

**PETITION FOR AN ADJUSTMENT TO THE NEED  
DETERMINATION FOR HOSPICE HOME CARE OFFICE NEED  
FOR DAVIDSON COUNTY**

**ATTACHMENT - Letters of Support**



# Davidson County Health Department



L. Layton Long, R.S., M.S.A.  
Health Director

Michael Garrison, MD  
Medical Director

Mark Davis, DDS  
Chair, Board of Health

July 29, 2008

Mr. Thomas J. Pulliam  
Chair, Long-Term and Behavioral Health Committee  
State Health Coordinating Council  
NC Department of Health and Human Services  
Medical Facilities Planning Section  
2714 Mail Center Service  
Raleigh, NC 27699-2714

RE: Petition of adjusted need determination

One of the many responsibilities of the Davidson County Health Department is to assure essential health services are provided to county residents. Quality hospice care is included among health services seen as essential to our residents and all necessary efforts to assure this service should be implemented and maintained. It is my understanding that a needs determination has recently been conducted by the Medical Facilities Planning Section (MFPS) for Davidson which could result in another hospice Certificate of Need (CON) being issued for the County. While I support any actions from your agency that helps to assure and sustain adequacy of hospice services for our County, I am concerned that the addition of another CON for hospice services may not be in the best interest of our residents. We currently have ten hospice agencies operating within our county borders providing both choice and competition; essential elements for assuring access and quality to our residents. According to recent data, Hospice of Davidson County provides hospice services to over half of all hospice patients in the county. Only two other agencies provided care to other than a very small number of residents; six agencies had less than ten patients. Given this fact, and the fact that I am not aware of any situations where any resident has been unable to access hospice services it is unclear how or why our county could be deemed in need of another hospice agency.

It is my understanding that Hospice of Davidson County has filed a petition requesting no additional hospice CON's for Davidson County. Hospice of Davidson County has received tremendous community support both financially and otherwise over the many years it has offered hospice services to the community and more recently in its efforts to construct an inpatient facility. This facility is now under construction and will be a valuable asset in meeting the hospice needs of our local residents well into the future. I am concerned that issuance of another CON would only serve to undermine the efforts of Hospice of Davidson County, and possibly other existing hospice agencies, without improving access or quality of hospice services to residents.

I urge you to give careful consideration to the petition submitted by Hospice of Davidson County and base decisions regarding CON issuance on local situations and needs first, rather than basing them solely on a generic formulary.

Sincerely,

A handwritten signature in black ink, appearing to read "L. Layton Long, Jr.", written over a white background.

L. Layton Long, Jr.



July 23, 2008

Mr. Thomas J. Pulliam  
Chair, Long-Term and Behavioral Health Committee  
State Health Coordinating Council  
N.C. Department of Health and Human Services  
Medical Facilities Planning Section  
2714 Mail Center Service  
Raleigh, NC 27699-2714

Re: Petition for Adjusted need determination for no Additional Hospice Home Care Agency in Davidson County in the Final 2009 SMFP

Dear Mr. Pulliam:

On behalf of Lexington Memorial Hospital (LMH), I am writing to support the adjusted need petition submitted by Hospice of Davidson County to eliminate the need determination for another hospice home care agency in Davidson County.

Our community is generously blessed with extensive and capable healthcare professionals and provider organizations. LMH works with government agencies and other provider organizations to insure that Davidson County residents have adequate access to high quality services across a wide spectrum of needs. Specific to hospice home care services, residents of our county have available to them numerous options. Currently, at least 10 hospice home care agencies are serving Davidson County residents. I don't see the need for a CON determination for another provider in Davidson County.

I know that cost of care is an important issue in society. Like other providers, LMH strives to be cost effective in the delivery of care. From my perspective, addition of another hospice home care agency is not a cost effective alternative. The infrastructure required to start up a new agency represents hundreds of thousands of dollars in salaries for administrative and support staff. With Hospice of Davidson and other providers already meeting the needs of Davidson County residents, establishment of another hospice home care agency is an unnecessary expense that is purely duplicative of the infrastructures and staff that currently exist.

Our facility cares for many patients with life-threatening conditions. I personally believe that Hospice of Davidson County has an excellent reputation in Davidson County for providing exceptional palliative and end-of-life care to local residents. Their developing inpatient facility will soon enhance this service by providing close-to-home inpatient and residential services for end-of-life patients whose care cannot be managed at home.

John A. Cashion, FACHE President

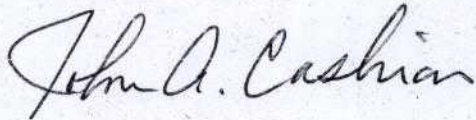


Charles W. Taylor Chairman-Board of Directors

We urge you to eliminate the need determination for another hospice home care agency. Davidson County is currently well served with many hospice home care options.

Thank you for your consideration of this letter of support. If you have questions or need further information, please let me know.

Sincerely,

A handwritten signature in cursive script that reads "John A. Cashion". The signature is written in dark ink and is positioned below the word "Sincerely,".

John A. Cashion  
President

# Thomasville) MEDICAL CENTER

*Remarkable People. Remarkable Medicine.*

July 28, 2008

Mr. Thomas J. Pulliam  
Chair, Long-Term and Behavioral Health Committee  
State Health Coordinating Council  
N.C. Department of Health and Human Services  
Medical Facilities Planning Section  
2714 Mail Center Service  
Raleigh, NC 27699-2714

Re: Petition for Adjusted need determination for no Additional Hospice Home Care Agency in Davidson County in the Final 2009 SMFP

Dear Mr. Pulliam:

On behalf of Thomasville Medical Center (TMC), I am writing to support the adjusted need petition submitted by Hospice of Davidson County to eliminate the need determination for another hospice home care agency in Davidson County.

Our community is generously blessed with extensive and capable healthcare professionals and provider organizations. TMC works with government agencies and other provider organizations to insure that Davidson County residents have adequate access to high quality services across a wide spectrum of needs. Specific to hospice home care services, residents of our county have available to them numerous options. Currently, at least 10 hospice home care agencies are serving Davidson County residents. I don't see the need for a CON determination for another provider in Davidson County.

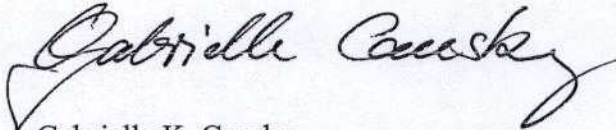
I know that cost of care is an important issue in society. Like other providers, TMC strives to be cost effective in the delivery of care. From my perspective, addition of another hospice home care agency is not a cost effective alternative. The infrastructure required to start up a new agency represents hundreds of thousands of dollars in salaries for administrative and support staff. With Hospice of Davidson and other providers already meeting the needs of Davidson County residents, establishment of another hospice home care agency is an unnecessary expense that is purely duplicative of the infrastructures and staff that currently exist.

Our facility cares for many patients with life-threatening conditions. I personally believe that Hospice of Davidson County has an excellent reputation in Davidson County for providing exceptional palliative and end-of-life care to local residents. Their developing inpatient facility will soon enhance this service by providing close-to-home inpatient and residential services for end-of-life patients whose care cannot be managed at home.

We urge you to eliminate the need determination for another hospice home care agency. Davidson County is currently well served with many hospice home care options.

Thank you for your consideration of this letter of support. If you have questions or need further information, please let me know.

Sincerely,

A handwritten signature in cursive script that reads "Gabrielle Causby". The signature is written in black ink and is positioned above the printed name and title.

Gabrielle K. Causby  
President

July 28, 2008

Mr. Thomas J. Pulliam  
Chair, Long-Term and Behavioral Health Committee  
State Health Coordinating Council  
N.C. Department of Health and Human Services  
Medical Facilities Planning Section  
2714 Mail Center Service  
Raleigh, NC 27699-2714

Re: Petition for Adjusted need determination for no Additional Hospice Home Care Agency in Davidson County in the Final 2009 SMFP

Dear Mr. Pulliam:

As a former board member and as a business man, I know that Hospice of Davidson County enjoys a wonderful reputation in this county.

Hospice of Davidson County has always had the philosophy of serving anyone, who wanted to be served, regardless of ability to pay. Hospice does not turn patients away that have a terminal illness. Hospice does believe in choice and feels that 10 hospices serving our county offers that choice. Sometimes many agencies can cause some confusion for patients/families.

In a depressed economy for our county, Hospice of Davidson County has been able to raise \$3.1 million dollars for their 12 bed inpatient facility that should be open by the end of this year. This shows the strong community support that they have. The facility is much needed in our county, and it will put a face on hospice services that we believe will lead to more citizens using hospice services. This has happened in other areas where inpatient facilities have been opened.

I personally believe that Hospice of Davidson County has an excellent reputation in Davidson County for providing exceptional palliative and end-of-life care to local residents. I urge you to eliminate the need determination for another hospice home care agency. This county is currently well served with many hospice home care options.

Thank you for your consideration of this letter of support. If you have question or need further information, please let me know.

Sincerely,

A handwritten signature in black ink, appearing to read "Hugh Holliman". The signature is written in a cursive style with a large initial "H" and a long, sweeping underline.

Hugh Holliman, Majority Leader, North Carolina House of Representatives





# United Way of Davidson County

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July 28, 2008

Mr. Thomas J. Pulliam  
Chair, Long-Term and Behavioral Health Committee  
State Health Coordinating Council  
N.C. Department of Health and Human Services  
Medical Facilities Planning Section  
2714 Mail Center Service  
Raleigh, NC 27699-2714

Re: Petition for Adjusted need determination for no Additional Hospice Home Care Agency in Davidson County in the Final 2009 SMFP

Dear Mr. Pulliam:

As the President of United Way of Davidson County and active in this community, I know that Hospice of Davidson County enjoys a wonderful reputation in this county.

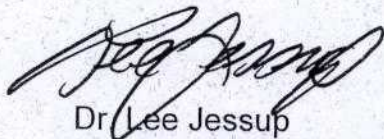
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I personally believe that Hospice of Davidson County has an excellent reputation in Davidson County for providing exceptional palliative and end-of-life care to local residents. I urge you to eliminate the need determination for another hospice home care agency. This county is currently well served with many hospice home care options.

Thank you for your consideration of this letter of support. If you have question or need further information, please let me know.

Sincerely,

A handwritten signature in black ink, appearing to read "Lee Jessup", written in a cursive style.

Dr. Lee Jessup  
President, United Way of Davidson County



*Hospice of Davidson County . . .  
We Make the Difference*

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*Ask for us by name – Your Hometown Hospice*

July 28, 2008

Mr. Thomas J. Pulliam  
Chair, Long-Term and Behavioral Health Committee  
State Health Coordinating Council  
N.C. Department of Health and Human Services  
Medical Facilities Planning Section  
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The board of directors is not only behind the inpatient facility, but they have agreed unanimously again to construct a new office building on the same 31 acres where the inpatient building is being constructed. We have always wanted enough staff to handle growth easily, and we have outgrown our current office. We see continued growth for our agency with the addition of these two facilities.



*HOSPICE of Davidson County, Inc.  
524 South State Street; P.O. Box 1941  
Lexington, North Carolina 27293-1941  
(336) 248-6185 or 1 (800) 768-4677 Fax: (336) 248-4574*





**HOSPICE**

*Hospice of Davidson County . . .  
We Make the Difference*

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*Ask for us by name – Your Hometown Hospice*

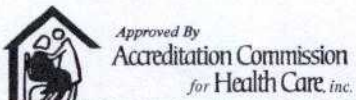
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Thank you for your consideration of this letter of support. If you have question or need further information, please let me know.

Sincerely,

*Barbara Smith*

Barbara Smith, Vice President, Lexington Memorial Hospital  
Board President, Hospice of Davidson County



*HOSPICE of Davidson County, Inc.  
524 South State Street; P.O. Box 1941  
Lexington, North Carolina 27293-1941  
(336) 248-6185 or 1 (800) 768-4677 Fax: (336) 248-4574*



July 28, 2008

Mr. Thomas J. Pulliam  
Chair, Long-Term and Behavioral Health Committee  
State Health Coordinating Council  
N.C. Department of Health and Human Services  
Medical Facilities Planning Section  
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Raleigh, NC 27699-2714

Re: Petition for Adjusted need determination for no Additional Hospice Home Care Agency in Davidson County in the Final 2009 SMFP

Dear Mr. Pulliam:

As a physician who takes care of many elderly patients, as well as patients with significant life threatening conditions, I am writing to support the adjusted need petition submitted by Hospice of Davidson County to eliminate the need determination for another hospice home care agency in Davidson County.

I am fully aware of the benefit of hospice services, and refer patients to Hospice of Davidson County, among other hospice providers. Hospice home care is certainly a vital service in Davidson County. However, the state-wide methodology is not applicable to Davidson County. The Proposed 2009 SMFP methodology incorporates state-wide assumptions regarding the percentage of deaths served by hospice agencies that is not representative of Davidson County.

Our community is generously blessed with extensive and capable healthcare professionals and provider organizations. Specific to hospice home care services, residents of our county have available to them numerous options. Currently, at least 10 hospice home care agencies are serving Davidson County residents. I don't see the need for a CON determination for another provider in Davidson County.

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Sincerely,

*Victor B. Farnah D.O.*

July 28, 2008

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Chair, Long-Term and Behavioral Health Committee  
State Health Coordinating Council  
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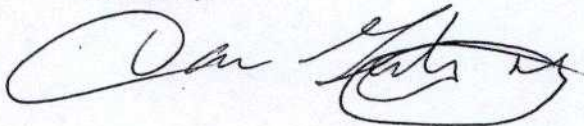
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Sincerely,

A handwritten signature in black ink, appearing to read "Dan Kelly", is written over a horizontal line.

July 28, 2008

Mr. Thomas J. Pulliam  
Chair, Long-Term and Behavioral Health Committee  
State Health Coordinating Council  
N.C. Department of Health and Human Services  
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Sincerely,

A handwritten signature in cursive script, appearing to read "Robert O'Connell". The signature is written in dark ink and is positioned below the typed name "Robert O'Connell".