



**OUR MISSION**

*To increase access to affordable, high quality, comprehensive and preventive health care that is culturally sensitive for the citizens of the Roanoke area.*

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3716 Melrose Avenue NW PO Box 6097 Roanoke, VA 24017 office 540-362-0360 fax 540-362-5378

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June 16, 2006

To Whom It May Concern:

I am pleased to write this letter as an endorsement of Guidian Healthcare Consulting for its services to our health center. In the fall of 2004, we commissioned a market assessment to determine our patient base projections and assess community need and provider supply and demand for the purpose of strategic planning.

By January 2005, the assessment had been completed and results compiled in a thorough report that we have used numerous times to supplement grant applications and other funding requests, as well as in preparation of reports to our Board of Directors, the Virginia Primary Care Association, and other outside agencies. The assessment quantified and reinforced certain assumptions we had made about our health care market, but also revealed new findings. This analysis has helped our health center plan for the future, and has been instrumental in demonstrating our need for growth and service enhancement.

We found Ms. Marchiando and Ms. Murphy to be highly professional, competent, and easily accessible. Their process allowed us to work together as a team in securing the data needed to conduct the assessment. The experience with Guidian Healthcare Consulting was very positive.

Sincerely,

*Eileen G. Lepro*

Eileen G. Lepro, MPH  
Executive Director

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