

Project Information

Submission Date	May 14, 2026
Document Type	CON Application – Consolidated Financial Completeness Review
Review Schedule	Schedule One
CON Review Service	Home Health Agency (HHA) Services
Proposed Project	Establish a New Medicare-Certified Home Health Agency
Proposed Service Area	All Locations (Western, Southern & Central MD)
Regulatory Justification	COMAR 10.24.16.04

Applicant and Organization Details

Applicant Name	Quality One Care Home Health, Inc. (QOC)
Applicant Status	MD RSA License No. R3057 / Joint Commission Accredited
Headquarters Address	9221 Colesville Road, Silver Spring, MD 20910
Phone / Fax	301.658.7141 / 301.579.4845
Website / Email	www.qualityonecare.com / info@qualityonecare.com

Key Contact for Submission Questions

Name and Title	Amon Chafukira, Program Coordinator
Phone Number	301.658.7141 / 301.355.0121 (Direct)
Email Address	mamatope@gmail.com

Response Deadline

Response Due Date	May 14, 2026
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Submitted To	Certificate of Need Division, Maryland Health Care Commission 4160 Paterson Avenue, Baltimore, MD 21215
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QOC Quality One Care



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May 14, 2026

VIA EMAIL & HAND DELIVERY

Ms. Deanna Dunn
Health Facilities Coordination Officer
Certificate of Need Division
Maryland Health Care Commission
4160 Patterson Avenue
Baltimore, Maryland 21215-2299

Re: Quality One Care Home Health, Inc., Responses to 2nd Completeness Questions dated April 15, 2026, for the Consolidated Certificate of Need (CON) All Locations - Application to Establish a Home Health Agency in Maryland (Baltimore City, Baltimore County, Howard County, Anne Arundel County, Montgomery County, Prince George's County, Calvert County, Charles County, St. Mary's County, Allegany County, Frederick County, Garrett County, Washington County and Carroll County.

Matter #25-R2-2476 Baltimore City | Matter #25-R2-2477 Baltimore County | Matter #25-R2-2478 Howard County | Matter #25-R2-2479 Anne Arundel County | Matter #25-R2-2480 Montgomery County | Matter #25-R2-2481 Prince George's County | Matter #25-R2-2482 Southern Jurisdictions | Calvert County, Charles County – St. Mary's County | Matter # 26-R4-2491 Allegany County – Frederick County – Garrett County – Washington County & Carroll County.

Dear Ms. Dunn:

On behalf of Quality One Care Home Health, Inc., (Quality One Care or QOC), we are submitting an electronic version, and four (4) hard copies of its Responses to the Consolidated CON Completeness Questions dated April 15, 2026, and related exhibits. This submission includes a PDF & WORD version of the responses and EXCEL files, if any, of all requested and required MHCC tables.

We hereby certify that a copy of this submission has also been forwarded to the appropriate local health planning agency as noted below.

If Commission staff require any additional information or clarification regarding this submission, please contact the Applicant at your convenience.

Sincerely,

Amon Chafukira, Program Coordinator
Quality One Care Home Health, Inc.

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10.24.01.08G(3)(d) Project Feasibility and Facility or Program Viability

- 1. Table 1, while complete, does not seem to be equal or consistent with the other QOC applications, as the total is zero, with not start-up costs associated with a new project. Commission staff note that Table 1 for central Maryland has \$44,000 in start-up costs, and for the total budget. The QOC application for western Maryland has \$100,000 in start-up costs, and a \$153,000 total budget.**

Page 20 under financial solvency does state that there will be \$50,000 in start-up costs. Provide further explanation on why the project budget for the Southern Maryland Counties is zero, and how and where these start-up costs are captured in the data presented.

Applicant Response (Q1) – Table 1 Clarification and Start-Up Cost Reconciliation

Quality One Care Home Health, Inc. (“QOC”) appreciates Commission staff’s request for clarification regarding the presentation of start-up costs within Table 1. The Applicant respectfully notes that this issue was previously addressed in detail within the Southern Maryland 2nd Completeness Review Response submitted on April 2, 2026, attached hereto as an Exhibit.

As previously explained, the proposed Home Health Agency projects are operational expansions utilizing existing organizational infrastructure and therefore do not require:

- land acquisition
- construction
- renovation
- capitalized equipment purchases
- external project financing

While the projects do not involve traditional capital development costs, the Applicant acknowledges that implementation requires modest operational working capital to support early staffing, administrative setup, billing infrastructure, and initial operating activities prior to revenue stabilization.

The attached revised Table 1 (Submitted for Southern Maryland Review Response) now appropriately reflect working capital start-up costs funded through existing internal equity and organizational cash reserves. The revised presentation ensures alignment between Table 1, financial solvency narratives, and projected operating expenses reflected elsewhere within the application.

The Applicant respectfully submits that the revised Table 1 presentation accurately reflects the operational structure and financial feasibility of the proposed projects consistent with COMAR 10.24.01.08G(3)(d).

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2. **The information in Table G. Entire Facility - Uninflated, Line Item 2a. Salaries & Wages (including benefits) for 2023 (\$2.867M) and 2024 (\$3.159M) shows a variance of 29% and 25% compared to the CPA Exhibit on pages 144-45, which indicates the cost of goods sold (COGS) for direct wages and subcontractors (\$2.216M and \$2.538M respectively). Clarify if the values stated on the CPA exhibit include or exclude the benefits as stated in the CON application.**

Applicant Response (Q2) – Clarification of Salaries & Wages (Including Benefits)

Quality One Care Home Health, Inc. (“QOC”) appreciates Commission staff’s request for clarification regarding the reconciliation of Table G. Entire Facility – Uninflated, Line Item 2a. Salaries & Wages (including benefits), as compared to the CPA-prepared financial statements.

The Applicant respectfully clarifies that the CPA-prepared financial statements present Direct Wages separately under Cost of Goods Sold (“COGS”) and do not independently reflect all employee compensation and benefit-related expense categories included within Table G Line 2a.

For purposes of the CON application, Line Item 2a Salaries & Wages (including benefits) includes:

- Direct Wages
- Salaries & Wages, Other
- Salary, Officer
- Pension Expense (benefit-related expense).

Payroll Service Fees and other administrative overhead expenses are separately classified under Other Expenses and are not included within employee compensation totals. The corrected totals reflected within Table G Line 2a are as follows:

Component	2023	2024
Direct Wages	\$2,216,891	\$2,538,061
Salaries & Wages, Other	\$363,327	\$373,344
Salary, Officer	\$226,000	\$194,220
Pension Expense	\$52,631	\$44,225
Total Salaries & Wages (Including Benefits)	\$2,858,849	\$3,149,850

As reflected above, the CPA exhibit figures referenced by Commission staff represent only the Direct Wages component reported within COGS and therefore exclude the additional employee compensation and benefit-related expense categories incorporated within Table G Line 2a. Table G and related workforce tables have been revised to ensure consistency and reconciliation with the CPA-prepared financial statements and the Applicant’s staffing and compensation methodology.

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- 3. Staff is unable to match supplies for 2023 (\$64K) and 2024 (\$97K) as well as other expenses for 2023 (\$741K) and 2024 (\$866K) compared to the CPA Exhibit on pages 144-145. Please explain the variance.**

Applicant Response (Q3) – Clarification of Supplies and Other Expenses

Quality One Care Home Health, Inc. (“QOC”) appreciates Commission staff’s request for clarification regarding the reconciliation of Supplies and Other Expenses reflected within Table G. Entire Facility – Uninflated, as compared to the CPA-prepared financial statements.

The Applicant respectfully clarifies that the amounts reflected under Supplies within Table G correspond primarily to Office Expenses reported within the CPA-prepared financial statements. Accordingly, the 2023 Supplies amount of approximately \$64,000 corresponds to Office Expenses of \$64,264 reflected in the CPA exhibit and the 2024 Supplies amount of approximately \$97,000 corresponds to Office Expenses of \$97,594 reflected in the CPA exhibit.

The remaining operating expense categories were aggregated within Table G under Other Expenses consistent with MHCC table formatting and reporting structure. The Other Expenses category includes various non-payroll operational and administrative expense categories reflected within the CPA-prepared financial statements, including:

- Accounting
- Advertising
- Auto Expenses
- Bank And Merchant Fees
- Depreciation
- Dues And Subscriptions
- Insurance
- Legal And Professional Fees
- Rent And Lease Expense
- Repair And Maintenance
- Taxes And Licenses
- Telephone
- Utilities
- Payroll Service Fees
- Business Telehealth
- Other General Operating Overhead Expenses

The Applicant acknowledges that the original presentation may not have clearly demonstrated how these expense categories were grouped within Table G. Accordingly, Table G has been revised to ensure consistency and reconciliation between the CPA-prepared financial statements, Supplies classifications, Other Expenses classifications, and the related operating expense totals reflected throughout the application.

The revised tables now accurately reflect the Applicant’s expense classification methodology and provide full reconciliation with the CPA exhibits referenced by Commission staff.

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- 4. Maryland Income Taxes (\$108K) per CPA Exhibit is not captured under Table G Line Item 3c. Net Income and hence Net Income calculations on Table G do not match with CPA exhibit for 2023 (\$234K). Clarify which one is accurate.**

Applicant Response (Q4) – Clarification of Maryland Income Taxes and Net Income Reconciliation

Quality One Care Home Health, Inc. (“QOC”) appreciates Commission staff’s observation regarding the reconciliation of Maryland Income Taxes and Net Income reflected within Table G. Entire Facility – Uninflated, as compared to the CPA-prepared financial statements.

The Applicant acknowledges that the original Table G presentation did not clearly reflect the Maryland Income Tax expense of approximately \$108,413 reported within the CPA-prepared financial statements for 2023. As a result, the Net Income calculation reflected within the original Table G did not fully reconcile to the CPA exhibit.

Upon review, the Applicant confirmed that the CPA-prepared financial statements are the accurate source for the final 2023 Net Income presentation. Accordingly, the Maryland Income Taxes of approximately \$108,413 have now been properly reflected within Table G, and Table G Net Income calculations have been revised to fully reconcile with the CPA-prepared financial statements. The corrected 2023 Net Income reflected within the revised Table G is approximately \$234,584, consistent with the CPA exhibit referenced by Commission staff.

In consistence with the CPA-prepared financial statements and the Applicant’s finalized financial reconciliation methodology, the revised Table G therefore now accurately reflects:

- Operating income
- Non-operating expenses
- Maryland Income Tax expense
- Final Net Income calculations

- 5. Please clarify the accounting positions related to undeposited funds of \$1M versus the A/R adjustment of -\$1M for all years.**

Applicant Response (Q5) – Clarification Regarding Undeposited Funds and Accounts Receivable Adjustment

Quality One Care Home Health, Inc. (“QOC”) appreciates Commission staff’s request for clarification regarding the presentation of approximately \$1,000,000 in Undeposited Funds and the corresponding negative Accounts Receivable (“A/R”) adjustment reflected within certain historical CPA-prepared financial statements.

Upon further review with the Applicant’s accounting representatives, QOC hereby clarifies that these entries reflected temporary accounting classification and reconciliation entries associated with internal bookkeeping adjustments during interim reporting periods.

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Specifically, the entries represented temporary balance sheet reconciliation items intended to offset historical receivable-related accounting entries during internal financial reconciliation processes. These entries did not represent:

- uncollectible receivables
- impairment of operating liquidity
- loss of cash assets
- project-related liabilities

Importantly, these accounting entries did not adversely affect the Applicant's actual cash position, operational performance, or financial feasibility.

As reflected in the updated December 31, 2025 year-end financial statements, these temporary reconciliation entries have since been resolved and are no longer reflected within the balance sheet presentation. See Exhibit (January - December 31, 2025 Financial Statements). The updated CPA year-end financial statements now reflect finalized year-end reconciliation adjustments and a normalized balance sheet presentation.

The Applicant respectfully submits that the prior offsetting entries represented temporary accounting presentation items only and do not impact the Applicant's financial capacity, liquidity, or ability to implement the proposed Home Health Agency projects consistent with COMAR 10.24.01.08G(3)(d).

- 6. There appears to be a 20% drop in cash in hand between 2023 and 2024 and a 44% drop between 2024 and October 2025. As the project is expected to go to the Commission in 2026, staff would like to have continuity in terms of assessing financials and hence having 2025 full year numbers is crucial.**

As a result, Commission staff would like to review the Statement of Assets, Liabilities and Equity along with Statement of Revenues and Expense for the RSA operations ending Dec 31, 2025 even if it is provisional or unaudited to help the Commission ascertain financial feasibility of the CON projects. Please provide this information.

Applicant Response (Q6) – Updated 2025 Financial Statements and Financial Continuity Clarification

Quality One Care Home Health, Inc. ("QOC") appreciates Commission staff's request for updated financial information to assist in evaluating the Applicant's financial feasibility and operational continuity in advance of Commission review.

In response, the Applicant has attached updated year-end financial statements for the RSA operations for the year ending December 31, 2025, including the Statement of Assets, Liabilities and Equity – Tax Basis, and Statements of Revenues and Expenses – Tax Basis. See Exhibit (Updated December 31, 2025 Financial Statements).

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The Applicant acknowledges Commission staff's observation regarding fluctuations in cash balances between reporting periods. The Applicant respectfully notes that the October 2025 financial statements previously submitted represented interim financial reporting during an active operational and reconciliation period, whereas the attached December 31, 2025 statements reflect finalized year-end management reconciliation adjustments and updated financial presentation.

As reflected in the updated December 31, 2025 financial statements, QOC maintains:

- cash and bank balances of approximately \$1.36 million
- total assets of approximately \$1.73 million
- total equity of approximately \$1.58 million
- positive net income of approximately \$458,148

Additionally, service revenues increased from approximately \$17.2 million in 2024 to approximately \$20.5 million in 2025, reflecting continued operational growth and expansion of RSA services. The Applicant further notes that the proposed Home Health Agency projects:

- do not require construction financing
- do not require external debt financing
- require relatively modest operational working capital
- will be implemented utilizing existing organizational infrastructure and administrative capacity.

Attached are the January – December 31, 2025 financial statements which demonstrate not only continued liquidity, positive equity, and operational stability, but also QOC's sufficient financial capacity to implement the proposed Home Health Agency projects consistent with COMAR 10.24.01.08G(3)(d).

- 7. Table L. Work Force, direct wages (\$3.159M) matches with Table G. Entire Facility - Uninflated with the Line Item 2a. Salaries & Wages (including benefits), which is expected, however, commission staff note the following:**

Applicant Response (Q7) – Workforce, Staffing, and Salary/Wage Reconciliation (Tables G, J, and L)

The Applicant acknowledges Commission staff's comments regarding the reconciliation of projected staffing, salary/wage costs, benefits/fringe, and contractual staffing across Tables G, J, and L. The Applicant has revised the applicable tables to clarify the distinction between the proposed new HHA staffing reflected in Table J and the projected entire-facility staffing reflected in Table G, while also reconciling direct wage staffing, fringe/benefit costs, and contractual staffing within Table L.

The revised Tables G, J, and L are included as snapshots as well as an electronic excel document attached with this response.

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- a. **The change in FTE staffing as a result of CON should be tracked under Table J (final year of projection) for CY 2028 (for 14.8 new HHA FTEs) and should tally with Item 2a. Salaries & Wages (including benefits) on that table.**

Applicant Response (Q7a) – Changes in FTE Staffing

The Applicant revised Table J to reflect the projected CY 2028 staffing associated with the proposed HHA project, including the 14.8 new HHA FTEs referenced by Commission staff. A revised Table J reflects the projected staffing additions associated with the proposed HHA project together with the corresponding salaries and wages, including applicable benefits, for the projected direct wage employees associated with the proposed HHA operations.

- b. **The projected entire facility staffing including new HHA FTEs should be tracked under Table G (final year of projection) for CY 2028 (for 31.8 Old RSA + New HHA FTEs) and should tally with Item 2a. Salaries & Wages (including benefits) on that table. Currently this column in Table G shows the same staffing costs as 2024 (\$3.159M), which is inaccurate.**

Applicant Response (Q7b) – Project Staffing for Entire Facility

The Applicant revised Table G to reflect projected CY 2028 entire-facility staffing and salary/wage costs inclusive of the existing RSA operations together with the proposed new HHA staffing. The revised projections correct the prior presentation in which the projected salary and wage amount reflected the same staffing cost as the historical 2024 level. The updated Table G now reflects projected entire-facility salary and wage costs associated with both the existing RSA workforce and the proposed HHA staffing additions.

- c. **Table L. Work Force, (total of \$3.159M) records staffing costs only for direct wage staff and not for contract staff and it should include both. The total of direct wages and contract staff costs, including 22% benefits for the direct wage employees, should tally with Table G. Entire Facility - Uninflated with the Line Item 2a. Salaries & Wages (including benefits) and 2b. Contractual Services. Please provide updated tables.**

Applicant Response (Q7c) – Project Staffing for Entire Facility

The Applicant revised Table L to better distinguish direct wage employees, applicable fringe/benefit costs, and contractual staffing. The revised Table L separately reflects:

- Existing RSA staffing and historical salary/wage costs;
- Projected new HHA direct wage employee additions;
- Applicable 22% benefits/fringe for projected direct wage employees;
- Contract Therapy/MSW staffing associated with the Applicant's hybrid staffing model; and
- Projected entire-facility staffing through CY 2028.

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Consistent with the Applicant’s staffing methodology and operational model, Therapy/MSW services are reflected as contractual services rather than direct wage employee costs.

Accordingly, the revised tables reconcile direct wage salary and benefit costs with Table G, Line Item 2a (Salaries & Wages including benefits), while separately reflecting Therapy/MSW contractual staffing under Line Item 2b (Contractual Services).

8. Please confirm the following FTE totals for the three regions, and for QOC in total:

Total FTEs by Region in Maryland

Region in Maryland	2026	2027	2028
Western Maryland	1.6	2.52	3.39
Southern Maryland	4.8	9.7	14.8
Central Maryland	3.8	4.95	6.5
QOC HHA Total	10.2	17.17	24.69

Applicant Response (Q8) – Confirmation of Consolidated FTE Totals by Region

Quality One Care Home Health, Inc. (“QOC”) acknowledges Commission staff’s request for confirmation of the projected Home Health Agency full-time equivalent (“FTE”) staffing totals across the three proposed Maryland regions. The Applicant confirms that the projected HHA staffing totals referenced by Commission staff represent projected new HHA staffing additions associated with the proposed HHA projects and not the Applicant’s existing RSA staffing.

The Applicant further confirms that the projected CY 2028 staffing reflected in the revised Tables J, G, and L has been reconciled to ensure consistency between:

- The projected HHA staffing additions;
- The projected entire-facility staffing;
- Projected salary and wage costs, including applicable benefits/fringe; and
- Contractual Therapy/MSW staffing associated with the Applicant’s hybrid staffing model.

These projected HHA FTE totals are consistent with the staffing projections, phased implementation assumptions, and workforce methodology reflected in the regional CON applications and revised Tables G, J, and L.

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AFFIRMATION

I hereby declare and affirm under the penalties of perjury that the facts stated in this application and its attachments are true and correct to the best of my knowledge, information and belief.

Mohamed Matope, QOC Director

05/14/2026

Date

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EXHIBITS

Exhibit	Description
Exhibit 1	Revised Table 1 – Submitted as part of Southern Maryland 2nd Completeness Review Response
Exhibit 2	Updated CPA Financial Statements (Jan – Dec 31, 2025)
Exhibit 3	Historical CPA Financial Statements – December 31, 2024 / December 31, 2023 Comparative Statements
Exhibit 4	Revised Table G – Entire Facility (Uninflated)
Exhibit 5	Revised Table J – New Facility or Service (Uninflated)
Exhibit 6	Revised Table L – Workforce Information
Exhibit 7	Revised HHA CON Application Table Package – Table G, Table J & Table L <i>Submitted as an Excel document via e-mail and USB thumb-drive</i>

Exhibit 1

Revised Table 1 – Submitted as part of Anne Arundel – Southern Maryland

2nd Completeness Review CON Application Response

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- 1. Table 1, while complete, does not seem to be equal or consistent with the other QOC applications, as the total is zero, with not start-up costs associated with a new project. Commission staff note that Table 1 for central Maryland has \$44,000 in start-up costs, and for the total budget. The QOC application for western Maryland has \$100,000 in start-up costs, and a \$153,000 total budget.**

Page 20 under financial solvency does state that there will be \$50,000 in start-up costs. Provide further explanation on why the project budget for the Southern Maryland Counties is zero, and how and where these start-up costs are captured in the data presented.

Applicant Response (Q1) – Table 1 Clarification and Start-Up Cost Reconciliation

Quality One Care Home Health, Inc. (QOC) appreciates the Commission’s review and the opportunity to clarify the presentation of project costs in Table 1 for the Southern Maryland application.

QOC acknowledges that the presentation of \$0 in Table 1 may have created the appearance that no start-up costs are associated with the proposed project. This reflects an interpretation of Table 1 as limited to capital expenditures (i.e., construction, land, and capitalized assets), which are not required for this project.

As previously stated, the proposed Home Health Agency will operate under a lease-based, non-construction model utilizing existing infrastructure. Accordingly, there are:

- No land acquisition
- No construction or renovation
- No capitalized equipment purchases
- No financing or project debt

This response specifically addresses the Commission’s question regarding why Table 1 previously reflected \$0 and how the approximately \$50,000 in start-up costs referenced in the Financial Solvency section are captured and reflected within the Applicant’s financial data.

Working Capital Clarification

While the project does not require capital expenditures, the Applicant acknowledges that start-up operations require working capital to support staffing, administrative infrastructure, and early operating expenses prior to revenue stabilization.

Accordingly, Table 1 has been revised to reflect approximately \$50,000 in start-up working capital, funded through internal equity.

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The project requires approximately \$50,000 in start-up working capital, which includes:

- Initial staffing and payroll support during ramp-up
- Administrative setup and operational readiness
- Billing and compliance infrastructure preparation
- Coverage for reimbursement timing variability (including Medicare payment cycles and PPEO review periods)
- Support for operating expenses, including the planned Waldorf administrative office lease

Reconciliation with Financial Data

The approximately **\$50,000 in start-up working capital** referenced in the Financial Solvency section is not presented as a single line item within Table 4 but is derived from the aggregation of initial operating expenses incurred during the early phase of operations.

As reflected in Table 4, first-year expenses include salaries and wages, contractual services, administrative costs, supplies, and lease expenses for the Waldorf office. The start-up working capital represents the portion of these early-period operating costs required to support operations prior to stabilization of revenue and reimbursement cycles.

Accordingly, the \$50,000 is embedded within the initial operating expense structure presented in Table 4 and is now appropriately reflected in Table 1 under Working Capital Start-Up Costs to ensure full alignment between narrative disclosures and financial tables.

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TABLE 1: Project Budget

Instructions: All estimates for 1a- d; 2a- f; and 3 are for current costs as of the date of application submission and should include the costs for all intended construction and renovations to be undertaken. Inflation from date of submission of project completion should only be included on the Inflation line 1e. (DO NOT CHANGE THIS FORM OR ITS LINE ITEMS. IF ADDITIONAL DETAIL OR CLARIFICATION IS NEEDED, ATTACH ADDITIONAL SHEET.)

A. USE OF FUNDS	
1. CAPITAL COSTS (if applicable):	
a. New Construction	
1) Building	\$0
2) Fixed Equipment (not included in construction)	\$0
3) Architect/Engineering Fees	\$0
4) Permits, (Building, Utilities, Etc.)	\$0
a. SUBTOTAL New Construction	\$0
b. Renovations	
1) Building	\$0
2) Fixed Equipment (not included in construction)	\$0
3) Architect/Engineering Fees	\$0
4) Permits, (Building, Utilities, Etc.)	\$0
b. SUBTOTAL Renovations	\$0
c. Other Capital Costs	
1) Movable Equipment	\$0
2) Contingency Allowance	\$0
3) Gross Interest During Construction	\$0
4) Other (Specify)	\$0
c. SUBTOTAL Other Capital Cost	\$0
TOTAL CURRENT CAPITAL COSTS (sum of a - c)	\$0
Non-Current Capital Cost	
d. Land Purchase Cost or Value of Donated Land	\$0
e. Inflation (state all assumptions, including time period and rate)	\$0
TOTAL PROPOSED CAPITAL COSTS (sum of a - e)	\$0
2. FINANCING COST AND OTHER CASH REQUIREMENTS	
a. Loan Placement Fees	\$0
b. Bond Discount	\$0

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c. CON Application Assistance	\$0
c1. Legal Fees	\$0
c2 Other (Specify and add lines as needed)	\$0
d. Non-CON Consulting Fees	\$0
d1. Legal Fees	\$0
d2. Other (Specify and add lines as needed)	\$0
e. Debt Service Reserve Fund	\$0
f. Other (Specify)	\$0
TOTAL (a - f)	\$0
3. WORKING CAPITAL STARTUP COSTS	\$50,000
TOTAL USES OF FUNDS (sum of 1 - 3)	\$50,000
B. SOURCES OF FUNDS FOR PROJECT	
1. Cash (100% Equity)	\$50,000
2. Pledges: Gross, less allowance for uncollectable _____ = Net	
3. Gifts, bequests	
4. Authorized Bonds	
5. Interest income (gross)	
6. Mortgage	
7. Working capital loans	
8. Grants or Appropriation	
a. Federal	
b. State	
c. Local	
9. Other (Specify)	
TOTAL SOURCES OF FUNDS (sum of 1-9)	\$50,000
ANNUAL LEASE COSTS (if applicable)	
• Land	
• Building (Operating Lease – reflected in Table 4)	
• Moveable equipment	
• Other (specify)	

QOC Quality One Care



Home Health, Inc

9221 Colesville Road, Silver Spring, MD 20910

Phone: +1 (301) 658-7141 / Fax: +1 (301) 658-2328

Email: info@qualityonecare.com / Web: <http://www.qualityonecare.com>

Source of Funds and Financial Capacity

The \$50,000 start-up cost will be funded entirely through existing corporate cash reserves. As demonstrated in CPA-prepared financial statements:

- QOC maintains \$630,851 in cash and bank balances as of October 31, 2025
- Historical audited balances exceeded \$1.4 million in cash (2023)
- The organization maintains positive equity and no reliance on short-term borrowing

The required start-up investment represents a small fraction of available liquidity and is fully supported without financial strain. Additionally, the project carries no capital debt, does not require external financing and operating costs are phased and aligned with projected census growth (Tables 2B and 4)

Conclusion & Project Viability

Table 1 (Southern Maryland) has been updated to reflect \$50,000 under Working Capital Start-Up Costs, with a corresponding \$50,000 under Sources of Funds (Cash), ensuring full reconciliation of Total Uses and Sources of Funds in alignment with MHCC expectations.

The previously reported \$0 reflects the absence of capital expenditures, whereas the \$50,000 represents non-capital operational working capital required for start-up. The project is best characterized as a low-capital, working-capital-funded start-up, requiring:

- No capital development
- No debt financing
- Minimal start-up working capital (\$50,000)
- Full funding through existing internal resources

The Southern Maryland start-up cost is lower than other QOC applications due to shared infrastructure, existing administrative capacity, and absence of independent capital setup requirements. The inclusion of \$50,000 in Table 1 does not result in double-counting, as Table 4 reflects ongoing operating expenses rather than one-time start-up capitalization. This variation in start-up cost across QOC applications reflects differences in operational structure, geographic coverage, and reliance on shared infrastructure, and does not indicate any inconsistency in financial planning or feasibility.

Beyond addressing the requested clarification, the Applicant respectfully emphasizes that the proposed project is financially conservative, operationally feasible, and supported by substantial existing infrastructure and liquidity. The modest working capital requirement represents a small fraction of available cash reserves and is sufficient to support initial staffing, administrative setup, and early operations without reliance on external financing.

Accordingly, QOC is well-positioned to implement the proposed Home Health Agency in a manner that is both fiscally responsible and consistent with the Commission's standards for financial feasibility and program viability. This clarification represents a refinement in financial presentation only and does not change the scope, scale, or operational structure of the proposed project.

Exhibit 2

Updated Financial Statements (Jan – Dec 31, 2025)



SULLIVAN & COMPANY
CERTIFIED PUBLIC ACCOUNTANTS

PAUL F. SULLIVAN, CPA
RAJ GOENKA, CPA
MONIKA BENKOVIC, CPA
RADKA WINDT, BUSINESS SERVICES
MANAGER

TO: Mohamed Matope
Quality One Care Home Health, Inc.

Date: May 8, 2026

The following items are enclosed:

- E-file authorization forms for signature and tax returns for review**
E-file authorization form(s) and tax returns are in your portal. You should review the tax returns before returning the signed E-file authorization form(s) to us. Return the signed E-file authorization forms to us in one of the following ways:
 - a. Return via DocuSign
 - b. Mail to our office via First Class Mail
 - c. Upload signed E-file forms in your portal

- Tax Reports that cannot be filed electronically/must be filed on paper with instructions for filing**
Follow the enclosed instructions. Copies of your tax report(s) are in your portal.

- Client Agreement and/or Engagement Letter**
Electronically sign via DocuSign by clicking each tag and following the instructions to add your electronic signature or initials where required. Confirm your signature by clicking "FINISH". Alternatively, mail, fax, or upload to your portal. Follow any terms listed at the asterisk (*) on the Client Agreement.

- Original documents and/or paper copies of tax returns**

- 12/31/25 Financial Statements**

- If you have questions, call Paul at (301) 657- 8080 extension 102.**

Remarks:

As a client of Sullivan & Company, CPAs, you receive a secure client portal. The portal is the best way to send documents to us and receive them. To access the portal, go to esullivan.net, client portal, and enter your username and password to log in and access the applicable folder. If you need assistance navigating the portal, call our office, and one of our administrative team members can assist you.

Signed: *Paul Sullivan*
Jane Huserova

Quality One Care Home Health Inc
Statement of Assets, Liabilities and Equity - Tax Basis
As of December 31, 2025

	Dec 31, 25
ASSETS	
Current Assets	
Checking/Savings	
First Citizens Bank 2213	1,207,681
Truist 5249	150,292
Truist 5257	500
Truist 5265	3,275
Truist 5273	1,366
	1,363,114
Total Checking/Savings	1,363,114
	1,363,114
Fixed Assets	
Accum. Depreciation	(185,588)
Computers	34,279
Furnitures and Equipment	55,255
Leasehold Improvements E&M Inve	453,842
Printers	7,386
	365,174
Total Fixed Assets	365,174
	1,728,288
TOTAL ASSETS	1,728,288

These Financial Statements have not been subjected to an audit or review or compilation engagement procedures. For internal management use only. No assurance is provided.

Quality One Care Home Health Inc
Statement of Assets, Liabilities and Equity - Tax Basis
As of December 31, 2025

	Dec 31, 25
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Payroll Liabilities	
401K Payable	12,106
Payroll Liabilities - Other	18,192
Total Other Current Liabilities	30,298
Total Current Liabilities	30,298
Long Term Liabilities	
EIDL SBAD TREAS	113,209
Total Long Term Liabilities	113,209
Total Liabilities	143,507
Equity	
Capital	20,000
Distributions Mohamed	0
Retained Earnings	1,106,633
Net Income	458,148
Total Equity	1,584,781
TOTAL LIABILITIES & EQUITY	1,728,288

Quality One Care Home Health Inc
Statements of Revenues and Expenses - Tax Basis

For the Years Ended December 31, 2025 and 2024

	<u>Jan - Dec 25</u>	<u>Jan - Dec 24</u>	<u>% of Income</u>
Ordinary Income/Expense			
Income			
Service Revenues	20,524,174	17,235,327	100%
Total Income	20,524,174	17,235,327	100%
Cost of Goods Sold			
Business Telehealth	0	250,000	0%
Direct Wages	4,319,406	2,538,061	21%
Subcontractors - COS	13,968,625	13,379,501	68%
Total COGS	18,288,031	16,167,562	89%
Gross Profit	2,236,143	1,067,764	11%
Expense			
Accounting	33,727	27,809	0%
Advertising	10,300	9,000	0%
Auto Expenses	9,823	8,904	0%
Bank & Merchant Fees	1,803	3,326	0%
Charity	10,297	0	0%
Depreciation Expense	31,598	23,813	0%
Dues & Subscriptions	42,746	37,323	0%
Insurance	29,633	56,464	0%
Interest Expense	27,882	0	0%
Legal & Professional Fees	10,205	92,800	0%
Meals Business	2,075	0	0%
Office Expenses	47,045	97,594	0%
Payroll Service Fees	36,454	9,282	0%
Pension Expense	40,962	44,225	0%
Rent or Lease	181,600	238,870	1%
Repair & Maintenance	168,300	98,244	1%
Salaries and Wages, Other	355,850	373,344	2%
Salary, Officer	254,451	194,220	3%
Taxes & Licenses	331,410	263,132	2%
Telephone Expenses	15,477	16,675	0%
Travel	4,451	600	0%
Utilities	10,553	13,481	0%
Total Expense	1,656,642	1,609,106	10%
Net Ordinary Income	579,501	(541,342)	1%
Other Income/Expense			
Other Income			
Interest Earned	60	52	0%
Total Other Income	60	52	0%

These Financial Statements have not been subjected to an audit or review or compilation engagement procedures. For internal management use only. No assurance is provided.

	<u>Jan - Dec 25</u>	<u>Jan - Dec 24</u>	<u>% of Income</u>
Other Expense			
Maryland Income Taxes	121,413	0	0%
Penalties, Other	<u>0</u>	<u>5,490</u>	<u>0%</u>
Total Other Expense	<u>121,413</u>	<u>5,490</u>	<u>0%</u>
Net Other Income	<u>(121,353)</u>	<u>(5,437)</u>	<u>(0)%</u>
Net Income	<u>458,148</u>	<u>(546,779)</u>	<u>1%</u>

Exhibit 3

Historical Financial Statements (Jan 2023 – Oct 2025)



SULLIVAN & COMPANY
CERTIFIED PUBLIC ACCOUNTANTS

PAUL F. SULLIVAN, CPA
RAJ GOENKA, CPA
MONIKA BENKOVIC, CPA
RADKA WINDT, BUSINESS SERVICES
MANAGER

TO: Mohamed Matope
Quality One Care Home Health, Inc.

Date: January 8, 2026

The following items are enclosed:

- E-file authorization forms for signature and tax returns for review**
E-file authorization form(s) and tax returns are in your portal. You should review the tax returns before returning the signed E-file authorization form(s) to us. Return the signed E-file authorization forms to us in one of the following ways:
 - a. Return via DocuSign
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 - c. Upload signed E-file forms in your portal

- Tax Reports that cannot be filed electronically/must be filed on paper with instructions for filing**
Follow the enclosed instructions. Copies of your tax report(s) are in your portal.

- Client Agreement and/or Engagement Letter**
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- Original documents and/or paper copies of tax returns**

- 10/31/2025 Financial Statements**

- If you have questions, call Paul at (301) 657- 8080 extension 102.**

Remarks:

As a client of Sullivan & Company, CPAs, you receive a secure client portal. The portal is the best way to send documents to us and receive them. To access the portal, go to esullivan.net, client portal, and enter your username and password to log in and access the applicable folder. If you need assistance navigating the portal, call our office, and one of our administrative team members can assist you.

Signed: *Paul Sullivan*
Jane Huserova

Quality One Care Home Health Inc
Statement of Assets, Liabilities and Equity - Tax Basis

As of October 31, 2025

	Oct 31, 25
ASSETS	
Current Assets	
Checking/Savings	
First Citizens Bank 2213	595,646
Truist 5249	30,064
Truist 5257	500
Truist 5265	3,275
Truist 5273	1,366
	630,851
Total Checking/Savings	630,851
Accounts Receivable	
Accounts Receivable (A/R)	(1,000,000)
	(1,000,000)
Total Accounts Receivable	(1,000,000)
Other Current Assets	
Undeposited Funds	1,000,000
	1,000,000
Total Other Current Assets	1,000,000
	630,851
Total Current Assets	630,851
Fixed Assets	
Accum. Depreciation	(179,475)
Computers	34,279
Furnitures and Equipment	47,303
Leasehold Improvements	8,719
Leasehold Improvements E&M Inve	445,123
Printers	7,386
	363,334
Total Fixed Assets	363,334
	994,185
TOTAL ASSETS	994,185
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Child Support Payable	96
	96
Total Other Current Liabilities	96
	96
Total Current Liabilities	96
Long Term Liabilities	
EIDL SBAD TREAS	119,854
	119,854
Total Long Term Liabilities	119,854
	119,950
Total Liabilities	119,950

These Financial Statements have not been subjected to an audit or review or compilation engagement procedures. For internal management use only. No assurance is provided.

Quality One Care Home Health Inc
Statement of Assets, Liabilities and Equity - Tax Basis
As of October 31, 2025

	<u>Oct 31, 25</u>
Equity	
Capital	20,000
Distributions Mohamed	(341,742)
Retained Earnings	1,106,633
Net Income	<u>89,344</u>
Total Equity	<u>874,235</u>
TOTAL LIABILITIES & EQUITY	<u><u>994,185</u></u>

Quality One Care Home Health Inc
Statements of Revenues and Expenses - Tax Basis

For the Periods Ended October 31, 2025 and 2024

	Jan - Oct 25	Jan - Oct 24	% of Income
Ordinary Income/Expense			
Income			
Service Revenues	17,460,992	14,049,549	100%
Total Income	17,460,992	14,049,549	100%
Cost of Goods Sold			
Business Telehealth	0	250,000	0%
Direct Wages	3,878,999	2,181,160	22%
Subcontractors - COS	12,528,603	11,077,903	72%
Total COGS	16,407,602	13,509,063	94%
Gross Profit	1,053,390	540,486	6%
Expense			
Accounting	20,590	18,890	0%
Advertising	0	9,000	0%
Auto Expenses	1,313	730	0%
Bank & Merchant Fees	1,637	1,082	0%
CHARITY	5,297	0	0%
Depreciation Expense	25,485	19,025	0%
Dues & Subscriptions	8,854	7,410	0%
Health Insurance	1,942	0	0%
Insurance	16,343	49,653	0%
Legal & Professional Fees	1,000	92,800	0%
Meals Business	1,410	0	0%
Office Expenses	79,522	28,439	0%
Payroll Service Fees	30,729	7,328	0%
Pension Expense	34,566	40,219	0%
Rent or Lease	15,000	218,115	0%
Repair & Maintenance	166,725	89,520	1%
Salaries and Wages, Other	0	270,753	0%
Salary, Officer	130,560	157,000	1%
Software	59,338	17,399	0%
Taxes & Licenses	314,804	215,991	2%
Telephone Expenses	12,244	14,218	0%
Travel	3,590	0	0%
Utilities	8,153	13,481	0%
Total Expense	939,100	1,271,054	5%
Net Ordinary Income	114,289	(730,568)	1%
Other Income/Expense			
Other Income			
Interest Earned	54	12	0%
Total Other Income	54	12	0%

These Financial Statements have not been subjected to an audit or review or compilation engagement procedures. For internal management use only. No assurance is provided.

Quality One Care Home Health Inc
Statements of Revenues and Expenses - Tax Basis
For the Periods Ended October 31, 2025 and 2024

	Jan - Oct 25	Jan - Oct 24	% of Income
Other Expense			
Maryland Income Taxes	25,000	0	0%
Total Other Expense	25,000	0	0%
Net Other Income	(24,946)	12	(0)%
Net Income	89,344	(730,556)	1%



SULLIVAN & COMPANY
CERTIFIED PUBLIC ACCOUNTANTS

PAUL F. SULLIVAN, CPA
RAJ GOENKA, CPA
MONIKA BENKOVIC, CPA
RADKA WINDT, BUSINESS SERVICES
MANAGER

TO: Mohamed Matope
Quality One Care Home Health, Inc.

Date: March 25, 2025

The following items are enclosed:

- E-file authorization forms for signature and tax returns for review**
E-file authorization form(s) and tax returns are in your portal. You should review the tax returns before returning the signed E-file authorization form(s) to us. Return the signed E-file authorization forms to us in one of the following ways:
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 - b. Mail to our office via First Class Mail
 - c. Upload signed E-file forms in your portal
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- Client Agreement and/or Engagement Letter**
Electronically sign via DocuSign by clicking each tag and following the instructions to add your electronic signature or initials where required. Confirm your signature by clicking "FINISH". Alternatively, mail, fax, or upload to your portal. Follow any terms listed at the asterisk (*) on the Client Agreement.
- Original documents and/or paper copies of tax returns**
- 12/31/24 Financial Statements
- If you have questions, call Paul at (301) 657- 8080 extension 102.**

Remarks:

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Signed: *Paul Sullivan*
Karla Romero

Quality One Care Home Health Inc
Statement of Assets, Liabilities and Equity - Tax Basis

December 31, 2024

	Dec 31, 24
ASSETS	
Current Assets	
Checking/Savings	
First Citizens Bank 2213	779,563
Truist 5249	319,554
Truist 5257	500
Truist 5265	30,357
Truist 5273	1,912
Total Checking/Savings	1,131,887
Accounts Receivable	
Accounts Receivable (A/R)	(1,000,000)
Total Accounts Receivable	(1,000,000)
Other Current Assets	
Payroll Tax Receivable	71,286
Undeposited Funds	1,000,000
Total Other Current Assets	1,071,286
Total Current Assets	1,203,172
Fixed Assets	
Accum. Depreciation	(153,990)
Computers	34,279
Furnitures and Equipment	47,303
Leasehold Improvements E&M Inve	406,777
Printers	7,386
Total Fixed Assets	341,755
TOTAL ASSETS	1,544,927

These Financial Statements have not been subjected to an audit or review or compilation engagement procedures. For internal management use only. No assurance is provided.

Quality One Care Home Health Inc
Statement of Assets, Liabilities and Equity - Tax Basis
December 31, 2024

	<u>Dec 31, 24</u>
LIABILITIES & EQUITY	
Liabilities	
Long Term Liabilities	
EIDL SBAD TREAS	<u>137,779</u>
Total Long Term Liabilities	<u>137,779</u>
Total Liabilities	137,779
Equity	
Capital	20,000
Contributions Mohamed	291,314
Retained Earnings	1,642,613
Net Loss	<u>(546,779)</u>
Total Equity	<u>1,407,148</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,544,927</u></u>

Quality One Care Home Health Inc
Statements of Revenues and Expenses - Tax Basis

For the Periods Ended December 31, 2024 and 2023

	Jan - Dec 24	Jan - Dec 23	% of Income
Ordinary Income/Expense			
Income			
Service Revenues	17,235,327	16,482,073	100%
Total Income	17,235,327	16,482,073	100%
Cost of Goods Sold			
Business Telehealth	250,000	0	1%
Direct Wages	2,538,061	2,216,891	15%
Subcontractors - COS	13,379,501	12,437,863	78%
Total COGS	16,167,562	14,654,754	94%
Gross Profit	1,067,764	1,827,319	6%
Expense			
Accounting	27,809	27,379	0%
Advertising	9,000	0	0%
Auto Expenses	8,904	8,222	0%
Bank & Merchant Fees	3,326	626	0%
CHARITY	0	5,000	0%
Depreciation Expense	23,813	21,603	0%
Dues & Subscriptions	37,323	3,280	0%
Education and Training Expen...	0	870	0%
Insurance	56,464	12,665	0%
Interest Expense	0	1,434	0%
Legal & Professional Fees	92,800	94,783	1%
Office Expenses	97,594	64,264	1%
Parking	0	690	0%
Payroll Service Fees	9,282	8,302	0%
Penalties	0	124	0%
Pension Expense	44,225	52,631	0%
Rent or Lease	238,870	258,216	1%
Repair & Maintenance	98,244	68,253	1%
Salaries and Wages, Other	373,344	363,327	2%
Salary, Officer	194,220	226,000	1%
Taxes & Licenses	263,132	227,864	2%
Telephone Expenses	16,675	18,701	0%
Travel	600	5,183	0%
Utilities	13,481	14,905	0%
Total Expense	1,609,106	1,484,322	9%
Net Ordinary Income	(541,342)	342,997	(3)%
Other Income/Expense			
Other Income			
Interest Earned	52	0	0%
Total Other Income	52	0	0%

These Financial Statements have not been subjected to an audit or review or compilation engagement procedures. For internal management use only. No assurance is provided.

Quality One Care Home Health Inc
Statements of Revenues and Expenses - Tax Basis
For the Periods Ended December 31,2024 and 2023

	Jan - Dec 24	Jan - Dec 23	% of Income
Other Expense			
Penalties, Other	5,490	0	0%
Maryland Income Taxes	0	108,413	0%
Total Other Expense	5,490	108,413	0%
Net Other Income	(5,437)	(108,413)	(0)%
Net Income	(546,779)	234,584	(3)%

SULLIVAN & COMPANY
CERTIFIED PUBLIC ACCOUNTANTS

PAUL F. SULLIVAN, CPA
RAJ GOENKA, CPA

MONIKA BENKOVIC, CPA
RADKA WINDT, BUSINESS SERVICES MANAGER

Letter of Transmittal

TO: Mohamed Matope

Date: 12/14/24

Quality One Care Home Health, Inc.

The following items are enclosed:

E-file authorization form(s) for signature and tax returns for review. E-file authorization form(s) and tax returns have been placed in your portal. You should review the tax returns before returning signed E-file authorization form(s) to us. Return the signed E-file authorization forms to us in one of the following ways:

- a. Return through DocuSign c. Upload back into your portal
b. Mail to our office via First Class Mail

Tax report(s) that cannot be filed electronically and must be filed on paper with instructions for filing. Follow the instructions attached. Copy(ies) of your tax report(s) have been placed in your portal.

Client Agreement and/or Engagement Letter. Sign via **DocuSign, mail, fax, or upload to your Portal**. Follow any terms listed at the asterisk (*) on the Client Agreement.

Complete required fields in DocuSign by agreeing to sign electronically. Click each sign tag and follow the instructions to add your electronic signature where required to sign or initial. Confirm your signature by clicking FINISH.

10/31/24 Financial Statements _____

We can review _____ with you. Please call our office to schedule.

As a client of Sullivan & Company, CPAs, you receive a secure client portal. The best way to send documents to us and to receive documents is through this portal. To access the portal: **Go to www.eSullivan.net -> Client Portal. Enter your email address as username, and password. Open the applicable folder once you have logged in.**

Remarks: _____

Call with questions, or if you want our comments. (301) 657-8080

Signed: *Paul Sullivan*
Jane Huserova

Quality One Care Home Health Inc
Statement of Assets, Liabilities and Equity - Tax Basis

As of October 31, 2024

	Oct 31, 24
ASSETS	
Current Assets	
Checking/Savings	
First Citizens Bank 2213	710,513
Truist 5249	99,154
Truist 5257	500
Truist 5265	500
Truist 5273	19,891
	830,559
Accounts Receivable	
Accounts Receivable (A/R)	(1,000,000)
	(1,000,000)
Other Current Assets	
PPP Loan Payments	101,117
Prepaid Payroll Taxes	3,086
Undeposited Funds	1,000,000
	1,104,204
Total Current Assets	934,762
Fixed Assets	
Accum. Depreciation	(149,202)
Computers	34,279
Furnitures and Equipment	34,781
Leasehold Improvements E&M Inve	342,277
Printers	7,386
	269,521
TOTAL ASSETS	1,204,283
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Payroll Liabilities	
401K Payable	2,776
Payroll Liabilities - Other	212
	2,987
Total Payroll Liabilities	2,987
Total Other Current Liabilities	2,987
Total Current Liabilities	2,987
Long Term Liabilities	
EIDL SBAD TREAS	141,364
	141,364
Total Long Term Liabilities	141,364

These Financial Statements have not been subjected to an audit or review or compilation engagement procedures. For internal management use only. No assurance is provided.

Quality One Care Home Health Inc
Statement of Assets, Liabilities and Equity - Tax Basis
As of October 31, 2024

	<u>Oct 31, 24</u>
Total Liabilities	144,351
Equity	
Capital	20,000
Distributions Mohamed	214,160
Retained Earnings	1,642,613
Net Income	<u>(816,841)</u>
Total Equity	<u>1,059,932</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,204,283</u></u>

Quality One Care Home Health Inc
Statements of Revenues and Expenses - Tax Basis

For the Periods Ended October 31, 2024 and 2023

	Jan - Oct 24	Jan - Oct 23	% of Income
Ordinary Income/Expense			
Income			
Service Revenues	14,049,549	13,869,631	100%
Total Income	14,049,549	13,869,631	100%
Cost of Goods Sold			
Business Telehealth	250,000	0	2%
Direct Wages	2,181,160	1,912,651	16%
Subcontractors - COS	11,078,098	10,350,996	79%
Total COGS	13,509,258	12,263,648	96%
Gross Profit	540,292	1,605,983	4%
Expense			
Accounting	20,359	19,427	0%
Advertising	4,000	0	0%
Auto Expenses	10	94	0%
Bank & Merchant Fees	1,082	526	0%
CHARITY	5,000	5,000	0%
Depreciation Expense	19,025	17,858	0%
Dues & Subscriptions	7,410	2,721	0%
Education and Training Expenses	0	870	0%
Insurance	49,653	10,971	0%
Interest Expense	0	1,434	0%
Legal & Professional Fees	92,800	74,938	1%
Office Expenses	28,439	33,151	0%
Parking	720	690	0%
Payroll Service Fees	17,933	6,869	0%
Pension Expense	40,219	45,514	0%
Rent or Lease	218,115	223,680	2%
Repair & Maintenance	154,020	57,153	1%
Salaries and Wages, Other	270,753	319,012	2%
Salary, Officer	166,518	202,000	1%
Software	17,399	41,747	0%
Taxes & Licenses	215,991	201,958	2%
Telephone Expenses	14,218	14,019	0%
Travel	0	2,613	0%
Utilities	13,481	11,732	0%
Total Expense	1,357,145	1,293,974	10%
Net Ordinary Income	(816,853)	312,009	(6)%
Other Income/Expense			
Other Income			
Interest Earned	12	0	0%
Total Other Income	12	0	0%
Other Expense			
Maryland Income Taxes	0	108,413	0%
Total Other Expense	0	108,413	0%

These Financial Statements have not been subjected to an audit or review or compilation engagement procedures. For internal management use only. No assurance is provided.

Quality One Care Home Health Inc
Statements of Revenues and Expenses - Tax Basis
For the Periods Ended October 31, 2024 and 2023

	<u>Jan - Oct 24</u>	<u>Jan - Oct 23</u>	<u>% of Income</u>
Net Other Income	12	(108,413)	0%
Net Income	<u>(816,841)</u>	<u>203,596</u>	<u>(6)%</u>

Exhibit 4

Revised Table G – Entire Facility (Uninflated)

QOC Quality One Care



Home Health, Inc

9221 Colesville Road, Silver Spring, MD 20910

Phone: +1 (301) 658-7141 / Fax: +1 (301) 658-2328

Email: info@qualityonecare.com / Web: <http://www.qualityonecare.com>

EXHIBIT 4

Table G – Revenues & Expenses, Uninflated - Entire Facility (Snapshot)

TABLE G. REVENUES & EXPENSES, UNINFLATED - ENTIRE FACILITY					
<i>INSTRUCTION: Complete this table for the entire facility, including the proposed project. Table G should reflect current dollars with the projections in Table F and with the costs of Manpower listed in Table L. Manpower. Indicate on the table if the report the application, provide an explanation or basis for the projections and specify all assumptions used. Applicants must explain operating income.</i>					
CY	Two Most Recent Years (Actual)		Current Year Projected	Projected Years (ending columns if needed in order expense)	
	2023	2024			
1. REVENUE					
a. Total Home Health Gross Revenue	\$ 16,482,073	\$ 17,235,327			
b. Outpatient Services	\$ -	\$ -	\$ -	\$ -	\$ -
Gross Patient Service Revenues	\$ 16,482,073	\$ 17,235,327	\$ -	\$ -	\$ -
c. Allowance For Bad Debt	\$ -	\$ -	\$ -	\$ -	\$ -
d. Contractual Allowance	\$ -	\$ -	\$ -	\$ -	\$ -
e. Charity Care	\$ 5,000	\$ -	\$ -	\$ -	\$ -
Net Patient Services Revenue	\$ 16,477,073	\$ 17,235,327	\$ -	\$ -	\$ -
f. Other Operating Revenues (Specify/add rows if needed)	\$ -	\$ -	\$ -	\$ -	\$ -
NET OPERATING REVENUE	\$ 16,477,073	\$ 17,235,327	\$ -	\$ -	\$ -
2. EXPENSES					
a. Salaries & Wages (including benefits)	\$ 2,858,849	\$ 3,149,850	\$ -	\$ -	\$ -
b. Contractual Services	\$ 12,437,863	\$ 13,629,501	\$ -	\$ -	\$ -
c. Interest on Current Debt	\$ 1,434	\$ -	\$ -	\$ -	\$ -
d. Interest on Project Debt	\$ -	\$ -	\$ -	\$ -	\$ -
e. Current Depreciation	\$ 21,603	\$ 23,813	\$ -	\$ -	\$ -
f. Project Depreciation	\$ -	\$ -	\$ -	\$ -	\$ -
g. Current Amortization	\$ -	\$ -	\$ -	\$ -	\$ -
h. Project Amortization	\$ -	\$ -	\$ -	\$ -	\$ -
i. Supplies (Office Expense)	\$ 64,264	\$ 97,594	\$ -	\$ -	\$ -
j. Other Expenses (Specify/add rows if needed)	\$ 858,476	\$ 866,628	\$ -	\$ -	\$ -
TOTAL OPERATING EXPENSES	\$ 16,242,489	\$ 17,767,386	\$ -	\$ -	\$ -
3. INCOME					
a. Income From Operation	\$ 234,584	\$ (532,059)	\$ -	\$ -	\$ -
b. Non-Operating Income		\$ 52			
c. Penalties (Other Expense)		\$ (5,490)			
d. Maryland Income Tax	\$ (108,413)				
SUBTOTAL	\$ 234,584	\$ (537,497)	\$ -	\$ -	\$ -
c. Income Taxes					
NET INCOME (LOSS)	\$ 234,584	\$ (537,497)	\$ -	\$ -	\$ -

Exhibit 5

Revised Table J – New Facility or Service (Uninflated)

QOC Quality One Care



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EXHIBIT 5

Table J – Revenues & Expenses, Uninflated - New Facility or Service (Snapshot)

Indicate CY or FY	CY 2028	
1. REVENUE		
a. Inpatient Services	\$ -	
b. Outpatient Services	\$ 2,800,000	
Gross Patient Service Revenues	\$ 2,800,000	\$ -
c. Allowance For Bad Debt	\$ -	
d. Contractual Allowance	\$ -	
e. Charity Care	\$ 10,000	
Net Patient Services Revenue	\$ 2,790,000	\$ -
f. Other Operating Revenues (Specify)		
NET OPERATING REVENUE	\$ 2,790,000	\$ -
2. EXPENSES		
a. Salaries & Wages (including benefits)	\$ 1,124,108	
b. Contractual Services	\$ 123,000	
c. Interest on Current Debt	\$ -	
d. Interest on Project Debt	\$ -	
e. Current Depreciation	\$ -	
f. Project Depreciation	\$ -	
g. Current Amortization	\$ -	
h. Project Amortization	\$ -	
i. Supplies	\$ 70,000	
j. Other Expenses (Specify)	\$ 620,000	
TOTAL OPERATING EXPENSES	\$ 1,937,108	\$ -
3. INCOME		
a. Income From Operation	\$ 852,892.00	\$ -
b. Non-Operating Income		
SUBTOTAL	\$ 852,892.00	\$ -
c. Income Taxes		
NET INCOME (LOSS)	\$ 852,892.00	\$ -
4. PATIENT MIX		
a. Percent of Total Revenue		
1) Medicare	72.6%	
2) Medicaid	1.5%	
3) Blue Cross	0.0%	
4) Commercial Insurance	12.6%	
5) Self-pay	0.0%	
6) Other	13.3%	
TOTAL	100.0%	0.0%
b. Percent of Equivalent Inpatient Days		
Total MSGA		
1) Medicare	68.3%	
2) Medicaid	4.2%	
3) Blue Cross	0.0%	
4) Commercial Insurance	13.5%	
5) Self-pay	0.0%	
6) Other	14.0%	
TOTAL	100.0%	0.0%

Exhibit 6

Revised Table L – Workforce Information

QOC Quality One Care



Home Health, Inc

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EXHIBIT 6

Table L – Workforce Information (Snapshot)

TABLE L. WORKFORCE INFORMATION											
INSTRUCTION: List the facility's existing staffing and changes required by this project. Include all major job categories under each heading provided in the table. The number of Full Time Equivalents (FTEs) should be calculated on the basis of 2,080 paid hours per year equals one FTE. In an attachment to the application, explain any factor used in converting paid hours to worked hours. Please ensure that the projections in this table are consistent with expenses provided in uninflated projections in Tables F and G.											
Job Category	CURRENT ENTIRE FACILITY			PROJECTED CHANGES AS A RESULT OF THE PROPOSED PROJECT THROUGH THE LAST YEAR OF PROJECTION (CURRENT DOLLARS)			OTHER EXPECTED CHANGES IN OPERATIONS THROUGH THE LAST YEAR OF PROJECTION (CURRENT DOLLARS)			PROJECTED ENTIRE FACILITY THROUGH THE LAST YEAR OF PROJECTION (CURRENT DOLLARS) *	
	Current Year FTEs (2024)	Average Salary per FTE	Current Year Total Cost	FTEs	Average Salary per FTE	Total Cost (should be consistent with projections in Table G, if submitted).	FTEs	Average Salary per FTE	Total Cost	FTEs	Total Cost (should be consistent with projections in Table G)
1. Regular Employees											
Administration (List general categories, add rows if needed)											
Officer / Administrator	1.0	\$194,220	\$194,220.00	1.0	\$95,000	\$95,000	0.0		\$0	2.0	\$289,220
Admin / Support Wages	6.8	\$55,001	\$373,344.00	1.3	\$58,000	\$75,400	0.0		\$0	8.1	\$448,744
QA / Compliance Coordinator			\$0.00	1.0	\$70,000	\$70,000			\$0	1.0	\$70,000
			\$0.00			\$0			\$0	0.0	\$0
Total Administration	7.8		\$567,564.00	3.3		\$240,400			\$0	11.1	\$807,964
Direct Care Staff (List general categories, add rows if needed)											
Direct Wages	36.3	\$70,000	\$2,538,061.00	5.5	\$78,000	\$429,000	0.0		\$0	41.8	\$2,967,061
Support Staff	0.0	\$60,000	\$0.00	3.0	\$48,000	\$144,000	0.0		\$0	3.0	\$144,000
RN/LPN Clinical Staff			\$0.00	1.0	\$78,000	\$78,000			\$0	1.0	\$78,000
			\$0.00			\$0			\$0	0.0	\$0
Total Direct Care	36.3		\$2,538,061.00	12.8		\$651,000			\$0	49.1	\$3,189,061
Support Staff (List general categories, add rows if needed)											
Therapy Coordination			\$0.00	0.5	\$60,000	\$30,000			\$0	0.5	\$30,000
			\$0.00			\$0			\$0	0.0	\$0
			\$0.00			\$0			\$0	0.0	\$0
			\$0.00			\$0			\$0	0.0	\$0
Total Support	0.0		\$0.00			\$30,000			\$0	0.0	\$30,000
REGULAR EMPLOYEES TOTAL	36.3		\$2,538,061.00			\$921,400			\$0	49.6	\$3,459,461
2. Contractual Employees											
Administration (List general categories, add rows if needed)			\$0.00			\$0			\$0	0.0	\$0
			\$0.00			\$0			\$0	0.0	\$0
			\$0.00			\$0			\$0	0.0	\$0
			\$0.00			\$0			\$0	0.0	\$0
Total Administration			\$0.00			\$0			\$0	0.0	\$0
Direct Care Staff (List general categories, add rows if needed)											
Contract Therapy / MSW			\$0.00	1.5	\$82,000	\$123,000			\$0	1.5	\$123,000
			\$0.00			\$0			\$0	0.0	\$0
			\$0.00			\$0			\$0	0.0	\$0
			\$0.00			\$0			\$0	0.0	\$0
Total Direct Care Staff			\$0.00			\$123,000			\$0	0.0	\$123,000
Support Staff (List general categories, add rows if needed)											
			\$0.00			\$0			\$0	0.0	\$0
			\$0.00			\$0			\$0	0.0	\$0
			\$0.00			\$0			\$0	0.0	\$0
Total Support Staff			\$0.00			\$0			\$0	0.0	\$0
CONTRACTUAL EMPLOYEES TOTAL			\$0.00			\$123,000			\$0	1.5	\$123,000
Benefits / Fringe (Payroll Service Fees + Pension Expenses)			\$44,225.00			202,708.0				1.5	246,934.5
TOTAL COST	36.3		\$3,149,850.00	0.0		\$1,247,108	0.0		\$0		\$4,396,958

Exhibit 7

Revised CON Application Table Package – Table G, Table J, & Table L
(Submitted as an Excel document via e-mail and USB thumb-drive)