

**MDH**  
Minnesota  
Department  
of Health

PROTECTING, MAINTAINING AND IMPROVING THE HEALTH OF ALL MINNESOTANS

May 9, 2017

Mr. Timothy Kinnetz, CEO  
annLeo, Inc.  
1905 Okoboji Avenue  
Milford, IA 51351

Dear Mr. Kinnetz:

I am writing to follow up our March 20, 2017, telephone conference with you. During this telephone conference, you described annLeo's business in more detail for MDH. This letter informs you that MDH has concluded that annLeo does not fit the statutory definition of a Supplemental Nursing Services Agency (SNSA) under Minnesota Statutes, secs. 144A.70 to 144A.74, and therefore, annLeo does not need to become SNSA-registered by MDH. This letter intends to cover the current business practices of annLeo and those described to MDH in our March 20, 2017, conversation.

As you know, by letter dated May 9, 2016, MDH concluded that annLeo fit the definition of an SNSA and was required to obtain SNSA registration from MDH. Since that time, MDH has had discussions with providers, associations, and annLeo itself in addition to internal discussions. Some of the factors supporting MDH's conclusion now that annLeo is not an SNSA requiring Minnesota registration are as follows: annLeo is based on a software system (known as a *Vendor Management System* or "VMS"); the system connects health care providers to Minnesota registered SNSAs and by using the VMS, providers can access competent qualified staff quickly; using annLeo's services means providers do not have to do the legwork themselves; providers have a choice and do not have to use annLeo's system; annLeo ensures that it works with Minnesota registered SNSAs for staffing in Minnesota; the SNSA is the entity that ensures that staff are properly qualified and credentialed; annLeo is one of several VMS staffing systems in the marketplace; and annLeo operates in 44 states.

This decision has been communicated to our MDH Health Regulation Division staff. As a courtesy for significant decisions like this, MDH will also inform Leading Age of Minnesota, Care Providers of Minnesota, and Minnesota Home Care Association. Please let me know if you have questions. I may be reached at 651-201-5952.

Sincerely,



Susan Winkelmann, Assistant Division Director  
Health Regulation Division  
P.O. Box 64900  
St. Paul, MN 55164-5952

cc: John Soshnik

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