



www.chkd.org

601 Children's Lane
Norfolk, VA 23507

Dear Suzi

Please find enclosed the letters of intent from the providers you sent for our signature. We are impressed by the extent of asset support service.

The leadership of CHKDHS recognizes the amazing service that US Air Ambulance has provided for us in the mitigation and planning stage and the impressive customer service, while recognizing that this type of program is in the emergence status without extensive best practices to fall back on. Much of what we are doing is appropriate for study and publication in the future.

I am so thrilled to have received that brochure many months ago. The marketing campaign reaching out to healthcare systems was/is step one; step two, the personal involvement, is the selling factor. That is what you ace on as individuals and as a company. When this is all signed and drilled I will sleep so much better!

Again, we want to thank Clif, Jennifer, Cathy, Jeff, Mary Jean and especially you for all that has been accomplished! It is a pleasure working with you to ensure the safety of our clients, and I look forward to our continuing relationship.

Please let me know if there is anything I can ever do for you.

Sincerely

Cheryl Deschaine
Emergency Management Program-Manager