

WISCONSIN HOSPITAL ASSOCIATION, INC.

September 1, 2015



To Whom It May Concern:

This letter is to acknowledge the ongoing positive relationship between the Wisconsin Hospital Association (WHA) and Merritt Hawkins, a leading provider of physician search and consulting services.

WHA has had a long-standing relationship with Merritt Hawkins and its parent company AMN Healthcare. Merritt Hawkins has been one of WHA's strongest supporters, as evidenced by their commitment to being a top-level WHA corporate member for the past 13 years. Prior to the development of WHA's formal corporate member program in 2002, Merritt Hawkins was an endorsed partner of our for-profit company, Primary Resources, for nearly 10 years.

Merritt Hawkins has had successful engagements with WHA hospital members of all sizes and locations throughout the state. They have successfully assisted some of the smallest, most remote critical access hospitals in northern and western Wisconsin, including Memorial Medical Center in Neillsville and St. Croix Regional Medical Center in St. Croix Falls. In addition, they have had multiple successful placements in some of the largest health systems in eastern and southeastern Wisconsin, including Bellin Health in Green Bay, Columbia St. Mary's in the Milwaukee area, and ProHealth Care in Waukesha.

In addition, WHA has often looked to Merritt Hawkins as a thought leader in the areas of physician staffing and related subjects. They regularly produce surveys and white papers, which include timely and useful information to both WHA and our member hospitals. Because of their reputation of providing solid content backed by sound data, WHA has included Merritt Hawkins executives as presenting faculty at a variety of educational events over the past 10 years, including WHA's annual convention and the annual Wisconsin Rural Health Conference. The faculty, and more importantly the content they deliver, have always been well received by WHA members in attendance.

During the past two decades, I have found Merritt Hawkins consistently investing the time and energy to build positive client relationships with our hospital members throughout Wisconsin. Please contact me at 608-274-1820 if you would like additional information about WHA's relationship with Merritt Hawkins.

Sincerely,

A handwritten signature in black ink that reads 'Steve Brenton'. The signature is written in a cursive, flowing style.

Steve Brenton
Senior Policy Advisor