



**TENNESSEE**  
Quality**CARE**

— AN ADDUS HOMECARE COMPANY —

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# **TENNESSEE QUALITY CARE**

## **WEST TENNESSEE**

*Martin, Weakley County*

CN2402-004 | April 24, 2024

# EXPERIENCED TN PROVIDER

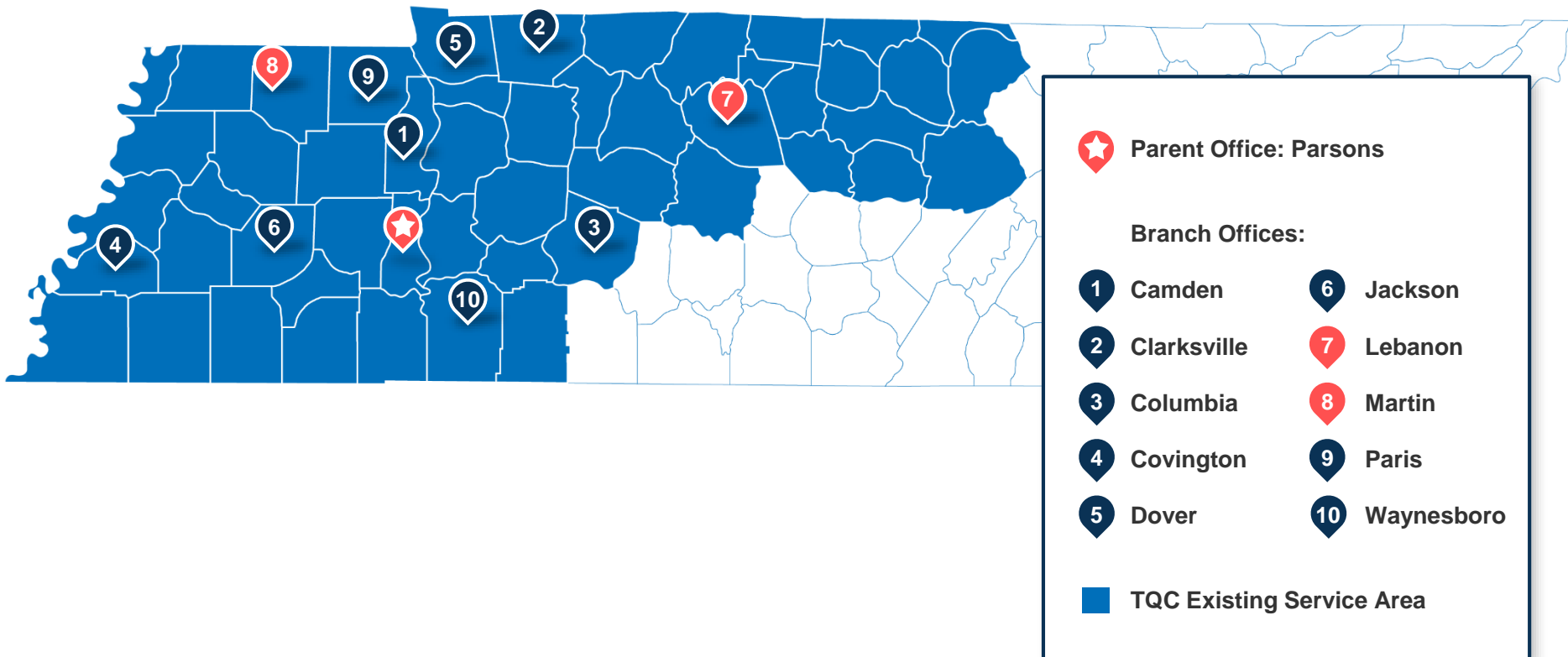


- Serving TN since 1984 – nearly **40 years** of home health experience.
- Since 2023, part of **Addus HomeCare** – national provider of home care and support services.
  - **40+ years** experience
  - **> 40,000** patients weekly
  - **210** locations, **22** states
- **Current Tennessee Operations**
  - **51-county** licensed service area.
  - 1 parent: Parsons, TN (Decatur Co.)
  - 10 branches statewide.
  - Provides traditional HH and private duty nursing services.
    - **4,978** patients
    - **~145,000** visits
    - **~280** employees

# CURRENT TN OPERATIONS



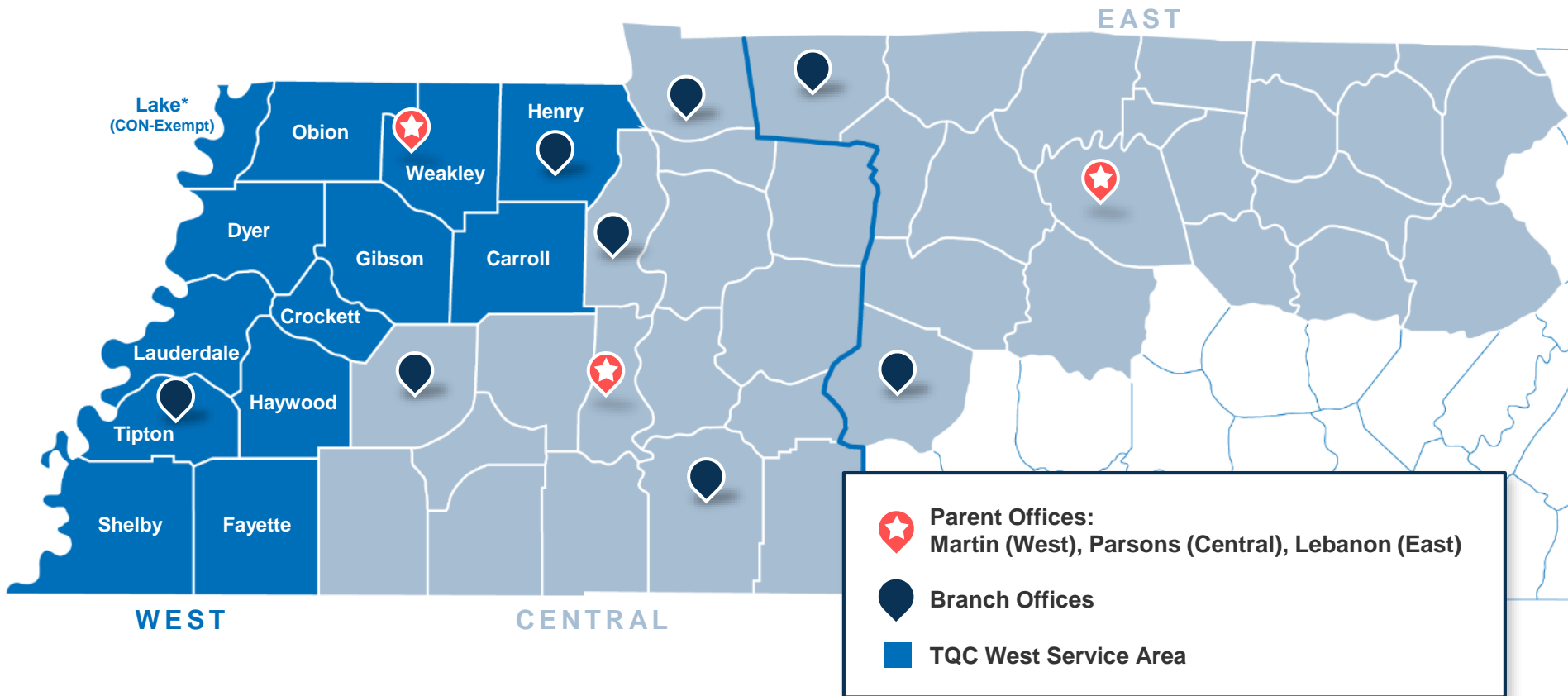
TQC is licensed to serve **51 counties** through **1 parent office** and **10 branch offices**.



# THE PROJECT



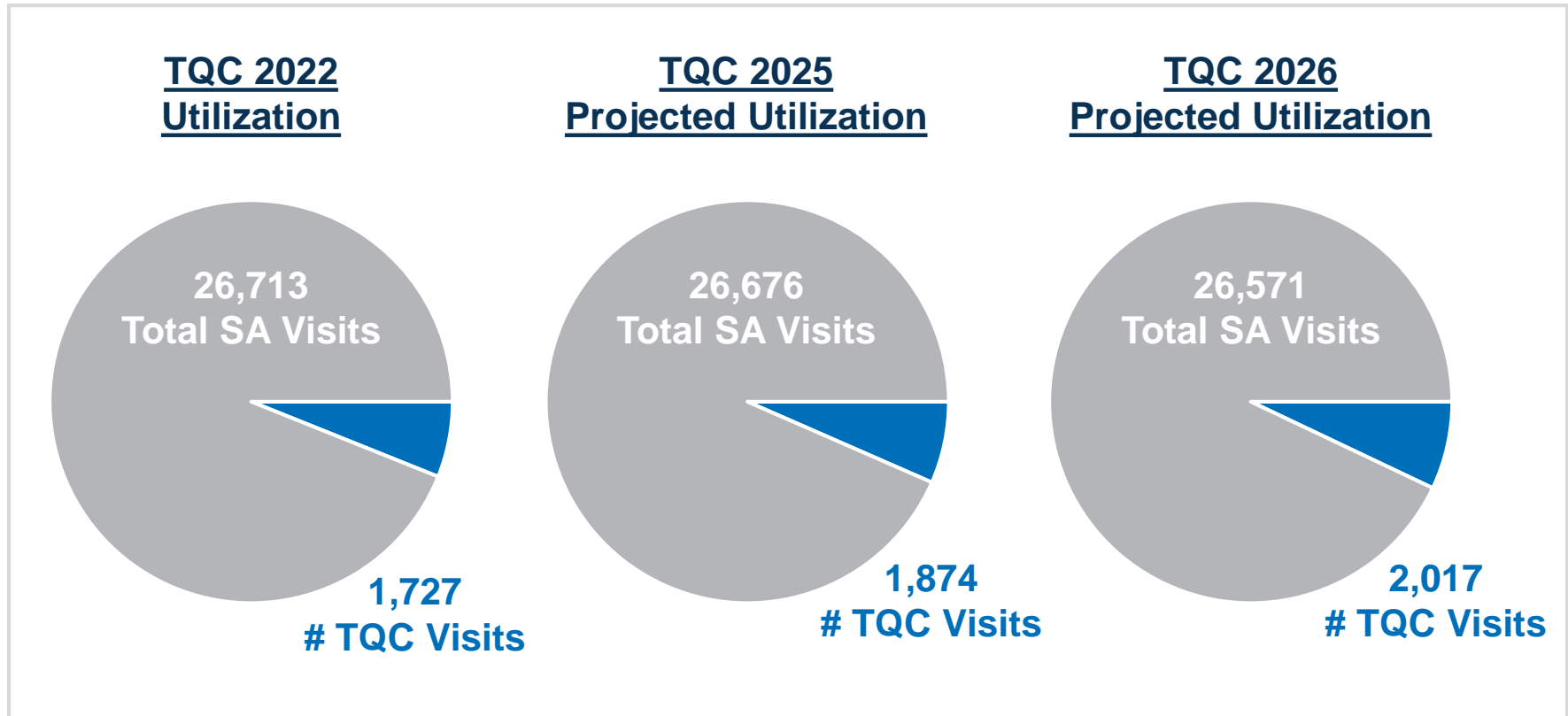
TQC West will remove a **13-county** service area in West Tennessee from TQC's **51-county** licensed service area.



# CLEAR NEED & NO HARM TO EXISTING HHAS



In 2025 and 2026, TQC West will continue to provide approximately **7%** of service area home health visits.



# STRONG PROVIDER SUPPORT



March 4th, 2024

Mr. Logan Grant  
Executive Director  
Tennessee Health Facilities Commission  
502 Denderick St., Andrew Jackson Building, 9th Floor  
Nashville, TN 37243

Re: Tennessee Valley Home Care, LLC d/b/a Tennessee Quality Need Project

Dear Mr. Grant:

As Administrator of Unity Psychiatric Care ("UPC") in Martin, I write to express our strong support for Tennessee Valley Home Care's ("Tennessee Quality") application to establish a parent home health agency in Martin, Tennessee.

UPC is a 16-bed inpatient mental health facility providing short-term treatment for serious mental health symptoms and behavioral health issues linked to a range of complex care needs, and we strive to deliver care that allows patient lives as quickly as possible. This requires specialized treatment plans that offer services, medication and other types of therapy. We cannot provide this high level of Tennessee Quality Care. I know this not only as someone who has worked alone over 18 years in my role at UPC but also as a resident of our community.

Across the country, access to mental health services is inadequate. This is West Tennessee that our facility serves. Tennessee Quality Care is one of our region with the staff and resources necessary to provide quality psychiatric care. A location in Martin will only enhance this proven ability, and I urge the approval of your proposed project.

Sincerely,

Carrie Brawley  
Administrator

P.O. Box 1006 • 458 Hannings Lane • Martin, TN 38237 • P: 731-588



March 7, 2024

Mr. Logan Grant  
Executive Director  
Tennessee Health Facilities Commission  
502 Denderick St., Andrew Jackson Building, 9th Floor  
Nashville, TN 37243

Re: Tennessee Valley Home Care, LLC d/b/a Tennessee Quality 2402-004

Dear Mr. Grant:

American Health Partners ("AHP") and its various Tennessee divisions, its Communities and Unity Psychiatric Care, strongly support Tennessee Quality Care's project to establish parent home health agencies in Lebanon and Martin, Tennessee.

Through our family of six divisions, our organization furnishes a wide array of services to our patients. In Tennessee, we operate a comprehensive network of skilled nursing facilities and specialty psychiatric hospitals, many of which are located in TQC. We depend on TQC to meet the specialized care needs of our patients, particularly in various care settings. TQC is a critical component of our patients' care continuum and we are pleased to have patients achieve improved clinical outcomes.

Like AHP, TQC is well-equipped to care for patients in underserved and high-need areas across the state. At the same time, we know firsthand the administrative and operational challenges with fulfilling this important mission. With two new parent offices in Lebanon and Martin, we are better positioned to deliver its high quality home health services to patients statewide.

AHP looks forward to continuing to work with TQC and urges the Health Facilities Commission to approve its certificate of need applications.

Sincerely,

Robin Bradley  
Chief Operating Officer



March 4, 2024

Mr. Logan Grant  
Executive Director  
Tennessee Health Facilities Commission  
502 Denderick St., Andrew Jackson Building, 9th Floor  
Nashville, TN 37243

Re: Tennessee Valley Home Care, LLC d/b/a Tennessee Quality Home Care CON Project

Dear Mr. Grant,

I am Jennifer Conner, and I currently serve as Administrator at Weakley County Rehabilitation & Nursing Center in Dresden, Tennessee. Our facility and our patients have long relied on Tennessee Valley Home Care ("TQC"), and we write to express our support for its application for a certificate of need project to establish a parent home health office location in Martin, Tennessee.

Our organization has been a healthcare provider in Weakley County and the surrounding counties in Northwest Tennessee since the mid-1800s. Today, our mission remains being a positive partner to elderly patients in our community who need comprehensive long-term care and rehabilitation services, including physical, occupational and speech therapy. TQC and its caring staff are critical to this mission, delivering high quality home health services, as well as private duty nursing services to our patients.

At Weakley County Rehabilitation & Nursing Center, we want patients to receive the care they need to maintain their dignity and a sense of independent living for as long as possible. We could not do this as effectively without TQC, and we urge the Health Facilities Commission to approve its project to better serve patients in Weakley and the surrounding counties.

Sincerely,

Jennifer Conner  
Administrator

***"[O]ur mission remains being a positive partner to elderly patients in our community who need comprehensive long-term care and rehabilitation services .... TQC and its caring staff are critical to this mission ...."***



Weakley County  
Rehabilitation & Nursing Center

Jennifer Conner  
Administrator

# STRONG PROVIDER SUPPORT



*Anna K Hopla MD*  
Anna Hopla, MD

*Amiee Stooksberry NP*  
Amiee Stooksberry, NP

Anna Kristine Hopla, M.D., F.A.C.P.  
• INTERNAL MEDICINE • NEPHROLOGY • HYPERTENSION •  
148 Mount Pella Road Phone (731) 200-0365  
Martin, TN 38237 Fax (731) 200-0366

March 4, 2024

Mr. Logan Grant  
Executive Director  
Tennessee Health Facilities Commission  
502 Deaderick St., Andrew Jackson Building, 9th Floor  
Nashville, TN 37243

Re: Tennessee Valley Home Care, LLC  
CON Project

Dear Mr. Grant:

As a longtime nephrologist practicing in Tennessee Valley Home Care ("TQC") seeks to serve, I write this letter in support of your application to establish a parent home care organization in the region.

I have worked as a physician in the greater Nashville area for over 15 years and operate three clinics in Martin, Union City and Paducah, KY. I frequently coordinate with local nephrologists to ensure my patients receive the care management and oversight they need, and this can be very challenging, frequently leaving patients with fragmented care.

Access to comprehensive home health services in the region offers helps patients not only avoid unnecessary, costly trips to the hospital but also improves their day-to-day quality of life. Patients and healthcare providers in our region already depend on TQC and are certain to benefit from its proposed Martin parent office. I urge the Commission to approve TQC's certificate of need, allowing it to fulfill its ongoing mission to serve patients in our region.

Sincerely,  
*Anna K Hopla MD*  
Anna Hopla, MD

**"Patients and healthcare providers in our region already depend on TQC and are certain to benefit from its proposed Martin parent office."**

**"Tennessee Quality Care's home health services are especially critical to care management and achievement of the best possible health outcomes."**

West Tennessee Medical Group  
Primary Care Martin

March 4, 2024

Mr. Logan Grant  
Executive Director  
Tennessee Health Facilities Commission  
502 Deaderick St., Andrew Jackson Building, 9th Floor  
Nashville, TN 37243

Re: Tennessee Valley Home Care, LLC d/b/a Tennessee Quality Care -  
Home Health - Martin Certificate of Need Project

Dear Mr. Grant:

My name is Amiee Stooksberry, and I am a nurse practitioner specializing in family medicine and primary care at West Tennessee Medical Group in Martin, Tennessee. I am writing to express my strong support for Tennessee Valley Home Care's ("Tennessee Quality Care") certificate of need application to establish a parent home health agency in Martin.

As a healthcare provider serving patients in Martin and the surrounding areas for over 18 years, I have frequently worked alongside Tennessee Quality Care and its staff in caring for my patients. Through this work, I know firsthand the essential home health services Tennessee Quality Care provides to our community, and I am certain its creation of a parent office in Martin will only enhance its proven commitment to treating this area's rural patient population.

Like Tennessee Quality Care, our practice frequently serves patients facing severe challenges in accessing necessary medical care. This is especially true for homebound patients in our community who struggle to travel to care providers. Under these circumstances, Tennessee Quality Care's home health services are critical to care management and achievement of the best possible health outcomes.

Patients in Martin and the surrounding areas have long relied on Tennessee Quality Care's services, and I urge the Tennessee Health Facilities Commission to approve this project and allow Tennessee Quality Care to continue to serve our community.

Sincerely,  
*Amiee Stooksberry NP*  
Amiee Stooksberry, NP

143 Kennedy Drive • Martin, TN 38237 • (731) 587-5321

# MAJOR CONSUMER BENEFITS



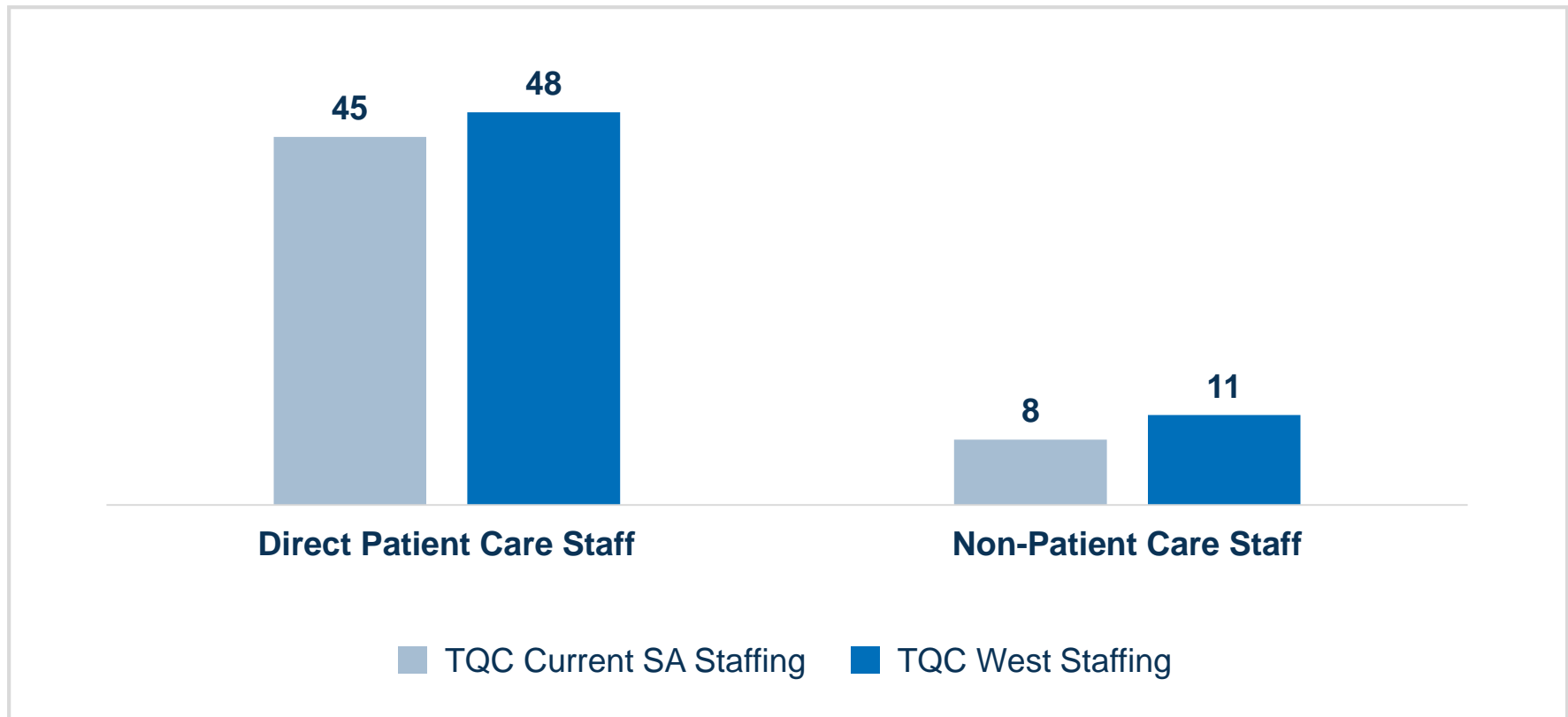
- Improved **access** for vulnerable patient populations:
  - Rural patients
  - Patients ≥ 65
  - Veterans
  - Private duty patients
- Committed to serving **all patients**.
- More **timely** specialized care, leading to **improved health outcomes**.
  - Deep understanding of service area patients' needs.
- More targeted **local outreach** efforts and enhanced **care coordination**.
- More efficient use of **existing staffing resources**.
- **Competitive charges** for patients and payors.



# IMPROVED STAFFING RESOURCES



TQC West will add **6 employees** to the 13-county West Tennessee region, increasing the total number of service area TQC employees to **59**.



# COMMITTED TO QUALITY



- Seeking HFC licensure.
- Seeking **Medicare/TennCare** certification.
- Seeking **Joint Commission** accreditation.
  - TQC Parsons holds **Joint Commission Gold Seal of Approval**.
- Significant investment in care-focused software and technology.
- Integrated with Addus's **comprehensive operational infrastructure**.
  - Robust quality-focused policies and procedures.
  - Highly qualified personnel.
- Greater administrative oversight and staff supervision.
  - Enhanced focus on clinical competencies and training.





**TENNESSEE**  
Quality**CARE**

— AN ADDUS HOMECARE COMPANY —

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# APPENDIX

# PROJECTED UTILIZATION



TQC West 2026 Projected Utilization by Service Area County		
County	# of Patients	% of Projected Visits
Carroll	150	7%
Crockett	25	1%
Dyer	53	3%
Fayette	58	3%
Gibson	167	8%
Haywood	47	2%
Henry	259	13%
Lake* (CON-exempt)	24	1%
Lauderdale	69	3%
Obion	134	7%
Shelby	643	32%
Tipton	134	7%
Weakley	254	13%
<b>Service Area Total</b>	<b>2,017</b>	<b>100%</b>

Source: CON Application, Table 6N-8R.