



M. H. WEST & CO., INC.

COPN REVIEW CYCLE UPDATES

May 2006

Please see the following chart for upcoming deadlines associated with the filing and review of COPN applications in the Commonwealth of Virginia. **M. H. West & Co., Inc. (WEST)** invites you to use its business analysts and consultants to help you comply with the Commonwealth's COPN program requirements. **WEST** has a track record in assisting medical care facilities and interested parties to navigate successfully certificate of public need requirements. **WEST's history with the COPN Program began in 1979 when the company's owner, Marilyn H. West, served as the director of the program. During her tenure from 1979 to 1991, she also served as the program's sole administrative hearing officer for contested projects.**

WEST is prepared to work with you through one or more of the following options and it now has access to legal capability to enhance its services to you:

- Pre-COPN Application Filing Work such as Identification/Evaluation of Factors Impacting Project
- Application Preparation and Filing
- Board and Public Hearing Presentation Development
- Representation at Public Hearings and Board Meetings
- Brainstorming Strategies to Oppose Competitor Projects
- Support for Administrative Hearings (Informal, Fact-finding Conferences)

WEST will work with your in-house staff or other consultants to develop a competitive application that responds to relevant application questions need determinants and the State Medical Facilities Plan. Call Marilyn toll free at **1.888.WEST904** to find out how you can **Win with WEST** in your medical care facility project development and implementation.

BATCH GROUP A: General Hospitals, Obstetrical Services, Neonatal Special Care Services

The Letter of Intent (LOI) for Batch Group A is due on **Thursday, June 1** for medical rehab beds and services. The Application filing deadline is **Monday, July 3, 2006**. Letters of Intent and Applications must be received by both the regional health planning agency and the COPN Office not later than the established deadlines.

THE NEXT REVIEW CYCLE IS BATCH GROUP B/G – (B) Open Heart Surgery, Cardiac Catheterization, Ambulatory Surgery Centers, Operating Room Additions, and Transplant Services and (G) Nursing Home Beds and Nursing Home Capital Expenditures. (LOI – July 3 and Application Filing – August 1)

OTHER KEY DATES FOR APPLICATIONS FILED IN BATCH GROUP A

EVENT	DEADLINE
<i>Letter of Intent</i>	June 1
<i>Responses to LOI by Competitors/ Other Interested Parties</i>	Within 10 Days of the first LOI filing
<i>Application Filing</i>	July 3*
<i>COPN Issues Review for Completeness</i>	July 11
<i>Responses to Questions Due</i>	August 7
<i>Review Cycle Begins</i>	August 10
<i>RHPA Review Complete</i>	October 9
<i>RHPA Report / DCOPN Review Due</i>	October 19
<i>IFFC Scheduled Between</i>	October 29-November 8
<i>Comm. Decision Due</i>	December 8
<i>End of Review Cycle</i>	February 16

* Date may change if July 3 becomes a holiday for State Agencies of Virginia

.....

M. H. West & Co., Inc.

Business Analysts and Consultants with Affordable Strategies and Solutions
700 East Main Street, Suite 904, Richmond, VA 23218
804.782.1938 | 1.888.WEST904 | www.mhwest.com

Celebrating Our 16th Year in Business

Certifications

**Small Business Administration: 8(a) & Small Disadvantaged Business
Commonwealth of Virginia: Small, Minority & Woman-Owned Business**

"Think & Use WEST When You Need Help with COPN Matters"

This message is sent in compliance with the anti Spamming bill: Section 301, Paragraph (a) (2) (C) of S.1618, whereas by providing method of contact and removal this message cannot be considered as Spam. If you would like to stop receiving these emails, simply reply back to this email with the word UNSUBSCRIBE in the text and your address will be removed immediately. Also include additional addresses or aliases that you wish to be removed. We apologize for any inconvenience we may have caused you.