



The Leading Customer-Driven Regional Broadline Foodservice Distributor

March 11, 2021

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

RE: Quincy Medical Group Hospital, Project #20-044

Dear Ms. Avery,

My name is Matt Ehrhart, and I am one of the owners of Kohl Wholesale along with my brothers Mark and Rick. Kohl Wholesale was started by our great-great grandfather who began his career in the grocer business in 1861. After 160 years of family ownership, we are proud to be a part of only 3% of family businesses operating beyond the 4th generation level.

We are deeply connected to the Quincy community. We are proud to serve our schools, nursing homes, restaurants, and hospitals with over 14,000 products. We also take community service to heart by supporting over 18 community agencies through company and employee involvement. We are a family business and, along with my two brothers, we employ over 400 employees in the Quincy area. Recognizing that our staff members are essential workers, Blessing held a clinic to vaccinate our employees against Covid-19. We are beyond thankful for this clinic so that we may safely continue to serve our communities.

Having a long-term community hospital like Blessing Hospital is essential to our success as an employer and to recruiting new employees to the region. Through Blessing's Be Well at Work program, we have been able to provide a dedicated primary care clinic which has allowed us to lower our healthcare costs through increased access to care, improved medical management of chronic conditions, and early detection of health issues.

Blessing's mission is to "Improve the Health of Our Communities" and that mission is delivered every day to everyone regardless of their ability to pay. Kohl Wholesale must get paid for the products we deliver and, many times, Blessing does not get adequately paid or not paid at all due to the fact that over 17,000 residents in our county depend



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on Medicaid. Blessing has a duty to care for all, and we are all better for it. The businesses who support a second hospital don't provide their products to the 17,000 Medicaid patients at a price that only covers 20% of their costs. Weakening Blessing Hospital from a stable health system to one that is losing money does no one any favors.

We encourage the Health Facilities Board to deny QMG's application for a second hospital.

Thank you for your consideration.

Sincerely,

Matt Ehrhart
President