
30 Locust St., PO Box 5001
Northampton, MA 01061-5001

Tel: 413-582-2135
cooley-dickinson.org

June 3, 2016

David J. Narkewicz
Mayor, City of Northampton
210 Main Street, Room 12
Northampton, MA 01060

Dear Mayor Narkewicz,

I am writing in response to your letter requesting Cooley Dickinson's voluntary participation in the new Northampton Payment In Lieu Of Taxes (PILOT) program.

As we both know, these are challenging times for municipal budgets and for non-profit organizations' budgets. The City of Northampton, its residents, elected officials, businesses, and non-profit institutions all have a stake in Northampton's success and a responsibility to work together for the good of our community. I appreciated that your letter and public statements have highlighted the vital role that Northampton's private, tax-exempt institutions play in our community and region. We are proud of Cooley Dickinson's role as a community leader providing not only health care services, but also supporting a variety of community health initiatives.

In addition to the various community contributions we make by providing unreimbursed services and contributions to other non-profit organizations, there are two major areas that directly off-set expenditures the City of Northampton would otherwise have to make. These include the athletic trainers we provide at no cost to the high school and Smith Vocational School (approximate cost of these staff, including benefits is \$55,000 per year), the \$11,000 worth of pharmaceuticals to restock the Northampton Fire Rescue Department (NFD) ambulances last year and an estimated additional \$12,000 of supplies to the NFD last year.

Thus, in total, Cooley Dickinson provides approximately \$78,000 in staff and supplies that directly benefits the City of Northampton. This significantly exceeds the total amount that the City requested from Cooley as PILOT, even in year five.

As a result of our earlier conversations, we have corrected our estimate (reflected above) and reviewed the way we provide resupply support for Northampton (and other area) emergency medical services. We are working on an improved process for resupplying to better meet everyone's needs. We will be asking your staff to work with us in this regard.

After deliberations with our Board, and in the spirit of commitment to our community, we are prepared to commit \$10,000 per year in a cash contribution to the City of Northampton in each of the next three years. It is our hope that this funding, like the other support provided to the City of Northampton, will be used for public health initiatives in alignment with the mission of Cooley Dickinson Health Care.

As an organization, we are concerned about the concept of PILOT. Non-profit organizations are granted that status because of the important contributions they make to the health and welfare of a community. The expansion of our support for the wellbeing of the residents of Northampton should not be construed as an acceptance or



COOLEY DICKINSON
HEALTH CARE

MASSACHUSETTS GENERAL HOSPITAL AFFILIATE

30 Locust St., PO Box 5001
Northampton, MA 01061-5001

Tel: 413-582-2135
cooley-dickinson.org

endorsement of the PILOT program.

We look forward to continued collaboration with the City of Northampton, residents, and other organizations to improve community health and support the City.

Sincerely,

Joanne Marqusee
President and CEO