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BY E-MAIL

Shawna M. Papale, Executive Director
Oneida County Industrial Development Agency
584 Phoenix Drive
Rome, New York 13441

Re: Central Utica Building Project

Dear Ms. Papale:

This purpose of this letter is to supplement Central Utica Building, LLC's ("CUB") response to Part IV: Retail Project Questionnaire in its Application for Financial Assistance previously submitted to OCIDA. As you know, the project will be located in a distressed area which will permit OCIDA to provide financial assistance to the project under the General Municipal Law. CUB checked "No" to the questions in Section 8(b)(1) and (2) of Part IV because neither CUB nor the principal occupants of the medical office building ("MOB") had obtained—or felt the need to obtain—a third party analysis as referenced in the instructions for those two questions. However, as noted below, CUB believes that project would satisfy the criteria listed in both questions.

The medical specialties that will occupy the MOB—including cardiology, cardiothoracic surgery, brain surgery/stroke and diagnostic imaging—all draw a significant number of patients from areas outside of Oneida County. The new multi-specialty ambulatory surgery center will be expected to do the same.

The proposed ambulatory surgery center—which will be owned by a physician-hospital joint venture—will have six operating rooms and will be designed and equipped to be state-of-the-art. Much of the outpatient surgery volume currently performed at St. Elizabeth's and St. Luke's hospitals will move to the surgery center. In addition, many types of surgeries currently performed in a hospital in-patient setting are migrating to ambulatory surgery centers which provide significant cost savings to patients and payers. There is not sufficient ambulatory surgery center capacity in Oneida County to handle the projected case volume. Therefore, this new six OR ambulatory surgery center will be a needed addition to the area's health care community.



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Overall, this project will significantly enhance and/or expand the delivery of health care services to the community. The location of the MOB adjacent to the Wynn Hospital will enable the development of a seamless and integrated health care delivery system among the Wynn Hospital and providers located in the MOB thereby improving the quality and accessibility of health care services in the community.

Very truly yours,

Bruce A. Smith

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