



Georgia Hospital Health Services, Inc.
A subsidiary of the Georgia Hospital Association

January 2, 2020

To Whom It May Concern:

For almost 20 years Georgia Hospital Health Services, a subsidiary of the Georgia Hospital Association, and Merritt Hawkins & Associates, a national permanent physician search firm have enjoyed a positive and productive relationship. Merritt Hawkins is one of GHHS' limited number of endorsed partners while providing support and education directly to our members. The relationship with Merritt Hawkins complements the mission of GHA and we enthusiastically endorse their services to our more than 170 member hospitals.

Merritt Hawkins & Associates, an AMN Healthcare, Inc. company, (NYSE: AMN) is the largest permanent placement physician and allied health search and consulting firm in the United States. Merritt Hawkins conducts more than 3,000 permanent physician search assignments each year. Their 30 year track record in the industry speaks to their expertise and trust.

As you are aware, Georgia is a very diverse state in population, geography and community dynamics. Over our time with Merritt Hawkins & Associates, they have successfully placed physicians everywhere from small and rural Adel to large and urban Atlanta; from St. Marys on the coast to Blairsville in the mountains and communities in between. The healthcare dynamics vary from market to market and Merritt Hawkins & Associates have demonstrated their ability to work and develop long term relationships in challenging and unique environments.

In addition to individual engagements, Merritt Hawkins is one of our premier education providers around physician trends and recruitment. They have spoken with great results at meetings for targeted audiences and the full membership. Their published materials such as the annual Review of Physician Recruitment Incentives the Survey of Final Year Medical Residents, and the Survey of Physician Inpatient/Outpatient Revenue provide valuable information that our members rely on to develop physician recruitment strategies.

Please contact me at (770) 249-4512 or bwylie@gha.org if you would like additional information about Merritt Hawkins & Associates.

Sincerely,

A handwritten signature in blue ink, appearing to read "Bill Wylie", written in a cursive style.

Bill Wylie
Senior Vice President, Business Operations