

RENAISSANCE Management Co., L.L.C.

September 24, 2010

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

RECEIVED

SEP 27 2010

HEALTH FACILITIES &
SERVICES REVIEW BOARD

RE: Fresenius Medical Care (FMC) - Aurora
IHSRB #10-054
Written Comments

The proposed project is not the most cost effective alternative for serving the project's 43 proposed pre-renal patients as the project duplicates services available within 30 minutes of FMC – Aurora. The market area has six (6) dialysis facilities operating below the target utilization of 80%. See the attached table which indicates that these six facilities are less than half occupied! Recent data from The Renal Network shows that these six facilities served only 218 patients in 78 approved stations at the end of the 2nd Quarter 2010.

Fresenius owns four (4) of these six facilities, as follows: FMC-West Batavia (0%); FMC – West Chicago (15%); FMC- Naperville North (75%); and FMC – DuPage West (71%). FMC- West Batavia is a new facility which is not yet open and is less than 14 minutes away!

Renaissance Management, LLC manages the other two (2) facilities: Tri-Cities Dialysis in Geneva, Illinois which is 64% utilized and Yorkville Dialysis Center in Yorkville, Illinois which is also a new facility at 33% utilization.

These facilities can easily serve the project's proposed 43 pre-renal patients. In fact these facilities could serve another 156 patients before reaching an average 80% utilization. See Attachment 2 for the proposed patient origin of these 43 pre-renal patients abstracted from Page 40 of the CON application. The patients have easy access to available stations in the area. With so many available stations the best alternative for meeting the needs of pre-renal patients is to utilize existing, approved stations.

As we take all patients regardless of ability to pay, we see no need to add stations in an area that is already sufficiently served.

Thank you for your consideration of our comments.

Sincerely,



Calvin Ganong
Chief Operating Officer
Renaissance Management, LLC

ESRD FACILITIES WITHIN 30 MINUTES ADJUSTED TRAVEL TIME OF FMC - AURORA
455 Mercy Lane, Aurora, IL 60506

<u>Mapquest Number</u>	<u>Facility Name</u>	<u>Address</u>	<u>City</u>	<u>ZipCode</u>	<u>Mileage</u>	<u>Drive Time</u>	<u>Adjustment (1.15)</u>		<u>Stations</u>	<u>Capacity</u>	<u>6/30/2010 Utilization</u>	
							<u>MapQuest Time</u>	<u>Patients</u>			<u>Occupancy</u>	
1	FMC - West Batavia	Fabyan Park'y & Branson Dr.	Batavia	60510	7.49	12	13.8		12	72	0	0.00%
2	Tri-Cities Dialysis	306 Randall Rd	Geneva	60134	8.8	14	16.1		18	108	69	63.89%
3	FMC-Naperville North	516 W 6th Ave	Naperville	60563	12.39	20	23		12	72	64	75.00%
4	FMC - DuPage West	450 E Roosevelt Rd	West Chicago	60185	12.74	20	23		16	96	68	70.83%
5	Yorkville Dialysis Center	1400 North Beecher Road,	Yorkville	60560	14.61	22	25.3		8	48	16	33.33%
6	FMC-West Chicago	1859 Neltmor Blvd	West Chicago	60185	15.98	25	28.8		12	72	11	15.28%
									78	468	218	46.56%

Sources: Map Quest. See travel time documentation which follows this table.
The Renal Network, 2nd Quarter 2010 utilization data.

The Illinois Health Facilities and Services Review Board Inventory of Other Health Care Facilities, Updated, 8/18/10.



Notes

FMC-West Batavia

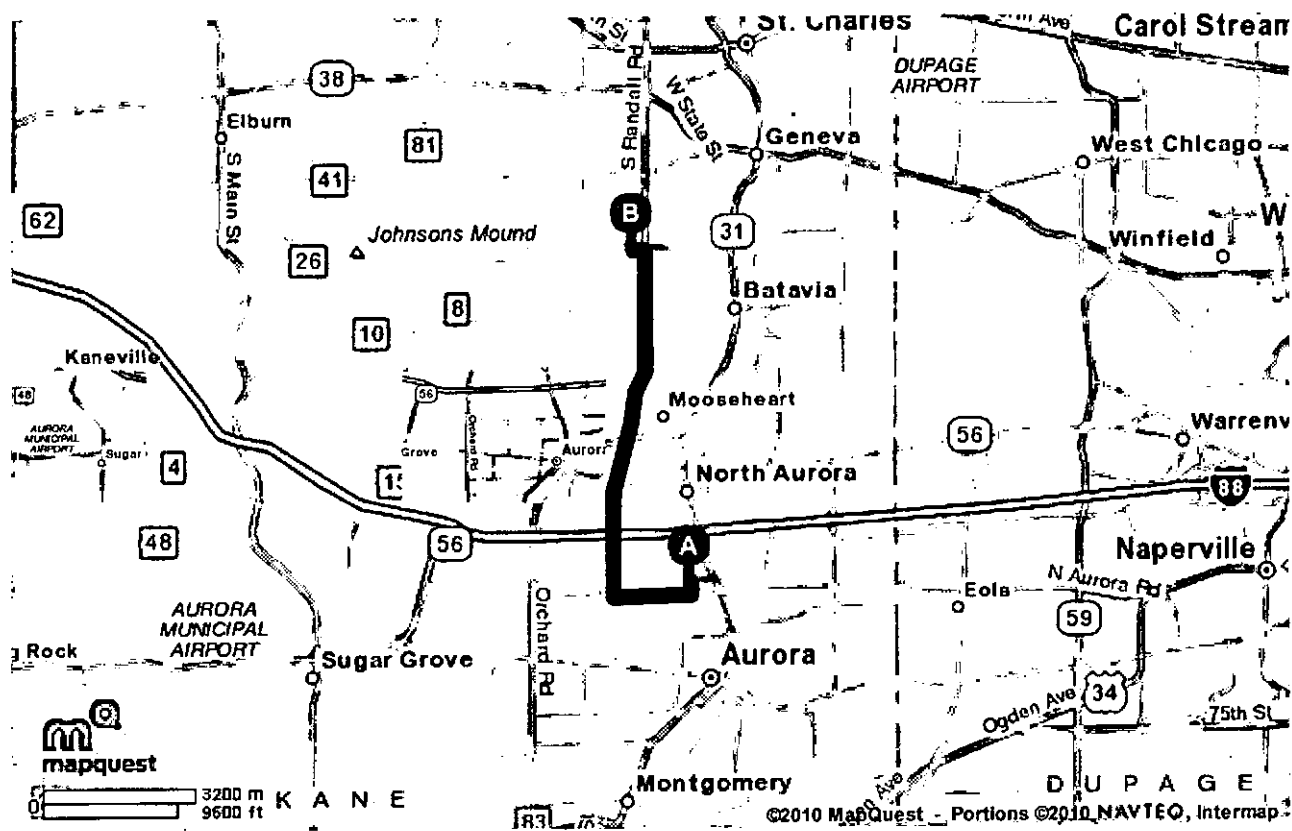
#1

Trip to:

[36w983-36w999] Fabyan Pkwy
Batavia, IL 60510

7.49 miles
12 minutes

A	455 Mercy Ln, Aurora, IL 60506-2462	Miles Per Section	Miles Driven
●	1. Start out going SOUTH on MERCY LN toward W NEW INDIAN TRAIL CT.	go 0.2 mi	0.2 mi
↪	2. Turn RIGHT onto W INDIAN TRL.	go 1.2 mi	1.4 mi
↪	3. Turn RIGHT onto N RANDALL RD / CR-34 N. <i>N RANDALL RD is 0.3 miles past GOLDEN OAKS PKWY</i>	go 5.9 mi	7.3 mi
↩	4. Turn LEFT onto W FABYAN PKWY / CR-8 W. <i>W FABYAN PKWY is 0.4 miles past MILL ST</i>	go 0.2 mi	7.5 mi
↩	5. Turn LEFT. <i>Just past MERCHANTS DR</i>	go 0.01 mi	7.5 mi
●	6. [36W983-36W999] FABYAN PKWY. <i>If you reach FABYAN PKWY you've gone a little too far</i>	go 0.01 mi	7.5 mi
B	[36w983-36w999] Fabyan Pkwy, Batavia, IL 60510	7.5 mi	7.5 mi



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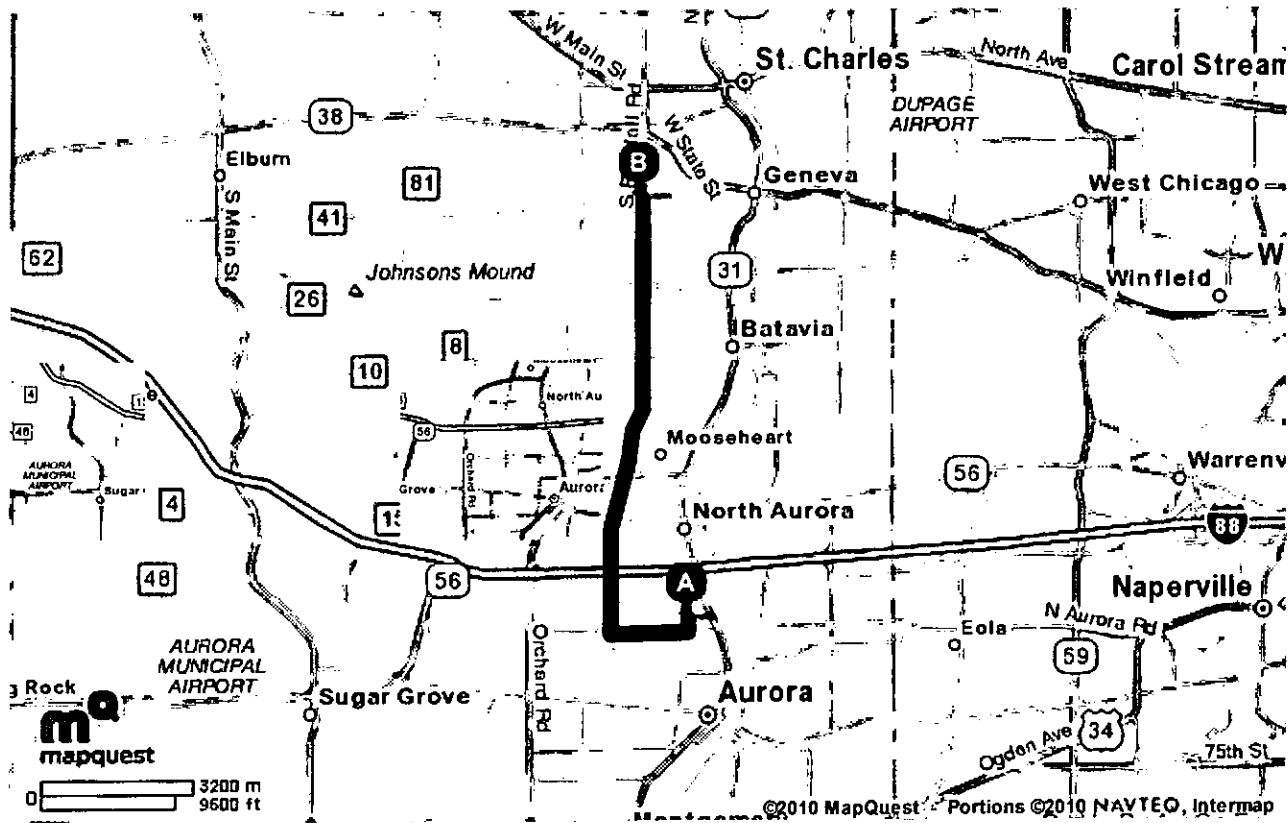
Notes

Tri-Cities Dialysis

#2

Trip to:
306 Randall Rd
Geneva, IL 60134-4200
8.80 miles
14 minutes

A	455 Mercy Ln, Aurora, IL 60506-2462	Miles Per Section	Miles Driven
●	1. Start out going SOUTH on MERCY LN toward W NEW INDIAN TRAIL CT.	go 0.2 mi	0.2 mi
➔	2. Turn RIGHT onto W INDIAN TRL.	go 1.2 mi	1.4 mi
➔	3. Turn RIGHT onto N RANDALL RD / CR-34 N. <i>N RANDALL RD is 0.3 miles past GOLDEN OAKS PKWY</i>	go 7.4 mi	8.8 mi
●	4. 306 RANDALL RD is on the LEFT. <i>Your destination is 0.2 miles past KANEVILLE RD If you reach WILLIAMSBURG AVE you've gone about 0.2 miles too far</i>	go 0.01 mi	8.8 mi
B	306 Randall Rd, Geneva, IL 60134-4200	8.8 mi	8.8 mi



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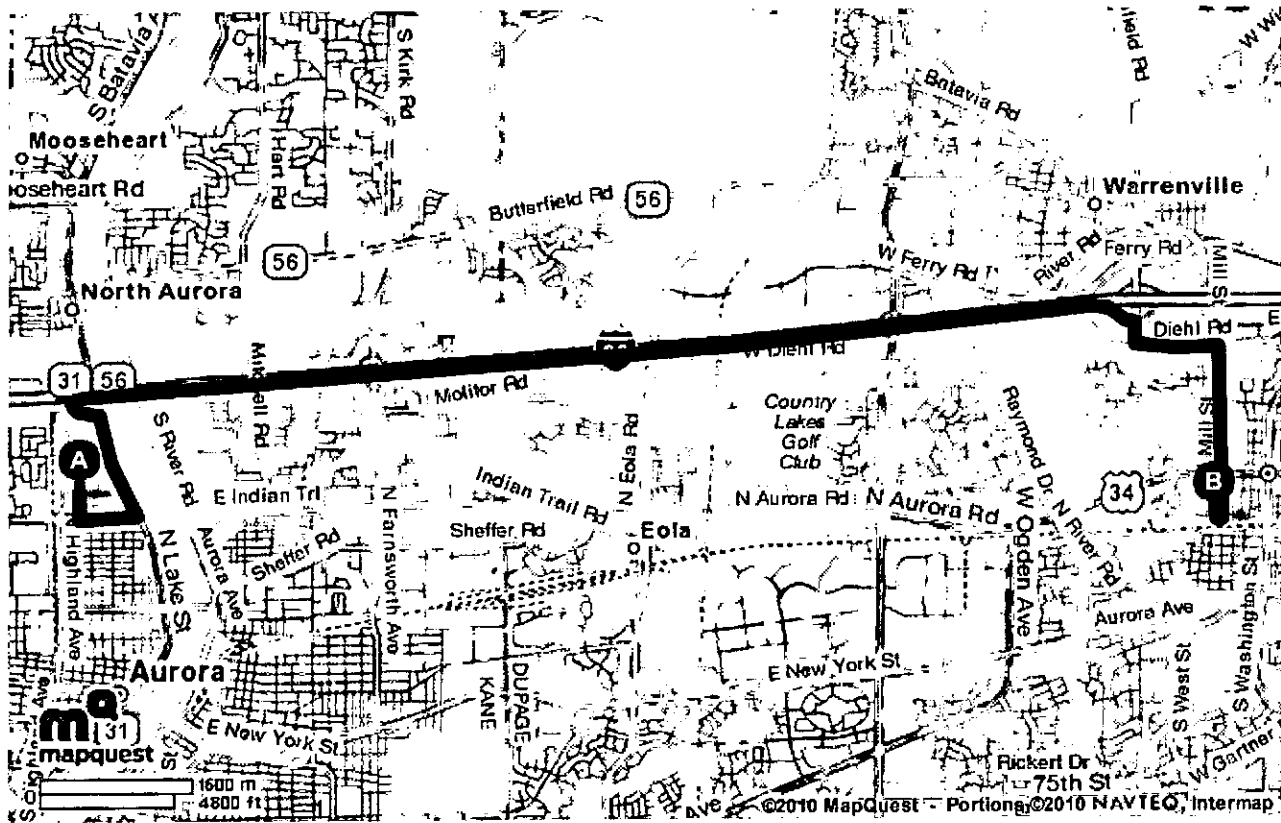


Notes
FMC- Naperville North

#3

Trip to:
516 W 5th Ave
Naperville, IL 60563-2901
12.39 miles
20 minutes

A	455 Mercy Ln, Aurora, IL 60506-2462	Miles Per Section	Miles Driven	
●	1. Start out going SOUTH on MERCY LN toward W NEW INDIAN TRAIL CT.	go 0.2 mi	0.2 mi	
↩	2. Turn LEFT onto W INDIAN TRL.	go 0.4 mi	0.6 mi	
↩	31	3. Take the 1st LEFT onto N LAKE ST / IL-31. Continue to follow IL-31.	go 0.9 mi	1.5 mi
↑	EAST 88	4. Merge onto I-88 E / RONALD REAGAN MEMORIAL TOLLWAY via the ramp on the LEFT toward CHICAGO (Portions toll). <i>If you are on S LINCOLNWAY and reach RIVERVIEW ST you've gone about 0.2 miles too far</i>	go 8.2 mi	9.7 mi
EXIT	5. Take the WINFIELD ROAD exit.	go 0.4 mi	10.1 mi	
↪	6. Turn RIGHT onto WINFIELD RD. <i>If you reach INTERSTATE 88 E you've gone about 0.3 miles too far</i>	go 0.2 mi	10.3 mi	
↩	7. Turn LEFT onto DIEHL RD / CR-53 E. Continue to follow DIEHL RD.	go 0.7 mi	10.9 mi	
↪	8. Turn RIGHT onto N MILL ST / CR-32. Continue to follow N MILL ST. <i>N MILL ST is 0.1 miles past WEST ST</i>	go 1.4 mi	12.3 mi	
↪	9. Turn RIGHT onto W 5TH AVE. <i>W 5TH AVE is just past W 6TH AVE</i>	go 0.04 mi	12.4 mi	
●	10. 516 W 5TH AVE is on the LEFT. <i>If you reach PACIFIC DR you've gone about 0.3 miles too far</i>	go 0.01 mi	12.4 mi	
B	516 W 5th Ave, Naperville, IL 60563-2901	12.4 mi	12.4 mi	



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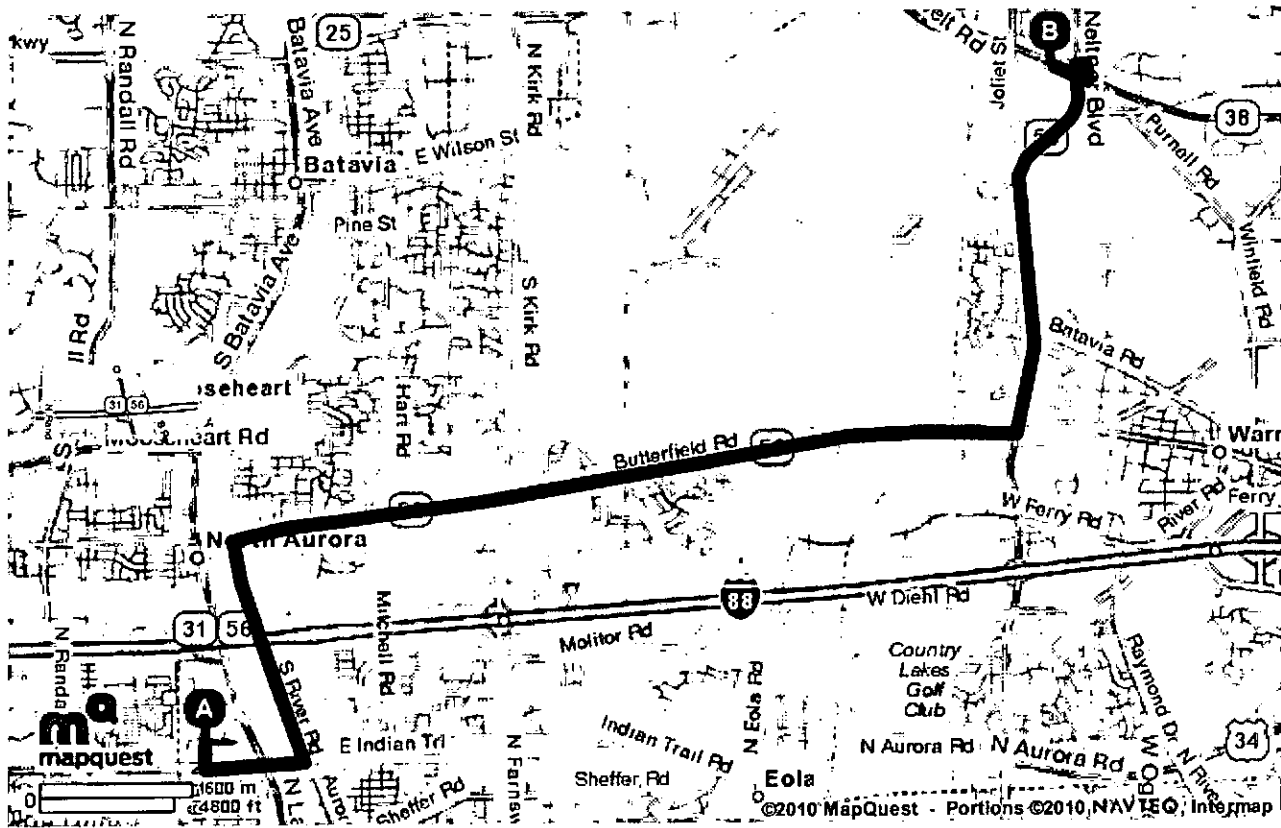
Notes

FMC - DuPage West

#4

Trip to:
450 E Roosevelt Rd
West Chicago, IL 60185-3905
12.74 miles
20 minutes

A	455 Mercy Ln, Aurora, IL 60506-2462	Miles Per Section	Miles Driven
●	1. Start out going SOUTH on MERCY LN toward W NEW INDIAN TRAIL CT.	go 0.2 mi	0.2 mi
●	2. Turn LEFT onto W INDIAN TRL.	go 0.8 mi	1.0 mi
↩	3. Turn LEFT onto AURORA AVE / IL-25. Continue to follow IL-25. <i>IL-25 is 0.3 miles past N LAKE ST</i>	go 1.9 mi	2.9 mi
↩			
↪		4. Turn RIGHT onto BUTTERFIELD RD / IL-56. <i>BUTTERFIELD RD is 0.1 miles past E STATE ST</i>	go 6.2 mi
↩		5. Turn LEFT onto IL-59. <i>IL-59 is just past BUTTERFIELD RD</i>	go 3.2 mi
↪	6. Turn RIGHT onto DAYTON AVE. <i>DAYTON AVE is 0.2 miles past CARRIAGE DR</i>	go 0.08 mi	12.3 mi
↪	7. Turn SLIGHT RIGHT onto SARANA AVE.	go 0.2 mi	12.5 mi
↪	8. Turn RIGHT onto E ROOSEVELT RD / IL-38.	go 0.3 mi	12.7 mi
↪			
●	9. 450 E ROOSEVELT RD is on the LEFT. <i>Your destination is just past S OAK ST If you are on STATE ROUTE 38 and reach BISHOP ST you've gone a little too far</i>	go 0.01 mi	12.7 mi
●	450 E Roosevelt Rd, West Chicago, IL 60185-3905	12.7 mi	12.7 mi
B	450 E Roosevelt Rd, West Chicago, IL 60185-3905	12.7 mi	12.7 mi



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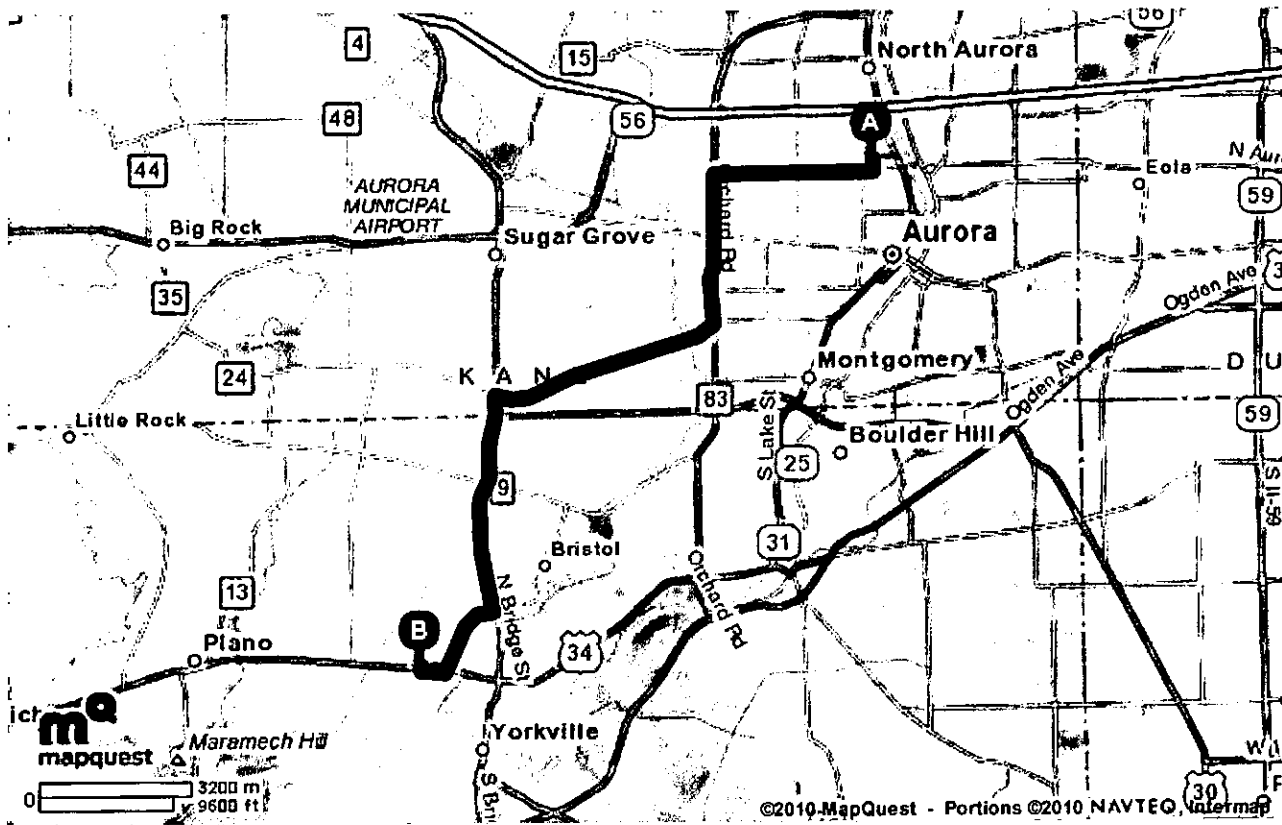
Notes

Yorkville Dialysis Center

#5

Trip to:
 1400 Beecher Rd
 Yorkville, IL 60560-5600
 14.61 miles
 22 minutes

A	455 Mercy Ln, Aurora, IL 60506-2462	Miles Per Section	Miles Driven
●	1. Start out going SOUTH on MERCY LN toward W NEW INDIAN TRAIL CT.	go 0.2 mi	0.2 mi
↪	2. Turn RIGHT onto W INDIAN TRL.	go 2.6 mi	2.8 mi
↶	3. Turn LEFT onto ORCHARD RD. <i>ORCHARD RD is 0.3 miles past ALMOND DR</i>	go 2.5 mi	5.3 mi
↪	4. Turn RIGHT onto JERICHO RD / CR-24. <i>JERICHO RD is 0.2 miles past SUNCREST DR</i>	go 3.8 mi	9.1 mi
↶	5. Turn LEFT onto IL-47 / US-30. Continue to follow IL-47. <i>If you reach MIGHELL RD you've gone about 1.5 miles too far</i>	go 3.7 mi	12.8 mi
↪	6. Turn RIGHT onto CANNONBALL TRL. <i>CANNONBALL TRL is 0.7 miles past W WHEATON AVE</i>	go 1.4 mi	14.2 mi
↪	7. Turn RIGHT onto US-34 / VETERANS PKWY / W VETERANS PKWY. <i>US-34 is 0.2 miles past ERICA PL</i>	go 0.4 mi	14.5 mi
↪	8. Turn RIGHT onto BEECHER RD. <i>BEECHER RD is 0.1 miles past ISABEL DR</i>	go 0.07 mi	14.6 mi
●	9. 1400 BEECHER RD. <i>If you reach ERICA PL you've gone about 0.1 miles too far</i>	go 0.01 mi	14.6 mi
B	1400 Beecher Rd, Yorkville, IL 60560-5600	14.6 mi	14.6 mi



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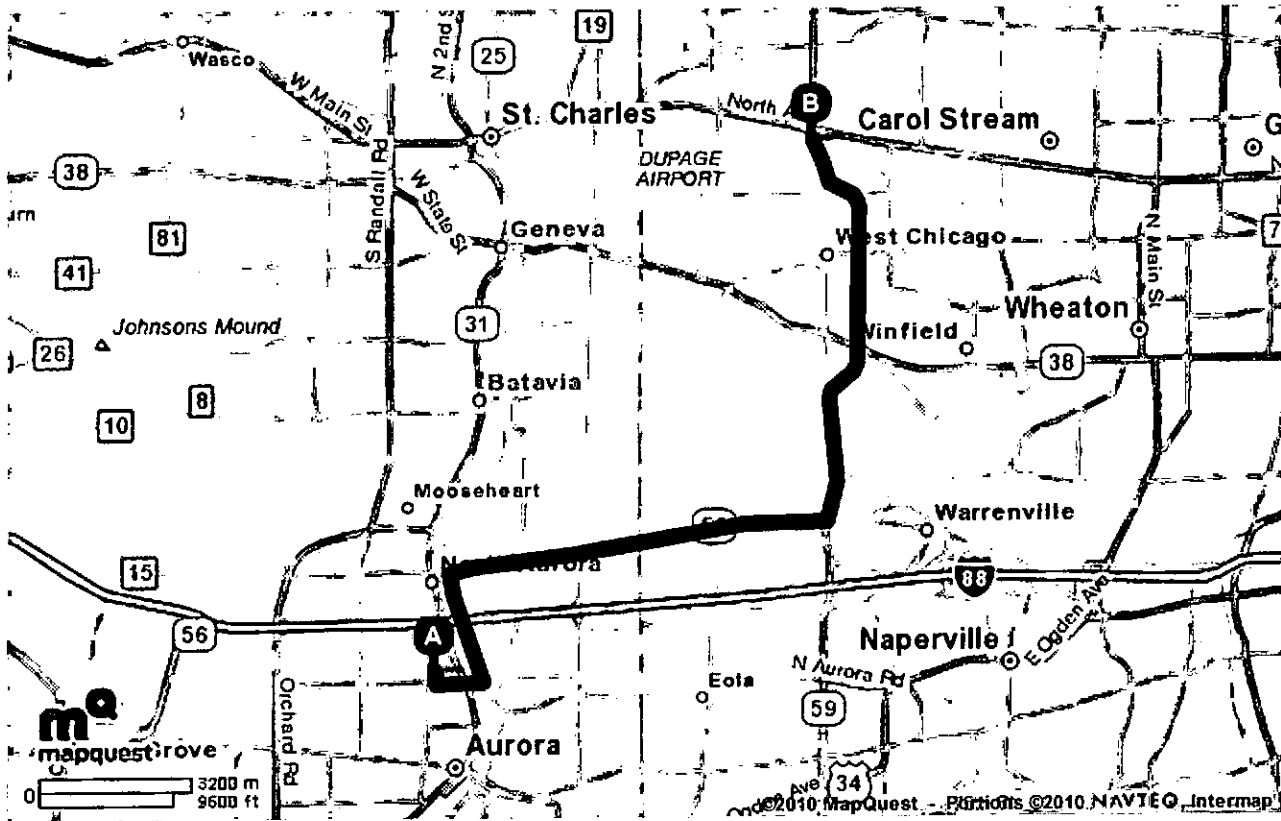
Notes

FMC-West Chicago

#6

Trip to:
1855 N Neltnor Blvd
West Chicago, IL 60185-5900
15.98 miles
25 minutes

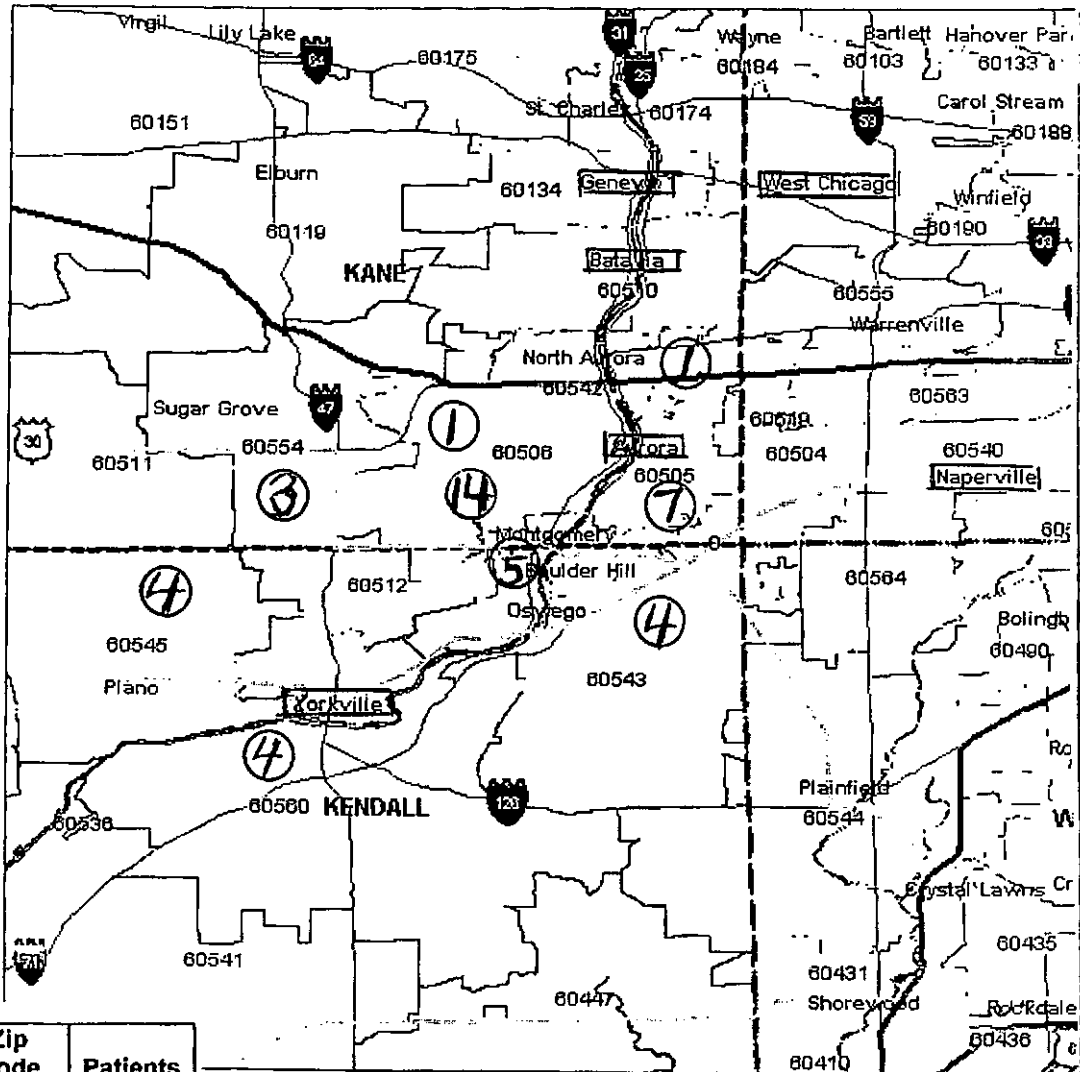
A	455 Mercy Ln, Aurora, IL 60506-2462	Miles Per Section	Miles Driven
●	1. Start out going SOUTH on MERCY LN toward W NEW INDIAN TRAIL CT.	go 0.2 mi	0.2 mi
↩	2. Turn LEFT onto W INDIAN TRL.	go 0.8 mi	1.0 mi
↩	3. Turn LEFT onto AURORA AVE / IL-25. Continue to follow IL-25. <i>IL-25 is 0.3 miles past N LAKE ST</i>	go 1.9 mi	2.9 mi
↪	4. Turn RIGHT onto BUTTERFIELD RD / IL-56. <i>BUTTERFIELD RD is 0.1 miles past E STATE ST</i>	go 6.2 mi	9.0 mi
↩	5. Turn LEFT onto IL-59. <i>IL-59 is just past BUTTERFIELD RD</i>	go 6.9 mi	16.0 mi
●	6. 1855 N NELTNOR BLVD. <i>Your destination is 0.1 miles past HERITAGE WOODS DR</i>	go 0.01 mi	16.0 mi
B	1855 N Neltnor Blvd, West Chicago, IL 60185-5900	16.0 mi	16.0 mi



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**PRE ESRD PATIENTS DR. DODHIA EXPECTS TO REFER TO AURORA
DIALYSIS CENTER IN THE NEXT 24 MONTHS**



Zip Code	Patients
60506	14
60505	7
60507	1
60538	5
60560	4
60543	4
60545	4
60554	3
60542	1
Total	43

SOURCE: FMC – Aurora CON application (#10-054), Page 40.