

**SENT ELECTRONICALLY**

September 10, 2021

Mr. Tom Lee  
Feel Like Oh Yeah  
29 Stevensville Rd.  
Underhill, VT 05489

**RE: Docket No. GMCB-017-21con, Feel Like Oh Yeah, Proposed QC Kinetix Outlet, Concierge Pain Medicine Clinic in Chittenden County.**

Dear Mr. Lee:

Thank you for your new revised letter dated August 20, 2021 (which supersedes the original letter dated June 16, 2021) requesting a jurisdictional determination, and your September 9, 2021, submission of the corrected spreadsheet for annual operating expenses and capital costs for the proposed QC Kinetix Outlet, an outpatient concierge pain medicine clinic to be located in Chittenden County. Your letter represents that QC Kinetix system begins with a blood draw from the patient, performed by a staff phlebotomist or certified medical assistant, the blood is then processed using the QC Kinetix system and returned to the patient's body by an injection to the treatment region. The treatments can be used locally for musculoskeletal injections but are not used for systemic diseases.

Your letter also represents that Feel Like Oh Yeah, LLC, a Vermont business entity, is entering into a franchise agreement with QC Franchise Group, LLC, a South Carolina limited liability company. You also represent that QC Kinetix franchises operate on a cash only billing basis and do not bill any insurance as services are not covered by Medicare nor insurance companies.

The letter states that the service area includes 17 counties, including 12 in Vermont, 3 in New York, and 2 in New Hampshire. You have stated that although the marketing area may be broader, you expect most clients will reside in Chittenden, Grand Isle, Franklin, Lamoille, Washington, and Addison counties in Vermont, and Essex, Clinton, and Franklin counties in New York.

The financial spreadsheets submitted on September 9, 2021 represent there will be no capital costs associated with the proposed project. The annual operating expense spreadsheet submitted on September 9, 2021, represents that the total annual operating expenses are projected to be \$372,080 for year 1 (October 2021-September 2022); \$456,500 for year 2 (October 2022-September 2023); and \$478,000 for year 3 (October 2023-September 2024).



Based on the representations contained in the documents you have submitted, the project is not subject to certificate of need (CON) review under 18 V.S.A. § 9434(a)(5) at this time. However, the Green Mountain Care Board requests that each year for the first three years of operation, Feel Like Oh Yeah, LLC submit spreadsheets that show both the projected and actual annual operating expenses and capital costs using the same format and line items as in the spreadsheets submitted September 9, 2021 (with any additional line items added).

As you proceed with developing and implementing this project, if there are any changes in type, scope or cost of the project (including, but not limited to, increases in annual operating expenses, days and/or hours of operation, changes in services/programs offered, the number and/or type of staff, equipment purchased or leased, or the business location etc.), please contact the Board immediately so we may determine whether any further process is necessary. Failure to do so as required by Green Mountain Care Board Rule 4.301(4) may result in sanctions, as specified in 8 V.S.A. § 9445.

If you have further questions, please do not hesitate to contact me at 802-760-8162.

Sincerely,

s/ Donna Jerry

Donna Jerry, Senior Health Policy Analyst  
Green Mountain Care Board

cc: Michael Barber, GMCB General Counsel