFTER THE LAST PAGE OF THE APPLICATION FORM.

### **PURPOSE OF PROJECT**

1

- 1. Document that the project will provide health services that improve the health care or well-being of the market area population to be served.
- 2. Define the planning area or market area, or other, per the applicant's definition.
- 3. Identify the existing problems or issues that need to be addressed, as applicable and appropriate for the project. [See 1110.230(b) for examples of documentation.]
- 4. Cite the sources of the information provided as documentation.
- 5. Detail how the project will address or improve the previously referenced issues, as well as the population's health status and well-being.
- 6. Provide goals with quantified and measurable objectives, with specific timeframes that relate to achieving the stated goals.

For projects involving modernization, describe the conditions being upgraded. For facility projects, include statements of age and condition and regulatory citations. For equipment being replaced, include repair and maintenance records.

NOTE: The description of the "Purpose of the Project" should not exceed one page in length. Information regarding the "Purpose of the Project" will be included in the State Agency Report.

APPEND DOCUMENTATION AS <u>ATTACHMENT-11</u> IN NUMERIC SEQUENTIAL ORDER AFTER THE LAST PAGE OF THE APPLICATION FORM.

### **ALTERNATIVES**

Document ALL of the alternatives to the proposed project:

Examples of alternative options include:

- A) Proposing a project of greater or lesser scope and cost;
- B) Pursuing a joint venture or similar arrangement with one or more providers or entities to meet all or a portion of the project's intended purposes; developing alternative settings to meet all or a portion of the project's intended purposes;
- C) Utilizing other health care resources that are available to serve all or a portion of the population proposed to be served by the project; and
- 2) Documentation shall consist of a comparison of the project to alternative options. The comparison shall address issues of cost, patient access, quality and financial benefits in both the short term (within one to three years after project completion) and long term. This may vary by project or situation.
- 3) The applicant shall provide empirical evidence, including quantified outcome data, that verifies improved quality of care, as available.

APPEND DOCUMENTATION AS <u>ATTACHMENT-12.</u> IN NUMERIC SEQUENTIAL ORDER AFTER THE LAST PAGE OF THE APPLICATION FORM.

### SECTION VI. MERGERS, CONSOLIDATIONS AND ACQUISITIONS/CHANGES OF OWNERSHIP

This Section is applicable to projects involving merger, consolidation or acquisition/change of ownership.

### A. Criterion 1110.240(b), Impact Statement

Read the criterion and provide an impact statement that contains the following information:

- 1. Any change in the number of beds or services currently offered.
- 2. Who the operating entity will be.
- 3. The reason for the transaction.
- 4. Any anticipated additions or reductions in employees now and for the two years following completion of the transaction.
- 5. A cost-benefit analysis for the proposed transaction.

### B. Criterion 1110.240(c), Access

Read the criterion and provide the following:

- 1. The current admission policies for the facilities involved in the proposed transaction.
- 2. The proposed admission policies for the facilities.
- 3. A letter from the CEO certifying that the admission policies of the facilities involved will not become more restrictive.

### : C:/ Criterion 1110.240(d), Health Care System

Read the criterion and address the following:

- 1. Explain what the impact of the proposed transaction will be on the other area providers.
- 2. List all of the facilities within the applicant's health care system and provide the following for each facility.
  - a. the location (town and street address);
  - b. the number of beds;
  - c. a list of services; and
  - d. the utilization figures for each of those services for the last 12 month period.
- 3. Provide copies of all present and proposed referral agreements for the facilities involved in this transaction.
- 4. Provide time and distance information for the proposed referrals within the system.
- 5. Explain the organization policy regarding the use of the care system providers over area providers.
- 6. Explain how duplication of services within the care system will be resolved.
- 7. Indicate what services the proposed project will make available to the community that are not now available.

APPEND DOCUMENTATION AS <u>ATTACHMENT-18</u>, IN NUMERIC SEQUENTIAL ORDER AFTER THE LAST PAGE OF THE APPLICATION FORM.

### Section IX. Financial Feasibility

This section is applicable to all projects subject to Part 1120.

### REVIEW CRITERIA RELATING TO FINANCIAL FEASIBILITY (FIN)

Does the applicant (or the entity that is responsible for financing the project or is responsible for assulthe applicant's debt obligations in case of default) have a bond rating of "A" or better?

Yes 
No 
No.

If yes is indicated, submit proof of the bond rating of "A" or better (that is less than two years old) from Fitch's, Moody's or Standard and Poor's rating agencies and go to Section XXVI. If no is indicated, submit the most recent three years' audited financial statements including the following:

- 1. Balance sheet
- 2. Income statement
- 3. Change in fund balance
- 4. Change in financial position

### A. Criterion 1120.210(a), Financial Viability

### 1. Viability Ratios

If proof of an "A" or better bond rating has not been provided, read the criterion and complete the following table providing the viability ratios for the most recent three years for which audited financial statements are available. Category B projects must also provide the viability ratios for the first full fiscal year after project completion or for the first full fiscal year when the project achieves or exceeds target utilization (per Part 1100), whichever is later.

| Provide Data for Projects Classified        | Category / | A or Category E<br>years) | (last three | Category B<br>(Estimated) |
|---|------------|---------------------------|-------------|---------------------------|
| Enter Historical and/or Projected<br>Years: | 2007       | 2008                      | 2009        | <u>2012</u>               |
| Current Ratio                               | 1.8        | 1.8                       | 2.2         | 2.2                       |
| Net Margin Percentage                       | 7.3%       | 6.6%                      | 6.9%        | 7.2%                      |
| Percent Debt to Total Capitalization        | 38.0%      | 41.8%                     | 37.5%       | 34.6%                     |
| Projected Debt Service Coverage             | 3.1        | 2.8                       | 3.0         | 4.9                       |
| Days Cash on Hand                           | 35         | 30                        | 36          | 71                        |
| Cushion Ratio                               | 1.7        | 1.4                       | 2.0         | 6.4                       |

Provide the methodology and worksheets utilized in determining the ratios detailing the calculation and applicable line item amounts from the financial statements. Complete a separate table for each co-applicant and provide worksheets for each. Insert the worksheets after this page.

### 2. Variance

Compare the viability ratios provided to the Part 1120 Appendix A review standards. If any of the standards for the applicant or for any co-applicant are not met, provide documentation that a person or organization will assume the legal responsibility to meet the debt obligations should the applicant default. The person or organization must demonstrate compliance with the ratios in Appendix A when proof of a bond rating of "A" or better has not been provided.

### DAVITA INC. (a)

# AUDITED HISTORIC VIABILITY RATIOS (DOLLARS IN 000'S)

| RATIOS                             | <b>CY 2007</b>   | <b>CY 2008</b>   | CY 2009        |
|------------------------------------|------------------|------------------|----------------|
| Current Ratio Current Assets       | 1,976,250        | 2,128,304        | 2,302,521      |
| Current Liabilities                | 1,086,496        | 1,163,063        | 1,046,941      |
| Powels                             | 10               | 1.0              | 2.2            |
| Equals                             | <u>1.8</u>       | <u>1.8</u>       | <u>2.2</u>     |
| Net Margin Percentage              |                  |                  |                |
| Net Income                         | <u>381,778</u>   | <u>374,160</u>   | 422,684        |
| Net Operating Revenue              | 5,264,151        | 5,660,173        | 6,108,800      |
| Time 100 Equals                    | <u>7.3%</u>      | <u>6.6%</u>      | <u>6.9%</u>    |
| Debt Service Coverage              |                  |                  |                |
| (See calculations, next page)      |                  |                  |                |
| Net Income+Dep+Int+Amort           | <u>817,968</u>   | 806,021          | <u>827,770</u> |
| Principal + Interest               | 266,151          | 287,669          | 276,107        |
| Equals                             | <u>3.1</u>       | <u>2.8</u>       | <u>3.0</u>     |
| Debt Capitalization Ratio          |                  |                  |                |
| (See calculations, next page)      |                  |                  |                |
| Long Term Debt (b)                 | <u>3,707,318</u> | <u>3,695,146</u> | 3,632,224      |
| Long Term Debt +                   | 9,744,094        | 8,838,034        | 9,686,127      |
| Equity (c)                         |                  |                  |                |
| Equals                             | <u>38.0%</u>     | <u>41.8%</u>     | <u>37.5%</u>   |
| Days Cash on Hand                  |                  |                  |                |
| Cash                               | 447,046          | 410,881          | 539,459        |
| Operating Expense-Depreciation (d) | 4,688,903        | 5,069,096        | 5,457,130      |
| Divided by 365 days/year           | 12,846           | 13,888           | 14,951         |
| Equals                             | <u>35 days</u>   | 30 days          | <u>36 days</u> |
| Cushion Ratio                      |                  |                  |                |
| Cash                               | <u>447,046</u>   | <u>410,881</u>   | <u>539,459</u> |
| Maximum Annual Debt Service        | 266,151          | 287,669          | 276,107        |
| Equals                             | <u>1.7</u>       | <u>1.4</u>       | 2.0            |

### DAVITA INC. (a)

# AUDITED HISTORIC VIABILITY RATIOS COMPUTATIONS: DOLLARS IN 000'S

|                             | <u>CY2007</u>     | <u>CY2008</u>    | <u>CY2009</u>    |
|-----------------------------|-------------------|------------------|------------------|
| DEBT COVERAGE RATIO         | 201 ==0           | 254160           | 422 (84          |
| Net Income                  | 381,778           | 374,160          | 422,684          |
| Depreciation / Amortization | 193,470           | 216,917          | 228,986          |
| Interest                    | <u>242,720</u>    | <u>214,944</u>   | <u>176,100</u>   |
| Total                       | 817,968           | 806,021          | 827,770          |
| Divided By:                 | 22 424            | 50 505           | 100.007          |
| Principal                   | 23,431            | 72,725           | 100,007          |
| Interest                    | <u>242,720</u>    | <u>214,944</u>   | <u>176,100</u>   |
| Total                       | 266,151           | 287,669          | 276,107          |
| Equals                      | <u>3.1</u>        | <u>2.8</u>       | <u>3.0</u>       |
| DEBT CAPITALIZATION RATIO   |                   |                  |                  |
| Long Term Debt (b)          | 3,707,318         | 3,695,146        | 3,632,224        |
| Divided By:                 |                   |                  |                  |
| Long Term Debt              | 3,707,318         | 3,695,146        | 3,632,224        |
| Equity (c)                  | <u>6,036,776</u>  | <u>5,142,888</u> | <u>6,053,903</u> |
| Total                       | 9,744,094         | 8,838,034        | 9,686,127        |
|                             |                   |                  |                  |
| Equals                      | <u>38.0%</u>      | <u>41.8%</u>     | <u>37.5%</u>     |
| DAYS CASH ON HAND           |                   |                  |                  |
| Cash                        | 447,046           | 410,881          | 539,459          |
| Divided By:                 |                   |                  |                  |
| Net Revenue                 | 5,264,151         | 5,660,173        | 6,108,800        |
| Minus Net Income            | - 381, <u>778</u> | <u>-374,160</u>  | - <b>422,684</b> |
| Total Operating Expenses    | 4,882,373         | 5,286,013        | 5,686,116        |
| Minus Depreciation          | -193,470          | <u>-216,917</u>  | <u>-228,986</u>  |
| Subtrahend                  | 4,688,903         | 5,069,096        | 5,457,130        |
| ÷ 365 = Expenses/Day        | 12,846            | 13,888           | 14,951           |
| DAPONSON Day                | 2-,010            | 20,000           |                  |
| Equals                      | 34.80 days        | 29.59 days       | 36.08 days       |
| CUSUION DATIO               |                   |                  |                  |
| CUSHION RATIO Cash & LOC    | 447,046           | 410,881          | 539,459          |
| Cash & Loc                  | 447,040           | 410,001          | 557,457          |
| Divided By:                 |                   |                  |                  |
| Principal                   | 23,431            | 72,725           | 100,007          |
| Interest                    | 242,720           | <u>214,944</u>   | <u>176,100</u>   |
| Total                       | 266,151           | 287,669          | 276,107          |
| Equals                      | <u>1.7</u>        | <u>1.4</u>       | <u>2.0</u>       |
| — <b>1</b>                  |                   |                  | <del></del>      |
|                             | ,                 |                  |                  |

### NOTES:

- (a) Total Renal Care Inc. (TRC), Renal Treatment Centers, Inc. and Renal Life Link Inc. (RLL) are wholly-owned subsidiaries of DaVita Inc.
- (b) Long term debt includes the current portion on the long term debt.
- (c) Equity is defined by market equity and is the number of shares outstanding at the closing price on the last trading day of the calendar year.
- (d) Operating expenses exclude equity investment losses/gains.

SOURCES: DaVita Inc., Audited Financial Statements, <u>Annual Reports</u>, Form 10-K, for the years ended December 31, 2006–2009.

### For Illinois CON Reporting

Cushion Ratio: Total Cash

Cushion Ratio

Interest Expense and Principal payments

| DaVita Inc.                             |           |           |           |           |           |               |           |           |           |
|---|-----------|-----------|-----------|-----------|-----------|---------------|-----------|-----------|-----------|
|   | 2004      | 2005      | 2006      | 2007      | 2008      | 2009          | 2010E     | 2011E     | 2012E     |
| Current Ratio                           | 1.97      | 1.67      | 1.54      | 1.82      | 183       | 2.20          | 2.20      | 2.20      | 2.20      |
| Net Margin Percentage                   | 10,21%    | 7.69%     | 5.94%     | 7.25%     | 6,61%     | 6.92%         | 7.17%     | 7.17%     | 7.17%     |
| Percent Debt to Total Capitalization    | 26.08%    | 44.62%    | 38.67%    | 38.05%    | 41.81%    | 37.50%        | 35.06%    | 34.64%    | 34.64%    |
| Projected Debt Service Coverage         | 3.43      | 2.33      | 2.56      | 3.07      | 2 80      | 3.00          | 3.31      | 3,61      | 4.94      |
| Days Cash on Hand                       | 49,13     | 59.96     | 25.63     | 34.80     | 29.59     | 36.08         | 46.11     | 58.58     | 71.05     |
| Cushlon Ratio                           | 2.43      | 2.09      | 1,09      | 1.68      | 1.43      | 1.95          | 2.78      | 3.85      | 6.40      |
| SUPPORTING CALCULATIONS:                |           |           |           |           |           |               |           |           |           |
| Current Ratio:                          |           |           |           |           |           |               |           |           |           |
| Current Assets                          | 868,720   | 1,654,408 | 1,709.496 | 1,976,250 | 2,128,304 | 2,302,521     | 2.302,521 | 2,302,521 | 2,302,521 |
| Current Liabilities                     | 441,735   | 959,733   | 1,112,172 | 1,086,496 | 1,163,063 | 1,046,941     | 1,046,941 | 1.046,941 | 1,046,941 |
| Current Ratio                           | 1.97      | 1.67      | 1.54      | 1,82      | 1,83      | 2.20          | 2.20      | 2.20      | 2.20      |
| Net Margin Percentage:                  |           |           |           |           | _         |               |           |           |           |
| Net income                              | 222,254   | 228.643   | 289.691   | 381,778   | 374,160   | 422,684       | 470.227   | 470,227   | 470,227   |
| Net Revenues                            | 2,177,330 | 2,973,918 | 4.880.662 | 5,264,151 | 5,660,173 | 6,108,800     | 6,554,805 | 6.554,805 | 6,554,805 |
| Net Margin Percentage                   | 10.21%    | 7.69%     | 5.94%     | 7.25%     | 6.61%     | 6.92%         | 7.17%     | 7.17%     | 7.17%     |
| Percent Debt to Total Capitalization:   |           |           |           |           |           |               |           |           |           |
| Total Long Term Debt                    | 1,375,832 | 4,157,202 | 3,751,251 | 3,707,318 | 3,695,146 | 3,632,224     | 3,544,724 | 3,479,099 | 3,479,099 |
| Equity*                                 | 3,900,000 | 5,160,000 | 5,950,000 | 5,036,776 | 5,142,888 | 6,053,903     | 6,564,648 | 6,564,648 | 6,564,648 |
| Percent Debt to Total Capitalization    | 26.08%    | 44.62%    | 38.67%    | 38.05%    | 41.81%    | 37.50%        | 35.06%    | 34.64%    | 34.64%    |
| Projected Debt Service Coverage:        |           |           |           |           |           |               |           |           |           |
| Net Income                              | 222,254   | 228.643   | 289.691   | 381,778   | 374,160   | 422,684       | 470,227   | 470,227   | 470.227   |
| Depreciation/Amortization               | 82,912    | 116,836   | 173,295   | 193,470   | 216,917   | 228,986       | 230,740   | 230,740   | 230,740   |
| Interest Expense                        | 50,324    | 134,429   | 262,967   | 242,720   | 214,944   | 176,100       | 178,107   | 178,107   | 178,107   |
| Available Funds                         | 355,490   | 479,908   | 725,953   | 817,968   | 806,021   | 827,770       | 879,075   | 879,075   | 879,075   |
| Interest Expense and principal payments | 103,688   | 206,196   | 283.838   | 266,151   | 267,669   | 276,107       | 265,607   | 243,732   | 178,107   |
| Projected Debt Service Coverage         | 3.43      | 2.33      | 2.56      | 3.07      | 2.80      | 3.00          | 3.31      | 3.61      | 4,94      |
| Days Cash on Hand;                      |           |           |           |           |           |               |           |           |           |
| Cash and investments                    | 251,979   | 431,811   | 310,202   | 447,046   | 410,881   | 539,459       | 739,459   | 939,459   | 1,139,459 |
| Net Revenue                             | 2.177,330 | 2,973,918 | 4,880.662 | 5,264,151 | 5,660,173 | 6,108,800     | 6.554,805 | 6,554,805 | 6,554,805 |
| Net Income                              | 222,254   | 228,643   | 289,691   | 381,778   | 374,160   | 422,684       | 470,227   | 470,227   | 470,227   |
| Operating Expense                       | 1,955,076 | 2,745,275 | 4,590,971 | 4,882,373 | 5,286,013 | 5,685,116     | 6,084,578 | 6,084,578 | 6,084,578 |
| .ess Dep/Amort                          | 62,912    | 116,836   | 173,295   | 193,470   | 216,917   | 228,986       | 230,740   | 230,740   | 230,740   |
| Operating Expense Net of Dep/Amort      | 1,872,164 | 2,628.439 | 4,417,676 | 4,688,903 | 5,069,096 | 5,457,130     | 5,853,837 | 5,853,837 | 5,853,837 |
| Days Cash on Hand                       | 49.13     | 59.96     | 25.53     | 34,80     | 29.59     | 36. <b>08</b> | 46.11     | 58.58     | 71.05     |
|   |           |           |           |           |           |               |           |           |           |

310,202

283,838

1.09

431,811

206,196

2.09

251,979

103,688

For forecasting: Assume constant market capitalization, based on the closing share price as of 3/3/10.



410,881

287,669

539,459

276,107

739,459

265,607

939,459

243,732

1,139,459

178,107

5.40

447,046

266,151

IEnols Standard >1.5 >3.5% <80% >1.75 >45

<sup>\*</sup>Equity as defined by market equity. Market equity = shares outstanding \* closing price at last trading day of calendar year.

# REVIEW CRITERIA RELATING TO FINANCIAL FEASIBILITY (FIN) (continued)

### B. Criterion 1120.210(b), Availability of Funds

If proof of an "A" or better bond rating has not been provided, read the criterion and document that sufficient resources are available to fund the project and related costs including operating start-up costs and operating deficits. Indicate the dollar amount to be provided from the following sources:

|     | \$2,2 <u>79,856</u> Cash & Securities   |
|-----|---|
|     | Provide statements as to the amount of cash/securities available for the project Identify any security, its value and availability of such funds. Interest to be earned or depreciation account funds to be earned on any asset from the date of application submission through project completion are also considered cash.                    |
|     | Pledges For anticipated pledges, provide a letter or report as to the dollar amount feasible showing the discounted value and any conditions or action the applicant would have to take to accomplish goal. The time period, historical fund raising  |
|     | experience and major contributors also must be specified.   |
|     | Gifts and Bequests  |
|     | Provide verification of the dollar amount and identify any conditions of the source and timing of its use.  |
| FMV | \$1,050,245 Debt Financing (indicate type(s) Space Lease in Attachment 75(3) and FMV of the Shell Space in Attachment 7B.   |
|     | For general obligation bonds, provide amount, terms and conditions, including<br>any anticipated discounting or shrinkage) and proof of passage of the required<br>referendum or evidence of governmental authority to issue such bonds;  |
|     | For revenue bonds, provide amount, terms and conditions and proof of securing the specified amount;   |
|     | For mortgages, provide a letter from the prospective lender attesting to the expectation of making the loan in the amount and time indicated;   |
|     | For leases, provide a copy of the lease including all terms and conditions of the lease including any purchase options.   |
|     | Governmental Appropriations  Provide a copy of the appropriation act or ordinance accompanied by a statement of funding availability from an official of the governmental unit. If funds are to be made available from subsequent fiscal years, provide a resolution or other action of the governmental unit attesting to such future funding. |
|     | <ul> <li>Grants         Provide a letter from the granting agency as to the availability of funds in terms of the amount, conditions, and time or receipt.     </li> </ul>  |
|     | Other Funds and Sources Provide verification of the amount, terms and conditions, and type of any other funds that will be used for the project.  |
|     |   |

### \$3,330,101 TOTAL FUNDS AVAILABLE

### C. Criterion 1120.210(c), Operating Start-up Costs

If proof of an "A" or better bond rating has not been provided, indicate if the project is classified as a Category B project that involves establishing a new facility or a new category of service? Yes \( \) No \( \vec{V} \). If yes is indicated, read the criterion and provide in the space below the amount of operating start-up costs (the same as reported in Section I of this application) and provide a description of the items or components that comprise the costs. Indicate the source and amount of the financial resources available to fund the operating start-up costs (including any initial operating deficit) and reference the documentation that verifies sufficient resources are available.

### SECTION X. Economic Feasibility

This section is applicable to all projects subject to Part 1120.

### **REVIEW CRITERIA RELATING TO ECONOMIC FEASIBILITY (ECON)**

### A. Criterion 1120.310(a), Reasonableness of Financing Arrangements

Is the project classified as a Category B project? Yes  $\square$  No  $\square$ . If no is indicated this criterion is not applicable. If yes is indicated, has proof of a bond rating of "A" or better been provided? Yes  $\square$  No  $\square$ . If yes is indicated this criterion is not applicable, go to item B. If no is indicated, read the criterion and address the following:

Are all available cash and equivalents being used for project funding prior to borrowing? ☑ Yes ☐ No

If no is checked, provide a notarized statement signed by two authorized representatives of the applicant entity (in the case of a corporation, one must be a member of the board of directors) that attests to the following:

- 1. a portion or all of the cash and equivalents must be retained in the balance sheet asset accounts in order that the current ratio does not fall below 2.0 times; or
- borrowing is less costly than the liquidation of existing investments and the existing investments being retained may be converted to cash or used to retire debt within a 60-day period.

### B. Criterion 1120.310(b), Conditions of Debt Financing

Read the criterion and provide a notarized statement signed by two authorized representatives of the applicant entity (in the case of a corporation, one must be a member of the board of directors) that attests to the following as applicable:

- The selected form of debt financing the project will be at the lowest net cost available or if a
  more costly form of financing is selected, that form is more advantageous due to such
  terms as prepayment privileges, no required mortgage, access to additional debt, term
  (years) financing costs, and other factors;
- 2. All or part of the project involves the leasing of equipment or facilities and the expenses incurred with such leasing are less costly than constructing a new facility or purchasing new equipment.

### B. Criterion 1120.310(c), Reasonableness of Project and Related Costs

Read the criterion and provide the following: NOT APPLICABLE

1. Identify each department or area impacted by the proposed project and provide a cost and square footage allocation for new construction and/or modernization using the following format (insert after this page).

| COST AND GROSS SQUARE FEET BY DEPARTMENT OR SERVICE |                 |                  |              |                   |               |                   |                      |                    |                          |
|---|-----------------|------------------|--------------|-------------------|---------------|-------------------|----------------------|--------------------|--------------------------|
|   | Α               | В                | С            | D                 | E             | F                 | G                    | Н                  |                          |
| Department<br>(list below)                          | Cost/Squ<br>New | are Foot<br>Mod. | Gross<br>New | Sq. Ft.<br>Circ.* | Gross<br>Mod. | Sq. Ft.<br>Circ.* | Const. \$<br>(A x C) | Mod. \$<br>(B x E) | Total<br>Cost<br>(G + H) |
| Contingency   |                 |                  |              |                   |               |                   |                      |                    |                          |
| TOTALS  |                 |                  |              |                   |               |                   | i                    |                    | Ì                        |
| * Include the p                                     | ercentage       | (%) of spa       | ce for circ  | ulation           |               |                   |                      |                    |                          |

2. For each piece of major medical equipment included in the proposed project, the applicant must certify one of the following:

# REVIEW CRITERIA RELATING TO ECONOMIC FEASIBILITY (ECON) (continued)

- a. that the lowest net cost available has been selected; or
- b. that the choice of higher cost equipment is justified due to such factors as, but not limited to, maintenance agreements, options to purchase, or greater diagnostic or therapeutic capabilities.
- 3. List the items and costs included in preplanning, site survey, site preparation, off-site work, consulting, and other costs to be capitalized. If any project line item component includes costs attributable to extraordinary or unusual circumstances, explain the circumstances and provide the associated dollar amount. When fair market value has been provided for any component of project costs, submit documentation of the value in accordance with the requirements of Part 1190.40.

### D. Criterion 1120.310(d), Projected Operating Costs

Read the criterion and provide in the space below the facility's projected direct annual operating costs (in current dollars per equivalent patient day or unit of service, as applicable) for the first full fiscal year of operation after project completion or for the first full fiscal year when the project achieves or exceeds target utilization pursuant to 77 III. Adm. Code 1100, whichever is later. If the project involves a new category of service, also provide the annual operating costs for the service. Direct costs are the fully allocated costs of salaries, benefits, and supplies. Indicate the year for which the projected operating costs are provided.

### E. Criterion 1120.310(e), Total Effect of the Project on Capital Costs

Is the project classified as a category B project? Yes ☑ No □. If no is indicated, go to item F. If yes is indicated, provide in the space below the facility's total projected annual capital costs as defined in Part 1120.130(f) (in current dollars per equivalent patient day) for the first full fiscal year of operation after project completion or for the first full fiscal year when the project achieves or exceeds target utilization pursuant to 77 III. Adm. Code 1100, whichever is later. Indicate the year for which the projected capital costs are provided.

### F. Criterion 1120.310(f), Non-patient Related Services

Is the project classified as a category B project and involve non-patient related services? Yes Define No If no is indicated, this criterion is not applicable. If yes is indicated, read the criterion and document that the project will be self-supporting and not result in increased charges to patients/residents or that increased charges are justified based upon such factors as, but not limited to, a cost benefit or other analysis that demonstrates the project will improve the applicant's financial viability.

APPEND DOCUMENTATION AS <u>ATTACHMENT -76</u>, IN NUMERIC SEQUENTIAL ORDER AFTER THE LAST PAGE OF THE APPLICATION FORM.

### SAFETY NET IMPACT STATEMENT that describes all of the following:

- 1. The project's material impact, if any, on essential safety net services in the community, to the extent that it is feasible for an applicant to have such knowledge.
- 2. The project's impact on the ability of another provider or health care system to cross-subsidize safety net services, if reasonably known to the applicant.
- 3. How the discontinuation of a facility or service might impact the remaining safety net providers in a given community, if reasonably known by the applicant.

### Safety Net Impact Statements shall also include all of the following:

- 1. For the 3 fiscal years prior to the application, a certification describing the amount of charity care provided by the applicant. The amount calculated by hospital applicants shall be in accordance with the reporting requirements for charity care reporting in the Illinois Community Benefits Act. Non-hospital applicants shall report charity care, at cost, in accordance with an appropriate methodology specified by the Board.
- 2. For the 3 fiscal years prior to the application, a certification of the amount of care provided to Medicaid patients. Hospital and non-hospital applicants shall provide Medicaid information in a manner consistent with the information reported each year to the Illinois Department of Public Health regarding "Inpatients and Outpatients Served by Payor Source" and "Inpatient and Outpatient Net Revenue by Payor Source" as required by the Board under Section 13 of this Act and published in the Annual Hospital Profile.
- 3. Any information the applicant believes is directly relevant to safety net services, including information regarding teaching, research, and any other service

APPEND DOCUMENTATION AS <u>ATTACHMENT-77 IN NUMERIC SEQUENTIAL ORDER AFTER THE LAST PAGE OF THE APPLICATION FORM.</u>

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Attachment Financials - See CON applications ##10-009/10-010.

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- \* The symbol " ' " indicates that a section is not applicable.
- \*\* Attachment 7 also includes documentation of the FMV of the space (7B); a copy of the letter of intent to purchase assets (7C); and documentation of the status of previously approved CONs/COEs (7D.)





## To all to whom these Presents Shall Come, Greeting:

I, Jesse White, Secretary of State of the State of Illinois, do hereby certify that

TOTAL RENAL CARE, INC., INCORPORATED IN CALIFORNIA AND LICENSED TO TRANSACT BUSINESS IN THIS STATE ON MARCH 10, 1995, APPEARS TO HAVE COMPLIED WITH ALL THE PROVISIONS OF THE BUSINESS CORPORATION ACT OF THIS STATE RELATING TO THE PAYMENT OF FRANCHISE TAXES, AND AS OF THIS DATE, IS A FOREIGN CORPORATION IN GOOD STANDING AND AUTHORIZED TO TRANSACT BUSINESS IN THE STATE OF ILLINOIS.



Authenticate at: http://www.cyberdriveillinois.com

Authentication #: 1004202498

# In Testimony Whereof, I hereto set

my hand and cause to be affixed the Great Seal of the State of Illinois, this 11TH

day of **FEBRUARY** 

2010

SECRETARY OF STATE

Delaware

### The First State

I, JEFFREY W. BULLOCK, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY "DAVITA INC." IS DULY INCORPORATED UNDER THE LAWS OF THE STATE OF DELAWARE AND IS IN GOOD STANDING AND HAS A LEGAL CORPORATE EXISTENCE SO FAR AS THE RECORDS OF THIS OFFICE SHOW, AS OF THE FIFTEENTH DAY OF FEBRUARY, A.D. 2010.

2391269 8300

100141076

You may verify this certificate online at corp.delaware.gov/authver.shtml

AUTHENTY CATION: 7811432

DATE: 02-15-10

ATTACHMENT 1 Page 2 of 2

SITE OWNERSHIP

ì

| Exact Legal Name of Site Owner:              | The University of Chicago         |
|--|-----------------------------------|
|  | Commercial Real Estate Operations |
| Address of Site Owner:                       | 5801 S. Ellis Avenue              |
|  | Chicago, IL 60637                 |
| Street Address or Legal Description of Site: | 1164 E. 55 <sup>th</sup> Street   |
|  | Chicago, IL 60615                 |

# <u>DaVita Inc. (Parent)</u> <a href="mailto:and">and</a> Total Renal Care Inc. (Operating Entity)

### ORGANIZATIONAL STRUCTURE

DaVita Inc. owns 100% of the following entities:

Renal Life Link Inc.;
Physician Dialysis Inc.;
DVA Renal Healthcare Inc. (formerly Gambro);
Renal Treatment Centers Inc.;
Total Renal Care Inc.;
The DaVita Collection Inc.; and
DaVita Village Health Inc.

Please see Attachment 3A for major subsidiaries of these entities. Please see Attachment 3B for organizational chart for Illinois facilities.

ina J. Exumt. .5208% Joseph W. Boyd- .5208% Mary Am Cope- 10.4157% DaVita Inc.- 65.625% Keitry F. Puglise- 2.9167 The Davita Collection, Inc. (Davita Inc. 100%)

Le joint Diahysis, LLC (loris Diahysis Operations, LLC - 22% Rayal Spartan Herbings, LLC - 13% Renal Life Link, Inc. 55%)

Leg to Genero Debleys, LLC (loris Life Link, Inc. - 50%, Abad G. Burdi, M.O. - 20%)

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| Eg. Dirdian Rave Dielysis Center, LLC (REI Dielysis, LLC. 20% Retreal Treatment Centers - Southesss, ID- 80%)
| Eg. Dirdian Rave Dielysis Center, LLC (REAL Partners, LLC. 40% Renal Treatment Centers - Southesss, ID- 80%)
| Eg. West Normon Biolysis, LLC (Retail Treatment Centers - Southesst, ID- 100%)
| Eg. Trailodege Oileysis, LLC | Effect of Treatment Centers - Southesst, ID- 100%)
| Eg. Renal Chief Of Notision, LLC (Renal Treatment Centers - Southesst, ID- 100%)
| Eg. Taylor Oileysis, LLC (Renal Treatment Centers - Southesst, ID- 100%) Hers Central Ohio Dialysis, U.C. (Renal Life Link, Inc.- 100%)

AREPSEED BEATSON (1 of 4) [47/2004 2:09:30 PM ⇒ 度 Renal Treatment Garcers - Caldomia, Inc. (Renal Traatment Centers, Inc. - 100%) | → 😝 Canyon Springs Dishysia, LLC (Renal Treatment Centers - Caldomia, In- 100%)

Weston Diskysis Center, LLC (Chaveland Chric Ronds- 20% Renal Trastment Centers - Southeast, LP- 80%) Egrowita Centram Springs Kaney Care, LLC (Renal Treatment Centers - Southees, LP- 100%)

- Egriss R. Luducrdein, LLC (Chort Capacite), MC- 400 Rein Prinstante Centers - Southeest, LP- 100%)

- Egriss R. Luducrdein, LLC (Chort Capacite), MC- 400 Rein Prinstante Centers - Southeast, LP- 100%)

- Egriss Acquisition, Inc. (Renal Treatment Centers - Southeast, LP- 100%)

Sance Cleysts, LLC (Revel Treatment Centers - Southeast, LP-100%) (Renal Treatment Centers, Inc. 100%)

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Ross Gark Circle Diabysis, LLE (Renal Treatment Centers - Southeast, LP-100%)

Rochester Dishys) Center, LLC (Renal Treatment Centers - Illimate, Inc. 60% Rochester Dishys's Purners, LLC- 20% Michigan Dishysis Parman, LLC- 10%) SL Cair Dishysis, LLC (Renal Treatment Centers - Ritross, Inc. 100%) Leg Cited of horsests and the first treatment Centers, Inc. - 100%)

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Gosteral Montagy Olayes Centers, LLC (Halmonto Resal Ho) - 100% Resal Treatment Centers - Illinois, Inc. - 60% Bratel Investments, LLC - 20%)

Gosses and Centers - Illinois, LLC (Resel Treatment Centers - Illinois, Inc. - 60% Larses V LLC - 40%) — E. Ling Beach Dishyss Center, LLC (Senal Treatment Centers - California, In- 90% JAYRAJ Enterprises, LLC- 10%)
— E. Hangsville Dishyss Center, LLC (Yesu Xandis, H.D. - 25% Robert Pottemus, H.D. - 20% Reval Treatment Centers - California, In- 55%, Reeside County Home DD Program, LLC (Renal Theorem Contens - Collomas, In- 100%). Solende Delynis Conter, LLC (Soledde Delynis Senders, Inc. - 40% Renal Treatment Contens - Colifornia, In- 60%) Tustin Olehyds Center, LLC (MSHG Partners- 20% Renal Treatment Centers - California, In- 60% Renal Investment Partnershy- 20%). (B) Broal Tratment Centers - Horbiteck, Inc. (Renal Tretment Centers, Inc. - 100%) 上去 Riddle Dielyss, LIC (Zentih Renal Group, LIC - 20% Renal Treatment Centers - Nontheas, Inc. 70% Riddle Hemorial Haspital- 10%) Pullerum Dialysis Center, LLC (Renal Investment Partnership II: 40% Renal Treatment Centers - California, In- 50%) Invise Dialysis Center, LLC (Renal Treatment Centers - California, In- 60% Invation Attock, M.D.- 20%) Jacob Anchod, M.D.- 20%) - Waterion Design, L.C. (Floral Treatment Centers - Minols, Inc. - 1004)
- Waterion Designs, L.C. (Floral Treatment Centers - Minols, Inc. - 1004)
- Waterion Designs, C.C. (Renal Treatment Centers - Minols, Inc. - 1004)
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- Waterion Conters - Hid-Albatic, L.C. (Renal Treatment Centers - Mid-Albatic, - 1004) Peninsula Dialysis Corter, Inc. (Renal Treatment Centers - Md-Utlante, - 100%)

— By Southers Adabate Bollysis Center, Life Treatment Centers - Mg-Maharle, - 75% Total Renal Cer., Inc. - 21%)

— By Southers Adabate, LLC (Center) Renal Treatment Centers - Mg-Maharle, - 75% Total Renal Cer., Inc. - 10, 50% Renal Treatment Centers - Md-Maharle, - 100%)

— The Chy Dialysis Center, Inc. (Renal Treatment Centers - Md-Maharle, - 100%) TRC - Indiana, LLC (Renal Treatment Canters - Illinois, Inc.- 90% Total Renal Care, Inc.- 10%) North Atlanta Dialysts Center, LLE (Renal Treatment Centers - Mid-Atlantic, - 100%) omano blaysis Conter, LLC (Renal Treatment Centers - Celifornia, In- 100%) Orange Dialysis, LLC (Renal Treatment Centers - Celifornia, In- 100%) िक्ट Renal Treatment Centers - Jilhols, Inc. (Renal Treatment Centers, Inc.- 100%) - By Westview Dialysis, LLC (Renai Treatment Centers - Illinois, Inc. - 100%)

ER, Grove Dialysts Center, LLC (Jane Obapos, Green Koeing, M.D.- 33% Ratnaj, Mallamothu, M.D.- 16% Ranai Treatment Canters - California, In- 51%)

raids II, LLC (NUMC Dishyds Ventures II, LLC - 40% Renal Treatment Centers - California, In- 60%)

Davis Abenide, LLC (Renal Treatment Centers - Cofforms, In-60% NAMG Dialysis Vernares, LLC-40%)

Centers - California, In- 60%)

## Second Contract Contract From I contract Fr - Ground Delysts, LLC (Renal Treatment Carters - West, Inc. - 100%)
- Brighton Delysts Center, LLC (Western Nephology Ramp) Helabolic Bone Dise-40% Robal Treatment Centers - West, Inc.-60%)

physicone Oblighs, L.C (hustagee Investment Group, LLC, 22,5% fobert M, Gold, M.D.- 5% foreal Treatment Centers - West, Inc., 72,5%) gloscy housts of being starkers. LLC (19% heart Instance Centers - West, Inc., 12%) gloscy housts of being starkers. LLC (19% heart Inc., 100%) gloscy housts of being starkers. LLC (19% heart Inc., 100%) gloscy houst content. LLC (19% heart Inc., 100%) gloscy houst collection of the starkers the starkers incented to the starkers incente

- Drampo Dialysis Center, U.C (Renal Trasmier Centers - West, Inc. - 95% Mark Saddler, M.D.- 5%)

- Greenmood Dialysis, U.C. (Renal Treatment Centers - West, Inc.- 85% Greenwood Investment Group, U.C. 15%)

Estan Chy Didny's Center, L.L.C. (Stand N VKC, Inc. 7.5% Asia H. Anff, H.O., P.C.-7.5% And Roll. H.O.- 25% Rend Treatment Centers - West, Inc. 60%)

This Didn's L.C. (Standay Venture, L.C.-30.77% Greemood Investment Group, L.C. 5% Rend Treatment Centers - West, Inc. 60.23%)

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Anadother Didn's L.C. (Standay Venture Centers, Inc. 100%)

Total Rend Cent. Inc. (Don'to Inc. 100%)

The West Broombed Didn's L.C. (Total Rend) Cent. Inc. 100%)

- Entern Motrey Dishyst, LLC (Treat leval Care, Tice - 100%)

- Enterned Dishyst Partners, LLC (Treat leval Care, Tice - 100%)

- Enterned Broge Dishyst, LLC (Treat leval Care, Tice - 100%)

- Enterned Broge Dishyst, LLC (Treat leval Care, Tice - 100%)

- Enterned Tream Dishyst, LLC (Treat leval Care, Tice - 100%)

- Enterned Tream Dishyst, LLC (Treat Read Care, Tice - 100%)

- Enterned Tream Dishyst, LLC (Treat Read Care, Tice - 100%)

todoort Dialysis, LLC (Total Renal Cara, Inc.- 100%)

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Leg' views prings Otherst. LLC (Total Renal Care, Inc. 100%)

Leg' soulewarester Otherstee Otherst. LLC (Total Renal Care, Inc. 100%)

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Leg' summerville Otherstee Careter, LLC (Total Renal Care, Inc. 100%) For MD Investments, L.L.C. (Michael Douglas- 49,9% East End Dialysis Canter, Inc. - 50,1%) p Southwest Richer-Davids Dialysis Partners, LLC (Total Renal Can, Inc. - 1004)
yerscent Nexobo Daylas, LCC (Crofs Renal Can, Inc. - 1004)
yerscent Nexobo Daylas, LCC (Crofs Renal Can, Inc. - 1004)
yerscent Oldysis, LCC (Total Renal Can, Inc. - 1004)
ç Carroll County Dialysis Facility, Inc. (Total Renal Can, Inc. - 1004) Bast End Dialysis Center, Inc. (Total Renal Care, Inc. - 100%)

April Conter LLC (William L. Wetss, PD- 6% Arap Rai, PD- 31,33% Ishar/N. VKC, Inc.- 11,33% Asan N. Ariff Trust- 11,33% Toush Res. LLC (Total Renal Cars, Inc.- 100%)

Padne Dialysts, LLC (Total Renal Care, Inc. 100%)

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ATTACHMENT 3A Page 3 of 4

Brank RC Development, LLC (TRC of New York, Inc. • 51% Hanterbare Neckeal Center, LLC • 59%) TRC-Oyker Heights, L.P. (Harry Lipers, M.D. • 10% New York Methadist Hospital• 10% TRC of New York, Inc. • 70% Sonis Berra, M.D. • 10%)

| 分配 Total Renal Care Texas Linked Partnership (Total Renal Care, Inc. 1% TRC West, Inc. 99%)

Leg: Total Renal Support Services of North Cendina, LLC (Neil Reality, Inc. - 15% Kidney Cara Rx, Inc. - 85%) By RMS Unthine Inc. (Total Renal Cera, Inc. - 89,59% Menority Societobidens - 10.41%)

TRC - Petertburg, U.C. (East End Dialysis Center, Inc.- 80% Sandy Gibson, M.D.- 20%)

(Idney Care 8x, Inc. (Total Renal Care, Inc. 100%)

Dedus-her Worth Neptrology, L.P. (TRC West, Inc. 19.7%) Total Read Care, Inc. 19 Head, Pertons, L.C. 15.7%)

Let Dedus-her Worth Neptrology, L.P. (TRC West, Inc. 19.7%) Total Read Care, Inc. 19. Head, Pertons, L.C. 19. Stephen Roberton, M.D. 19. Wasse Tabbl, M.D. 19. Total Read Care, Inc. 19. Inc. 1 Seath Store Dehist Center. LP. (Total Revol Cent. Inc. - 1% Special Center and Property - 40% TRC-West, Inc. - 15%)

Saminit dehysts Center. LP. (Total Revol Cent. Inc. - 1% Special Center. LP. (Total Revol Cent. Inc. - 1% TRC-West, Inc. - 1% TRC-West, Inc. - 1% Revolutes of Property I Nemorial Dialytin Center, L.P. (Total Renal Care Texas Limited Partnerah - 794 Memorial Dialyta Partnera, L.P. - 2055 Fozal Renal Care, Inc. - 146) Astro, Hobby, West P.: Renal Care Limited Personality (Total Renal Care, Doc. 156 TIC West, Inc. 99%)

1. Sear Creek Dibyyst Cares, L.D. (Total Renal Care, Inc. 156 TRC West, Inc. 69% Bear Creek Reprodogy Group-30%)

1. Oayna B Pass East, L.P. (Basside Dibysts Consultants, LLC-40% TIC West, Inc. 59% Total Renal Gara, Inc. 1%)

Houston Acad Dishysts, L.P. (Total Renal Care, Inc., 144 Total Renal Care Texas Limited Partmenth 9544)

ioni Renal Care of Morth Caroline, LLC (Med Realty Co.- 15% Total Renal Care, Inc.- 65%) النائد و Cantol Caroline Distysts Centers, LLC (1811 Investments, LLC- 15% Total Renal Care of Morth Caroline, LLC- 65%)

4. Southwest indiana Dahyais, LLC (Total Runal Cere, Inc., 100%) LL'Henzanta At Hems, LLC (Total Renal Cere, Inc., 51% Coptel Diahyais, LLC-49%)

LE ROPKy Dishysts, LLC (Total Renal Care, Inc. 100%)
LE Quincy Dishysts, LLC (Total Renal Care, Inc. 100%)
LE Decker Dishysts, LLC (Total Renal Care, Inc. 100%)

E. Southerst Parido Dubria, LLC (Total Renal Care, Inc. 100%)

E. Southerst Parido Dubria, LLC (Total Renal Care, Inc. 100%)

E. Total Renal Lubranced, Inc. (Total Renal Care, Inc. 100%)

E. Total Renal Lubranced, Inc. (Total Renal Care, Inc. 100%)

E. Total Renal Renardot, Inc. (Total Renal Care, Inc. 100%)

E. Viscobyka Oubyais Center, LLC (USC Internal Hedidin, Inc. 40% Total Renal Care, Inc. 100%)

E. Gerry Oubyais Center, Renal Care, Inc. 100%)

E. Gerry Oubyais Center Perfects/pp (Mittal L. Papagou, M.D., Inc. 40% Total Renal Care, Inc. 100%)

E. Gerry Oubyais Center (Oubyais Associate-11169)

E. Los Angress Debyas Corter (Oubyais Associate-111699)

-L. Padik Cost Diejysis Center (Renal Treament Centers - California, In- 7% Total Renat Care, Inc. - 93%)

• Pacific Dialysis Partnership (Total Renal Cara, Inc. - 99,9% DaVRe Inc. - , 1%)

Son Gobeld Videy Patriachto (Achte Sunder Raj, Man. 1259; Tabi Banal Con, Inc. 75% Himol Konist, M.D. 12,5%)

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Le. Total Renal Cardina Renal Carginethy (Achte Sunder Raj, M.D., 130%)

Le. Total Renal Cardina Cardina Carginethy (Achte Renal Carc, Inc. 21% Mark Beran, M.D., 45%)

Le. Total Renal Cardina Cardina Cardina Renal Carc, Inc. 20% Georgeswin University 20%, Martin Tan, D.O., 20%)

Le. Total Achte Rafery Carc, Inc. (Total Renal Carc, Inc., 50%, Stan Vermitton, M.D., 20% Martin Tan, D.O., 20%)

Let 7 tous Renal Care of Colerado, Inc. (Tous) Renal Care, Inc. 100%)
Let 7 tous Renal Care of Utba). L.C., (Total Renal Care, Inc. 100%)
Let 7 tous Renal Care/Eaton Carryon Dishyst Center Partnership (Total Renal Care, Inc. 97.5% Renal Treatment Carriers - California, Inc. 12.5%)
Let 7 tous Renal CarryPersons.

Amery Dishysts, LLC (Total Rensi Core, Inc.: 100%)

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# DaVita Inc.-Illinois Organization Chart

| VillageHealth DM, LLC | VillageHealth DM, LLC Total Renal Care, Inc. | RMS Lifetine Inc.                 | DVA Renal Healthcare,<br>Inc.           | Renal Treatment Centers-<br>illings, Inc.       | Renallife link Inc                            | Lincoln Park Dialysis<br>Servings Inc.         | Dialysis of Northern    | Chicago Heights Dlalysis, | Total Nephrology Care Network Medical |
|-----------------------|--|-----------------------------------|---|---|---|--|-------------------------|---------------------------|---------------------------------------|
|                       | Archway Acutes                               | Lifetina - Alsip - IL             | Alton Olatysis                          | Churchview Diatysis                             | Benton Olatyals                               | Great Lakes Acute                              | Rock River Acutes       | Chicago Helohis Diatysis  | Associates, PC                        |
| <del></del> -         |  |                                   |   |   | •   |  |                         |                           |                                       |
| DaVita VitageHealth   |  | ;                                 | ( ) ( ) ( ) ( ) ( ) ( ) ( ) ( ) ( ) ( ) |   | •   | •  |                         |                           |                                       |
| RMS Disease           | East East                                    | Budget Center                     | Decahir Fast Wood of                    | DNVOLake Vije PD - II                           | Beverly Dialysis<br>Centralia Dialysis        | Kennedy Home Diatysts<br>At Home               | Rexbury At Home         | Chicago Heights PD        |                                       |
| Management            |  | Lifetine - Rockford -             | Home                                    | Freeport Dialysis                               | Marlon At Home                                | Lincoln Perk Dalvais fka                       | Sycamore of Home        |                           |                                       |
|                       | DNVO-Peorla HHD/PD                           |                                   | Decatur East Wood                       | Grantte City At Home                            | Marlon Dialysis                               | _  | Sycamore Dialysis ( aka |                           |                                       |
|                       | DMVO-Vendede                                 | Meadows (A) - IL                  | Crimobam At Home                        | Granite City Dialysis<br>Center                 | Metro East At Home                            | Nephrology                                     | DeKalb)                 |                           |                                       |
|                       | Dialysis - IL                                | Lifetine - Rolling                | Effingham Olalysis                      |   | Mount Vernon At                               | Skyline Home Dialysis<br>(fka Lincoln Park PD) |                         |                           |                                       |
|                       | Emerald Dialysis (fka                        | Meedows (B) - II,                 | Illini At Home                          | Kankakee County Dialysts                        | Ноте  |  |                         |                           |                                       |
|                       | Hyde Perk Kothey<br>Center                   | Lifetina -<br>Woodridge - IL (eks | Jacksonville Dialysts                   | Kankakee County Diatysis<br>PD                  | Mount Vernon<br>Dialnets                      |  |                         |                           |                                       |
|                       | Emerald Ofalysis PO                          | DuPage A)                         |   | Lake Villa at Home                              | Odost Dichale                                 |  |                         |                           |                                       |
|                       | (fka Hyde Park PD)                           | Lifeline Divisional               | Litchfield Dialysis                     | Lake Villa Oletysis                             | Carey Disaysis Certier<br>(aka Good Sameriten |  |                         |                           |                                       |
|                       | Heartland (NC) Region                        | 25                                | Mecon County Dialysis                   | Little Villege et Home                          | Hospital)                                     |  |                         |                           |                                       |
|                       | O1 - Chicago Fire (fka                       |                                   | Pushdle Dishais                         |   |   |  |                         |                           |                                       |
|                       | Region)                                      |                                   | Statistic District                      | Liftle Village Dialysis (Chicago)               | Stony Creek Dialysts                          |  |                         |                           |                                       |
|                       | Berrington Creek                             |                                   |   |   |   |  |                         |                           |                                       |
| ٠                     | Bin Oaks Dightsla                            |                                   |   |   |   |  |                         |                           |                                       |
| 3,                    | Leke County Dialysis                         |                                   |   |   |   |  |                         |                           |                                       |
| 4                     | Lake County PD                               |                                   |   |   |   |  |                         |                           |                                       |
| •                     | Logen Square Dielysis<br>Services            |                                   | Springfletd Central At<br>Home          | CO social cities                                |   |  |                         |                           |                                       |
|                       | Montriam Claveis                             |                                   |   | Maryville At Home                               |   |  |                         |                           |                                       |
|                       | Centar (eka Belmont                          |                                   | Springfield Central Diatysis            | Maryville Dialysis                              |   |  |                         |                           |                                       |
| •                     | Ave)   |                                   | Springfield Montvale                    | Maryville Dialysis PD                           |   |  |                         |                           |                                       |
|                       | Olympia Fields At Home                       |                                   | Dialysis                                | Mt Graenwood PD                                 |   |  |                         |                           |                                       |
|                       | Olympia Fleids PD                            |                                   | Star Catchera Region 02<br>Office       | Mt. Greenwood At Home<br>Mt. Greenwood Dialvsis |   |  |                         |                           |                                       |
|                       | Paios Park Dialysis                          |                                   | Star Catchers Region 04                 | Rocidord Dialysis                               |   |  |                         |                           |                                       |
|                       | West Lawn Dialysis                           |                                   | Office<br>Taylooyiile Dishels           | Sauget Dielysis (fke East                       |   |  |                         |                           |                                       |
|                       |  | <b></b>                           | eyici tiko Canyas                       | of, Louis Litalysis Center)                     |   |  |                         |                           |                                       |
| •                     | Star Catchers Region<br>08 - Rock River      |                                   |   |   |   |  |                         |                           |                                       |
|                       |  |                                   |   |   |   |  |                         |                           |                                       |
|                       | TRC Children's Dialysis                      |                                   |   | Whiteside Diatysis                              |   |  |                         |                           |                                       |
| TA<br>ge              | Chicago/Chidrens                             |                                   | -                                       |   |   |  |                         |                           |                                       |
|                       | memoral pospical                             |                                   |   |   |   |  |                         |                           |                                       |
|                       | wayne County Distysis<br>(fka Fairfield)     |                                   |   |   |   |  |                         |                           |                                       |

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ATTACHMENT 3B Page 1 of 2

# DaVita Inc.-Illinois Organization Chart

| Robinson Dialysis, LLC                                |
|---|
| Lockport Dialysis, LLC                                |
| Lifeline Vescular Access Network, LLC                 |
| Quincy Dierysla, LLC                                  |
| DaVila Naphrotogy Medical Associates of illnios, P.C. |
| DaVíta Rx, LLC  |
| DVA Heelthcare Rental<br>Care, Inc.                   |
| Joliet Diatysla, LLC                                  |
| Kidney Care Services, LLC                             |

ATTACHMENT 3B Page 2 of 2

### NARRATIVE DESCRIPTION

Total Renal Care Inc. (TRC), a wholly-owned subsidiary of DaVita Inc., proposes to acquire substantially all of the assets of the University of Chicago Medical Center's (UCMC) 20-station outpatient hemodialysis facility known as University of Chicago – Woodlawn which is located at 1164 E. 55<sup>th</sup> Street in Chicago, Illinois (60615) in Planning Area 6.

The proposed Purchase Agreement between TRC and UCMC includes the sale and purchase of all of UCMC's chronic dialysis assets. Please refer to Attachment 7C for the Letter of Intent (LOI) to acquire the following three outpatient hemodialysis facilities and Home Dialysis Program:

University of Chicago - Woodlawn, 1164 E. 55<sup>th</sup> Street in Chicago (60615) University of Chicago - Lake Park, 1531 Hyde Park Blvd. in Chicago (60615) University of Chicago - Stony Island, 8721 S. Stony Island in Chicago (60617) University of Chicago - Home Programs

The total proposed purchase price for the transaction is \$27.8 million. The price of the various entities is as follows based on a discounted cash flow analysis:

| University of Chicago – Woodlawn      | \$2,219,856      |
|---------------------------------------|------------------|
| University of Chicago – Lake Park     | 2,677,026        |
| University of Chicago – Stony Island  | 13,959,013       |
| University of Chicago – Home Programs | <u>8,944,105</u> |
| Total                                 | \$27,800,000     |

Total Renal Care Inc. (TRC) will assume the lease of 8,110 rentable gross square feet (gsf) for the 20-station hemodialysis facility (see Attachment 75(3) for the lease agreement.)

The acquisition does not involve modernization at this time.

Upon acquisition the facility will be known as Total Renal Care Inc. d/b/a Woodlawn Dialysis.

The change in ownership is expected to take place within one month of permit issuance. Certification is expected within two (2) months of acquisition but no later than December 31, 2010. The project completion date is June 30, 2011.

The estimated total project cost is \$3,330,101, including the fair market value (FMV) of leased space which is \$1,050,245 based on \$129.50 per gross square foot (gsf) for 8,110 gsf (see Attachment 7B for the FMV of the space to be leased.)

Project costs will be funded entirely from cash and securities by DaVita Inc. DaVita Inc. will also fund the all working capital estimated to be four months' operating expenses and the initial operating deficit.

The project is Non-Substantive per Section 1110.40(b) as the project is solely for a "Change of Ownership." The project is considered a Class B project due to its project cost.



# OTHER PROJECT COSTS University of Chicago - Woodlawn

| <u>Area</u>                          | <b>Amount</b>      | Basis for Estimate             |
|--------------------------------------|--------------------|--------------------------------|
| PREPLANNING                          |                    |                                |
| CON Fee                              | £7.500             | Dogwledien                     |
| CON Fee                              | \$7,500            | Regulation                     |
| CONSULTING &                         |                    |                                |
| OTHER FEES                           |                    |                                |
| CON Consulting                       | \$22,500           | Agreement                      |
| Legal                                | <u>\$30,000</u>    | DaVita Estimate                |
|                                      | \$52,500           |                                |
| 20 A 210 BACA IN 2210 III X A 2 E110 |                    |                                |
| FAIR MARKET VALUE                    | 37 m4 050 545      | B 10: ext a moun               |
| OF LEASED SPACE FM                   | V \$1,050,245      | Buyer's Opinion of Value (BOV) |
|                                      |                    | See next page, Attachment 7B   |
| ACQUISITION OF ASSETS                | \$2,219,856 *      | Letter of Intent to Purchase   |
| negeration of hearts                 | Ψ-14.2,30 <b>0</b> | See Attachment 7C              |
|                                      |                    |                                |
| TOTAL PROJECT COST                   | \$3,330,101        |                                |

\* The proposed Purchase Agreement between TRC and UCMC includes the sale and purchase of all of UCMC's chronic dialysis assets, and includes the following three outpatient hemodialysis facilities as well as its Home Dialysis Program:

University of Chicago - Woodlawn, 1164 E. 55<sup>th</sup> Street in Chicago (60615) University of Chicago - Lake Park, 1531 Hyde Park Blvd. in Chicago (60615) University of Chicago - Stony Island, 8721 S. Stony Island in Chicago (60617) University of Chicago - Home Programs

The total proposed purchase price for the transaction is \$27.8 million. The price of the various entities is as follows based on a discounted cash flow analysis:

| University of Chicago - Woodlawn      | \$2,219,856         |
|---------------------------------------|---------------------|
| University of Chicago – Lake Park     | \$2,677,026         |
| University of Chicago – Stony Island  | \$13,959,013        |
| University of Chicago - Home Programs | \$8,944,10 <u>5</u> |
| Total                                 | \$27,800,000        |



# USI Real Estate Brokerage Services, Inc. Broker Opinion of Value March 8, 2010

GOAL:

Determine fair market sale price for similar type properties in the

Chicago market

**SUBJECT** 

PROPERTY:

8721 S. Stony Island Chicago, IL 60617 1531 Hyde Park Blvd. Chicago, IL 60617

1164 E. 55th Street Chicago, IL 60615

CURRENT COMPS: See following page

MARKET RANGE:

We found several medical buildings in the Chicago market that have recently sold and the buildings are trading between \$115.00 - \$144.00 per square foot. We are not seeing appreciation currently but do see some declining prices for medical buildings. True prices depend on building conditions and leasing rates which were not available for this report. The selling prices go down as the size goes up. The closer we got to University of Chicago Hospital the tighter the supply. There are some medical buildings for sale in the 60617 area but nothing that we found that closed except for new construction. We compared buildings which were all medical only.

**CONCLUSION:** 

Based on a comparison of the characteristics (as described above) of the Subject Property to the Comparable Properties, the **Fair Market Sales Range** for 8721 S. Stony Island Chicago, IL 60617,1531 Hyde Park Blvd. Chicago, IL 60617 and 1164 E. 55<sup>th</sup> Street Chicago, IL 60615 is between \$115.00 and \$144.00 PSF.

PREPARED BY:

McLennan Commercial John Steffens



Subject Property



| 8721 S. Stony Island Chic | cago, IL 60617 |
|---------------------------|----------------|
| Building Class / Type:    | С              |
| Total Building Size:      | 22,586 SF      |
| Year Built:               | 1973           |
| DaVita Space:             | 9,336 SF       |

Subject Property



| Building Class / Type: | В         |         |
|------------------------|-----------|---------|
| Total Building Size:   | 66,000 SF |         |
| Year Built:            | 1969      |         |
| DaVita Space:          | 8,085 SF  | <u></u> |



| 1164 E. 55 <sup>th</sup> Street Chicag | go, IL 60615 |
|--|--------------|
| Building Class / Type:                 | C            |
| Total Building Size:                   | 11,000 est.  |
| Year Built:                            | 1973 est.    |
| DaVita Space:                          | 8,110 SF     |

Comparables Properties



1531 Hyde Park Blvd. Chicago, IL 60617

Building Class / Type: B Total Building Size: 144,000 SF

Year Built: 1973

Sold 09/26/2005 for \$5,250,000 or \$136.21 PSF



3410 W. Van Buren St. Bethany Professional Building

Building type: B single story medical

Building Size: 23,500

Year Built: 2002

Sold 12/22/2009 for \$3,400,000 \$144.68 PSF

39

ATTACHMENT 7B
Page 2 of 3





| 2450 N. Central Ave Chicago, IL 60608         | <br>   |
|---|--------|
| , Building Class/Type: B Healthcare           |        |
| Total Building Size: 65,008 SF                |        |
| Year Built: 1970 est.                         | <br>   |
| Sold on 09/24/2009 for 7,491,500 \$115.24 PSF |        |
|   | <br>., |
|   |        |

Market Summary

The fair market selling price for buildings is \$115 - \$144.00 PSF.

40

ATTACHMENT 7B
Page 3 of 3

March 9, 2010

Ms. Carolyn S. Wilson Chief Operating Officer & Associate Dean The University of Chicago Medical Center 5841 S. Maryland Avenue Chicago, IL 60637

Re: Full (100%) Asset Acquisition of Dialysis Centers and Programs from The University of Chicago Medical Center

Dear Ms. Wilson:

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This letter of intent will serve to express our mutual understandings with respect to a proposed transaction pursuant to which DaVita Inc. or one of its subsidiaries ("DaVita") will acquire from The University of Chicago Medical Center ("Hospital"), substantially all of the assets (the "Assets") of Hospital's renal dialysis centers, including a home hemodialysis program, listed on <u>Exhibit A</u> attached hereto (each, a "Center" and, collectively, the "Centers").

The intention to consummate the transaction described herein (the "Transaction") is subject to the following terms and conditions:

- 1. Purchase Price. Subject to further due diligence, the purchase price for the Assets shall be Twenty Seven Million Eight Hundred Thousand Dollars (\$27,800,000) (the "Purchase Price"), which shall be payable in cash at the closing of the Transaction (the "Closing"). Notwithstanding the foregoing, but subject to DaVita's acceptance of the relevant Medicare provider number and agreement, five percent (5%) of the Purchase Price shall be placed in an escrow account by DaVita pending final settlement and adjudication of all open and unsettled Medicare cost reports and/or credit balance reports relating to the Centers for the period prior to the Closing (the "Holdback"). Subject to DaVita's final due diligence review, the Holdback will be released to Hospital on the following schedule: Five Hundred Thousand Dollars (\$500,000) on the first anniversary of the Closing; Five Hundred Thousand Dollars (\$500,000) on the second anniversary of the Closing; and the remainder upon final settlement and adjudication of all open and unsettled Medicare cost reports and/or credit balance reports relating to the Centers for the period prior to the Closing.
- 2. <u>Assets</u>. The Assets to be acquired by DaVita at the Closing will include all of the tangible and intangible assets which comprise or are used or are held for use in connection with the operation of the business at the Centers (the "Dialysis Business"), including, without limitation, all real property leasehold rights, improvements, furniture, fixtures, equipment, supplies, the "Inventory Amount" (as defined in Paragraph 10(g)

below), claims and rights under contracts and leases to be assigned to DaVita as set forth below, patient lists, copies of patient files and records, telephone numbers during a transition period, trade secrets, other proprietary rights or intellectual property, goodwill, Medicare and Medicaid provider numbers and agreements (unless DaVita shall elect, within ninety (90) days after the date of this letter of intent, but in its sole discretion, not to accept them), and, to the extent permitted by law, all permits, licenses and other rights held by Hospital with respect to the ownership or operation of any or all of the Dialysis Business, and all of Hospital's books and records to the extent relating to the foregoing, in each case, regardless of whether they are on Hospital's or a related party's books (collectively, the "Assets"). Notwithstanding the foregoing, "Assets" shall not include any rights or property (real, personal or intellectual) related to or arising from clinical research activities other than clinical research information contained in patient files and records. All of the Assets shall be transferred to DaVita free and clear of all liens, claims and encumbrances. The parties acknowledge that the peritoneal dialysis cyclers currently used by patients in Hospital's home dialysis program are leased from a third party. At or prior to the Closing, Hospital shall, in consultation with DaVita, either obtain any necessary consents for the assignment to DaVita of such leased equipment or terminate such leases. Notwithstanding the foregoing, the Assets will not include cash, accounts receivable, contracts and leases that are not to be assigned to DaVita as set forth below, and inventory and supplies disposed of from the date hereof until Closing in the ordinary course of business consistent with past practice.

- Except for obligations arising on or after the Closing Date 3. Liabilities. under contracts assigned to DaVita, DaVita will not assume any of Hospital's Liabilities (as defined below), including, without limitation, any Liabilities arising out of the operation of the Dialysis Business (or any part thereof) or the ownership or use of any of the Assets prior to the Closing Date. "Liabilities" means any and all claims, lawsuits, liabilities, obligations and debts of any kind or nature whatsoever, including without limitation, (a) all malpractice, tort or breach of contract claims asserted by any patients, former patients, employees or any other parties that are based on acts or omissions or events occurring before the Closing Date; (b) any amounts (including, if applicable, any penalties or interest) due or that may become due to Medicare or Medicaid or Blue Cross/Blue Shield or any other health care reimbursement or payment intermediary or other person or entity on account of any overpayment or duplicate payment or otherwise attributable to any period prior to the Closing Date ("Reimbursement Liabilities"); (c) any obligations or liabilities attributable to any period prior to the Closing that arises out of any contract or lease, whether or not such contract or lease is properly or duly assigned to DaVita; and (d) all accounts payable and/or debts of Hospital.
- 4. <u>Purchase Agreement</u>. DaVita and Hospital shall execute an asset purchase agreement for the Transaction (the "Purchase Agreement"), which shall provide for the purchase and sale of the Assets and assumption of the Liabilities as specified in Paragraphs 2 and 3, above, and contain such representations, warranties and other terms as are customary for a transaction of this nature.

5. On or before the Closing, DaVita shall offer to hire, on Employees. such terms and conditions as DaVita generally offers to its employees, substantially all of Hospital's employees (other than physicians) who are employed principally in the Dialysis Business as of the Closing (the "Dialysis Employees"); provided, however, DaVita may elect not to offer employment to Dialysis Employees who do not have the unrestricted ability to provide federally reimbursed services, who do not release their personnel files to DaVita prior to Closing or who do not pass a pre-employment drug test, background check and physical exam. At Closing, if permitted by applicable law, DaVita will assume up to eighty (80) hours of vacation and other payable time off ("PTO") accrued as of the Closing Date by each Dialysis Employee who accepts employment with DaVita, and Hospital shall pay to DaVita an amount equal to such accrued PTO or, alternatively, shall apply a credit to DaVita against the Purchase Price hereunder. Hospital will be responsible for paying any accrued PTO in excess of eighty (80) hours to each Dialysis Employee in the next Hospital disbursed payroll at or following the Closing. If applicable law does not permit the transfer of any of the Dialysis Employees' PTO, Hospital will be responsible for paying all accrued PTO to each Dialysis Employee in the next Hospital disbursed payroll at or following the Closing. If DaVita is unable to process the transition of the Dialysis Employees who accept the offers from DaVita to DaVita's payroll and benefit plans by the Closing, then Hospital will maintain such Dialysis Employees on its payroll and in its benefit plans until such transition is completed, in each case, solely at the cost and expense of DaVita.

### 6. Non-Competition and Non-Solicitation Covenant.

- (a) As used in this letter of intent, the following words and terms shall have the following respective meanings:
- (i) "Competitor" means any person, clinic, corporation, partnership, management services organization, proprietorship, independent practice association, firm, entity or association which engages in or derives a substantial economic benefit from, or is preparing to engage in or derive a substantial economic benefit from, the business of providing or offering, arranging or subcontracting Dialysis Services, other than DaVita or an affiliate thereof. For purposes of this letter of intent, a "substantial economic benefit" shall mean that a party earns or will earn ten percent (10%) or more of its revenues from Dialysis Services.
- (ii) "Dialysis Services" means all dialysis and renal care services and related services, including but not limited to hemodialysis, peritoneal dialysis of any type, staff assisted hemodialysis, the provision of home dialysis services and supplies and the administration of dialysis-related pharmaceuticals (including, without limitation, EPO, Aranesp, iron supplements, vitamin D supplements, or other products related to the treatment of anemia and secondary hyperparathyroidism) to end stage renal disease ("ESRD") patients, except as provided on an inpatient or emergency basis. Notwithstanding the foregoing, Dialysis Services shall not include aphaeresis services, acute dialysis services (including dialysis related laboratory and pharmacy services), vascular access services, and clinical research.

- (iii) "Restricted Area" means the area within a fifteen (15) mile radius of each Center's location as of the Closing Date and its location at any time during the Restricted Period.
- (iv) "Restricted Period" means a period of ten (10) years following the Closing Date.
- Pursuant to the Purchase Agreement, Hospital, on behalf of itself and its affiliates, shall agree not to (i) own any interest in a Competitor, (ii) lease, operate or manage a Competitor, (iii) extend credit to the business of any Competitor, or (iv) otherwise participate as a medical director or employee of, or contractor or consultant for, a Competitor within the Restricted Area during the Restricted Period. Nothing in the foregoing shall prohibit the Hospital from (A) engaging in any activity related to clinical research or (B) contracting or otherwise doing business with Competitors for goods and services other than Dialysis Services. Hospital, on behalf of itself and its affiliates, shall further agree that, during the Restricted Period, they will not, directly or indirectly, take any action to knowingly induce any patient, customer, employee or vendor of any Center (either individually or in the aggregate) to discontinue his, her or its affiliation with such Center; provided that the foregoing is not intended to (x) prohibit any physician employed by Hospital from engaging in the professional practice of nephrology or exercising such person's independent medical judgment, without consideration for any pecuniary interests of said physician, nor to require the referral of any patients for any dialysis service provided by, or to any dialysis center owned by, DaVita or any of DaVita's affiliates or (y) prohibit the Hospital from engaging in any general business development and marketing activities, so long as such activities do not involve the development or marketing of Dialysis Services. Ten percent (10%) of the Purchase Price will be allocated to the covenant not to compete for federal tax planning purposes only.

# 7. Medical Director Agreement.

At the Closing, DaVita will enter into one or more mutually (a) acceptable ten (10) year agreements (each, a "Medical Director Agreement") with University of Chicago Physicians Group (the "Medical Practice"). Under each Medical Director Agreement, Medical Practice shall appoint as the medical director of each Center a physician who is duly qualified and licensed to practice medicine in the state in which the Center is located; is board certified in one or more of nephrology, pediatrics or internal medicine; has completed a board-approved training program in nephrology; specializes in the treatment of individuals with ESRD; has at least twelve (12) consecutive months of experience or training in the care of patients at ESRD facilities immediately preceding the commencement date of the Medical Director Agreement; and is experienced in the medical administration of ESRD facilities (collectively, the "Medical Directors"). The Medical Directors shall agree to provide oversight and responsibility for all medical and patient care aspects of the Centers to which they are assigned. The compensation payable to the Medical Practice shall be determined prior to the Closing Date and such amount shall be the fair market value of such services, consistent with DaVita's policies and procedures for medical director compensation.

- **(b)** Medical Practice, each Medical Director, and each physician of the Medical Practice who is or who becomes an attending physician to patients at a Center on a regular basis (excluding those physicians who are providing services to patients in the absence of the regular attending physician) or who serves as a covering Medical Director at a Center on a regular basis (such physicians and covering Medical Directors collectively are referred to as "Covered Employees") shall agree not to, during the time periods specified in the sentence immediately following this sentence, (i) directly or indirectly (A) own any interest in a Competitor, (B) operate or manage a Competitor, (C) extend credit to a Competitor, or (D) otherwise participate as a medical director or employee of, or contractor or consultant for, a Competitor, and (ii) take any action to knowingly solicit, divert, or interfere with any relationship that DaVita has with any physicians, employees, patients, customers or vendors of the Centers. With respect to the immediately preceding sentence, the restrictions shall apply to (x) Medical Practice for the term of each Medical Director Agreement and for a period of two (2) years following the expiration or termination thereof, and (y) each Medical Director and each Covered Employee for so long as such person is providing services under a Medical Director Agreement or is attending patients at a Center on a regular and for a period of two (2) years thereafter. Each Covered Employee shall agree to be individually bound by the terms described above by signing an appropriate joinder to the applicable Medical Director Agreement. Nothing in the foregoing shall prohibit the Medical Practice, any Medical Director, or any other physician from (1) engaging in any activity related to clinical research or (2) contracting or otherwise doing business with Competitors for goods and services other than Dialysis Services. As used in the Medical Director Agreement with respect to a Covered Employee, "regular basis" shall be defined by the parties prior to the Closing Date.
- 8. <u>Leases</u>. With respect to each Center, DaVita will enter into a new lease with Hospital (or other affiliate of Hospital that owns the property), as landlord, or shall accept an assignment of existing lease for each such Center (collectively, the "Leases") on terms that are mutually acceptable to DaVita and each such landlord. The parties acknowledge that the rental amount under each Lease must reflect fair market value and will be supported by a broker's opinion of value. The parties further acknowledge that the leases will expire, and DaVita will have to relocate, the Woodlawn Center and the Lake Park Center within approximately two (2) years of the Closing Date.
- 9. <u>Closing</u>. Subject to the satisfaction of the Closing conditions, including without limitation issuance of a CON for the transfer of the Centers to DaVita, the Closing shall take place at 12:01 a.m. on August 1, 2010, or, if possible, at 12:01 a.m. on July 1, 2010 (the "Closing Date").
- 10. <u>Conditions to Closing</u>. The parties' obligations to close the Transaction shall be subject to the satisfaction of the following conditions:
- (a) <u>Due Diligence</u>. DaVita shall have completed to its satisfaction its due diligence review of the Dialysis Business, including, without limitation, the assets

and liabilities relating thereto, and Hospital shall have furnished to DaVita and its representatives such information and access to such books and records and personnel as DaVita may reasonably request for such purpose, including, without limitation, with respect to financial matters, litigation and loss contingencies, employee matters, tax and ERISA matters, vendors and patient information, legal and healthcare regulatory compliance, licenses, insurance, contracts, and other matters as DaVita may reasonably request.

- (b) <u>Documentation</u>. The negotiation, execution, and delivery of the Purchase Agreement, Medical Director Agreements, Leases, and related documents, in each case setting forth the terms and conditions of the Transaction and containing such customary provisions, representations, warranties, covenants, and indemnifications, and providing for the receipt by the parties of such ancillary documents, as shall be reasonably acceptable to the parties and their respective counsel.
- (c) <u>Contracts</u>. Prior to the Closing Date, Hospital shall provide DaVita with copies of all contracts and leases relating to the Dialysis Business, including, without limitation, employment agreements, and vendor agreements. Within ninety (90) days after the signing of this letter of intent, but in no event less than thirty (30) days following the provision by Hospital of all contracts and leases, DaVita shall designate which of the listed contracts and leases DaVita shall assume at the Closing. Hospital shall be responsible for obtaining any necessary consents for the assignment to DaVita at the Closing of such designated contracts and leases that are material, as determined in DaVita's reasonable discretion, to the Dialysis Business.
- (d) Regulatory Matters. DaVita shall have received and reviewed to its satisfaction copies of all licenses, permits, and other regulatory materials and approval requirements pertaining to the Dialysis Business. Hospital shall be in material compliance with all standards of licensure and other applicable legal requirements, including, without limitation, all building, zoning, occupational safety and health, environmental, and health care laws, ordinances, and regulations relating to the Dialysis Business and its assets, its personnel and its operations. In addition, DaVita shall have been issued all necessary licenses, permits and approvals, including without limitation the CONs, for DaVita's operation of the Dialysis Business after the change of control contemplated hereunder. Furthermore, the transfer of the Assets and all capital contributions shall be in compliance with all applicable federal and state laws.
- (e) <u>Board and Lender Approvals</u>. DaVita shall have received prior to the Closing Date all necessary board of director approvals.
- (f) <u>Personnel</u>. Each Dialysis Employee shall have all licenses and permits required to carry out his or her obligations and none of them shall be on the OIG List of Excluded Individuals/Entities.
- (g) <u>Inventory</u>. The Assets shall include that quantity of useable inventories and supplies, including, without limitation, EPO and other drugs and supplies



used for dialysis treatments, as shall be sufficient to operate the Center for a period of at least eighteen (18) days in a manner consistent with prior practice (the "Inventory Amount"). The Purchase Price shall be decreased or increased (on a pro rata, dollar-for-dollar basis) to the extent the value of the inventory on site at Closing is less or more than the Inventory Amount, subject to an agreed upon cap.

- (h) <u>Material Adverse Change</u>. There shall not have been any material adverse change in the condition (financial or otherwise) of the assets, properties or operations of the Dialysis Business or the Assets.
- 11. <u>Indemnification</u>. The Purchase Agreement will provide that Hospital will indemnify and hold harmless DaVita with respect to all losses arising out of any breach of any representation, warranty or covenant of Hospital made pursuant to the Purchase Agreement, or arising out of any Liabilities, including without limitation, Reimbursement Liabilities. The Purchase Agreement will also provide that DaVita will indemnify and hold harmless Hospital with respect to all losses arising out of any breach of any representation, warranty or covenant of DaVita made pursuant to the Purchase Agreement. The survival period for each party's representations and warranties and any caps and baskets applicable to each party's indemnification obligations will be determined and mutually agreed upon following the completion of DaVita's due diligence review of the Dialysis Business.
- Date or the termination of the exclusivity period referred to in Paragraph 16 below, whichever occurs first, Hospital (a) shall continue to operate the Dialysis Business and maintain the Assets in the usual and customary manner consistent with past operations, (b) shall use its reasonable efforts to preserve the business operations of the Dialysis Business intact, to keep available the services of its current personnel, and to preserve the good will and relationships of its suppliers, patients and others having business relations with the Dialysis Business, (c) shall notify DaVita in writing of any event involving the Dialysis Business or Assets that has had or may be reasonably expected to have a material adverse effect on the business or financial condition of the Dialysis Business or the Assets, and (d) shall not sell, encumber, or otherwise dispose of any assets, without DaVita's consent, except in the ordinary course of business consistent with past practice.
- 13. <u>Transition Period</u>. From the date hereof through the Closing Date and thereafter for a reasonable period of time, the parties will work cooperatively with each other to develop specific transition and integration plans to assure continued quality of care and operating effectiveness following the Closing, including but not limited to a plan to ensure that DaVita does not experience an interruption in reimbursement from Medicare after the Closing Date.
- 14. <u>Public Announcements</u>. Subject to requirements of law, any news releases or other announcements prior to the Closing by DaVita, Hospital, or any of their respective affiliates or agents pertaining to this letter or the Transaction contemplated herein shall be approved in writing by all parties prior to release. DaVita and Hospital

agree that, prior to the Closing, they shall keep the existence of this letter and its contents confidential, except as may be necessary to comply with applicable law.

- 15. <u>Confidentiality</u>. DaVita and Hospital hereby reaffirm their respective obligations under that certain Confidentiality Agreement, dated as of April 9, 2009, which agreement remains in full force and effect.
- 16. Exclusivity. Until August 1, 2010 (or such earlier date (a) on which DaVita provides written notice to Hospital that it has ended its active efforts to consummate the Transaction contemplated herein or (b) that constitutes the Closing Date), neither Hospital nor any of its affiliates or agents or representatives, shall, directly or indirectly, enter into any agreement, commitment or understanding with respect to, or engage in any discussions or negotiations with, or encourage or respond to any solicitations from, any other party with respect to the direct or indirect (including, without limitation by way of stock sale, merger, consolidation or otherwise) sale, lease or management of the Dialysis Business or any material portion of the Assets. Hospital shall promptly advise DaVita of any unsolicited offer or inquiry received by it or any of its affiliates, agents or representatives, including the terms thereof.
- 17. <u>Procedure.</u> As soon as possible after execution and delivery of this letter, the parties will cooperate in the negotiation and preparation of the Purchase Agreement and other necessary documentation and will use all reasonable efforts to satisfy the conditions set forth in Paragraph 10 which are in their respective control.
- 18. Expenses. Each party shall bear its own expenses arising out of this letter and the Transaction, with no liability for such expenses to the other party, whether or not the Transaction or any part thereof shall close.
- 19. Non-Binding Effect. It is understood that this letter merely constitutes a statement of the mutual intentions of the parties with respect to the proposed Transaction, does not contain all matters upon which agreement must be reached in order for the proposed Transaction to be consummated and, except in respect of Paragraphs 12, 14, 15, 16 and 18, above, and this Paragraph 19, creates no binding rights in favor of any party. A binding commitment with respect to the Transaction will result only if definitive agreements are executed and delivered, and then, only subject to the terms and conditions contained therein. This letter may be executed in counterparts, each of which shall be deemed to be an original, and all of which, when taken together, shall constitute one and the same letter of intent. Signatures sent by facsimile transmission shall be deemed to be original signatures.

[SIGNATURES ON NEXT PAGE]

This letter will be void and the terms contained herein revoked unless accepted and returned by 5:00 p.m. (Pacific Standard Time) on March 12, 2010. If the foregoing is acceptable to you, please so indicate by signing a copy of this letter and returning it to the undersigned.

Very truly yours,

DAVITA INC.

Giles Caver

Director, Corporate Development

ACCEPTED AND AGREED TO:

The University of Chicago Medical Center

| Ву:    |  |
|--------|--|
| Name:  |  |
| Title: |  |

March 9, 2010 Page 9

This letter will be void and the terms contained herein revoked unless accepted and returned by 5:00 p.m. (Pacific Standard Time) on March 12, 2010. If the foregoing is acceptable to you, please so indicate by signing a copy of this letter and returning it to the undersigned.

Very truly yours,

DAVITA INC.

Ву:\_\_\_\_\_

Giles Caver

Director, Corporate Development

ACCEPTED AND AGREED TO:

The University of Chicago Medical Center

By: \_\_\_ Name: \_\_\_ Title: \_\_\_

12/12/10

### **EXHIBIT A**

# **CENTERS**

Stony Island 8725 S. Stony Island Chicago, IL 60617

Woodlawn 1164 E 55<sup>th</sup> Street Chicago, IL 60615

Lake Park 1531 Hyde Park Boulevard Chicago, IL 60615

Home 5841 S. Maryland Avenue Chicago, IL 60637

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ATTACHMENT 7C Page 11 of 11

DaVita Inc. Fire Region – Chicago Metropolitan Area Compliance Checklist 1st Quarter 2010

|       | PROJECT<br>COMPLETION<br>1/15/2011                            | 1/15/2011                          | 12/31/10                                      | 6/30/11                            | 8/31/11                               |
|-------|---|------------------------------------|---|------------------------------------|---------------------------------------|
|       | ANNUAL<br>PROG. REPORTS<br>Sent 11/10/09 and<br>in compliance | Sent 11/10/09 and in compliance    | Sent March 31, 2010<br>Due Feb. 10 – April 10 | Dec. 12- February 12               | Dec. 12- February 12                  |
| DATES | <u>OBLIGATION</u><br>Upon Permit Issuance                     | Upon Permit Issuance               | Obligated 5/29/09<br>State rec'd 6/23/09      | By July 12, 2011                   | By July 12, 2011                      |
|       | PERMIT<br>AMOUNT<br>\$2,812,212                               | \$2,738,465                        | \$1,888,441                                   | \$2,472,632                        | \$2,657,248                           |
|       | <u>PERMIT/</u> <u>DATE</u> #08-066 11/5/08                    | #08-067<br>11/5/08                 | #08-100<br>3/10/09                            | #09-036<br>1/12/10                 | #09-055<br>1/12/10                    |
|       | CON<br>PROJECT<br>TRC Inc. d/b/a<br>Big Oaks Dialysis         | RLL Inc. d/b/a<br>Beverly Dialysis | TRC Inc. d/b/a<br>West Lawn Dialysis          | TRC Inc. d/b/a<br>Barrington Creek | TRC Inc. d/b/a<br>Palos Park Dialysis |

Big Oaks Dialysis: The project is under budget. Final realized project costs to be assembled before the end of the 2<sup>nd</sup> Quarter 2010. First patient was treated. However, facility is still awaiting certification. Follow-up on certification will be bi-weekly.

First patient was treated in mid-December 2009. However, facility is still awaiting certification. Follow-up on certification will be bi-weekly. Beverly Dialysis: The project is under budget. Final realized project costs to be assembled before the end of the 2<sup>nd</sup> Quarter 2010.

West Lawn Dialysis: The project is under budget. Final realized project costs to be assembled before the end of the 2<sup>nd</sup> Quarter 2010. First patient was treated on March 8, 2010. Facility is awaiting certification. Follow-up on certification will be bi-weekly.

Barrington Creek: The Medical Director Agreement is under negotiation.

Palos Park: The lease is under negotiation.

| CON Project   | Permit Date | Permit Amt. | Obligation | Annual Progress Reports | Project Completion  |
|---|-------------|-------------|------------|-------------------------|---|
| Fairfield Dialysis<br>07-075                        | 7/24/08     |             |            |                         | Complete. Final report submitted and approved.                                |
| Vandalia Dialysis<br>07-098                         | 10/22/07    | 1,508.262   | 10/22/07   | 11/22/08                | Complete. Final report submitted and approved.                                |
| Rockford Dialysis<br>07-115                         | 10/22/08    | \$3,106,926 | 10/22/07   | 11/22/08                | Complete. Final report submitted and approved.                                |
| Robinson Dialysis<br>07-154                         | 5/20/08     | \$1,694,954 | 5/09       | 5/09                    | Clinic opened 2/10. Pending CMS approval. CON permit extension granted 11/09. |
| Edwardsville<br>Dialysis 07-099                     | 7/1/08      | \$1,591,648 | obligated  | Due 7/09                | Complete. Final report submitted and approved.                                |
| Benton Dialysis E-<br>002-08                        |             |             |            |                         | Complete. Final report submitted and approved.                                |
| 1arion Dialysis<br>2-016-07                         |             |             |            |                         | Complete. Final report submitted and approved.                                |
| Whiteside Dialysis<br>E-008-08                      |             |             |            |                         | Complete. Final report submitted and approved.                                |
| Freeport Dialysis                                   |             |             |            |                         | Approved. Construction pending.   |
| Blessing Dialysis<br>of Quincy<br>09-022            | 9/1/09      | \$6,269,502 |            |                         | Deal closed.<br>10/1/09. Final<br>Report pending.                             |
| Blessing Dialysis<br>Center of Pittsfield<br>09-023 | 9/1/09      | \$917,212   |            |                         | Deal closed.<br>10/1/09. Final<br>Report pending.                             |
| JCH Dialysis<br>Center<br>09-024                    | 9/1/09      | \$1,318,634 |            |                         | Close of deal pending   |

Cost/Space Requirements Woodlawn Dialysis Change of Ownership CON

Gross Square Feet Amount of Proposed Total GSF That Is:

<u>Department/Area</u> Cost Existing Proposed New Const. Remodeled As Is Vacated Space

ESRD \$3,330,101\* 8,110 0

\* The estimated total project cost includes the fair market value (FMV) of the leased space estimated at \$129.50/gsf, \$1,050,245 for 8,110 rentable gross square feet (gsf.)

### BACKGROUND OF APPLICANT

1 & 2. DaVita Inc. and its wholly-owner operating entity, Total Renal Care Inc., are fit, willing and able and have the qualifications background and character to adequately provide a proper standard of care.

Please refer to CON applications ##10-009 and 10-010 for Attachment 10(1), the names/addresses and other information on facilities owned or operated by DaVita Inc. through its operating entities. The list includes the Medicare and Medicaid provider numbers for each of these facilities. See Attachment 10(2) for information on Illinois facilities.

- 3. No adverse action has been taken against DaVita or Total Renal Care within three years preceding the filing of this Certificate of Need. Refer to Attachment 10(3.)
- 4. Attachment 10(3) also authorizes the State Board and its Agencies access to information in order to verify any documentation or information necessary and pertinent to this subsection.

### **BACKGROUND OF APPLICANT**

Please refer to CON applications ##10-009 and 10-010 for Attachment 10(1), the names/addresses and other information on facilities owned or operated by DaVita Inc. through its operating entities. The list includes the Medicare and Medicaid provider numbers for each of these facilities. See Attachment 10(2) for information on Illinois facilities.

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ATTACHMENT 10(1)

Total Renal Care, Inc. 7/B/A Nampa Dialysis Center 646 PARKCENTRE WAY,

IAMPA, ID 83651-1790

Phone: 208-467-5180

Medicare Certification Number: 13-2501 NPI Number: 1225089915

Primary Medicaid Number:

807605500

Ownership Type: Wholly Owned Tax ID Number: 95-3372911

Total Renal Care, Inc.

D/B/A Table Rock Dialysis Center

5610 WEST GAGE ST, STE B BOISE, ID 83706-1332

Phone: 208-658-8111

Medicare Certification Number: 13-2502

NPI Number:

1871545418

Primary Medicaid Number:

807605600

Ownership Type: Wholly Owned Tax ID Number: 95-3372911

Total Renal Care, Inc. D/B/A Burley Dialysis Center

741 N OVERLAND AVE, BURLEY, ID 83318-3440

Phone: 208-677-5483

Medicare Certification Number: 13-2503

1326099011 NPI Number: Primary Medicaid Number: 807605700

Dwnership Type: Wholly Owned Tax ID Number: 95-3372911

Total Renal Care, Inc. D/B/A Twin Falls Dialysis Center

1840 CANYON CREST, TWIN FALLS, ID 83301-3007

Phone: 208-737-0001

Medicare Certification Number: 13-2505

NPI Number: Primary Medicaid Number: 1932150653 807605800

Ownership Type: Wholly Owned

Tax ID Number: 95-3372911

Total Renal Care, Inc.

D/B/A Gate City Dialysis Center

2001 BENCH ROAD,

POCATELLO, ID 83201-2033

Phone: 208-637-1090

Medicare Certification Number: 13-2506 1497707020

NPI Number:

807605900

Primary Medicaid Number:

Ownership Type: Wholly Owned Tax ID Number: 95-3372911

Total Renal Care, Inc.

D/B/A Treasure Valley Dialysis Center

3525 E LOUISE ST, SUITE 155 MERIDIAN, ID 83642-6303

Phone: 208-639-3000

Medicare Certification Number: 13-2513

NPI Number:

1720032535 807612400

Ownership Type: Wholly Owned Tax ID Number: 95-3372911

Primary Medicaid Number:

| Total Clinics by State | 6 |
|------------------------|---|
| ID                     |   |

Renal Life Link, Inc.

D/B/A Metro East Dialysis

5105 WEST MAIN STREET, BELLEVILLE, IL 62226-4728

Phone: 618-233-9018

Medicare Certification Number: 14-2527

NPI Number:

1588633812

Primary Medicaid Number:

201649898002

Ownership Type: Wholly Owned Tax ID Number: 20-1649898

Lincoln Park Dialysis Services, Inc.

D/B/A Lincoln Park Dialysis fka Lincoln Park Nephrology

3157 N LINCOLN AVE. CHICAGO, IL 60657-3111

Phone: 773-348-0101

Medicare Certification Number: 14-2528

NPI Number

1659330694 363191860 002

Primary Medicaid Number:

Ownership Type: Wholly Owned Tax ID Number: 36-3191860

Total Renal Care, Inc.

D/B/A Emerald Dialysis (fka Hyde Park Kidney Center)

710 W 43RD ST,

CHICAGO, IL 60609-3435

Phone: 773-843-5668

Medicare Certification Number: 14-2529

NPI Number

1578522215

Primary Medicaid Number:

953372911-006

Ownership Type: Wholly Owned Tax ID Number: 95-3372911

Total Renal Care, Inc.

D/B/A Logan Square Dialysis Services 2659 N MILWAUKEE AVE, IST FL

CHICAGO, IL 60647-1643

Phone: 773-276-3699

Medicare Certification Number: 14-2534

NPI Number:

1578522579

Primary Medicaid Number:

953372911 005

Ownership Type: Wholly Owned Tax ID Number: 95-3372911

Renal Treatment Centers-Illinois, Inc.

D/B/A Granite City Dialysis Center

9 AMERICAN VILLAGE,

GRANITE CITY, IL 62040-3706

Phone: 618-452-5858

Medicare Certification Number: 14-2537

NPI Number:

1952360703

Primary Medicaid Number:

232798598001

Ownership Type: Wholly Owned Tax ID Number: 23-2798598

Renal Life Link, Inc.

D/B/A Mount Vernon Dialysis

1800 JEFFERSON AVE,

MOUNT VERNON, IL 62864-4300

Phone: 618-244-4852

Medicare Certification Number: 14-2541

NPI Number:

1326072638

Primary Medicaid Number:

201649898007

Ownership Type: Wholly Owned Tax ID Number: 20-1649898

Total Renal Care, Inc.

D/B/A Olympia Fields Dialysis

4557B LINCOLN HWY,STE B

MATTESON, IL 60443-2318

Phone: 708-503-1112

Medicare Certification Number: 14-2548

NPI Number:

1114986155

Primary Medicaid Number:

953372911007

Ownership Type: Wholly Owned

Tax ID Number: 95-3372911

Total Renal Care, Inc.

D/B/A Lake County Dialysis

918 S MILWAUKEE AVE,

LIBERTYVILLE, IL 60048-3229

Phone: 847-918-7010

Medicare Certification Number: 14-2552

NPI Number:

1265401475

Primary Medicaid Number:

953372911004

Ownership Type: Wholly Owned

Tax ID Number: 95-3372911

Lincoln Park Dialysis Services, Inc.

D/B/A Skyline Home Dialysis

7009 W BELMONT AVE,

CHICAGO, IL 60634-4533

Phone: 773-637-7303

Medicare Certification Number: 14-2560

NPI Number:

1306805551

Primary Medicaid Number: 363191860 004 Ownership Type: Wholly Owned

Tax ID Number: 36-3191860

Renal Treatment Centers-Illinois, Inc.

D/B/A Sauget Dialysis (fka East St. Louis Dialysis Center)

2061 GOOSE LAKE RD,

SAUGET, IL 62206

Phone: 618 332-7801

Medicare Certification Number: 14-2561

NPI Number:

1659337418

Primary Medicaid Number:

232798598 002

Ownership Type: Wholly Owned Tax ID Number: 23-2798598

Renal Life Link, Inc.

D/B/A Marion Dialysis

324 SOUTH 4TH ST.

MARION, IL 62959-1241

Phone: 618-997-8410

Medicare Certification Number: 14-2570

NPI Number:

1932118403 201649898-006

Primary Medicaid Number: Ownership Type: Wholly Owned

Tax ID Number: 20-1649898

DVA Renal Healthcare, Inc.

D/B/A Effingham Dialysis

904 MEDICAL PARK DR,STE I

EFFINGHAM, IL 62401-2193

Phone: 217-342-9558

Medicare Certification Number: 142580

NPI Number:

1245290782 621323090031

Primary Medicaid Number:

Ownership Type: Wholly Owned

Tax ID Number: 62-1323090

DVA Renal Healthcare, Inc.

D/B/A Jacksonville Dialysis 1515 WEST WALNUT,

JACKSONVILLE, IL 62650

Phone: 217-243-3042

Medicare Certification Number: 142581

NPI Number:

1316916513

Primary Medicaid Number:

621323090029

Ownership Type: Wholly Owned

Tax ID Number: 62-1323090

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DVA Renal Healthcare, Inc.

7/B/A Lincoln Dialysis

∠100 WEST FIFTH,

LINCOLN, IL 62656-9115

Phone: 217-732-6798

Medicare Certification Number: 14-2582

NPI Number:

1760441976

Primary Medicaid Number:

621323090034

Ownership Type: Wholly Owned Tax ID Number: 62-1323090

DVA Renal Healthcare, Inc.

D/B/A Litchfield Dialysis

915 ST FRANCES WAY,

LITCHFIELD, IL 62056-1775

Phone: 217-324-2200

Medicare Certification Number: 14-2583

NPI Number:

1184683138

Primary Medicaid Number:

621323090030

Ownership Type: Wholly Owned Tax ID Number: 62-1323090

DVA Renal Healthcare, Inc.

D/B/A Macon County Dialysis

1090 WEST MCKINLEY,

DECATUR, IL 62526

Phone: 217-877-9351

Medicare Certification Number: 14-2584

NPI Number:

1972562890

'rimary Medicaid Number:

621323090033

Ownership Type: Wholly Owned Tax ID Number: 62-1323090

DVA Renal Healthcare, Inc.

D/B/A Mattoon Dialysis

200 RICHMOND AVE EAST,

MATTOON, IL 61938-4652

Phone: 217-234-8468

Medicare Certification Number: 142585

NPI Number:

1194794487 621323090028

Primary Medicaid Number: Ownership Type: Wholly Owned

Tax ID Number: 62-1323090

DVA Renal Healthcare, Inc.

D/B/A Springfield Central Dialysis

932 N RUTLEDGE ST,

SPRINGFIELD, IL 62702-3721

Phone: 217-788-3688

Medicare Certification Number: 142586

NPI Number:

1720047970

Primary Medicaid Number:

621323090002

Ownership Type: Wholly Owned Tax ID Number: 62-1323090 DVA Renal Healthcare, Inc.

D/B/A Taylorville Dialysis

901 WEST SPRESSER.

TAYLORVILLE, IL 62568-1831

Phone: 217-824-5460

Medicare Certification Number: 142587

NPI Number:

1821057027 621323090032

Primary Medicaid Number:

Ownership Type: Wholly Owned Tax ID Number: 62-1323090

DVA Renal Healthcare, Inc.

D/B/A Springfield Montvale Dialysis

2930 S MONTVALE DR,STE A

SPRINGFIELD, IL 62704-5376

Phone: 217-793-2781

Medicare Certification Number: 142590

NPI Number:

1518926781

Primary Medicaid Number:

621323090035

Ownership Type: Wholly Owned

Tax ID Number: 62-1323090

DVA Renal Healthcare, Inc.

D/B/A Decatur East Wood Dialysis

794 EAST WOOD ST,

DECATUR, IL 62523-1155

Phone: 217-425-6403

Medicare Certification Number: 142599

NPI Number:

1336100734

Primary Medicaid Number:

621323090036

Ownership Type: Wholly Owned

Tax ID Number: 62-1323090

Total Renal Care, Inc.

D/B/A TRC Children's Dialysis Center

2611 N HALSTED,

CHICAGO, IL 60614-2304

Phone: 773-549-2010

Medicare Certification Number: 14-2604

NPI Number:

1396704508 953372911-010

Primary Medicaid Number:

Ownership Type: Wholly Owned

Tax ID Number: 95-3372911

Renal Life Link, Inc.

D/B/A Benton Dialysis

1151 ROUTE 14 WEST,

BENTON, IL 62812-1500 Phone: 618-435-4850

Medicare Certification Number: 14-2608

NPI Number: 1609885185

PI Number:

201649898-005

Primary Medicaid Number: 2
Ownership Type: Wholly Owned

Tax ID Number: 20-1649898

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ATTACHMENT 10(2) Page 3 of 6 Renal Life Link, Inc. 7/B/A Centralia Dialysis 231 STATE ROUTE 161 EAST,

ENTRALIA, IL 62801-6739

Medicare Certification Number: 14-2609

NPI Number:

1467461947

Primary Medicaid Number:

Phone: 618-533-2535

201649898-004

Ownership Type: Wholly Owned Tax ID Number: 20-1649898

DVA Renal Healthcare, Inc.

D/B/A Alton Dialysis

3511 COLLEGE AVE,

ALTON, IL 62002-5009

Phone: 618-465-4745

Medicare Certification Number: 14-2619

NPI Number:

1154381697

Primary Medicaid Number:

621323090016

Ownership Type: Wholly Owned

Tax ID Number: 62-1323090

DVA Renal Healthcare, Inc.

D/B/A Rushville Dialysis

112 SULLIVAN DRIVE,

RUSHVILLE, IL 62681-1293

Phone: 217-322-2652

Medicare Certification Number: 142620

NPI Number:

1205805488

rimary Medicaid Number:

621323090038

Dwnership Type: Whotly Owned

Tax ID Number: 62-1323090

DVA Renal Healthcare, Inc.

D/B/A Illini Renal Dialysis

507 E UNIVERSITY AVE,

CHAMPAIGN, IL 61820-3828

Phone: 217-378-7800

Medicare Certification Number: 142633

NPI Number:

1275502437

Primary Medicaid Number:

621323090039

Ownership Type: Wholly Owned

Tax ID Number: 62-1323090

Renal Treatment Centers-Illinois, Inc.

D/B/A Maryville Dialysis

2130 VADALABENE DR,

MARYVILLE, IL 62062-5632

Phone: 618-288-0703

Medicare Certification Number: 14-2634

NPI Number:

1952360869

Primary Medicaid Number:

232798598-009

Ownership Type: Wholly Owned Tax ID Number: 23-2798598

Chicago Heights Dialysis, LLC D/B/A Chicago Heights Dialysis

177 W JOE ORR ROAD, STE B CHICAGO HEIGHTS, IL 60411-1733

Phone: 708-755-9000

Medicare Certification Number: 14-2635

NPI Number

1881654325 201252883-001

Primary Medicaid Number.

Ownership Type: Majority Partner

Tax ID Number: 20-1252883

Renal Life Link, Inc.

D/B/A Beverly Dialysis

9415 S WESTERN AVE STE 105

CHICAGO, IL 60620-6232

Phone: 773-238-5200

Medicare Certification Number: 14-2638

NPI Number.

1215023338

Primary Medicaid Number:

201649898011

Ownership Type: Wholly Owned Tax ID Number: 20-1649898

Dialysis of Northern Illinois, LLC

D/B/A Sycamore Dialysis (aka DeKalb)

2200 GATEWAY DRIVE

SYCAMORE, IL 60178-3113

Phone: 815-758-0205

Medicare Certification Number: 14-2639

NPI Number:

1295794485

Primary Medicaid Number:

680555153 001

Ownership Type: Majority Partner

Tax ID Number: 68-0555153

Renal Treatment Centers-Illinois, Inc.

D/B/A Churchview Dialysis

5970 CHURCHVIEW DR,

ROCKFORD, IL 61107-2574

Phone: 815-637-9662

Medicare Certification Number: 14-2640

NPI Number:

1285694729

Primary Medicaid Number:

2322798598010

Ownership Type: Wholly Owned Tax ID Number: 23-2798598

Renal Treatment Centers-Illinois, Inc.

D/B/A Freeport Dialysis 1028 KUNKLE BLVD,

FREEPORT, IL 61032-3801

Phone: 815-232-2477

Medicare Certification Number: 14-2642

NPI Number.

1568431864 232798598 011

Primary Medicaid Number:

Ownership Type: Wholly Owned

Tax ID Number: 23-2798598

ATTACHMENT 10(2) Page 4 of 6

Renal Treatment Centers-Illinois, Inc.

⊃/B/A Rockford Dialysis

.400 NORTH ROCKTON AVENUE,STE D-1

OCKFORD, IL 61103-3655

Phone: 815-963-4840

Medicare Certification Number: 14-2647

NPI Number:

1235198235

Primary Medicaid Number:

232798598006

Ownership Type: Wholly Owned Tax 1D Number: 23-2798598

Renal Treatment Centers-Illinois, Inc.

D/B/A Whiteside Dialysis

2600 NORTH LOCUST, SUITE D - DIALYSIS UNIT

STERLING, IL 61081-4602

Phone: 815-626-3173

Medicare Certification Number: 14-2648

NPI Number:

1538128533

Primary Medicaid Number:

232798598 008

Ownership Type: Wholly Owned

Tax ID Number: 23-2798598

Total Renal Care, Inc.

D/B/A Montelare Dialysis Center (aka Belmont Ave)

7009 W BELMONT,

CHICAGO, 1L 60634-4533

Phone: 773-889-6051

Medicare Certification Number: 14-2649

NPI Number:

1861461030

rimary Medicaid Number:

953372911012

bwnership Type: Wholly Owned

Tax ID Number: 95-3372911

Renal Treatment Centers-Illinois, Inc.

D/B/A Dixon Kidney Center

1131 NORTH GALENA AVENUE,

DIXON, IL 61021-1015

Phone: 815-284-0595

Medicare Certification Number: 14-2651

1396706750

NPI Number: Primary Medicaid Number:

232798598012

Ownership Type: Wholly Owned

Tax ID Number: 23-2798598

Renal Treatment Centers-Illinois, Inc.

D/B/A Mt. Greenwood Dialysis

3401 WEST 111TH STREET,

CHICAGO, IL 60655-3329

Phone: 773-445-0558

Medicare Certification Number: 14-2660

NPI Number:

1982673166 232798598-015

Primary Medicaid Number:

Ownership Type: Wholly Owned

Tax ID Number: 23-2798598

Renal Life Link, Inc.

D/B/A Stony Creek Dialysis

9115 S CICERO AVE,

OAK LAWN, IL 60453-1895

Phone: 708-423-0300

Medicare Certification Number: 14-2661

NPI Number:

1295821304

Primary Medicaid Number:

201649898010

Ownership Type: Wholly Owned Tax ID Number: 20-1649898

Dialysis of Northern Illinois, LLC

D/B/A Roxbury Dialysis

622 ROXBURY ROAD,

ROCKFORD, IL 61107-5089

Phone: 815-397-0713

Medicare Certification Number: 14-2665

NPI Number:

1003875402

Primary Medicaid Number:

Ownership Type: Majority Partner

680555153-002

Tax ID Number: 68-0555153

Renal Treatment Centers-Illinois, Inc.

D/B/A Lake Villa Dialysis

37809 N IL ROUTE 59,

LAKE VILLA, IL 60046-7332

Phone: 847-245-4872

Medicare Certification Number: 14-2666

NPI Number:

1346209590

Primary Medicaid Number:

232798598-014

Ownership Type: Wholly Owned Tax ID Number: 23-2798598

Renal Treatment Centers-Illinois, Inc.

D/B/A Little Village Dialysis (Chicago)

2335 W CERMAK ROAD,

CHICAGO, IL 60608-3811

Phone: 773-523-2939

Medicare Certification Number: 14-2668

NPI Number,

1497714414 232798598-013

Primary Medicaid Number:

Ownership Type: Wholly Owned

Tax ID Number: 23-2798598

Renal Life Link, Inc.

D/B/A Olney Dialysis Center (aka Good Samaritan Hospital)

117 N BOONE ST.

OLNEY, IL 62450-2109

Phone: 618-393-4234

Medicare Certification Number: 14-2674

NPI Number:

1003885229 201649898-001

Primary Medicaid Number:

Ownership Type: Wholly Owned

Tax ID Number: 20-1649898

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Renat Treatment Centers-Illinois, Inc.
7/B/A Kankakee County Dialysis
81 WILLIAM LATHAM DRIVE,STE 104
60URBONNAIS, IL 60914-2319

Phone: 815-936-3088

Medicare Certification Number: 14-2685

NPI Number:

1073675138

Primary Medicaid Number:

232798598021

Ownership Type: Wholly Owned Tax ID Number: 23-2798598

Renal Treatment Centers-Illinois, Inc.

D/B/A Maryville At Home 2136 B VADALABENE DR, MARYVILLE, IL 62062-5632

Phone: 618-288-6208

Medicare Certification Number: 14-2686

NPI Number:

1215134259

Primary Medicaid Number:
Ownership Type: Wholly Owned

Tax ID Number: 23-2798598

| Total Clinics by State | 45 |
|------------------------|----|
| IL                     |    |

 ${\bf Renal\ Treatment\ Centers-Illinois,\ Inc.}$ 

D/B/A Salem Dialysis Center (IN) 1201 N JIM DAY RD, STE 103

SALEM, IN 47167-7219

Phone: 812-883-0207

Medicare Certification Number:

NPI Number:

1689709594

Primary Medicaid Number:

Ownership Type: Wholly Owned Tax ID Number: 23-2798598

Total Renal Care, Inc.

D/B/A Greensburg Dialysis

1531 N Commerce Dr, Suite 6

Greensburg, IN 47240-1291

Phone: 812-662-6570

Medicare Certification Number:

NPI Number:

1447457742

Primary Medicaid Number:

Ownership Type: Wholly Owned Tax ID Number: 95-3372911

Total Renal Care, Inc.
D/B/A Indy South Dialysis

972 EMERSON PKWY,STE F

GREENWOOD, IN 46143-6559 Phone: 317-881-0641

Medicare Certification Number:

NPI Number:

1013102110

Primary Medicaid Number:
Ownership Type: Wholly Owned
Tax ID Number: 95-3372911

Renal Treatment Centers-Illinois, Inc.

D/B/A Batesville Dialysis Center aka Renal Treatment Centers

232 STATE ROAD 129 SOUTH,

BATESVILLE, IN 47006-7694

Phone: 812-934-5666

Medicare Certification Number: 15-2507

NPI Number:

1023071768

Primary Medicaid Number:

200024860 A

Ownership Type: Wholly Owned Tax ID Number: 23-2798598

Lawrenceburg Dialysis, LLC

D/B/A Lawrenceburg Dialysis Center

555 W EADS PARKWAY, STE 200

LAWRENCEBURG, IN 47025-1157

Phone: 812-537-5750

Medicare Certification Number: 15-2511

NPI Number:

1649234196

Primary Medicaid Number:

200471780A

Ownership Type: Majority Partner

-

Ownership Type: Majority Part Tax ID Number: 20-0284135

Renal Treatment Centers-Illinois, Inc.

D/B/A Madison Dialysis Center

220 CLIFTY DR VILLIAGE SQUARE,UNIT K

MADISON, IN 47250-1669

Phone: 812-265-2278

Medicare Certification Number: 15-2514

NPI Number:

1073577532

Primary Medicaid Number:

200024860D

Ownership Type: Wholly Owned

Tax ID Number: 23-2798598

TRC-Indiana LLC.

D/B/A CRC - Gary

4802 BROADWAY,

GARY, IN 46408-4509

Phone: 219-887-1199

Medicare Certification Number: 15-2521

1952364648

NPI Number:

1932304046

Primary Medicaid Number:

200315330A

Ownership Type: Wholly Owned

Tax ID Number: 91-1971775

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6:



Heartland Region I 2659 N. Milwaukee Chicago, IL 60647 Tel: (773) 276-2380 I Fax: (773) 276-4176

www.davita.com

March 19, 2010

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

Dear Mr. Gibbs:

RE: Certificates Of Need for Changes of Ownership of University of Chicago Medical Center Dialysis Facilities

With regard to the above, this is to affirm that no "adverse action" has been taken against the co-applicant, DaVita Inc., within three (3) years preceding the filing of this Certificate of Need (CON). "Adverse Action" means any final action by any governmental agency or nationally recognized accredited body which is adverse to the co-applicant, DaVita Inc. These actions include, but are not limited to, any criminal conviction; any supervision, probation, suspension, revocation, termination or denial of a license or certificate or registration; in position of a conditional license; termination or suspension from participation in any program involving payment authorized under title XVIII "Medicare".

I also wish to indicate that the co-applicant, DaVita Inc., is fit, willing, and able and has the qualifications, background and character to adequately provide a proper standard of health care service for the community. Further, this letter authorizes the State Board and Agency access to information in order to verify any documentation or information submitted with respect to the above Certificate of Need.

Sincerely,

Kent Thiry

Chairman and CEO

DaVita Inc.

ATTACHMENT 10(3) Page 1 of 4 State of Colorado
County of: Denver

to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledge to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

WITNESS my hand and official seal



Place Notary Seal Above

Signature of Notary Public

My commission expires: 9-4-13

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ATTACHMENT 10(3) Page 2 of 4



March 19, 2010

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

Dear Mr. Gibbs:

RE: Certificates Of Need for Changes of Ownership of University of Chicago Medical Center Dialysis Facilities

With regard to the above, this is to affirm that no "adverse action" has been taken against the co-applicant, Total Renal Care Inc., within three (3) years preceding the filing of this Certificate of Need (CON). "Adverse Action" means any final action by any governmental agency or nationally recognized accredited body which is adverse to the co-applicant, Total Renal Care Inc. These actions include, but are not limited to, any criminal conviction; any supervision, probation, suspension, revocation, termination or denial of a license or certificate or registration; in position of a conditional license; termination or suspension from participation in any program involving payment authorized under title XVIII "Medicare".

I also wish to indicate that the co-applicant, Total Renal Care Inc., is fit, willing, and able and has the qualifications, background and character to adequately provide a proper standard of health care service for the community. Further, this letter authorizes the State Board and Agency access to information in order to verify any documentation or information submitted with respect to the above Certificate of Need.

Sincerely,

Kent Thiry

Chairman and CEO

DaVita Inc.

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ATTACHMENT 10(3) Page 3 of 4 State of Colorado

County of: Denver

| On            | 4-7-10              |          |  | _, before me, Theresa Moran,              |
|---------------|---------------------|----------|--|---|
| Notary Public | , personally appear | ed       | KINT                                       | THIRY                                     |
| , , ,         |                     |          | (name(s                                    | ) of signers)                             |
|               |                     | <b>d</b> | personally kno<br>proved to me<br>evidence | own to me<br>on the basis of satisfactory |
|               |                     |          |  |   |

to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledge to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

WITNESS my hand and official seal



Place Notary Seal Above

Mouse Mount Signature of Notary Public

My commission expires: 9-9-13

### PURPOSE OF PROJECT

1. Total Renal Care Inc.'s acquisition of the University of Chicago – Woodlawn enables the University of Chicago Medical Center (UCMC) to focus limited resources on providing complex, tertiary medical services and enables DaVita Inc. to provide needed chronic dialysis services more efficiently and effectively.

UCMC operates its dialysis facilities on a relatively small scale and cannot provide these services as effectively or efficiently as DaVita Inc. Changes in CMS regulatory and reporting requirements (October 2009) add significant data collection and reporting requirements for ESRD facilities, making it more difficult for independent entities to cost-effectively comply with the Conditions for Coverage. The acquisition allows the dialysis center to use DaVita's policies/procedures, quality/data management tools and resources to comply with the CMS requirements in a timely and cost-effective manner.

In addition, DaVita Inc. can enhance efficiencies by negotiating larger discounts for supplies. Its financial condition will allow quick expansion of capacity as the facility has been over 100% occupied for a number of years.

- 2. The existing facility is located in Planning Area 6, the City of Chicago.
- 3. The acquisition allocates scarce capital resources more efficiently and effectively. UCMC will use its capital to address complex, tertiary medical problems and DaVita will use policies/procedures, quality/data management tools and resources to enhance timely and cost-effective compliance with the new CMS requirements. In addition, DaVita' capital resources can be used to quickly and efficiently add stations to the facility which has been over 100% utilized for a number of years.
- 4. References: CMS Conditions of Coverage; The Renal Network utilization data.
- 5. The acquired facility will use policies/procedures, quality/data management tools and resources available within the DaVita system to ensure timely and cost-effective compliance with the new CMS requirements. In addition, DaVita' capital resources can be used to quickly add stations to the facility. University of Chicago Woodlawn operates at over 110% utilization and has been over 100% utilized for a number of years.
- 6. Implementation of the new CMS regulatory and data requirements is ongoing. The acquired facility will be included in DaVita's action plans at such time as new requirements are put in place by CMS. All issues will be addressed through the normal scope of DaVita's business.

DaVita will add stations to the facility within the next two years or sooner.

DaVita continues to provide a high quality of care. Patient outcomes significantly exceed HFSRB standards. See Attachment 11(1) for outcomes in its Chicago-area facilities which document DaVita's high quality of care as follows:

90.60% of patients had URRs of 65% or higher vs. HFSRB standard of at least 85% & 93.98% of patients had a Kt/V Dauridgas II.1.2 vs. the HFSRB standard of 85%.

## DaVita Chicago Area Facilities Clinical Outcomes Review January 2009 to December 2009

# Adequacy of Dialysis

This facility will be able to demonstrate the ability to provide adequate dialysis with Urea Reduction Ration (URR) greater than 65% in at least 85% of patients. This data is a compilation of clinical outcomes data from 15 facilities in the Chicago area. They are Logan Square Dialysis, Lake County Dialysis, Lincoln Park Dialysis, Children's Dialysis, Emerald Kidney Center, Olympia Fields Dialysis Center, Chicago Heights Renal Care, Stony Creek Dialysis, Beverly Dialysis, Montclare Dialysis, Mt. Greenwood Dialysis, Lake Villa Dialysis, Little Village Dialysis, Kankakee County Dialysis and Big Oaks Dialysis (December only).

|                | Percent of patients with | Percent of patients with |
|----------------|--------------------------|--------------------------|
| Month          | URR>65%                  | KT/V Daugirdas II.1.2    |
| January 2009   | 91.06%                   | 94.08%                   |
| February 2009  | 90.76%                   | 93.93%                   |
| March 2009     | 90.99%                   | 93.46%                   |
| April 2009     | 90.93%                   | 93.74%                   |
| May 2009       | 90.95%                   | 94.58%                   |
| June 2009      | 91.05%                   | 94.44%                   |
| July 2009      | 89.25%                   | 93.45%                   |
| August 2009    | 90.20%                   | 94.50%                   |
| September 2009 | 91.07%                   | 94.40%                   |
| October 2009   | 91.00%                   | 94.24%                   |
| November 2009  | 90.38%                   | 93.73%                   |
| December 2009  | 89.56%                   | 93.18%                   |
| Average        | 90.60%                   | 93.98%                   |

#### **ALTERNATIVES**

#### Alternatives available to DaVita and considered were:

1. Proceed with the acquisition of the University of Chicago Medical Centers (UCMC) dialysis clinics

UCMC has determined that providing in-center hemodialysis services is inconsistent with its strategy of not competing with the community for care that can be provided in the community. In addition UCMC as determined that it will reserve its resources for providing complex, tertiary medical care. DaVita Inc., through its wholly-owned operating entity Total Renal Care Inc., wishes to purchase the clinics to enhance its ability to serve patients on Chicago's southside. DaVita considered the proposed purchase carefully and determined that the UCMC clinics fit well within its mission, values and business plan. Therefore the proposed acquisition transaction meets the objectives of both parties.

Therefore, pursuit of the change of ownership is the selected alternative.

2. Decline the opportunity to purchase the UCMC dialysis clinics.

The clinics owned by UCMC are in adjacent and sometimes overlapping service areas with the DaVita dialysis clinics in Illinois. Acquisition of the UCMC clinics will allow DaVita to extend service throughout the area currently served by UCMC. This will allow for more continuity of care for patients among communities and will allow more facilities to benefit from shared resources. As noted above, the proposed project meets the objectives of both UCMC and DaVita, and therefore the option to decline the purchase is not an acceptable alternative, and is therefore rejected.

3. Pursue a Joint Venture with UCMC

DaVita is open to Joint Venture relationships. This option was not consistent with UCMC's commitment not to compete with the community for care that can be provided in the community. In addition UCMC has determined that providing complex, tertiary medical care is a more efficient and effective use of its resources. Therefore, this option is rejected.

4. Pursue opening dialysis centers in the market independent of and competing with UCMC

DaVita wishes to be a collaborative member of the healthcare communities served by UCMC. The option to compete with UCMC's clinics would be counter to this objective, and therefore, the option is rejected.

#### **IMPACT STATEMENT**

- 1. University of Chicago Woodlawn has 20 stations and operates at over 110% utilization. The facility has consistently operated at over 100% utilization for a number of years. Upon approval of the change of ownership DaVita Inc., operating through its whollyowned subsidiary, Total Renal Care Inc. (TRC), intends to immediately proceed with preparation and filing of a Certificate of Need (CON) application to add eight (8) stations.
- 2. Total Renal Care Inc. (TRC) will operate the unit.
- 3. The University of Chicago Medical Center's (UCMC's) leadership has determined that the sale of its three (3) outpatient dialysis programs is consistent with its strategy of not competing with the community for care that can be provided in the community. UCMC has determined that the sale will allow the medical center to use its additional resources to provide tertiary medical care. UCMC concluded that the sale is in the best interest of its patients as the historical need for dialysis treatment continues to grow significantly and each facility needs investment in added capacity.

In addition, UCMC operates its dialysis facilities on a relatively small scale and cannot provide these services as effectively or efficiently as DaVita. Changes in CMS regulatory and reporting requirements (October 2009) add significant data collection and reporting requirements for ESRD facilities, making it more difficult for independent entities to cost-effectively comply with the Conditions for Coverage. The acquisition allows the dialysis center to use DaVita's policies/procedures, quality/data management tools and resources to comply with the CMS requirements in a timely and cost-effective manner.

DaVita can enhance efficiencies by negotiating larger discounts for supplies. Its financial condition will allow quick expansion of capacity as the facility has been over 100% occupied for a number of years.

Finally, UCMC has determined that a sale to DaVita would benefit its communities because of DVA's commitment to quality, continuity of service, access, and cost effectiveness (see discussion below on cost/benefit analysis, Item 5.)

DaVita wishes to purchase the clinics to enhance its ability to serve patients who live on Chicago's south side. DaVita considered the proposed purchase carefully and determined that the UCMC clinics fit well within its mission, values and business plan. Therefore the proposed acquisition transaction meets the objectives of both parties.

Therefore, University of Chicago Medical Center (UCMC) wishes to relinquish all ownership interest and control in the dialysis facility to DaVita Inc.

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- 4. DaVita intends to retain all clinical employees of the UCMC dialysis program. DaVita has no intention of reducing the number of clinical employees. Additional staff will probably be needed when additional stations are operational by December 31, 2011.
- 5. Cost/Benefits of this transaction include the following:

#### **Quality of Care**

DaVita is a nationally recognized provider with superior patient outcomes (refer back to Attachment 11(1) and first-rate quality and management tracking and reporting programs.

#### Continuity of Care

DaVita intends to work collaboratively with the nephrologists over the long term. Patient care will not be interrupted as the same physicians will medically manage patient care. DaVita will maintain the current workforce to further ensure seamless patient care.

#### Access

As utilization of UCMC's outpatient dialysis programs is at capacity, with each of its three (3) facilities operating over 100% capacity, each facility needs to add stations. In addition, the HFSRB need methodology recognizes a significant unmet need for additional stations in HSA-6, the City of Chicago. DaVita is committed to meeting this recognized need through additional capital investment. DaVita intends to expand each of the three UCMC dialysis facilities within the next two years, increasing chronic renal dialysis services to the underserved areas currently occupied by the UCMC facilities.

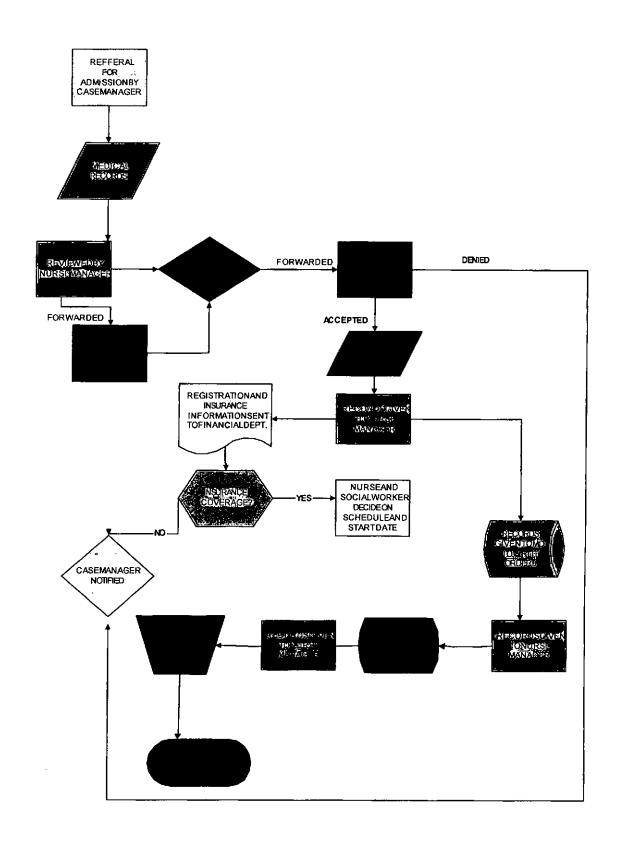
Cost savings of this transaction will result from the purchasing power of a national corporation which can enhance efficiencies by negotiating larger discounts for supplies. In addition, the acquisition allows the dialysis center to use DaVita's policies/procedures, quality/data management tools and resources to comply with new CMS requirements in a timely and cost-effective manner, thus saving resources at UCMC to enhance its commitment to providing complex, tertiary medical services.

#### **ACCESS**

- 1. See Attachment 18B(1) for University of Chicago Medical Center's (UCMC's) current admissions policies.
- 2. See Attachment 18B(2) for Total Renal Care Inc.'s (TRC's) proposed admissions policies.
- 3. See Attachment 18B(3) for certification from DaVita Inc.'s and TRC's Chairman and CEO, Kent Thiry, that the proposed admissions policies will not be more restrictive.

#### **Chronic Dialysis Admission Process**

The revised process chart shows significant changes in how the initial referral is received in our system. One of the key factors is this proposal is that each person has a specific role in the admissions process. The Nurse Manager is the point of contact person for admission into our program. All communication and correspondence must go through the Nurse Manager. The Nurse Manager receives the medical records and forwards them to the Social Worker and Medical Director for review. The Nurse Manager and the Social Worker each make a recommendation if the patient should be accepted. The Medical Director reviews the information and makes the final decision if the patient is accepted into the program. The Medical Director gives the records back to the Nurse Manager who in turn sends the registration form and insurance information to the Financial Representation. After the patient's insurance is verified and the patient is registered into the computer, the Nurse Manager asks the Medical Director to write Standing Orders for the patient. The Nurse Manager coordinates with the Social Worker and the discharge planner to arrange a schedule and start date for the patient. After the orders are written, the Nurse Manger enters the orders into the computer and forwards the records to the Chief Technician. The Technician enters the dialysis machine codes into the computer system and gives the records back to the Nurse Manager. The Nurse Manager then gives the records to the Unit Clerk. The Unit Clerk is responsible for making a chart for the patient.



The following medical records and information are needed for a patient to be admitted into our dialysis program:

**Demographic Information** 

Labs- One month for new ESRD patients, three for transferring patients.

Hepatitis B status - within 30 days

Copy of Primary and Secondary Insurance Cards

**EKG** 

Chest X-ray

Medication list

Dialysis Treatment Orders- for transferring patients only

History and Physical report

Renal and Vascular Consults

2728 form-for transferring patients only

Psychosocial Assessment and Social Work Notes-for transferring patients only

**Nutrition Assessment** 

**Nursing Assessment and Progress Notes** 

**Dialysis Treatment Sheets-**from the first dialysis treatment for new ESRD patients or two weeks for transferring patients

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#### ACCEPTING PATIENTS FOR TREATMENT TITLE:

PURPOSE: To establish requirements for patient admission to a DaVita dialysis facility and to allow DaVita to obtain necessary information from the patient and to enter the correct information into the appropriate information system prior to providing dialysis treatment to a patient at a DaVita dialysis facility.

#### **DEFINITIONS:**

1. Patient Authorization and Financial Responsibility Form (PAFR) - Form that informs patients of their financial obligations regarding services provided to them by DaVita. The form must be signed and witnessed prior to the start of the first dialysis treatment and annually thereafter. By signing the PAFR, the patient is assigning the payment for services provided by DaVita, directly to DaVita from insurance companies. The PAFR form must be signed annually at each DaVita facility where the patient treats.

2. Medicare Secondary Payor Form (MSP) - Determines if a commercial Employer Group Health Plan (EGHP) (or other insurance carrier) will be primary payor. This form is completed online in Reggie and must be completed for all patients who have Medicare

coverage when they start treatment at DaVita.

3. Beneficiary Sclection Form (CMS 382) - Required by Medicare for home dialysis patients (home hemo or peritoneal). The patient selects whether they will obtain home treatment supplies from a Durable Medical Equipment (DME) provider (Method II) or from the facility that will provide home dialysis support services (Method I). DaVita

currently only supports patients selecting Method 1.

4. Medical Evidence Report Form (CMS 2728) - Required by Medicare to determine if an individual is medically entitled to Medicare under the ESRD provisions of the law and to register patients with the United States Renal Data System. The 2728 form is used as the primary source in determining the COB for patients insurance. Physicians have a 45 day grace period to sign the 2728 form when the patients are new to dialysis. Patients are only required to complete the 2728 form once not for every facility visit or transfer.

5. Transfer patient - An existing dialysis patient who is permanently relocating from any dialysis facility to a DaVita dialysis facility. Once the transfer is complete, the patient

will become a "permanent" patient.

6. Guest patient - A patient who is visiting a facility and plans to return to his/her home facility within 30 days. A guest patient refers to patients visiting from a non-DaVita facility to a DaVita facility as well as visiting from a DaVita facility to another DaVita facility.

7. Permanent patient - A patient who has selected a DaVita dialysis facility as his/her

home facility.

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#### POLICY:

1. DaVita will accept and dialyze patients with renal failure needing a regular course of dialysis without regard to race, color, national origin, gender, sexual orientation, age, religion, or disability if:

 The patient's care can be managed in an outpatient dialysis facility according to individual modality;

b) The patient is under the care of a nephrologist who is credentialed in the DaVita facility;

c) There is adequate treatment space and staffing available to provide appropriate carc to the patient;

d) The patient (a) has been verified as Medicare or Medicaid eligible and/or has private insurance coverage which has been verified, and from which an authorization for treatment has been received by DaVita as required, or (b) accepts financial responsibility for care by signing the PAFR form;

 Patients who are uninsured must be authorized at the facility level with written approval by the facility's Operational Vice President, or their designee, prior to treatment. (Please refer to the Cash Payment Fee Schedule for Patients with no Insurance Coverage Policy located on the Village Web ROPS home page under the ROPS P&P Link).

 Patients who have an out-of-state Medicaid plan that will not pay for treatment must be authorized at the facility level with written approval by the facility's Operational Vice President, or their designee, prior to treatment.

 Patients who are out of network and have no out of network benefits must be authorized at the facility level with written approval by the facility's Operational Vice President, or their designee, prior to treatment.

- 2. Guest patients must make payment for non-covered, and out of network (including out of state Medicaid plans that do not pay for treatment) services in the form of cashiers check, money order, travelers check, American Express, Visa or MasterCard prior to treatment.
- 3. DaVita will bill using the name and number as it appears on the beneficiary Medicare card or other document confirming the patient's health care coverage through a third party, and as the patient's name is confirmed by two (2) additional forms of identification which has the patient's current legal name listed on it as outlined in section 7 of this policy. If any information on the beneficiary Medicare card is incorrect, DaVita will advise the beneficiary to contact their local servicing Social Security Office to obtain a new Medicare card. If information contained on the insurance card is incorrect, DaVita will advise the policyholder to contact their insurance company to obtain a new insurance card. All insurance cards should match the patient's identification. The patient must

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produce evidence that a change was initiated with the appropriate insurance carrier within 90 days of the noted discrepancy.

- 4. There are three mandatory data elements for any patient to be registered in Reggie. They are first and last name, DOB (date of birth) and anticipated start date at DaVita. These three fields must be completed prior to treatment.
- 5. Unless otherwise provided for under this policy, prior to the admission to the facility, all patients, including Transfer, Guest and Permanent Patients will be given the following documents to read and sign:
  - Patient's Rights
  - Patient's Responsibilities
  - Patient's Standards of Conduct
  - Patient Grievance Procedure
  - Authorization for and Verification of Consent to Hemodialysis / Peritoneal Dialysis
  - Reuse Information Consent form
  - Caretaker Authorization form
  - HIPAA Notice Acknowledgement form
  - Affidavit of Patient Identification form (Note: This form is only given if the patient or personal representative on behalf of the patient, is not able to produce the requested two (2) forms of personal identification verifying the patient's legal name and current legal residence upon admission or within seven (7) days of admission).

The patient will agree to follow the Patient's Rights, Patient's Responsibilities, Patient's Standards of Conduct and the Patient Grievance Procedure. (Please refer to Patient's Standards of Conduct; Patient Grievance Procedure; Patient Rights and Responsibilities.)

- 6. Guest Patients are only required to sign the Patient's Rights, Patient's Responsibilities, Patient's Standards of Conduct and the Patient Grievance Procedure one time for each DaVita facility they visit, as long as these forms are visibly posted at the facility, unless there are changes made to any of those forms/policies, or state specifications require otherwise.
- 7. Listed below are the following documents that are required for hemodialysis patients and home dialysis patients prior to admission to a DaVita Dialysis facility:
- Two (2) forms of personal identification, in addition to the patient's insurance card, verifying the patient's legal name and current legal residence, one of which is a picture ID. Acceptable forms of personal identification may include:

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- (a). Federal or state government issued identification such as:
  - (1). driver's license
  - (2). voter's registration card
  - (3). passport
  - (4). ID card
  - (5). marriage certificate
  - (6). social security card
  - (7). US military photo ID card
- (b). Divorce decree;
- (c). Credit card;
- (d). Utility bill;
- (e). Pension statements;
- (f). Bank account and other financial asset records;
- (g). Property Deed;
- (h). Mortgage;
- (i). Lease Agreement;
- (j). Auto registration;
- (k). Job pay stub;
- (1). Letters from Social Security Office;
- (m). US adoption papers;
- (n). Court order for a legal name change signed by a judge or court clerk;
- (o). Library card;
- (p). Grocery store rewards card; or
- (q). For minors, school records such as school identification card, nursery or daycare records.

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All copies of patient's current insurance cards-front and back;

• Copy of History and Physical (within the last year - must be legible);

- For Hepatitis and TB testing requirements, refer to policies: Hepatitis Surveillance, Vaccination and Infection Control Measures and Tuberculosis Infection Control Policy;
- If patient is a new ESRD patient, pre dialysis labs including hematocrit or hemoglobin, albumin, BUN, creatinine, and, if available, creatinine clearance and/or urea clearance drawn within 45 days prior to first day of dialysis;

 Monthly labs within 30 days prior to first treatment date including hematocrit, hemoglobin, URR and electrolytes;

 Copies of three (3) flowsheets within two (2) weeks of requested treatment(s) for patients who have previously dialyzed;

Copy of current hemodialysis orders for treatment;

• EKG, if available, OR if patient has known heart condition;

· Patient demographics;

- Copies of most recent Long Term Program, Patient Care Plan, Nursing, Dietary and Social Work Assessments and most recent progress notes for patients who have previously dialyzed;
- Current list of medications being administered to patient in-center and at home;

Advance Directives, if applicable;

- Initiation of CMS 2728. Once completed, within the 45-day guideline, it should include
  the patients and nephrologist's signature and date. This is the official document of the
  patient's first date of dialysis ever, first dialysis modality, and provides transplant
  information, if applicable;
- Patient Authorization & Financial Responsibility Form (PAFR). Must be signed and
  witnessed prior to the start of the first dialysis treatment. This form allows DaVita to
  receive payment from insurance companies and informs the patient of the financial
  responsibilities regarding treatment provided to them. Without a signed PAFR Form, we
  cannot bill for services provided to the patient;

 CMS 382 Form. Required only for Medicare primary home dialysis patients (home hemo or peritoneal);

- Medicare Secondary Payor Form (MSP). Determines if a commercial Employer Group
  Health Plan (EGHP) will be primary payor. Must be completed for all patients who have
  Medicare coverage when they start treatment at DaVita;
- DaVita's Privacy Notice/Privacy Practice Notice. Each patient will be provided with the notice.
- 8. NOTE: If the patient, or personal representative on behalf of the patient, is not able to produce the requested two (2) forms of personal identification verifying the patient's legal name and current legal residence, the teammate admitting the patient should follow the procedures set forth in the Compliance Policy titled "Patient Identification and Verification Policy," and any other relevant policies based on the situation at hand.

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 Any conflict with the criteria established or refusal to sign appropriate consents and authorization to bill would constitute a need for prior written authorization by the facility's Operational Vice President or designee.

#### **EXCEPTIONS**

1. A permanent DaVita patient may be treated at a facility other than his /her home facility without respect to the required documentation when:

a) The attending nephrologist has privileges at both the facilities in question (the patient's home facility and the anticipated visiting facility), and;

b) A visiting record is generated by the home facility at least one hour before the scheduled treatment, and;

c) The facility administrator at the visiting facility agrees to treat the patient, and;

d) The visiting facility has the space and resources to treat the patient.

2. All other exceptions to this policy are subject to approval by the Operational Vice President for the region/division.

Teammates are expected to report possible violations of this policy and procedure. You may make your report to an appropriate DaVita manager, to the Corporate Compliance Hotline (1-888-458-5848) or to DaVita's Corporate Compliance Department (1-888-200-1041 x156037). You may make your report anonymously and you may request confidentiality. Questions regarding this policy should be directed to the <u>OUESTionline@davita.com</u>.

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Heartland Region I 2659 N. Milwaukee Avenue Chicago, IL 60647 Tel: 773-276-2380 | Fax: 773-276-4176

www.davita.com

March 19, 2010

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

Dear Mr. Galassie:

RE: Certificate of Need (CON) for Change of Ownership University of Chicago Medical Center – Woodlawn

#### **Assurance on Admissions Policies**

I herein certify that the admissions policies to the above-mentioned dialysis facility will not become more restrictive. DaVita's policy for accepting patients for treatment states:

"DaVita will accept and dialyze patients with renal failure needing a regular course of dialysis without regard to race, color, national origin, gender, sexual orientation, age, religion or disability."

This statement is integral to our mission and core values. Please accept this letter as assurance of DaVita's commitment to accept and to continue to care for patients in this manner going forward.

Sincerely,

Kent Thiry

Chairman and CEO

DaVita Inc.

Total Renal Care Inc.

State of Colorado County of: Denver

On 4-1-10
Notary Public, personally appeared \_ before me, Theresa Moran, (name(s) of signers) personally known to me proved to me on the basis of satisfactory evidence

to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledge to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

WITNESS my hand and official seal

Place Notary Seal Above

Signature of Notary Public

My commission expires: 9-4-13

#### **HEALTH CARE SYSTEM**

- 1. The proposed acquisition will not impact any existing health care facility.
- 2. A list of all DaVita's in-center hemodialysis facilities is included in Attachment 18C(1) in CON applications ## 10-009 or 10-010.

A list of DaVita's Illinois in-center hemodialysis facilities is included herein in Attachment 18C(2).

DaVita proposes to acquire and operate, through TRC, the three (3) outpatient dialysis facilities owned by the UCMC which are University of Chicago – Woodlawn; University of Chicago – Stony Island; and University of Chicago – Lake Park.

- 3-4. There are no current or proposed referral agreements involved in this transaction.
- 5. The project will have no impact on neighboring ESRD facilities as the transaction consists solely of a change of ownership of existing facilities. The change of ownership will not restrict the use of other area care providers.
- 6. TRC's care system does not have significant duplication of services.
- 7. DaVita proposes to add needed stations to the facilities within the next two years.

DaVita will continue to provide the full array of dialysis services including hemodialysis, CAPD, CCPD and home hemodialysis. As new treatment options or technologies emerge (i.e. nocturnal dialysis) DaVita is prepared to provide these services as appropriate.

The change of ownership improves access and continuity of care through DaVita's electronic medical record system which is available via the internet to physicians and other DaVita facilities. The electronic medical record system will improve access and continuity of care to dialysis patients who wish to receive dialysis treatments at other DaVita facilities in the U.S.A. and for dialysis patients needing hospitalizations.

DaVita's In-Center Hemodialysis Facilities in Illinois

|                       | 12-31-2009<br>Utilization | 52.033<br>91.6738<br>80.5038<br>70.5338<br>73.338<br>73.338   | 63.10%<br>63.64%<br>74.60%<br>75.49%<br>75.49%<br>60.11%  | 61.90%<br>46.88%<br>58.33%<br>50.00%<br>55.29%   | 70.22<br>72.23<br>72.23<br>72.23<br>72.23<br>72.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23<br>73.23 | 1.39%<br>90.15%<br>91.673%<br>52.78%<br>81.25%<br>77.08%<br>78.46%<br>76.85%  |
|-----------------------|---------------------------|---|---|--|---|---|
| In-Center<br>Patients | ,                         | 45125885554<br>24111111111111111111111111111111111  | 8232225   | 5388 <u>8</u>  | 3648885<br>30-1-688885<br>30  | 1122<br>1122<br>1100<br>1100<br>127<br>128<br>133<br>149<br>168   |
| Number of<br>Stations | ,<br>HSA 2010             | 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8   | 441122117 <b>4</b>  | 23553  | 71<br>11<br>12<br>12<br>13<br>13<br>13<br>14<br>15<br>16<br>17<br>17<br>18<br>18<br>18<br>18<br>18<br>18<br>18<br>18<br>18<br>18<br>18<br>18<br>18  | \$222°8222  |
|                       | . ži                      | ~~ <b>~~~</b>   | <u>തെതെതെതെത</u>  | ਚਾ ਦਾ ਚਾ   | ក្រហាលកាលកាលកាល   | $\sigma \phi  |
|                       | City                      | East Rockford<br>Dixon<br>Freerort<br>Rockford<br>Sockford<br>Sycamore<br>Sterling  | facksonville<br>Lincoln<br>Linchfield<br>Soringfield<br>Tavlorville<br>Soringfield<br>Rushville   | Decatur<br>Mattoon<br>Decatur<br>Champaign   | Mount Vernon<br>Marion<br>Effinsham<br>Benton<br>Centralia<br>Olnev<br>Fairfield<br>Vandalia<br>Robinson  | Obicago<br>Obicago<br>Obicago<br>Obicago<br>Obicago<br>Obicago  |
|                       | Address                   | 5970 Churchview Drive<br>1131 North Galena Avenue<br>1028 Kurkle Avenue<br>2400 North Rockton Avenue<br>612 Roxburv Road<br>2500 Gateway Drive<br>2600 North Locust | 1515 West Walnut<br>2100 West 5th Street<br>915 St. Francis Wav<br>922 North Rutledge Street<br>901 West Spresser<br>2930 Montvale Drive, Suite A<br>Route 67 & Route 24, RR #1   | 1016 West McKinler Avenue<br>200 Richmond Avenue, East<br>794 East Wood Street<br>507 E. University Avenue                               | 1800 lefferson Avenue<br>324 South 4th Street<br>904 Medical Park Drive, Suire #1<br>1151 West Route #14<br>1121 State Illinois Route 161 E.<br>1151 North Bonce<br>300 NW 11th Street<br>301 Mattes Road   | 7000 W. Pulaski<br>3155-57 N. Limcoln Avenue<br>710 W. 43rd Street<br>2659 North Milwaukee Ave.<br>2611 North Halser<br>8111 South Western Avenue<br>7009-7011 West Belmont<br>3401 W. 111th Street<br>2335 W. Cernak Road  |
|                       | Medicare #                | 142640<br>142651<br>142642<br>142647<br>142665<br>142639<br>142648  | 142581<br>142582<br>142583<br>142586<br>142586<br>142590<br>142620  | 142584<br>142585<br>142599<br>142633   | 142541<br>142570<br>142580<br>142608<br>142608<br>14268<br>142688<br>142688   | 142528<br>142529<br>142524<br>142604<br>142649<br>142649<br>142668<br>142668  |
|                       | Ownership                 | Davita<br>Davita<br>Davita<br>Davita<br>Davita<br>Davita  | Davita<br>Davita<br>Davita<br>Davita<br>Davita<br>Davita  | Davita<br>Davita<br>Davita   | Davite<br>Davite<br>Davite<br>Davite<br>Davite<br>Davite<br>Davite  | Davita<br>Davita<br>Davita<br>Davita<br>Davita<br>Davita<br>Davita  |
|                       | Facility                  | Churchvlew Dialvsis - East Rockford Dixon Kidnev Center Freeport Dialvsis Unit Rockford Memorial Hospital Rox burv Dialvsis Sveamore Dialvsis Whiteside Dialvsis    | GAMBRO Healtheare - Jacksonville<br>GAMBRO Healtheare - Litroph<br>GAMBRO Healtheare - Litroffield<br>GAMBRO Healtheare - Sorinaffield Central<br>GAMBRO Healtheare - Taylorville<br>GAMBRO Healtheare - Montrale<br>GAMBRO Healtheare - Montrale | GAMBRO Healthcare - Macon County<br>GAMBRO Healthcare - Mattoon<br>GAMBRO Healthcare - East Wood Street<br>GAMBRO Healthcare - Champaign | Nephropex Dialysis of Mt. Vernon<br>Renal Life Link d/b/a Marion Dialysis<br>GAMBKO Healthcare - Effineham<br>Nephroolex Dialysis of Benton<br>Nephroolex Dialysis of Centralia<br>Olev Dialysis Unit Olev<br>Warne County Dialysis<br>Vandalia Dialysis<br>Robinson Dialysis   | West Lawn Dlalvsis Lincoln Park Dialvsis Center Lincoln Park Dialvsis Center Hode Park Kidnev Ctr frow Emerald Kidnev Lozan Square Dlalvsis Confidert's Memorial Hosoital Diamond Dialvsis Center Reverly Diavisis) Monteclare Dlalvsis Center Mont Grenwood Dialvsis Little Villare Dialvsis |



DaVita's In-Center Hemodialysis Facilities in Illinois

|  |  |  |  |   | Stations   | Patients                                 |   |
|--|--|--|--|---|--|--|---|
| Pacikity   | Ownership                                      | Medicare # Address   | Address  | City HS   | HSA 2010 HSA 2010  |  | 12-31-2009<br>Ufflization                               |
| Olympia Fields Dialysis Center<br>Chicago Heightis Renal Care<br>Stony Creek (f/k/a Diamond Dialysis-Oak<br>Big Oaks Dialysis<br>Palos Park Dialysis   | Davita<br>Davita<br>Davita<br>Davita<br>Davita | 142548<br>142635<br>142661                                       | 4557-B West Lincoln Highwav<br>177 West loe Orr Road<br>9115-S. Cicero<br>5623 W. Touhy Ave.<br>13155-S. LaGrange Road                 | Matteson<br>Chicago Heights 7<br>Oak Lawn<br>Niles<br>Orland Park                   | ¥322228  | 104<br>76<br>67<br>1<br>248              | 72.2%<br>79.17%<br>93.06%<br>1.39%<br>0.00%             |
| Lake County Dialvsis Ctr<br>Lake Villa Dialvsis<br>Barrinaton Creek Dialvsis   | Daviin<br>Davita<br>Davita                     | 142552<br>142666   | 918 South Milwaukee Avenue<br>37809 N. Route 59<br>28214 Northwest Highwav   | Libertyville 8<br>Lake Villa 8<br>Lake Barrington 8                                 | \$222 <b>\$</b>  | 5. F. O 201                              | 76.04%<br>43.06%<br>0.00%<br>43.33%                     |
| Kankakee County Dialysis   | Davita   | 142685   | 581 William R. Latham Sr. Drive Bourbonnals  | Bourbonnals 9   | 22   | 8,8                                      | 36.11%<br>36.11%  |
| Edwardsville Dialvsis<br>GAMBRO Healthcare - Alton<br>GAMBRO Healthcare - Breese<br>Graville Dialvsis - Renal Treatment Chrs<br>Marvville Dialvsis - Renal Treatment Chrs<br>Renal Care Of Illinois<br>Sauget Dialvsis | Davita<br>Davita<br>Davita<br>Davita           | 14250<br>142619<br>142637<br>142537<br>142534<br>14254<br>142561 | 3511 College Avenue 160 N. Main Street American Village Shopping Ctr. 2130 Vadabberne Drive 5105 West Main Street 2300 Goose Lake Road | Edwardsville 11 Alton 11 Breese 11 Grantie City 11 Marvville 11 Seleville 11 Sauget | 8<br>8<br>8<br>8<br>20<br>20<br>11<br>16<br>16<br>11<br>11<br>11<br>11 | 11 8 4 8 8 4 8 8 8 8 8 8 8 8 8 8 8 8 8 8 | 22.92<br>94.44%<br>50.00%<br>55.60%<br>70.83%<br>64.43% |



P.O. Box 2076 Tacoma, WA 98401-2076 1423 Pacific Ave. Tacoma, WA 98402 Tel: (253) 272-1916

www.davita.com

March 26, 2010

#### To Whom It May Concern:

DaVita Inc. (the Company or DaVita) overall investment strategy is to maximize shareholder value by maintaining a minimum amount of cash on hand and to use its cash for acquisitions, the construction of new centers, and repurchasing shares, as well as to pay down debt. As a result of the Company's investment strategy, the days cash on hand for 2009 was below the criteria of greater than 45 days at approximately 36 days. In addition, the Company's cushion ratio in 2009 of 2.0 to 1.0 was below the criteria of greater than 5.0 to 1.0.

The Company's day's cash on hand from 2006 through 2009 has ranged from 26 days to 36 days and our cushion ratio has ranged from 1.1 to 2.0 during this same period. However, the Company is projecting its day's cash on hand to be approximately 46 days in 2010 and will increase to 71 days in 2012, exceeding the minimum requirement of 45 days of cash on hand. The Company's cushion ratio is also projected to remain below the required levels, during 2010 and 2011, but is projected to exceed the minimum requirement in 2012 as the Company continues to grow its cash primarily from strong operating cash flows. The Company plans to continue growing through acquisitions. developing new centers, repurchasing shares of its common stock and paying down debt in order to maximize shareholder value. In 2009 the Company acquired 19 new centers for approximately \$88 million and spent approximately \$275 million for capital asset expenditures for new center developments, relocations and for maintenance and information technology. The Company has also spent approximately \$154 million to repurchase 2.9 million shares of its common stock. The Company currently has approximately \$500 million remaining authorization for share repurchases which will impact future results.

Except for the days on hand, and the cushion ratio in 2009, and the projected cushion ratio for 2010 and 2011 as discussed above, the other ratios, in Section XXIX, Review of Criteria Relating to Financial Feasibility, for 2006 through 2009, as well as the projections for 2010 through 2012 are within the acceptable ranges and indicate that the Company has the ability to support the acquisition and development of additional dialysis centers because of its strong continued operating results including reliable and strong operating cash flow. As an example, for the year ended December 31, 2009, the Company generated approximately \$667 million of operating cash flow.

The Company is currently in compliance with all of its financial bank covenants, and has sufficient liquidity and operating cash flows and we believe has access to borrowings to fund it scheduled debt service and other obligations for the foreseeable future. The Company has an undrawn revolving line of credit for \$250 million of which \$52 million is allocated for letters of credit available for liquidity purposes at any time.

Yours truly,

Kenneth W. Lamb, CPA

Senior Director of Financial Reporting

•  $\widehat{Da}$ /ita.

P.O. Box 2076 Tacoma, WA 98401-2076 1423 Pacific Ave. Tacoma, WA 98402 Tel: (253) 272-1916

www.davita.com

March 29, 2010

Ms. Delia Wozniak DMW and Associates, Inc. 3716 N. Bernard Street Chicago, Illinois 60618

## RE: University of Chicago – Woodlawn Change of Ownership Documentation of Financing

Dear Ms. Wozniak:

DaVita Inc., through its operating entity Total Renal Care Inc. (TRC), wishes to purchase substantially all of the assets of the University of Chicago – Woodlawn, a 20-station chronic renal dialysis facility located at 1164 E. 55<sup>th</sup> Street in Chicago, Illinois (60615.)

TRC will assume the facility's existing lease. The facility has 8,110 gross square feet (gsf.) The lease terms are \$25.94 per gsf triple net.

DaVita Inc. will provide equity financing for this project. The estimated total project cost is \$2,270,856, excluding the fair market value (FMV) of the space to be leased.

In addition, DaVita Inc. will provide all necessary working capital to cover any initial operating deficit and start-up costs anticipated to be four month's operating expenses.

I have enclosed our 2009 audited financial statements to support our liquidity. If you have any further questions, please contact me.

Sincerely

Jim\Hilge

Vice President and Controller

Enclosures

ATTACHMENT 75(2) Page 1 of 8

#### UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

#### **FORM 10-K**

For the Fiscal Year Ended

#### **December 31, 2009**

ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Commission File Number: 1-14106

601 Hawaii Street El Segundo, California 90245 Telephone number (310) 536-2400

Delaware (State of incorporation) 51-0354549

(I.R.S. Employer Identification No.) Securities registered pursuant to Section 12(b) of the Act: Registered on: Common Stock, \$0.001 par value New York Stock Exchange New York Stock Exchange Common Stock Purchase Rights Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. Yes 🔀 No 🗌 Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or Section 15(d) of the Exchange Act. Yes 🗌 No 🗵 Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports) and (2) has been subject to such filing requirements for the past 90 days. Yes 🗵 No 🗌 Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K. Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes X No ... Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act. (Check one): Accelerated filer Non-accelerated filer Smaller reporting company Large accelerated filer

Act). Yes 🗍 No 🛚 As of June 30, 2009, the number of shares of the Registrant's common stock outstanding was approximately 104.0 million shares and the aggregate market value of the common stock outstanding held by non-affiliates based upon the closing price of these shares on the New York Stock Exchange was approximately \$5.1 billion.

(Do not check if a smaller reporting company) Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange

As of January 29, 2010, the number of shares of the Registrant's common stock outstanding was approximately 103.2 million shares and the aggregate market value of the common stock outstanding held by non-affiliates based upon the closing price of these shares on the New York Stock Exchange was approximately \$6.2 billion.

#### Documents incorporated by reference

Portions of the Registrant's proxy statement for its 2010 annual meeting of stockholders are incorporated by reference in Part III of this Form 10-K.

ATTACHMENT 75(2) Page 2 of 8

#### MANAGEMENT'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING

Management is responsible for establishing and maintaining an adequate system of internal control over financial reporting designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with U.S. generally accepted accounting principles and which includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the Company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with U.S. generally accepted accounting principles, and that receipts and expenditures of the Company are being made only in accordance with authorizations of management and directors of the Company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the Company's assets that could have a material effect on the financial statements.

During the last fiscal year, the Company conducted an evaluation, under the oversight of the Chief Executive Officer and Chief Financial Officer, of the effectiveness of the design and operation of the Company's internal control over financial reporting. This evaluation was completed based on the criteria established in the report titled "Internal Control—Integrated Framework" issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO).

Based upon our evaluation under the COSO framework, we have concluded that the Company's internal control over financial reporting was effective as of December 31, 2009.

The Company's independent registered public accounting firm, KPMG LLP, has issued an attestation report on the Company's internal control over financial reporting, which report is included in this Annual Report.

#### REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

The Board of Directors and Shareholders DaVita Inc.:

We have audited the accompanying consolidated balance sheets of DaVita Inc. and subsidiaries as of December 31, 2009 and 2008, and the related consolidated statements of income, equity and comprehensive income, and cash flows for each of the years in the three-year period ended December 31, 2009. These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of DaVita Inc. and subsidiaries as of December 31, 2009 and 2008, and the results of their operations and their cash flows for each of the years in the three-year period ended December 31, 2009, in conformity with U.S. generally accepted accounting principles.

As discussed in Note 1 to the consolidated financial statements, the Company adopted Financial Accounting Standards Board (FASB) Statement of Financial Accounting Standards No. 160, Noncontrolling Interests in Consolidated Financial Statements (included in FASB ASC Topic 810, Consolidation), on a prospective basis except for the presentation and disclosure requirements which were applied retrospectively for all periods presented effective January 1, 2009.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), DaVita Inc.'s internal control over financial reporting as of December 31, 2009, based on criteria established in *Internal Control—Integrated Framework* issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO), and our report dated February 25, 2010 expressed an unqualified opinion on the effectiveness of the Company's internal control over financial reporting.

/s/ KPMG LLP

Seattle, Washington February 25, 2010

#### REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

The Board of Directors and Shareholders DaVita Inc.:

We have audited DaVita Inc.'s internal control over financial reporting as of December 31, 2009, based on criteria established in *Internal Control—Integrated Framework* issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO). DaVita Inc.'s management is responsible for maintaining effective internal control over financial reporting and for its assessment of the effectiveness of internal control over financial reporting, included in the accompanying "Management's Report on Internal Control Over Financial Reporting". Our responsibility is to express an opinion on the Company's internal control over financial reporting based on our audit.

We conducted our audit in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether effective internal control over financial reporting was maintained in all material respects. Our audit included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk. Our audit also included performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion.

A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

In our opinion, DaVita Inc. maintained, in all material respects, effective internal control over financial reporting as of December 31, 2009, based on criteria established in *Internal Control—Integrated Framework* issued by COSO.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the consolidated balance sheets of DaVita Inc. and subsidiaries as of December 31, 2009 and 2008, and the related eonsolidated statements of income, equity and comprehensive income, and cash flows for each of the years in the three-year period ended December 31, 2009, and our report dated February 25, 2010 expressed an unqualified opinion on those consolidated financial statements.

/s/ KPMG LLP

Seattle, Washington February 25, 2010

## CONSOLIDATED STATEMENTS OF INCOME (dollars in thousands, except per share data)

|   | Year ended December 31, |            |    |            |    |            |
|---|-------------------------|------------|----|------------|----|------------|
|   |                         | 2009       |    | 2008       |    | 2007       |
| Net operating revenues                                    | \$                      | 6,108,800  | \$ | 5,660,173  | \$ | 5,264,151  |
| Operating expenses and charges:                           |                         |            |    |            |    |            |
| Patient care costs  |                         | 4,248,668  |    | 3,920,487  |    | 3,590,344  |
| General and administrative                                |                         | 531,531    |    | 508,240    |    | 491,236    |
| Depreciation and amortization                             |                         | 228,986    |    | 216,917    |    | 193,470    |
| Provision for uncollectible accounts                      |                         | 161,786    |    | 146,229    |    | 136,682    |
| Equity investment income                                  |                         | (2,442)    |    | (796)      |    | (1,217)    |
| Valuation gain on alliance and product supply agreement   | _                       |            |    |            |    | (55,275)   |
| Total operating expenses and charges                      |                         | 5,168,529  |    | 4,791,077  |    | 4,355,240  |
| Operating income  |                         | 940,271    |    | 869,096    |    | 908,911    |
| Debt expense  |                         | (185,755)  |    | (224,716)  |    | (257,147)  |
| Other income, net   |                         | 3,708      |    | 12,411     |    | 22,460     |
| Income before income taxes                                |                         | 758,224    |    | 656,791    |    | 674,224    |
| Income tax expense  |                         | 278,465    | _  | 235,471    |    | 245,581    |
| Net income  |                         | 479,759    |    | 421,320    |    | 428,643    |
| Less: Net income attributable to noncontrolling interests |                         | (57,075)   |    | (47,160)   | _  | (46,865)   |
| Net income attributable to DaVita Inc.                    | \$                      | 422,684    | \$ | 374,160    | \$ | 381,778    |
| Earnings per share:                                       |                         |            |    |            |    |            |
| Basic earnings per share attributable to DaVita Inc       | \$                      | 4.08       | \$ | 3.56       | \$ | 3.61       |
| Diluted earnings per share attributable to DaVita Inc     | \$                      | 4.06       | \$ | 3.53       | \$ | 3.55       |
| Weighted average shares for earnings per share:           |                         |            |    |            |    |            |
| Basic   | _1                      | 03,603,885 | _1 | 05,149,448 | _1 | 05,893,052 |
| Diluted   | _1                      | 04,167,685 | 1  | 05,939,725 | 1  | 07,418,240 |

See notes to consolidated financial statements.

### CONSOLIDATED BALANCE SHEETS (dollars in thousands, except per share data)

|   | Decem              | er 31,            |  |
|---|--------------------|-------------------|--|
|   | 2009               | 2008              |  |
| ASSETS  |                    |                   |  |
| Cash and cash equivalents   | \$ 539,459         | \$ 410,881        |  |
| Short-term investments  | 26,475             | 35,532            |  |
| Accounts receivable, less allowance of \$229,317 and \$211,222                | 1,105,903          | 1,075,457         |  |
| Inventories   | 70,041             | 84,174            |  |
| Other receivables   | 263,456            | 239,165           |  |
| Other current assets  | 40,234             | 33,761            |  |
| Income tax receivable   | <u></u>            | 32,130            |  |
| Deferred income taxes   | 256,953            | 217,196           |  |
| Total current assets  | 2,302,521          | 2,128,296         |  |
| Property and equipment, net   | 1,104,925          | 1,048,075         |  |
| Amortizable intangibles, net  | 136,732            | 160,521           |  |
| Equity investments  | 22,631             | 19,274            |  |
| Long-term investments   | 7,616              | 5,656             |  |
| Other long-term assets  | 32,615             | 47,330            |  |
| Goodwill  | 3,951,196          | 3,876,931         |  |
|   | \$7,558,236        | \$7,286,083       |  |
| T X A YOU PRINTED A SIN TO SHEET  |                    |                   |  |
| LIABILITIES AND EQUITY  | ф 17 <i>6 6</i> 67 | ¢ 101 002         |  |
| Accounts payable  | \$ 176,657         | \$ 282,883        |  |
| Other liabilities   | 461,092            | 495,239           |  |
| Accrued compensation and benefits   | 286,121            | 312,216<br>72,725 |  |
| Current portion of long-term debt   | 100,007<br>23,064  | 12,123            |  |
| Income taxes payable  |                    |                   |  |
| Total current liabilities   | 1,046,941          | 1,163,063         |  |
| Long-term debt  | 3,532,217          | 3,622,421         |  |
| Other long-term liabilities   | 87,692             | 101,442           |  |
| Alliance and product supply agreement, net                                    | 30,647             | 35,977            |  |
| Deferred income taxes   | 334,855            | 244,884           |  |
| Total liabilities   | 5,032,352          | 5,167,787         |  |
| Commitments and contingencies   |                    |                   |  |
| Noncontrolling interests subject to put provisions                            | 331,725            | 291,397           |  |
| Equity:   |                    |                   |  |
| Preferred stock (\$0.001 par value, 5,000,000 shares authorized; none issued) |                    |                   |  |
| Common stock (\$0.001 par value, 450,000,000 shares authorized; 134,862,283   | 135                | 135               |  |
| shares issued; 103,062,698 and 103,753,673 shares outstanding)                | 621.685            | 584,358           |  |
| Additional paid-in capital  | 2,312,134          | 1,889,450         |  |
| Retained earnings   | (793,340)          | (691,857)         |  |
| Accumulated other comprehensive loss  | (5,548)            |                   |  |
| -   | 2,135,066          | 1,767,747         |  |
| Total DaVita Inc. shareholders' equity  | 59,093             | 59,152            |  |
| Noncontrolling interests not subject to put provisions                        | <del> </del>       | <del></del>       |  |
| Total equity  | 2,194,159          | 1,826,899         |  |
|   | \$7,558,236        | \$7,286,083       |  |

See notes to consolidated financial statements.

## CONSOLIDATED STATEMENTS OF CASH FLOW (dollars in thousands)

|  | Year ended December 31, |            |           | 31,         |             |            |
|--|-------------------------|------------|-----------|-------------|-------------|------------|
|  | _                       | 2009       | _         | 2008        |             | 2007       |
| Cash flows from operating activities:  | _                       |            |           |             |             |            |
| Net income.  | \$                      | 479,759    | \$        | 421,320     | \$          | 428,643    |
| Adjustments to reconcile net income to cash provided by operating activities:                |                         |            |           |             |             |            |
| Depreciation and amortization  |                         | 228,986    |           | 216,917     |             | 193,470    |
| Valuation gain on alliance and product supply agreement                                      |                         |            |           | _           |             | (55,275)   |
| Stock-based compensation expense   |                         | 44,422     |           | 41,235      |             | 34,149     |
| Tax benefits from stock award exercises  |                         | 18,241     |           | 13,988      |             | 32,788     |
| Excess tax benefits from stock award exercises   |                         | (6,950)    | )         | (8,013)     |             | (25,541)   |
| Deferred income taxes  |                         | 50,869     |           | 94,912      |             | 18,601     |
| Equity investment income, net  |                         | (204)      | )         | (796)       |             | (1,217)    |
| Loss (gain) on disposal of assets  |                         | 9,761      |           | 15,216      |             | (2,825)    |
| Non-cash debt expense and non-cash rent charges  |                         | 11,184     |           | 11,794      |             | 12,713     |
| Changes in operating assets and liabilities, net of effect of acquisitions and divestitures: |                         | ,          |           |             |             |            |
| Accounts receivable  |                         | (32,313)   |           | (149,939)   |             | 15,911     |
| Inventories  |                         | 15.115     |           | (2,715)     |             | 11,271     |
| Other receivables and other current assets   |                         | (35,104)   | ,         | (40,960)    |             | (61,049)   |
| Other long-term assets   |                         | 7,288      |           | (11,929)    |             | (14,528)   |
| Accounts payable   |                         | (104,879)  |           | 57,422      |             | (9,216)    |
| Accrued compensation and benefits  |                         | (9,138)    |           | (31,602)    |             | 9,691      |
| Other current liabilities  |                         | (43,543)   |           | 8,871       |             | 657        |
|  |                         | , , ,      |           |             |             |            |
| Income taxes   |                         | 44,578     |           | (30,087)    |             | (12,942)   |
| Other long-term liabilities  | _                       | (11,362)   | _         | 8,067       |             | 5,764      |
| Net cash provided by operating activities  | _                       | 666,710    | _         | 613,701     |             | 581,065    |
| Cash flows from investing activities:  |                         |            |           |             |             |            |
| Additions of property and equipment  |                         | (274,605)  |           | (317,962)   |             | (272,212)  |
| Acquisitions   |                         | (87,617)   |           | (101,959)   |             | (127,094)  |
| Proceeds from asset sales  |                         | 7.697      |           | 530         |             | 12,289     |
| Purchase of investments available-for-sale   |                         | (2,062)    |           | (2,009)     |             | (52,085)   |
| Purchase of investments held-to-maturity   |                         | (22,664)   |           | (21,048)    |             | (23,061)   |
| Proceeds from the sale of investments available-for-sale                                     |                         | 16,693     |           | 21,291      |             | 32,274     |
| Proceeds from maturities of investments held-to-maturity                                     |                         | 16,380     |           | 21,355      |             | 4,795      |
| Purchase of equity investments   |                         | (2,100)    |           |             |             | (17,550)   |
| Distributions received on equity investments   |                         | 2,547      |           | 908         |             | 1,134      |
| Purchase of intangible assets  |                         | (329)      |           | (65)        |             | (2,291)    |
| Other investment activity  |                         | (227)      |           | 1,220       |             | (2,942)    |
| •  | _                       |            | _         |             |             |            |
| Net cash used in investing activities  |                         | (346,060)  |           | (397,739)   |             | (446,743)  |
| Cash flows from financing activities:  |                         |            |           |             |             |            |
| Borrowings   | 1                       | 8,767,592  | 1         | 17,089,018  | 1           | 3,113,640  |
| Payments on long-term debt   | (1                      | 8,828,824) | ()        | 17,102,569) | (1          | 3,160,942) |
| Deferred financing costs   |                         | (42)       |           | (130)       |             | (4,511)    |
| Purchase of treasury stock   |                         | (153,495)  |           | (232,715)   |             | (6,350)    |
| Excess tax benefits from stock award exercises   |                         | 6,950      |           | 8,013       |             | 25,541     |
| Stock award exercises and other share issuances, net   |                         | 67,908     |           | 40,247      |             | 62,902     |
| Distributions to noncontrolling interests  |                         | (67,748)   |           | (59,357)    |             | (48,029)   |
| Contributions from noncontrolling interests  |                         | 13,071     |           | 19,074      |             | 14,735     |
| Proceeds from sales of additional noncontrolling interests                                   |                         | 9,375      |           | 10,701      |             | 5,536      |
| Purchases from noncontrolling interests  |                         | (6,859)    |           | (24,409)    |             |            |
| Net cash (used in) provided by financing activities  |                         | (192,072)  |           | (252,127)   |             | 2,522      |
| Net increase (decrease) in cash and cash equivalents   |                         | 128,578    | _         | (36,165)    | _           | 136,844    |
| Cash and cash equivalents at beginning of year   |                         | 410,881    |           | 447,046     |             | 310,202    |
|  |                         |            |           | <del></del> |             |            |
| Cash and cash equivalents at end of year   | <u>\$</u> _             | 539,459    | <u>\$</u> | 410,881     | <b>&gt;</b> | 447,046    |

See notes to consolidated financial statements.

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Jeffrey A. Finesilver
Vice President
and Director, Comer Children's Hospital

5721 South Maryland Avenue MC 8000, Suite K160 Chicago, Illinois 60637 phone 773-702-9797 fax 773-702-4523 jeffrey finesilver@uchospitals.edu

March 11, 2010

Nimalan Chinniah
Vice President, Administration
and Chief Financial Officer
Commercial Real Estate Operations
University of Chicago
5801 South Ellis avenue
Chicago, Illinois 60637

Re:

Use of Space - 1160-66 East 55th Street

Dear Mr. Chinniah,

The University of Chicago Medical Center ("UCMC") is negotiating a sale of its dialysis centers to DaVita, Inc. As part of the sale, UCMC needs to assign its Lessee interest in the captioned premises to DaVita and hereby requests the consent of the Lessor, The University of Chicago, to such assignment. DaVita is aware that the space needs to be vacated, but between the time of the sale projected for this summer, and the build out of a new dialysis unit within the year following the sale, we request your permission to the lease assignment.

Please review and execute below if in agreement. Please call me at (773) 702-9797 and I will answer any questions you may have, or have it picked up after it is executed. Thank you.

Sincerely

Jeffrey A. Finesilver Vice President, Comer

University of Chicago Medical Center

cc: William Frazier
UCMC Legal Affairs

Agreed to and Accepted by:

Nimalan Chinniah

Vice President, Administration and Chief Financial Officer

Date:

03 1510

ATTACHMENT 75(3)
Page 1 of 3

## THE UNIVERSITY OF CHICAGO COMMERCIAL REAL ESTATE OPERATIONS

SBOI SOUTH ELLIS AVENUE CHICAGO · ILLINGIS 60637

June 18, 2009

Carolyn Wilson
Chief Operating Officer and Associate Dean
The University of Chicago Medical Center
5841 South Maryland Avenue
Chicago, Illinois 60637

RE: Use of Space - 1160-66 East 55th Street

Dear Jeffrey,

This letter establishes the terms of agreement under which The University of Chicago, Commercial Real Estate Operations ("Owner") shall provide to The University of Chicago Medical Center, Department of Medicine ("User") certain rights to enter, access and use the retail space located within the real property at 1160-66 East 55<sup>th</sup> Street (the "Space").

- 1) Term: The Term of this Agreement shall commence on July 1, 2009 and shall continue through June 30, 2010. Owner and User agree an acknowledge that User shall have no right to extend or renew the Term of this Agreement, and that User shall vacate the Space at the conclusion of the Term, leaving the Space free of User's property, in a broom-clean condition.
- 2) <u>Use Charge Rate</u>: For the period July 1, 2009, through and including June 30, 2010, the use charge will be figured at the rate of approximately \$25.94, per square foot per annum, based on 8,110 square feet or \$17,531.11, per month. Please note this represents an increase of 4%.
- 3) User shall pay all costs for gas, electricity, and water, which will be on separate meters and charged directly to the User, as well as all sewer and Sanitary District charges.
- 4) The User will operate the Space and make all alterations to the Space at its cost, and shall be responsible for all code compliance and all zoning arrangements to make proper and legal use of this Space. Within the same, User will make all repairs to the equipment except for roof and wall repairs (exterior structural repairs) with an understanding that Owner will endeavor to assist the User in making arrangements for repairs when necessary. The building owner is responsible for roof structure and HVAC insuring that HVAC is in good working order and the space is reasonably conditioned.
- 5) No exterior signs shall be attached to the building.
- 6) Because all costs for building and liability insurance are charged directly to properties operated by Owner, any increases in insurance rates shall continue to be borne by the User on a prorata share.

- 7) It is the responsibility of the User to immediately repair any damage to the plate glass windows, regardless of the cause of said damage. It is the further responsibility of the User to maintain the appearance of said windows in a neat fashion at all times, including, but not limited to, repainting the glass surfaces when necessary to present a uniform appearance.
- 8) It is the responsibility of the User to maintain all exterior facades, brick and glass, free of graffiti. Existing graffiti must be removed, and future occurrences, if any, removed within two (2) days of said occurrence.
- 9) User shall remove snow and ice on the sidewalks in front of the entire premises. For overnight snowfalls, the sidewalks shall be shoveled and/or salted by no later than that day's opening of the premises. Snowfalls during the times the building is opened shall be shoveled no later than when the snow reaches a depth of two inches. User shall also keep all such sidewalks and all such entrances, passages, vestibules, approaches, exists and stairways free from all obstructions of any kind, and from ashes, garbage, litter and refuse of every kind, and in a clean and sightly condition. User agrees to keep the temperature of the premises high enough to prevent the freezing of water and plumbing fixtures and all other damage caused by low temperatures.
- User shall designate only one or two specific persons to contact The University of Chicago for facilities issues.

If you have any questions, please feel free to call James Hennessy, director of Commercial Real Estate Operations, at (773) 702-0898.

Very Truly Yours,

THE UNIVERSITY OF CHICAGO

Nimalan Chinniah

Vice President for Administration and Chief Financial Officer

Agreed and accepted:

THE UNIVERSITY OF CHICAGO

MEDICAL CENTER

Carolyn Wilson

Chief Operating Officer and Associate Dean

Date: 7/1/0°

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ATTACHMENT 75(3) Page 3 of 3



Heartland Region I 2659 N. Milwaukee Avenue Chicago, IL 60647 Tel: 773-276-2380 | Fax: 773-276-4176

www.davita.com

March 17, 2010

Ms. Delia Wozniak President DMW and Associates, Inc. 3716 North Bernard Street Chicago, Illinois 60618

> RE: Change of Ownership University of Chicago – Woodlawn 1164 E. 55<sup>th</sup> Street, Chicago, Illinois 60615

#### Conditions of the Space Lease

Dear Ms. Wozniak:

DaVita Inc., through its wholly-owned operating entity Total Renal Care Inc., proposes to purchase substantially all of the assets of the aforementioned chronic renal dialysis facility from the University of Chicago Medical Center (UCMC). The proposed purchase includes a provision allowing DaVita to assume the space lease.

The facility has 8,110 gross square feet (gsf.) The lease terms are \$25.94 per gsf triple net.

The terms of the lease appear reasonable based on a comparison to similar rents in the area (see attached analysis.) Also, lease expenses are less costly than constructing a new facility.

Sincerely,

Kent J. Thiry

Chairman and Chief Executive Officer

NOTARY See attached Sincerely,

Dennis L. Kogod

Chief Operating Officer

**NOTARY** 

See Attached

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ATTACHMENT 76(1) Page 1 of 6

#### CALIFORNIA ALL-PURPOSE ACKNOWLEDGEMENT

| STATE OF CALIFORNIA )  |   |
|--|---|
| COUNTY OF LOS ANGELES )                                      |   |
|  | HRISTING JIMENEZ, NOTARY PUBLIC<br>ME, TITLE OF OFFICER - E.G, "JANE DOE, NOTARY PUBLIC                     |
| personally appeared, DENKIS L                                | . KOGOD   |
| that he he/they executed the same in his her/                | the within instrument and acknowledged to me  |
| WITNESS my hand and official seal.                           |   |
| Musting Humered (SE<br>NOTARY PUBLIC DIGNATURE               | CHRISTINA JIMÉNEZ COMM. #1754641 or NOTARY PUBLIC- CALIFORNIA Los Angeles County Comm. Expires Jun 30, 2011 |
| OPTIONAL II  | NFORMATION  |
| THIS OPTIONAL INFORMATION SECTION IS NOT REQUIRED BY LAW BUT | MAY BE BENEFICIAL TO PERSONS RELYING ON THIS NOTARIZED DOCUMENT.  |
| TITLE OR TYPE OF DOCUMENT CONTO TIONS (                      | OF SPACE LEASE - WOODLAWN   |
| DATE OF DOCUMENT 3/17/10                                     | NUMBER OF PAGES 4   |
| SIGNERS(S) OTHER THAN NAMED ABOVE                            |   |
| SIGNER'S NAME  | SIGNER'S NAME   |
|  |   |

State of Colorado

County of: Denver

| On       | 9-7-10                      | , before me, Theresa Moran,  |
|----------|-----------------------------|--|
| Notary   | Public, personally appeared | (name(s) of signers)   |
|          | []<br>[]                    | personally known to me proved to me on the basis of satisfactory evidence  |
| <b>A</b> | s<br>a<br>s<br>tt           | be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledge to me that he/she/they executed the ame in his/her/their authorized capacity(ies), and nat by his/her/their signature(s) on the instrument he person(s), or the entity upon behalf of which he person(s) acted, executed the instrument. |
|          | THERESA WORAN               | VITNESS my hand and official seal  |

Place Notary Seal Above

Signature of Notary Public

My commission expires: 9-4-13



USI Real Estate Brokerage Services, Inc. Broker Opinion of Value March 8, 2010

GOAL:

Determine fair market rent for similar type properties in the

Chicago market

**SUBJECT** 

PROPERTY:

8721 S. Stony Island Chicago, IL 60617

1531 Hyde Park Blvd. Chicago, IL 60617

1160-66 E. 55th Street Chicago, IL 60615

SUBJECT PROPERTY

RENT:

\$240,402 or \$25.75 per square foot

\$178,125 or \$22.03 per square foot \$210,373 or \$25.94 per square foot

CURRENT COMPS: See following page

**MARKET** 

RANGE:

Current market rents for properties comparable to the subject

properties range from \$25.00 - \$30.00 Gross ("Comparable

Properties"). The subject properties are well located in very small medical building markets. The demand for 5 -10,000 sq. ft. are more difficult to locate than smaller medical office. The closer we got to University of Chicago Hospital the tighter the supply. There are a number of medical buildings in the area but most are 100% leased or have small spaces available. We compared buildings which were all medical or contained several medical users.

CONCLUSION:

Based on a comparison of the characteristics (as described above) of the Subject Property to the Comparable Properties, the **Fair Market Rental Range** for 8721 S. Stony Island Chicago, IL 60617;1531 Hyde Park Blvd. Chicago, IL 60617; and 1164 E.55<sup>th</sup> Street Chicago, IL 60615 is between \$25.00 to \$30.00 Gross.

PREPARED BY:

McLennan Commercial John Steffens

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ATTACHMENT 76(1) Page 4 of 6



Subject Property



| 8721 S. Stony Island Chic | cago, IL 60617 |
|---------------------------|----------------|
| Building Class / Type:    | C              |
| Total Building Size:      | 22,586 SF      |
| Year Built:               | 1973           |
| DaVita Space:             | 9,336 SF       |

Subject Property



| Building Class / Type: | В         |
|------------------------|-----------|
| Total Building Size:   | 66,000 SF |
| Year Built:            | 1969      |
| DaVita Space:          | 8,085 SF  |

Subject Property



| 1164 E. 55th Street Chica | go, IL 60615 |  |
|---------------------------|--------------|--|
| Building Class / Type:    | С            |  |
| Total Building Size:      | 11,000 est.  |  |
| Year Built:               | 1973 est.    |  |
| DaVita Space:             | 8,110 SF     |  |

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ATTACHMENT 76(1) Page 5 of 6



Comparable Properties



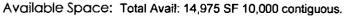
#### 5401 S Wentworth Ave

Grand Boulevard Plaza Chicago, IL 60609

Building Class / Type: B

Total Building Size: 144,000 SF

Year Built: 1973



Rental Rate: \$28.00 to \$30.00 gross

1525 E 53rd St, Suite 530

Chicago, IL 60615

Building Class/Type: B

Total Building Size: 110,000 SF

Year Built: 1920, Renovation 1991

Available Space: 8,899 SF Rental Rate: \$30.00 gross

Greenwood Dialysis Center

1111-1135 E 87th St, Suite 700

Bldg A

i Chicago, IL 60619



Building Class/Type: B

Total Building Size: 65,000 SF

Year Built: 19

Available Space: total 9,524 with largest 7,524 SF

Rental Rate: \$25.00 gross

Market Summary

Although rental rates vary above, based on the existing building type and class, the expected range of market rental rates is between \$25.00 and \$30.00 Gross.

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ATTACHMENT 76(1) Page 6 of 6

## OTHER PROJECT COSTS <u>University of Chicago - Woodlawn</u>

| <u>Area</u><br>PREPLANNING | Amount             | Basis for Estimate                                |
|----------------------------|--------------------|---|
| CON Fee                    | \$7,500            | Regulation  |
| CONSULTING & OTHER FEES    |                    |   |
| CON Consulting             | \$22,500           | Agreement   |
| Legal                      | <u>\$30,000</u>    | DaVita Estimate                                   |
| -                          | <b>\$52,500</b>    |   |
| FAIR MARKET VALUE          |                    |   |
| OF LEASED SPACE F          | MV \$1,050,245     | Buyer's Opinion of Value (BOV)                    |
|                            |                    | See Attachment 7B                                 |
| ACQUISITION OF ASSET       | S \$2,219,856 *    | Letter of Intent to Purchase<br>See Attachment 7C |
| TOTAL PROJECT COST         | <u>\$3,330,101</u> |   |

\* The proposed Purchase Agreement between TRC and UCMC includes the sale and purchase of all of UCMC's chronic dialysis assets, and includes the following three outpatient hemodialysis facilities as well as its Home Dialysis Program:

University of Chicago – Woodlawn, 1164 E. 55<sup>th</sup> Street in Chicago (60615) University of Chicago – Lake Park, 1531 Hyde Park Blvd. in Chicago (60615) University of Chicago – Stony Island, 8721 S. Stony Island in Chicago (60617) University of Chicago – Home Programs

The total proposed purchase price for the transaction is \$27.8 million. The price of the various entities is as follows based on a discounted cash flow analysis:

University of Chicago – Woodlawn
University of Chicago – Lake Park
University of Chicago – Stony Island
University of Chicago – Home Programs
Total

\$2,219,856
\$2,677,026
\$13,959,013
\$8,944,105
\$27,800,000

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ATTACHMENT 76(2)

#### Proposed Change of Ownership from University of Chicago – Woodlawn to Total Renal Care Inc. d/b/a Woodlawn Dialysis

# Projected Operating Costs 1st Full Year of Operation 2011

| Salaries and Benefits (approx. 35%) | \$2,181,728      |
|-------------------------------------|------------------|
| Medical Supplies (Excluding Epogen) | <u>\$485,351</u> |
| TOTAL                               | \$2,667,079      |
| Number of Treatments                | 21,035           |
| Cost per Treatment                  | <u>\$126.79</u>  |

SOURCE: Feasibility Study in Attachment 76(4).

UC - Woodlawn

3/3/2010

| SES OF FUNDS           |             |      | Annual       |
|------------------------|-------------|------|--------------|
|                        | Cost        | Life | Depreciation |
| Inventory              | \$104,699   | 0    | \$0          |
| Fixed Assets           | \$204,286   | 7    | \$29,184     |
| Leasehold Improvements | \$100,000   | 10   | \$10,000     |
| Non-Compete Allocation | \$221,986   | 10   | \$22,199     |
| Goodwill               | \$1,588,886 | 0    | \$0          |
| FMV of Leased Space    | \$1,050,245 | 0    | \$0          |
| Fees/services          | \$60,000    | 0    | \$0          |
| Total                  | \$3,330,101 | _    | \$61,382     |
| Facility               |             |      |              |
| Square feet of space   | 8,110       |      |              |
| Cost per square foot   | \$12.91     |      |              |
| Hemo stations          | 19          |      |              |

| ESTIMATED CAPITAL | Year 1      | Year 2      | Year 3   | Year 4    | Year 5   |
|-------------------|-------------|-------------|----------|-----------|----------|
| EXPENDITURES      | \$1,070,179 | \$1,013,679 | \$42,000 | \$341,200 | \$42,000 |

| INCOME STATEMENT         |       |                 | Pı              | ro Fo | rma Projecte | i  |                 |           |                 |
|--------------------------|-------|-----------------|-----------------|-------|--------------|----|-----------------|-----------|-----------------|
|                          |       | <br>Year 1      | Year 2          |       | Year 3       |    | Year 4          |           | Year 5          |
| Treatments               |       | <br>            |                 |       |              |    |                 |           |                 |
| Chronic                  |       | 21,035          | 21,982          |       | 22,971       |    | 24,005          |           | 24,005          |
| Home                     |       | <br>0           | 0               |       | 0            |    | 0               |           | 0               |
| Total Treatments         |       | 21,035          | 21,982          |       | 22,971       |    | 24,005          |           | 24,005          |
| Growth                   |       |                 | 4.5%            |       | 4.5%         |    | 4.5%            |           | 0.0%            |
| Net Revenue              |       | \$6,046,019     | \$<br>6,211,503 | \$    | 6,561,044    | \$ | 6,932,005       | \$        | 7,015,593       |
| Net Revenue/Tx           |       | \$287           | \$283           |       | <i>\$286</i> |    | \$289           |           | \$292           |
| SW&B                     |       | \$2,181,728     | \$2,077,601     |       | \$2,165,198  |    | \$2,256,645     |           | \$2,340,549     |
| Other Expenses           |       | \$3,264,756     | \$3,422,106     |       | \$3,600,543  |    | \$3,789,179     |           | \$3,840,160     |
| Total Expenses           |       | <br>\$5,446,484 | \$5,499,707     |       | \$5,765,741  |    | \$6,045,824     |           | \$6,180,709     |
| EBITDA                   |       | <br>\$599,534   | <br>\$711,796   |       | \$795,303    |    | \$886,182       |           | \$834,884       |
| EBITDA/Tx                |       | \$28.50         | \$32.38         |       | \$34.62      |    | \$36.92         |           | <i>\$34.78</i>  |
| EBITDA as a % of Revenue | ···   | <br>9.9%        | <br>11.5%       |       | 12.1%        |    | 12.8%           |           | 11.9%           |
| Depr & Amort             |       | \$<br>183,440   | \$<br>297,426   | \$    | 303,426      | \$ | 352,169         | \$        | 358,169         |
| EBIT                     |       | \$416,095       | \$414,370       |       | \$491,877    |    | \$534,013       |           | \$476,715       |
| Interest Expense         | 0.0%  | \$0             | \$0             |       | \$0          |    | \$0             |           | \$0             |
| Pre-Tax Income           |       | \$416,095       | \$414,370       |       | \$491,877    |    | \$534,013       |           | \$476,715       |
| Income Taxes             | 40.4% | \$168,102       | \$167,405       |       | \$198,718    |    | \$215,741       |           | \$192,593       |
| Net Income               |       | \$247,992       | \$246,964       |       | \$293,159    |    | \$318,271       |           | \$284,122       |
| hares Outstanding        |       | 103,200,000     | 103,200,000     |       | 103,200,000  |    | 103,200,000     |           | 103,200,000     |
| Incremental EPS          |       | \$0.002         | \$0.002         |       | \$0.003      |    | \$0.003         |           | \$0.003         |
| ·                        |       |                 | 108             | )     |              |    | ATTAC<br>Page 1 | HH:<br>of | MENT 76(4)<br>4 |

UC - Woodlawn

#### PRO FORMA

|                             | Year 1           | Yenr 2        | <b>Уеаг 3</b> | Year 4        | Year 5         |
|-----------------------------|------------------|---------------|---------------|---------------|----------------|
| Treatments                  |                  |               |               |               |                |
| Chronic                     | 21,035           | 21,982        | 22,971        | 24,005        | 24,005         |
| PD                          | 0_               | 0             | 0             | 0             | 0              |
| Total Treatments            | 21,035           | 21,982        | 22,971        | 24,005        | 24,005         |
| Growth                      |                  | 4.5%          | 4.5%          | 4.5%          | 0.0%           |
| REVENUES:                   |                  |               |               |               |                |
| In Center                   | \$4,209,738      | \$5,703,317   | \$6,029,990   | \$6,377,054   | \$6,460,641    |
| Home                        | \$0              | \$0           | 02            | \$0           | 20             |
| Epogen                      | \$1,217,624      | \$294,082     | \$307,316     | \$321,145     | \$321,145      |
| Other Ancillary             | \$618,657        | \$214,104     | \$223,738     | \$233,806     | \$233,806      |
| Gross Revenue               | \$6,046,019      | \$6,211,503   | \$6,561,044   | \$6,932,005   | \$7,015,593    |
| Less:                       |                  |               |               |               |                |
| Contractual Allowances      | \$0              | \$0           | \$0           | 50            | \$0            |
| Epogen Allowance            | 02               | \$0           | \$0           | \$0           | \$0            |
| Net Revenue                 | \$6,046,019      | \$6,211,503   | \$6,561,044   | \$6,932,005   | \$7,015,593    |
| Net Revenue/Tx              | \$287            | \$283         | \$286         | \$289         | \$292          |
| EXPENSES:                   |                  |               |               |               |                |
| SW&B - Chronic              | \$2,181,728      | \$2,077,601   | \$2,165,198   | \$2,256,645   | 52,340,549     |
| SW&B - Home                 | \$0              | \$0           | \$0           | \$0           | \$0            |
| Medical Supplies - Chronic  | \$485,351        | \$490,717     | \$512,800     | \$535,875     | \$535,875      |
| Medical Supplies - Home     | SO SO            | \$0           | \$0           | 50            | \$0            |
| Medical Supplies - Other    | \$0              | \$0           | \$0           | \$0           | \$0            |
| Pharmacy                    | \$507,809        | \$537,829     | \$569,635     | \$603,334     | \$611,519      |
| Lab                         | \$20,803         | \$21,739      | \$22,717      | \$23,739      | \$23,739       |
| Epogen                      | \$938,527        | \$1,000,470   | \$1,066,506   | \$1,136,900   | \$1,159,752    |
| Provision for Bad Debts     | \$151,150        | \$155,288     | \$164,026     | \$173,300     | \$175,390      |
| Maintenance and Repair      | \$138,696        | 5144,937      | \$151,459     | \$158,275     | \$158,275      |
| Utilities and Telephone     | \$117,318        | \$120,838     | \$124,463     | \$128,197     | \$132,042      |
| Insurance                   | \$29,965         | \$32,252      | \$34,715      | \$37,365      | \$38,486       |
| Taxes and Licenses          | \$32,777         | \$33,433      | \$34,101      | 534,783       | \$35,479       |
| Other Supplies              | \$35,224         | \$36,809      | \$38,465      | \$40,196      | \$40,196       |
| Other Expenses              | 5196,476         | \$202,697     | \$216,055     | \$230,293     | \$234,899      |
| Physician Fees              | \$110,000        | \$110,000     | \$110,000     | \$110,000     | \$110,000      |
| Rent                        | \$216,685        | \$238,342     | \$245,492     | \$252,857     | \$260,443      |
| G&A Expenses                | <b>\$283,976</b> | \$296,755     | \$310,109     | \$324,064     | \$324,064      |
| Total Expenses              | \$5,446,484      | \$5,499,707   | \$5,765,741   | \$6,045,824   | \$6,180,709    |
| EBITDA                      | \$599,534        | \$711,796     | \$795,303     | \$886,182     | \$834,884      |
| EBITDA/TY                   | \$28.50          | <b>532,38</b> | \$34.62       | <b>536.92</b> | <i>\$34.78</i> |
| EBITDA as a % of Revenue_   | 9.9%             | 11.5%         | 12.1%         | 12.8%         | 11.9%          |
| Depr & Amort                | \$ 183,440       | \$ 297,426    | S 303,426     | \$ 352,169 \$ | 358,169        |
| EBIT                        | \$416,095        | \$414,370     | \$491,877     | \$534,013     | \$476,715      |
| CASH FLOW:                  |                  |               |               |               |                |
| Net Income                  | \$247,992        | \$246,964     | \$293,159     | \$318,271     | \$284,122      |
| Depr & Amort                | \$183,440        | \$297,426     | \$303,426     | \$352,169     | \$358,169      |
| Capital Expenditures        | (\$1,070,179)    | (\$1,013,679) | (\$42,000)    | (\$341,200)   | (\$42,000)     |
| Incremental Working Capital | (\$965,796)      | (\$31,627)    | (\$62,959)    | (\$66,847)    | (\$5,117)      |
| Net Cash Flow               | (\$1,604,542)    | (\$500,915)   | \$491,625     | \$262,393     | \$595,174      |
|                             |                  |               |               |               |                |

| IN - CENTER             | ۶                | Year 1     | ۶           | Year 2     | >           | Year 3     | >           | Year 4     | ۶        | Year 5     |
|-------------------------|------------------|------------|-------------|------------|-------------|------------|-------------|------------|----------|------------|
| Month                   | Patients         | Treatments | Patients    | Treatments | Patients    | Treatments | Patients    | Treatments | Patients | Treatments |
| •                       |                  | 700        | ,           | 101        | į           | 7          | ,           | 0          | ç        | 0          |
| - (                     | 5 6              | 10/,       | D (         | /0/,       | <u> </u>    | 208,       | <u>0</u>    | 2,040      | 891      | 2,092      |
| 7                       | 143              | 1,721      | 149         | 1,862      | <u>8</u>    | ,<br>48,   | 165         | 2,051      | 168      | 2,010      |
| ო                       | 1 <del>4</del> 4 | 1,727      | 150         | 1,799      | 157         | 1,809      | 165         | 1,903      | 167      | 2,007      |
| 4                       | 1 <u>4</u> 4     | 1,732      | 150         | 1,805      | 158         | 1,964      | 165         | 2,060      | 167      | 2,080      |
| S                       | 145              | 1,738      | 151         | 1,811      | 158         | 1,900      | 166         | 1,988      | 167      | 1,922      |
| ဖ                       | 145              | 1,811      | 151         | 1,887      | 159         | 1,910      | 166         | 1,992      | 166      | 2,072      |
| _                       | 146              | 1,750      | 152         | 1,823      | 160         | 1,993      | 166         | 2,073      | 166      | 2,069      |
| ω                       | 146              | 1,621      | 152         | 1,759      | 161         | 1,780      | 167         | 1,847      | 166      | 1,835      |
| ത                       | 147              | 1,830      | 153         | 1,906      | 161         | 1,938      | 167         | 2,005      | 165      | 1,985      |
| 10                      | 147              | 1,768      | 153         | 1,771      | 162         | 1,947      | 167         | 2,009      | 165      | 1,981      |
| =                       | 148              | 1,774      | <u>7</u> 2  | 1,919      | 163         | 2,032      | 168         | 2,091      | 165      | 1,977      |
| 12                      | 148              | 1,781      | 155         | 1,854      | 164         | 1,891      | 168         | 1,940      | 164      | 1,974      |
| Total                   |                  | 21,035     |             | 21,982     |             | 22,971     |             | 24,005     |          | 24,005     |
| Check                   |                  | ô)         |             | 0          |             | (0)        |             | 0)         |          |            |
| HOME                    |                  |            |             |            |             |            |             |            |          |            |
|                         | ۶                | Year 1     | <b>&gt;</b> | Year 2     | <b>&gt;</b> | Year 3     | <b>&gt;</b> | Year 4     | ۶        | Year 5     |
| Month                   | Patients         | Treatments | Patients    | Treatments | Patients    | Treatments | Patients    | Treatments | Patients | Treatments |
| •                       | ,                | •          | ,           |            | (           | ,          | !           |            |          |            |
| ← (                     | 0                | 0          | 0           | 0          | 0           | 0          | 0           | 0          | 0        | 0          |
| N 63                    |                  |            |             |            |             |            |             |            |          |            |
| 4                       |                  |            |             |            |             |            |             |            |          |            |
| ιΩ                      |                  |            |             |            |             |            |             |            |          |            |
| ဖ ၊                     |                  |            |             |            |             |            |             |            |          |            |
| ~ 6                     |                  |            |             |            |             |            |             |            |          |            |
| <b>o</b> 0              |                  |            |             |            |             |            |             |            |          |            |
| υ <del>ζ</del>          |                  |            |             |            |             |            |             |            |          |            |
| 2 <del>E</del>          |                  |            |             |            |             |            |             |            |          |            |
| . 6                     |                  |            |             |            |             |            |             |            |          |            |
| Total                   |                  | 1          |             | •          |             |            |             |            |          |            |
|                         |                  |            |             |            |             |            |             | i          |          |            |
|                         |                  | =          |             |            |             |            |             |            |          |            |
| New Patients on Service | Service          |            |             |            |             |            |             |            |          |            |
| Beginning Patien        | ş                | 143        |             | 149        |             | 155        |             | 162        |          | 168        |
| Less 14.0% Mortality    | ality            | 8          |             | 27         |             | 22         |             | 23         |          | 23         |
| Ending Patients         |                  | 148        |             | 155        |             | 491        |             | 168        |          | 164        |
| Net New Patients        | 蛇                | 25         |             | 27         |             | 31         |             | 27         |          | 20         |
|                         |                  |            |             | Į          |             |            |             |            |          |            |
|                         |                  |            |             |            |             |            |             |            |          |            |

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ATTACHMENT 76(4) Page 3 of 4

#### UC - Woodlawn

#### Assumptions for Acquisition:

Acquisition Costs:

\$104,699 Inventory \$204,286 Fixed Assets \$100,000 Leasehold Improvements \$221,986 Non-Compete Allocation \$1,588,886 Goodwill \$1,050,245 FMV of Leased Space \$60,000 Fees/services \$3,330,101 Total

Revenues:

Based on combination of current UCMC census/payor mix and BVA-Chicago reimbursement history

Expenses:

Based on current UCMC levels combined with DVA-Chicago per tx expense comps

Bad Debt:

Based on 2.5% of net revenue.

Proposed Staffing:

SW&C's projected using current UCMC staffing levels/rates

Benefits portion of SWB's is approximately 35%

Patient Census:

Census projected to increase from 143 pts at the beginning of year 1 to 164 pts at the end of year 5 (-2.9% CAGR)

Working Capital:

Funded by DVA and Net Income
Assumes A/R @ 80 days for years 1-5
Assumes Inventory @ 18 days for years 1-5
Assumes A/P @ 33 days for years 1-5

Assumes Accrued Payroll @ 14 days for years 1-5

#### Proposed Change of Ownership from University of Chicago – Woodlawn to Total Renal Care Inc. d/b/a Woodlawn Dialysis

## Projected Capital Costs 1st Full Year of Operation

#### 2011

| Depreciation/Amortization  | \$183,440     |
|----------------------------|---------------|
| Interest                   | 0             |
| TOTAL                      | \$183,440     |
| Number of Treatments       | 21,035        |
| Capital Cost per Treatment | <u>\$8.72</u> |

SOURCE: Feasibility Study in Attachment 76(4).

#### Safety Net Impact Statement

The project has no impact on "Safety Net Service" providers as defined in Public Act 96-031. Hemodialysis is a unique health care service which is covered by Medicare regardless of patient age. The rare patient who may ultimately be denied Medicare coverage due to lack of citizenship receives coverage through the State of Illinois' Medicaid program. See the following page for DaVita's payer mix by revenues and treatments for Illinois and Chicago facilities.

DaVita facilities will provide any member of the community with dialysis services prescribed by a licensed physician. DaVita accepts and dialyzes patients with renal failure needing a regular course of dialysis without regard to race, color, national origin, gender, sexual orientation, age, religion, or disability. In addition, DaVita provides service to persons with barriers to mainstream health care due to lack of insurance, inability to pay, or geographic isolation.

Below is the process whereby DaVita ensures that patients receive care. DaVita first verifies Medicare or Medicaid eligibility and/or private insurance coverage. Patients who lack insurance are authorized to receive treatment at the facility level with necessary written approval while they complete necessary applications for Medicare or Medicaid. Medicaid under Illinois law will provide treatment back to the first date of treatment. Medicare has a waiting period of 90 days after starting an ongoing course of dialysis. In any case, DaVita treats the patient with ongoing dialysis whether the service is ever covered or not.

Persons, who are not eligible for medical benefits because they do not meet citizenship/immigration requirements, may qualify for medical emergency care under Illinois law. Hemodialysis is considered an emergency medical condition and as long as the patient needs hemodialysis services they are covered. If there is a gap in coverage or eligibility for coverage at any time and in any case, DaVita provides care to those in any of those circumstances.

DaVita offers monthly pre-ESRD teaching to any patient who would like to attend at community based centers near its dialysis centers. Classes consist of the following different curricula: Making Healthy Choices, Taking Control and Treatment Choices including transplant services from local programs. The classes offer patients tips on how to maintain healthy living and the pro and cons of the options available for treating end stage renal disease (ESRD) along with the process to receive a transplant.

DaVita also has a website (DaVita.com) that offers an education section with topics such as kidney disease, dialysis, home dialysis, transplant and diet & nutrition. The DaVita website contains multiple sources for services available, recipes for patients with ESRD, other tools provided by DaVita and videos about multiple topics.

DaVita Clinical Research (DCR) is a renal Phase I-IV clinical trial site and site management organization. It offers the following services: Phase I-IV, Pharmacokinetics, and Pharmacodynamics. Our specialty patient population includes Renal, Renal Transplants and Peritoneal Dialysis. DCR is committed to the success of our customers' studies in providing the highest quality, professional services. It is unique, with Phase I-IV clinical trial capabilities, quick local or central institutional review board (IRB) approval, rapid enrollment of patients and board-certified physicians committed to managing all protocol-related activities. It has been conducting clinical trials for over 15 years and has worked with over 65 drug and device sponsors, to provide quality, timely and cost effective clinical trials.

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DaVita Inc.

### Revenues and Treatments, By Payer

|                      | <u>2007</u> | <u>2008</u> | <u>2009</u> |
|----------------------|-------------|-------------|-------------|
| ILLINOIS REVENUES    | <u> </u>    |             |             |
| Medicare             | 48.3%       | 52.6%       | 53.0%       |
| BCBS of IL           | 14.7%       | 13.0%       | 14.2%       |
| Medicaid             | 5.4%        | 5.8%        | 5.5%        |
| Patient              | 0.2%        | 0.2%        | 0.3%        |
| Commercial/all other | 31.4%       | 28.5%       | 27.0%       |
| Total                | 100.0%      | 100.0%      | 100.0%      |
| CHICAGO REVENUES     |             |             |             |
| Medicare             | 44.5%       | 49.6%       | 50.2%       |
| BCBS of IL           | 19.8%       | 17.6%       | 17.8%       |
| Medicaid             | 8.5%        | 9.0%        | 8.7%        |
| Patient              | 0.2%        | 0.3%        | 0.6%        |
| Commercial/all other | 27.0%       | 23.5%       | 22.7%       |
| Total                | 100.0%      | 100.0%      | 100.0%      |
| Illinois Treatments  |             |             |             |
| Medicare             | 77.0%       | 77.2%       | 77.3%       |
| BCBS of IL           | 5.1%        | 5.2%        | 5.6%        |
| Medicaid             | 6.9%        | 6.6%        | 6.5%        |
| Patient              | 0.3%        | 0.3%        | 0.6%        |
| Commercial/all other | 10.7%       | 10.6%       | 10.1%       |
| Total                | 100.0%      | 100.0%      | 100.0%      |
| Chicago Treatments   |             |             |             |
| Medicare             | 73.1%       | 74.0%       | 73.8%       |
| BCBS of IL           | 7.1%        | 7.7%        | 7.5%        |
| Medicaid             | 11.8%       | 11.1%       | 10.8%       |
| Patient              | 0.4%        | 0.4%        | 1.0%        |
| Commercial/all other | 7.6%        | 6.8%        | 6.9%        |
| Total                | 100.0%      | 100.0%      | 100.0%      |
|                      | 1           | 1           |             |

## Please refer to CON Applications ##10-009 and 10-010 To review copies of DaVita Inc.'s Financial Statements

#### **DAVITA INC.\***

#### <u>Audited Historic Financial Statements</u> 2007–2009

Financial Estimates
2010 – 2012

\* DaVita Inc. is the holding company for various wholly-owned subsidiaries, including Total Renal Care Inc. (TRC), Renal Treatment Centers Inc. (RTC) and Renal Life Link Inc. (RLL).