

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.

Project & Operating Costs	
Name of Project:	Chittenden County pain medicine clinic
Name of Organization	Feel Like Oh Yeah, LLC (under the brand QC Kinetix)

No capitalization costs as start up costs are expected to be taken as operating loss

Operating Costs (expenses):	Year one of Proj (12 mos)	Year 2 (12 mos)	Year 3 (12 mos)	
Franchise fee	\$50,000	\$0	\$0	Initial fee paid at inception
Construction Costs				
Renovation	\$35,000	\$0	\$0	
Signage	\$2,000	\$0	\$0	
Fixed Equipment		\$0	\$0	
Centrifuges	\$3,300	\$0	\$0	
Class IV Laser	\$5,000	\$0	\$0	
Hand held Ultrasound	\$2,200	\$0	\$0	
Computers	\$5,000	\$0	\$0	
Construction Project Management Fee	\$6,000	\$0	\$0	
Other (please specify):	\$0	\$0	\$0	
Related Project Costs				
Furnishings, Fixtures & Other Equip.	\$10,500	\$0	\$0	
Architectural/Engineering Fees/Prof Fee	\$4,350	\$0	\$0	
Administrative Expenses & Permits	\$1,000	\$0	\$0	
Interest	\$2,000	\$1,000	\$0	
Utility and Security Deposits	\$7,500	\$0	\$0	
Staffing Expenses				
Salaries - for anticipated part time hours worked				
Nurse Practitioner	\$26,000	\$52,000	\$52,000	
Phlebotomist/CMA	\$7,500	\$15,000	\$15,000	
Patient Consultant	\$22,500	\$45,000	\$45,000	
Receptionist	\$5,000	\$10,000	\$10,000	
Call Center Rep	\$9,000	\$18,000	\$18,000	
Member/Managers	\$0	\$0	\$0	
Fringe Benefits	\$1,500	\$3,000	\$3,000	
Professional Insurance	\$12,000	\$24,000	\$24,000	
Staff Travel and training	\$10,250	\$2,500	\$2,500	for out-of-state training
Subscriptions/Dues/Royalties	\$20,000	\$50,000	\$50,000	
Other (specify):	\$0	\$0	\$0	
Operation Expenses				
Supplies/printing	\$3,250	\$1,500	\$1,500	
Advertising/Marketing	\$90,000	\$202,500	\$225,000	
Rent/Lease Expense/Snow removal/Upkeep	\$24,000	\$24,000	\$24,000	per terms of eventual lease
Utilities/Telephone Expenses	\$1,500	\$3,000	\$3,000	
Computer/hardware/Software/EMR	\$4,230	\$2,000	\$2,000	QB Online, Salesforce, Practice Fusion, Fran Coni
Billing Services, Credit Card fees	\$1,000	\$2,000	\$2,000	
Legal and Accounting fees	\$500	\$1,000	\$1,000	
Total Operating Costs:	\$372,080	\$456,500	\$478,000	

First year of Operating costs are from first month of expense.
With September 2021 GMCB ruling of no jurisdiction the first expense will be October 2021

Year 1: October 2021-September 2022
 Year 2: October 2022-September 2023
 Year 3: October 2023-September 2024

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	