



## Open Letter to Stakeholders

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August 6, 2008

Dear Pathways Stakeholders,

Developmental Pathways, Inc. regrets to announce that our main store in Aurora is closed. After eight wonderful years serving the Aurora and Denver metro area for home medical and adaptive equipment and supplies, Pathways HomeCare Center in Aurora has closed its doors.

This industry has been under constant strain to provide quality products and service within the limited reimbursements of insurance, particularly Medicaid and Medicare. Serving Medicaid and Medicare clients has always been the core mission of Pathways HomeCare, and they made up more than half of our customers. We faced additional reductions in reimbursements as a result of the costly and complex competitive bidding process for durable medical equipment and supplies recently instituted under the Medicare Modernization Act.

Since its opening in 2000, Pathways HomeCare has endured through ongoing financial challenges in an effort to sustain our commitment to Medicaid and Medicare customers. The recent Medicare changes, added to these existing challenges, have finally brought our “one-stop-shopping” retail store model to an end. The decision to close Pathways HomeCare Center was difficult. We will miss the wonderful customers we have come to know over the years.

The good news is that we are keeping the doors open at the Pathways HomeCare Center Outlet, located in Littleton and specializing in used adaptive and medical equipment. Pathways HomeCare Center Outlet continues to fill a niche for recycling used medical equipment on a private-pay basis. We will supplement our used equipment by providing a small selection of new and discontinued medical equipment including canes, walkers, accessories, bath safety and orthopedic braces. The Littleton location is in the Woodlawn Shopping Center at 1500 W. Littleton Blvd., Unit 127. Phone 303-798-5588.

Please check back on this site for the resumption of on-line purchasing. If you have any questions about these events, please do not hesitate to contact HomeCare’s General Manager, [Chong Shirk](#), at 303-365-2100 or [Dan Cohrs](#) at 303-858-2301.

Sincerely,

Dan Cohrs  
Associate Executive Director/CFO  
Developmental Pathways, Inc.  
325 Inverness Drive South  
Englewood, CO 80112