



## HULST JEPSEN PHYSICAL THERAPY

June 13, 2019

The Honorable Gretchen Whitmer  
Governor  
P.O. Box 30013  
Lansing, MI 48909

Dear Governor Whitmer,

Hulst Jepsen Physical Therapy, Inc. (HJPT) is a recipient of workforce development services through Michigan Works! HJPT is locally owned and has fifteen locations in the West Michigan 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 funds by treatment outcomes and referrals.

The funds from the Going Pro Talen Fund have and will, individually, improve the ability of our new employees to provide our patients with the best evidence-based physical therapy care - saving patients and insurance companies' time and money. The Going Pro Talent Funds have also allowed us to further train our leadership team to continue to grow and mentor them as they grow and mentor their staff members.

The funds for the Incumbent Worker Training have and will, individually improve each of our staff member's clinical skills. These funds allow us to send more employees to more trainings each year. These trainings allow our staff to increase in more clinical areas and allow us to better treat patients.

Both of these training funds 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.