

ASSOCIATION OF MEDICAL PRACTITIONERS

DR. JAMES HOTZ
25 FRANKLIN RD.
ALBANY, GA, 31770

February 9th, 2012

Dr. Albert Reed
554 Emory Way
Albany, GA, 31770

Dear Dr. Reed:


Welcome to Albany. I am truly grateful that you have made your way down to our community, which has been my home for the past ten years now. My name is Dr. James Hotz, and I am the founder of the Association of Medical Practitioners in Albany. Until your arrival, there were no orthopedic surgeons in the area, so you can imagine how thrilled we are to finally have someone with your expertise join our family.

When I first came to Albany back in 2000, the people here were desperate for an affordable health care system. I was surprised to hear that only 10% of the population had medical insurance, and that less than 30% could afford even basic health care. In the decade before my arrival, three doctors tried to establish practices here, but all failed within six months. They were unable to charge what you and I would consider to be normal fees because people in the community were uninsured and could not afford to pay out of pocket. When the doctors lowered their rates to a level the community could afford, they were unable to cover their expenses and had to admit defeat.

I began to realize that a traditional medical practice was not viable, and that a creative solution to Albany's health care problem was needed. To this end, I recruited eight of my colleagues and founded a local health care network through which doctors enjoy a number of benefits as they support each other and provide affordable service. I secured a generous donation from the founder of Coca-Cola that allowed us to build a rent-free, state-of-the-art medical facility from which to treat our patients. Phoebe-Putney Memorial Hospital agreed to support our work by treating our patients free of charge. We receive substantial federal grants as well as \$500,000 worth of free drugs annually through special pharmaceutical sponsorships, both of which help defray our operating costs. By lowering our fees by 25% so that the people here can afford to come to us, we have established a thriving local practice.

If you join our family, you'll be joining a community of doctors who together are becoming an integral part of solving Albany's broken health care system. You'll have access to referrals and recommendations from all of the other doctors within the Association as well as full access to Phoebe-Putney's medical facilities. Our clinic and supplies are fully funded by federal grants and donations, and their availability will significantly lower your overhead costs. The remarkable success of our network has allowed our practices to flourish while we serve Albany and the surrounding rural areas.

Nearly ten years ago, I made the decision to stay in Albany and become a part of the community that I have since come to love. My work is challenging and rewarding, and after raising my family here, I couldn't imagine



a better place to do so. I am excited to get you acquainted with the hospital facilities and introduce you to some of the other doctors in town. If you are available, I would love to give you a tour of Phoebe-Putney on Monday and then introduce you and your family as my guests at the Association's monthly dinner. Feel free to call me with any questions you may have as you begin to make your home here, and please contact me at your earliest convenience to confirm our plans for Monday. I look forward to hearing from you soon.

Regards,

Dr. James Hotz