



Reid Hospital & Health Care Services

Reid About Value

Benefit to the Community

September 2006

Dear Community Leader:

As the largest employer in Wayne County, Reid Hospital has a significant impact on the community. We provide more than 1,500 people a great place to work. For many in the health care field, we are the employer of choice in this region. Most likely, one or more of our employees is your family member or friend.

As the most comprehensive health care provider in the region, we also make a dramatic impact on people's lives and the lives of their families. We extend hands of healing and care.

You, as business and opinion leaders, might wonder how a successful organization like Reid connects with the community on an economic level.

We are focused and intentional in our desire to include local businesses in The New Reid. We have made plans and contacted local artists to buy and showcase their work in the new hospital. We have specified that low voltage and communications wiring in the new hospital be purchased from Belden. The list goes on. From a report this week, I learned that nine subcontractors have employed nearly 140 Richmond skilled workers and an additional 80 people from the surrounding counties on The New Reid project. Those contractors also have bought materials from about 80 Richmond and area suppliers.

Reid couldn't have become the successful organization that it is — one of a handful of hospitals who have a AA bond rating — without paying attention to the bottom line. We have been entrusted as stewards of a community resource, and we do not take that responsibility lightly. Thus, we sharpen our pencils with every purchase. We do realize, however, that our local businesses support Reid, and to the extent we can fiscally do so, we deliberately choose to support our local businesses.

I want to point to Reid's local purchasing policy, which is posted on our website. When making any purchase, we consider service, quality and price. Often, because of our buying power and affiliations, we are able to get lower prices from large vendors than we can from local suppliers. We are willing to pay more — our policy specifies that we will pay from 5 to 10 percent more — to buy from local businesses.

Our mission is to extend wholeness to the community in body, mind and spirit. We do that through our care, but we also do that as a good citizen and business partner in the community.

Sincerely,

Barry S. MacDowell
President