



HULST JEPSEN
PHYSICAL THERAPY

March 20, 2018

Governor Rick Snyder
P.O. Box 30013
Lansing, MI 48909

Dear Governor Snyder,

Hulst Jepsen Physical Therapy, Inc. (HJPT) is a recipient of Incumbent Worker Training Funds through Michigan Works! HJPT is locally owned and has fourteen locations in the Grand Rapids area in order to best serve our community with convenient locations and hours. Each of our clinics has from 1-5 clinicians who have a variety experience and specialties. We do our best to provide a variety innovative, evidenced-based training opportunities to each of our clinicians, who in turn are able to provide the best possible care for our patients and referrals sources. We measure our gains from prior IWT funds by treatment outcomes and referrals.

These courses have and will, individually, improve the ability of our clinicians to provide our patients with the best evidence-based physical therapy care - saving patients and insurance companies' time and money. The certifications will also increase our referral base and improve the effectiveness of marketing efforts. With increased referrals, HJPT will have opportunities to hire staff and rent square footage to growing clinics, build offices in new and underserved areas, promote current staff, improve our compensation packages, and become the most sought-after employer of physical therapists in West Michigan. Our company retention is already very good, but this will improve it even further, giving us an edge on our national, regional, and corporate competition.

On behalf of all of our owners, managers, and employees, we are thankful for the funding that was made available to West Michigan Works! and that we have been chosen to receive this funding. We are excited to see the benefits from this program show in our employees, clinics, and communities.

Sincerely,

Chelsey Janose

Practice Administrator, Hulst Jepsen Physical Therapy, Inc.

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