

WISCONSIN HOSPITAL ASSOCIATION, INC.

March 28, 2018



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 is one of WHA's strongest supporters, as evidenced by their commitment to being a top-level WHA corporate member for the past 16 years. Prior to the development of WHA's formal corporate member program in 2002, Merritt Hawkins was an endorsed partner of our then 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, including Crossing Rivers Healthcare in Prairie du Chien, Beloit Memorial Hospital in Beloit, and Monroe Clinic in Monroe, to name a few. In addition, they have had multiple successful placement in some of the largest health systems in eastern and southeastern Wisconsin, including Froedtert & the Medical College of Wisconsin in Milwaukee.

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 education events over the past 15 years. 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 in time and energy to build positive client relationship 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 'Eric Borgerding'.

Eric Borgerding
President/CEO