

**From:** [REDACTED]  
**To:** [REDACTED]  
**Cc:** [REDACTED]  
**Subject:** Re: Feels Like Oh Yeah  
**Date:** Tuesday, August 31, 2021 8:12:50 AM  
**Attachments:** [LOI projected costs Feel Like Oh Yeah LLC - 1 VT location only.xlsx](#)

---

EXTERNAL SENDER: Do not open attachments or click on links unless you recognize and trust the sender.

Donna,

Attached is the spreadsheet and information the Green Mountain Care Board requested on our project. Please note that in reviewing and refining these numbers there are some minor adjustments in the final totals. The spreadsheet contains all the expected capitalization expenses as well as other start-up costs. There is also a tab for the personnel need to run the business.

As is the franchise model, our QC Kinetix office is planning on being open typically one day per week and all the employees will be part time.

These are our best estimates of costs based on the franchise pre-purchase discussions with QC Kinetix and our review of their Franchise Disclosure Document. Other detailed information would not be available to us until after we sign on as a franchise, and our ability to do that can only come after we are assured we can open up a location in Vermont. Hence the request for jurisdictional determination from the GMCB.

Thank you for expediting this decision. We look forward to hearing back from the Board.

Regards,

Tom Lee  
Feel Like Oh Yeah LLC

[REDACTED]

> On Aug 30, 2021, at 11:37 AM, Jerry, Donna <Donna.Jerry@vermont.gov> wrote:

>

> <20210830\_Q001 for JD.pdf>

## **Green Mountain Care Board**

### **Instructions for completing the cost worksheets:**

Please use the worksheet that applies to your project.

Please enter data and information ONLY in the green highlighted cells in the Project & Operating Costs and Equipment Costs worksheets.

***If you need to include more line items, please list additional items under "Other (specify)" and include dollar amounts.***

If you have any questions, please contact Donna Jerry at 802-828-2918 or e-mail [donna.jerry@vermont.gov](mailto:donna.jerry@vermont.gov).

**Project & Operating Costs**

<b>Name of Project:</b>	Chitenden County pain medicine clinic
<b>Name of Organization</b>	Feel Like Oh Yeah, LLC (under the brand QC Kinetix)

<b>Project Costs:</b>	Year one of Proj (12 mos) - Pre-opening	Year 2 (12 mos)	Year 3 (12 mos)
<b>Construction Costs</b>			
Renovation	\$35,000	\$0	\$0
Signage	\$2,000	\$0	\$0
Fixed Equipment		\$0	\$0
Centrifuges	\$3,300		
Class IV Laser	\$5,000		
Hand held Ultrasound	\$2,200		
Computers	\$5,000		
Construction Project Management Fee	\$6,000	\$0	\$0
Other (please specify):	\$0	\$0	\$0
Franchise fee	\$50,000	\$0	\$0
<b>Subtotal</b>	<b>\$ 108,500.00</b>	<b>\$ -</b>	<b>\$ -</b>

Initial fee paid at inception

**Related Project Costs**

Furnishings, Fixtures & Other Equip.	\$10,500	\$0	\$0
Architectural/Engineering Fees/Prof Fee	\$4,350	\$0	\$0
Initial Training Expense	\$9,000	\$0	\$0
Computer software, EMR set up	\$3,230	\$0	\$0
Administrative Expenses & Permits	\$1,000	\$0	\$0
<b>Total Debt Financing Expenses (see below)</b>	<b>\$2,000</b>	<b>\$0</b>	<b>\$0</b>
Working Capital	\$75,000	\$0	\$0
Utility and Security Deposits	\$7,500	\$0	\$0
Initial supplies	\$2,500	\$0	\$0
<b>Subtotal</b>	<b>\$113,080</b>	<b>\$0</b>	<b>\$0</b>

For out-of-state training  
QB Online, Salesforce, Practice Fusion, Fran Connect

primarily for salaries and advertising

<b>Total Project Costs</b>	<b>\$ 221,580.00</b>	<b>\$ -</b>	<b>\$ -</b>
----------------------------	----------------------	-------------	-------------

<b>Debt Financing Expenses</b>			
Capital Interest	\$2,000	\$0	\$0
<b>Subtotal</b>	<b>\$2,000</b>	<b>\$0</b>	<b>\$0</b>
<b>Less Interest Earnings on Funds</b>			
Other (specify):	\$0	\$0	\$0
<b>Subtotal</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Total Debt Financing Expenses</b>	<b>\$2,000</b>	<b>\$0</b>	<b>\$0</b>
<i>feeds to Debt Financing Expenses above</i>			

<b>Project &amp; Operating Costs</b>	
<b>Name of Project:</b>	Chitenden County pain medicine clinic
<b>Name of Organization</b>	Feel Like Oh Yeah, LLC (under the brand QC Kinetix)

<b>Operating Costs (expenses):</b>	Year one of Proj (12 mos)	Year 2 (12 mos)	Year 3 (12 mos)
<b>Staffing Expenses</b>			
Salaries - for anticipated part time hours worked			
Nurse Practitioner	\$52,000	\$52,000	\$52,000
Phlebotomist/CMA	\$15,000	\$15,000	\$15,000
Patient Consultant	\$45,000	\$45,000	\$45,000
Receptionist	\$10,000	\$10,000	\$10,000
Call Center Rep	\$18,000	\$18,000	\$18,000
Member/Managers	\$0	\$0	\$0
Fringe Benefits	\$3,000	\$3,000	\$3,000
Professional Insurance	\$24,000	\$24,000	\$24,000
Staff Travel	\$2,500	\$2,500	\$2,500
Subscriptions/Dues/Royalties	\$40,000	\$50,000	\$50,000
Other (specify):	\$0	\$0	\$0
<b>Operation Expenses</b>			
Supplies/printing	\$1,500	\$1,500	\$1,500
Advertising/Marketing	\$180,000	\$225,000	\$225,000
Rent/Lease Expense/Snow removal/Upkeep	\$24,000	\$24,000	\$24,000
Utilities/Telephone Expenses	\$3,000	\$3,000	\$3,000
Computer/hardware/Software	\$2,000	\$2,000	\$2,000
Billing Services, Credit Card fees	\$2,000	\$2,000	\$2,000
Legal and Accounting fees	\$1,000	\$1,000	\$1,000
<b>Total Operating Costs:</b>	<b>\$ 423,000.00</b>	<b>\$ 478,000.00</b>	<b>\$ 478,000.00</b>

for out-of-state training

per terms of eventual lease

***First year of Operating costs are from first month of revenue.  
First year Project Costs are PRE-Opening (before operations start)***

Paid position	Service provided	Level of Provider and Qualification	Number of people	FTE	Location	Notes
Nurse Practitioner and Medical Director	Develop patient plan; process blood according to QC Kinetix system; administer processed blood to patient according to plan.	Advance Practice Registered Nurse	1	0.25	Outpatient care on-site	
Assistant	Blood draws and processing	Phlebotomist, or Certified Medical Assistant (CMA)	1	0.2	Outpatient care on-site	
Patient Consultant	Administrative. Consulting on treatment plans and options.	Non-medical	1	0.25	On-site	
Receptionist	Administrative. Meet and greet, answer phones, filing, etc	Non-medical	1	0.2	On-site	
Call Center Rep	Administrative. Fields initial inquiries and sets appointments.	Non-medical	1	0.5	Off-site	This is a QC Kinetix franchise corp employee, paid by QCK, under their supervision, but charged to Feel Like Oh Yeah LLC.
Managers - Tom and Stacy Lee	LLC Managers providing service in accordance to relevant statues and LLC operating agreement.	Non-medical	2	0	Off-site	
Member - Tom Lee	Ownership interest in Feel Like Oh Yeah LLC. Exercising members rights and duties in accordance with relevant statutes and LLC operating agreement.	Non-medical	1	0	Off-site	