

May 1, 2013



VIA FEDERAL EXPRESS

Mayor John E. Koniar
407 E. Laurel Avenue
P.O. Box 1750
Foley, AL 36536

Re: Letter of Support

Dear Mayor Koniar:

On behalf of Alacare Home Health & Hospice (Alacare), I am writing to express our appreciation to you for your consideration of support for Alacare's pending Certificate of Need (CON) application to open a home health office in Baldwin County.

As you may know, the current Alabama State Health Plan designates Baldwin County as being "underserved" in terms of home health care and, therefore, having an established need for an additional provider. As an existing provider via our contiguous county authority, we are able to provide limited service to Baldwin County from our Mobile office. However, we are seeking to open a local Baldwin County office to more efficiently meet the growing needs of the community.

The Alabama Administrative Code, which governs the CON submission process, states that "community reaction to the [application] should be considered" and instructs CON applicants to "submit endorsements from community officials and individuals expressing their reaction to the proposal." (Section 410-1-6-.06 (1)(f)). Therefore, we are reaching out to you in the event you would like to support our efforts.

Attached is a sample of some suggested wording that may assist you in drafting your letter. Please feel free to add any of your own language to the letter as well. We have enclosed two (2) envelopes for your convenience. Please send your original letter to the State Health Planning & Development Agency and a copy to Alacare for our records.

Again, we appreciate your support, and we look forward to having the opportunity to better meet the needs of Baldwin County's home health patients.

I have enclosed some general information about Alacare and our services. Should you have any questions for us, please feel free to contact Alacare's General Counsel/Corporate Compliance Officer, Nanette Heard, at 205-981-8600.

Sincerely,

A handwritten signature in black ink, appearing to read "John G. Beard".

John G. Beard, MBA/JD
President
Enclosures

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We're the people who CARE for you.™