



**FRESENIUS
MEDICAL CARE**

August 3, 2015

RECEIVED

AUG 04 2015

**HEALTH FACILITIES &
SERVICES REVIEW BOARD**

Mike Constantino
Illinois Health Facilities & Services Review Board
525 West Jefferson, 2nd Floor
Springfield, IL 62761

Re: #15-036 Fresenius Medical Care Zion

Dear Mike:

Enclosed please find the hard copy with original signatures for Attachment 26b-3 for the above mentioned application.

Sincerely,

Lori Wright
Senior CON Specialist

NORTH SUBURBAN NEPHROLOGY

**1445 N. HUNT CLUB RD.
SUITE 201
GURNEE, IL 60031**

**TEL: 847-855-9152
FAX: 847-855-5215**

**W. GHANTOUS, MD, MPH
R. KHANNA, DO
O. DEGANI, MD
L. ROBERTS, M.S., PA-C**

July 28, 2015

Ms. Courtney Avery
Administrator
Illinois Health Facilities & Services Review Board
525 W. Jefferson St., 2nd Floor
Springfield, IL 62761

Dear Ms. Avery:

I am a nephrologist in practice with Nephrology Associates of Northern Illinois (NANI) and am the Medical Director of the Fresenius Antioch ESRD facility. My practice partners serve as Medical Directors of the Fresenius Round Lake, Gurnee, Waukegan Harbor and DaVita Waukegan facilities also located in Lake County and the Fresenius facility in McHenry. My practice was formerly North Suburban Nephrology (NSN) which served Lake County for over 35 years. This practice recently joined NANI to better extend our services to Lake County patients.

There has been a continual increase in the number of dialysis patients here prompting Fresenius Medical Care to expand some of the facilities in the area. They also recently opened the Waukegan Harbor facility to meet this demand. Even with these expansions I still find limits on referring options for my patients in the Zion area due to the high utilization at northeast Lake County facilities.

We were treating 165 hemodialysis patients at the end of 2012 and 190 at the end of 2013. In 2014 our 4-physician practice joined NANI. As a result we were treating 313 hemodialysis patients at the end of 2014 and 320 patients as of June 30, 2015. Over the past six months we have referred 52 new hemodialysis patients for services to area Lake County facilities.

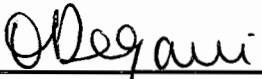
There are over 400 patients in our practice in various stages of chronic kidney failure that live in central and northeast Lake County. 164 of these patients live in Zion and the immediate surrounding area. Due to varying factors of disease progression and natural patient attrition, I expect approximately 69 of these patients would begin dialysis at the Zion facility in the first two years it is operating. The remaining patients would be referred to the other area facilities that are closer to their homes.

We have approximately 62 dialysis patients who live in the Zion area that are dialyzing at area over-utilized facilities. It is expected that there may be some patients who wish to transfer to the Zion facility once it opens, however it is still too early to identify those who actually will transfer. It is our desire that those transfers will open up access at the over-utilized facilities for our patients from those areas.

Given the increase of pre-ESRD patients in the Zion market and the high utilization at area clinics, I urge the Board to approve the Zion facility in order to provide ongoing access to dialysis services in Lake County. Thank you for your consideration.

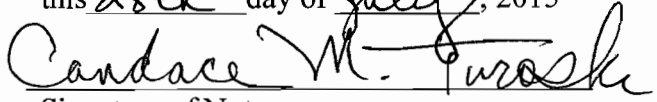
I attest to the fact that to the best of my knowledge, all the information contained in this letter is true and correct and that the projected referrals in this document were not used to support any other CON application.

Sincerely,


Omaima Degani, M.D.

Notarization:

Subscribed and sworn to before me
this 28th day of July, 2015


Signature of Notary

Seal

