

A NOTE FROM THE PRESIDENT

Founded in 1985 by four rural hospitals, CMDI has grown significantly and today, serves 79 member-owner hospitals, their patients and the communities which together, we are called to serve.

Since our inception, CMDI has been dedicated exclusively to the needs of our member-owner hospitals, bringing purchasing power, flexibility, and an unconditional commitment to service level responsiveness. At a time when capital preservation is critical for hospitals and health systems across the country, CMDI allows our member-owner hospitals to preserve that capital and deploy it for other strategic priorities. We provide turnkey and flexible operating arrangements to meet our members' imaging needs, doing so within a cooperative model in which ALL profits are allocated back to member-owner hospitals instead of a third party financing entity.

We also know that member-owner hospitals cannot take care of critically ill patients when a scanner is down and that is why, regardless of time of day or day of week, we pride ourselves in ensuring our members are back up and running as soon as possible, no questions asked—and the hospital will never see a bill for expensive after hours service calls as CMDI assumes that risk. Our model has also helped many hospitals acquire a level of imaging technology which they likely would not have been able to achieve on their own. Flexible upgrade paths, responsiveness, and a member-first commitment is what we do, all in the interest of the patients and communities our hospitals serve.

There is no cost to join CMDI and we serve not-for-profit hospitals exclusively (including city, county and district ownership). Our membership is comprised of both independent and system-based hospitals. Members earn an equity interest in CMDI based upon their pro rata utilization of services and semi-annual equity distributions are made based upon that respective equity position. **CMDI has distributed in excess of \$57.1 million back to our members in the past 5 years alone.**

Finally, having served as a former hospital CEO for 23 years prior to assuming my role as President of CMDI, I have experienced firsthand the benefit and value which CMDI brings. I would welcome the opportunity to visit further with you about our history, our philosophy, and our commitment—and to better understand how we can assist in meeting your imaging needs.



CHAD COOPER
PRESIDENT & CEO



CMDI Member-Owner Hospitals

MINNESOTA

Appleton Area Health
Aster Health
Avera Granite Falls Health Center
Bigfork Valley Hospital
CCM Health
CentraCare Health - Benson
CentraCare Health - Long Prairie
CentraCare Health - Monticello
CentraCare Health - Paynesville
CentraCare Health - Redwood
CentraCare Health - Sauk Centre
CHI - St. Francis Health
CHI - St. Gabriel's Health
CHI - St. Joseph's Health
Community Memorial Hospital
Cook Hospital & Care Center
Cuyuna Regional Medical Center
Ely Bloomenson Community Hospital
Essentia Health - Deer River
Essentia Health - Moose Lake
Essentia Health - Sandstone
Essentia Health - Northern Pines
Essentia Health - St. Mary's Health
Fairview Range Medical Center
Glacial Ridge Health System
Grand Itasca Clinic & Hospital
Hutchinson Health
Kittson Healthcare
Lake Region Healthcare - Elbow Lake
Lake View Hospital
Lakewood Health System
LifeCare Medical Center
M Health Fairview Clinics - Elk River
M Health Fairview Lakes Medical Center
M Health Fairview Northland Medical Center
Madison Healthcare Services
Mahnomon Health Center
Meeker Memorial Hospital & Clinics
Mille Lacs Health System
North Shore Health
Olivia Hospital & Clinic
Olmsted Medical Center
Ortonville Area Health Services
Perham Health
Pipestone County Medical Center

Rainy Lake Medical Center
Ridgeview LeSueur Medical Center
Ridgeview Sibley Medical Center
Rivers Edge Hospital & Clinic
RiverView Health
Riverwood HealthCare Center
Sanford Bagley Medical Center
Sanford Wheaton Medical Center
Sleepy Eye Medical Center
St. Luke's Hospital
United Hospital District
Welia Health
Welia Health - Pine City
Windom Area Health

WISCONSIN

Burnett Medical Center
Edgerton Hospital & Health Services
Memorial Hospital of LaFayette County
Memorial Medical Center
Osceola Medical Center
Prairie Ridge Health
Reedsburg Area Medical Center
Richland Hospital
Sauk Prairie Healthcare
Southwest Health
St. Croix Falls Regional Medical Center
Western Wisconsin Health

INDIANA

Cameron Memorial Community Hospital

IOWA

Osceola Regional Health Center
Veterans Memorial Hospital

NEBRASKA

Sidney Regional Medical Center
Thayer County Health Services

NORTH DAKOTA

CHI Lisbon Health
CHI Oakes Hospital

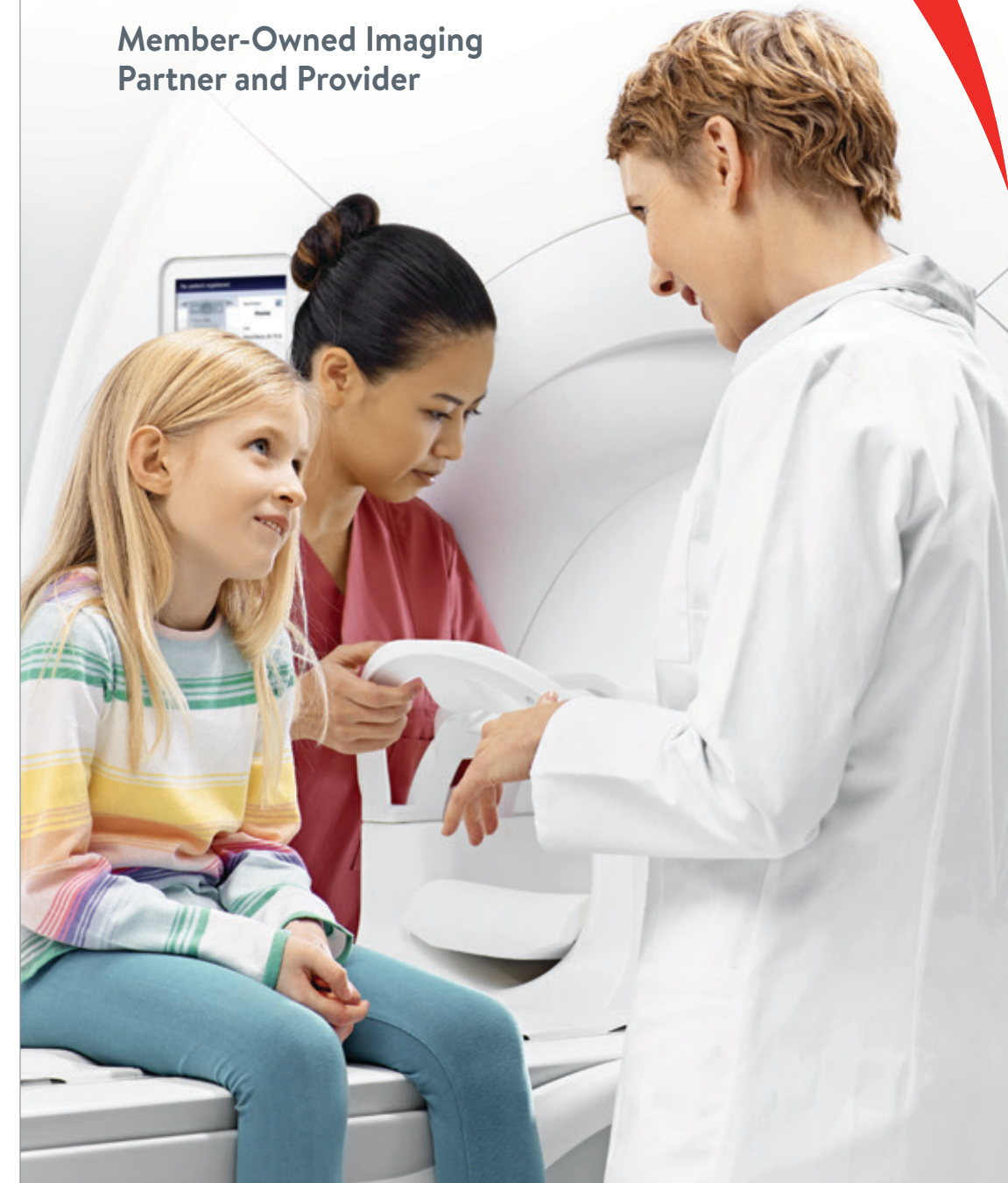


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cmdi.org

Flexibility. Capital Preservation. Responsiveness.

**Member-Owned Imaging
Partner and Provider**





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CMDI has allowed us to achieve a level of diagnostic imaging capabilities that we would never have been able to achieve on our own.”

CEO, CMDI Member Hospital

ABOUT CMDI

- Non-profit, hospital-owned cooperative.
- 79 member hospitals across 84 locations.
- CMDI purchases the equipment and provides it back to the hospital on a fee per scan basis, with 24/7 full-service coverage provided within the fee per scan; the hospital will never receive a bill for service.
- Member hospitals earn equity in CMDI as ALL profits are allocated back to the hospitals via the cooperative structure.
- Semi-annual cash distributions are paid back to the member hospitals based upon their equity position within CMDI; on average, approximately \$10 million in cash distributions is allocated back annually, effectively reducing the true cost per exam for the member hospital.
- CMDI provides any fixed and/or parked imaging equipment a hospital may need—CT, MRI, Ultrasound, Mammography, Digital X-Ray, Nuclear Medicine, Bone Densitometry, PET/CT, Linear Accelerator.
- Flexibility within service agreements as needs evolve and change.
- Governing Board comprised exclusively of member hospital CEO's.
- Chad Cooper, President of CMDI, was a hospital CEO for 23 years prior to assuming his current role at CMDI.

\$57 MILLION
TOTAL CASH
DISTRIBUTIONS
BACK IN PAST 5 YEARS

350,000+
SCANS
PERFORMED
ANNUALLY BY MEMBERS

NUMBER OF UNITS BY MODALITY

- 62** CT scanners
- 36** MRI scanners
- 48** Mammography systems
- 47** Ultrasound/Echo systems
- 24** Digital Radiography systems
- 16** Nuclear Medicine cameras
- 11** Bone Densitometry
- 1** Linear Accelerator

As a member/owner of CMDI, you benefit from:

- 1 State-of-the-art imaging equipment with no capital outlay**
- 2 Full-service coverage included in service level agreements**
- 3 Pro rata share of ALL profits within the cooperative**
- 4 Established vendor relationships and flexible upgrade paths**
- 5 CMDI works with the hospital's vendor of choice**
- 6 Flexibility, ownership, and peace of mind**

“

We recently had an external event which resulted in our CT scanner going down hard. Within 24 hours CMDI had their mobile CT on-site along with their CT trainer who worked alongside our staff for the next four days to get them fully acclimated. CMDI's responsiveness was awesome and that is one of the reasons we continue to work with them for our imaging needs.”

Executive Director of Ancillary Services, CMDI Member Hospital



“

Collaborating with CMDI has allowed us to continue to obtain new equipment, leaving dollars available for other improvements in the organization.”

VP of Ancillary Services, CMDI Member Hospital

CMDI SERVICES

- Computerized Tomography (CT)
- Magnetic Resonance Imaging (MRI)
- Mammography
- Echocardiography
- Ultrasound
- Bone Densitometry
- Nuclear Medicine
- Digital Radiography
- Linear Accelerator
- Other Customized Solutions

NEXT STEPS

Schedule a consultation with **Chad Cooper**, chad.cooper@cmdi.org or call (320) 983-6327.

