



December 18, 2020

Courtney Avery, Administrator  
Illinois Health Facilities and Services Review Board  
525 West Jefferson, Second Floor  
Springfield, IL 62761

Dear Ms. Avery,

I am writing in support of Quincy Medical Group Hospital. The addition of the Quincy Medical Group hospital will allow for more competitive services and not just on a cost basis. As more services become available to choose from price plays a role but just as importantly healthcare quality and the way it is delivered improves. I believe both Blessing Hospital and Quincy Medical Group will continue to improve in all areas due to patients having a choice locally.

I have been Vice President of Human Resources for The Knapheide Manufacturing Company for 31 years. In 1991 I was a founding member of the first healthcare coalition in Quincy, IL. I know our employer coalition has had a positive impact on cost and quality of care. However, over the past 30 years we have been limited on what we can do because our employees and their families have not had options for hospital care in Quincy, IL causing out migration to other communities.

As we all know healthcare is a significant cost to the patient and to an employer. Knapheide operates in fifteen locations across the country and I can say when it comes to hospital costs Quincy is our highest cost center. I have personally communicated this to Blessing Hospital over these past 30 years.

Approximately two years ago Quincy Medical Group announced their ambulatory surgical center that Blessing opposed. It was stated that two surgical centers were not needed in Quincy. Once the Quincy Medical Group was approved for their surgical center Blessing began the process of building a second surgical center. They have announced pricing would go down 30%. I'm anxious to see if it actually does.

Knapheide has approximately 1300 employees in Quincy. In 2014 we started our own physician led primary clinic (the first clinic of this type in Quincy) that offers primary care, prescription drugs, and other services at no cost to our employees and families. It offers a much more personalized environment, quicker access, and services our employees enjoy and appreciate. When we opened our clinic both Quincy Medical Group and Blessing Hospital felt challenged and felt we would impact their primary care business levels. Both groups felt challenged by Knapheide's clinic and responded and began offering employer

clinics to local employers modeled after our concept. The result healthcare cost went down for other employers and the way primary care services were offered providing a higher satisfaction to their customers.

I view what Quincy Medical Group has proposed is much like our Knapheide clinic. Large enough to offer choice of care but isn't so large that it jeopardizes either provider group. In fact it will encourage patients to stay in Quincy. I have no doubt cost of healthcare will go down just as a new surgical center is doing and just like our primary clinic did six years ago.

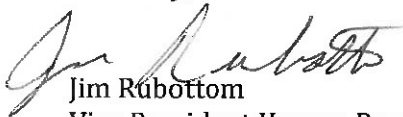
I strongly support Quincy Medical Group's hospital proposal. It is exciting to have a more personalized approach that I know works by Knapheide's experience and duplicated by Blessing and Quincy Medical Group. Also, it will not harm Blessing Hospital. They are a valued member of the healthcare community. Over the past few years they have expanded by acquisitions, new construction of physician buildings, employer clinics as I mentioned, a new surgical center, and in many other ways.

It is important that there is some balance in the community and quite honestly competition is needed for our community members who pay for the services. Knapheide is the leader in our industry. We are the dominant player in the truck equipment industry. However, every day we face new competition that makes us look at pricing, quality of products, on time delivery, ease of doing business with us, and how we provide the products and services. Our customers decide if we are successful or not.

Quincy Medical Group and Blessing Hospital are no different. Their customers should have the same opportunity our customer's do, choice. The expansion of hospital services as proposed by Quincy Medical Group will provide that opportunity. I have no doubt that the market place will reward both groups if they continue to improve in quality of care and costs. Out migration goes down and they will see an increase in in-migration from the three state region.

I ask that you approve Quincy Medical Group's Hospital proposal.

Sincerely,



Jim Rubottom  
Vice President Human Resources  
The Knapheide Manufacturing Company