



February 6, 2017

Mr. Richard Lawrence, Director  
Division of Licensing and Regulatory Services  
Department of Health and Human Services  
41 Anthony Avenue  
11 State House Station  
Augusta, Maine 04333-0011

RE: Bio-Medical Applications of Maine, Inc.  
Dialysis Facility  
Letter of Intent

Dear Mr. Lawrence,

On behalf Bio-Medical Applications of Maine, Inc. ("BMA"), please accept this letter of intent requesting a ruling from the Department regarding the applicability of the Certificate of Need Program to a proposed new Hemodialysis Facility.

BMA of Maine, Inc., a wholly owned subsidiary of Fresenius Medical Care, North America, is proposing to build and operate a 10 station Hemodialysis Facility to be located at 24 Summer Street, Gardiner, Kennebec County, ME. This facility will also include a Nocturnal Dialysis program and Home Therapies training and support. The facility will receive Medical Directorship services from Dr. DeSoi, an affiliated Nephrologist with Central Maine Nephrology.

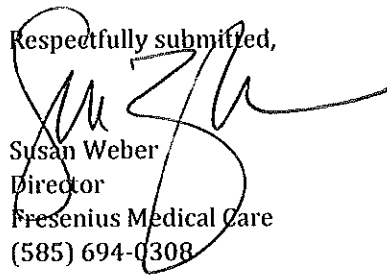
BMA currently owns and operates ten dialysis facilities in the State of Maine. Our two facilities that support the population in Kennebec County are BMA Lewiston a/k/a Lewiston/Auburn Dialysis Facility and FMC Dialysis Services Kennebec a/k/a Kennebec Kidney Center. These facilities are at 92% and 98% capacity respectively. The patient census in this area has been growing at a rate of 11.3% 2-year CAGR.

The estimated capital expenditure for the proposed project is \$1.4M. At year three (3) we are projecting 45% utilization and operating costs of \$1.2M.

BMA expects to submit its application for Certificate of Need, if required, on or about thirty (30) days after submission of this letter of intent. BMA requests a technical assistance meeting with the Department to receive guidance from the Department concerning the nature, extent, and format of the application, statistical data, and financial data required by the Department to evaluate the application.

Thank you in advance for your time and consideration of this project. We look forwarding to working with you.

Respectfully submitted,

  
Susan Weber  
Director  
Fresenius Medical Care  
(585) 694-0308