



M. H. WEST & CO., INC.
COPN REVIEW CYCLE UPDATES
July 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 C: Psychiatric, Substance Abuse Treatment and Mental Retardation Facilities

The Letter of Intent (LOI) for Batch Group C is due on Tuesday, August 1. **The Application Filing deadline is Thursday August 31, 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 D/G – Diagnostic Imaging Facilities and Services and Nursing Home Projects (LOI – September 1 and Application Filing – October 2). The original filing date of October 1 falls on Sunday.

OTHER KEY DATES FOR APPLICATIONS FILED IN BATCH GROUP C

EVENT	DEADLINE
<i>Letter of Intent</i>	<i>August 1</i>
<i>Responses to LOI by Competitors/ Other Interested Parties</i>	<i>Within 10 Days of the first LOI filing</i>
<i>Application Filing</i>	<i>August 31</i>
<i>COPN Issues Review for Completeness</i>	<i>September 11</i>
<i>Responses to Questions Due</i>	<i>October 5</i>

Review Cycle Begins	October 10
RHPA Review Complete	December 11
RHPA Report / DCOPN Review Due	December 19
IFFC Scheduled Between	December 29-January 8
Comm. Decision Due	February 7
End of Review Cycle	April 18

M. H. West & Co., Inc.

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

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