

**OFFICIAL NOTICE AND AGENDA**

of a meeting of the **Nursing Home Operations Committee** to be held at **North Central Health Care**  
**1100 Lake View Drive, Wausau, WI 54403, Board Room** at **7:30 a.m.** on **Friday, January 27<sup>th</sup>, 2017**

In addition to attendance in person at the location described above, Board members and the public are invited to attend by telephone conference. Persons wishing to attend the meeting by phone should contact Debbie Osowski at 715-848-4405 24 hours prior to the start time of the meeting for further instructions. Any person planning to attend this meeting who needs some type of special accommodation in order to participate should call the Administrative Office at 715-848-4405.

For TDD telephone service call 715-845-4928.

1. Call to Order
2. Public Comment for Matters Appearing on the Agenda
3. ACTION: Approval of 12/16/16 Nursing Home Operations Committee Meeting Minutes
4. Financial Report
5. Senior Executive Nursing Home Operations and Quality Report – K. Gochanour
  - a. Demonstrated quality
  - b. Fiscal responsibility
  - c. Strong human relations
  - d. Regulatory compliance
  - e. Resident/family expectations
6. Review Progress on Long-Term Care Program Operational Changes – Kim Gochanour
7. Nursing Home Regulation Implementation Progress – Kim Gochanour
8. Update on Nursing Home Strategic Plan with Marathon County – Kim Gochanour
9. Update on Staffing and Recruitment Efforts – Sue Matis and Kim Gochanour
10. Discussion and Future Agenda Items
11. Adjourn



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Presiding Officer or Designee

**NOTICE POSTED AT:** North Central Health Care

**COPY OF NOTICE DISTRIBUTED TO:** Wausau Daily Herald, Antigo Daily Journal, Tomahawk Leader, Merrill Foto News,  
Langlade, Lincoln & Marathon County Clerks Offices

DATE: 01/20/17 TIME: 4:00 p.m. BY: D. Osowski

**NORTH CENTRAL COMMUNITY SERVICES PROGRAM  
NURSING HOME OPERATIONS COMMITTEE MEETING MINUTES**

December 16, 2016

8:00 A.M.

NCHC – Wausau Campus

Present: X Jean Burgener X Bill Metter X Bill Miller  
X John Robinson EXC Margaret Donnelly

Also Present: Kim Gochanour, Becky Schultz, Brenda Glodowski

Guests:

The meeting was called to order at 8:08 a.m.

Public Comment for Matters Appearing on the Agenda

No comments were made.

Minutes

- **Motion**/second, Metter/Robinson, to approve the 11/18/16 Nursing Home Operations Committee meeting minutes. Motion carried.

Financial Report

- We experienced a deficit in November; struggling with census which averaged 197 with the census in December even lower at 190 currently.
- Medicare census averaged 18 in November and is currently averaging 14 for December.
- Health insurance was over by \$193,000 of which about 93,000 will impact the nursing home.
- With the continued decline in census, we may need to address closing units.

Senior Executive Nursing Home Operations and Quality Report – Kim Gochanour

- We are moving forward to temporarily close South Shore by transitioning residents to Legacies and other units. We have been working with families and staff in this process. Full transition will be no later than 3/1/17. Residents moved already have adjusted well. Letter about the transition that was sent to families and staff will be forwarded to the members of the Nursing Home Operations Committee.
- We are not admitting on long term care but are accepting long term residents on legacies program.
- Consolidating units will help with both nurse and CNA staffing challenges.
- Committee members asked for talking points for them to inform the County Board with the details/facts about the challenges facing the nursing home and what changes need to take place immediately to help address the deficit i.e. staffing challenges, inability to fill beds creates inefficiencies in programs, mission is to care for vulnerable population, initiating management discretion, an interim measure in light of strategic planning, addressing shortages and expenses, etc.

#### Strategic Plan for the Nursing Home - Kim Gochanour

- Working with Marathon County on the RFP for the nursing home which is scheduled to be out in January 2017.
- This committee needs direction from the County Board as to what this committee should be addressing.

#### Update on Federal Regulation Changes Effective 11/28/16 Phase 1 – Kim Gochanour

- Attended a presentation by LeadingAge on these changes which is the largest overhaul since OBRA 87. Terminology has changed from 'person centered' to 'person directed'. Trauma Informed Care will be added. We already have ethics and corporate compliance in place but need to verify policies are reflected appropriately. Bi-weekly meetings are being held to review all of the changes.
- Kim will prepare a spreadsheet of key elements that indicates what changes are taking place and where we are at with each, along with what is needed yet.
- The State was unsure yet what the survey process will look like.

#### Consideration of Appeal in Informal Dispute Resolution Determination-F499 Citation – Kim Gochanour

- Appeal was denied. Kim is in contact with LeadingAge and an attorney whose expertise is in this process. The attorney has agreed to review our case and provide feedback on recommended next steps for possible appeal to the denial. Additional information will be provided as it becomes available.
- Forfeiture decision is with the Office of Inspector General (OIG); anticipate notification after the first of the year.
- We have suggested a methodology but Department of Health Services will make a recommendation to the OIG, and Centers for Medicare and Medicaid Services (CMS) will make final decision.
- We have been proactive about this incident by self-reporting, contacting our liability carriers, improving upon internal processes, etc. however the financial forfeiture is tied to our ability to train CNA's which is vital.
- **Motion**/second, Robinson/Metter, to evaluate with outside counsel whether we should appeal and empower the CEO to make the decision on the appeal. Motion carried.

#### Update on Staffing and Recruitment Efforts – Sue Matis and Kim Gochanour

- Twelve new employees began this last week as CNA's, nurses, dietary and housekeeping. We have also received 13 new applicants for CNA's and Nurses. Feel the new wage adjustment has not only increased the number of applicants but the quality of applicants.
- Onboarding process has been expanded with focus on staff being more knowledgeable and better prepared before being on the floor and caring for residents. K. Gochanour, the Assistant Administrator, and DON meet at least three times with new staff to see how they are doing, help them feel valued and part of the system.
- Will be reviewing nurse wages in the next few months since we are in such a highly competitive market.

- There are weekly recruitment and retention meetings with Human Resources to help identify themes, etc. The Dept. of Workforce Development identifies Wisconsin is in high demand of CNA's and nurses. Other organizations are paying for schooling, increasing starting wages, etc. We are striving to differentiate ourselves from other organizations with some of the recent wage increases, onboarding changes, etc. which has proven to be successful in bringing back good staff.
- We are also working on investing in the development of licensed nurses. Those in licensed positions want to see the organization invest in continued development and education which is why we recently had an entire day of education for nurses. Retention is of great importance.
- It is felt that the 'environment' (atmosphere and structure) is a large part of attracting new staff; MVCC is experiencing the negative effects from the decision by Marathon County not to update and renovate the facility.
- Next week is Holiday Spirit Week which will include fun activities for the holidays:
  - All are invited to sing with the residents on Tuesday and 10 a.m. Meet in the MVCC lobby and wear crazy Christmas socks too.
  - Stop and Dance is an activity where Christmas music will be played over the facility audio system for staff to stop and dance with residents.
  - Coordinating a staff pot luck.

**Motion**/second, Metter/Robinson, to adjourn the Nursing Home Operations Committee meeting at 9:12 a.m. Motion carried.

*dko*

**North Central Health Care  
Nursing Home  
Combing Statement of Revenue and Expenses  
For the Period Ending December 31, 2016**

	Current Month Actual	5812 PPD	Current Month Budget	6510 PPD	Current Month Variance (PPD)	YTD Actual	73917 PPD	YTD Budget	76860 PPD	YTD Variance (PPD)	Prior YTD Actual	76039 PPD
<b>Revenue</b>												
Net Patient Services Revenue:												
Daily Services	\$1,237,855		\$1,550,367			\$17,730,100		\$18,329,999			\$18,717,825	
Ancillary Services	\$609,814		\$536,000			\$6,227,979		\$6,432,000			\$5,911,666	
Total Net Patient Services Revenue	\$1,847,669	\$317.91	\$2,086,367	\$320.49	(\$2.58)	\$23,958,079	\$324.12	\$24,761,999	\$322.17	\$1.95	\$24,629,491	\$323.91
Other Revenue												
County Appropriation	\$141,666		\$141,666			\$1,700,000		\$1,700,000			\$1,700,000	
Department and Other Revenue	\$65,546		\$31,296			\$813,505		\$375,574			\$501,402	
Total Other Revenue	\$207,212	\$35.65	\$172,962	\$26.57	\$9.08	\$2,513,505	\$34.00	\$2,075,574	\$27.00	\$7.00	\$2,201,402	\$28.95
Total Revenue	\$2,054,881	\$353.56	\$2,259,329	\$347.06	\$6.50	\$26,471,584	\$358.13	\$26,837,573	\$349.17	\$8.95	\$26,830,893	\$352.86
<b>Expenses</b>												
Direct Expenses	\$1,765,147		\$1,651,875			\$20,611,123		\$19,534,238			\$19,908,197	
Indirect Expenses	\$664,891		\$618,988			\$7,290,266		\$7,303,336			\$7,402,632	
Total Expenses	\$2,430,038	\$418.11	\$2,270,863	\$348.83	\$69.28	\$27,901,389	\$377.47	\$26,837,574	\$349.17	\$28.29	\$27,310,829	\$359.17
Donations and Gifts	\$243		\$0			\$7,553		\$0			\$6,828	
Nonoperating Gains/(Losses)	\$0		\$0			\$0		\$0			\$0	
Total Nonoperating Gains/(Losses)	\$243	\$0.04	\$0	\$0.00	\$0.04	\$7,553	\$0.10	\$0	\$0.00		\$6,828	\$0.09
Excess Revenue (Expenses)	(\$374,914)	(\$64.51)	(\$11,533)	(\$1.77)	(\$62.74)	(\$1,422,252)	(\$19.24)	\$0	\$0.00	(\$19.24)	(\$473,108)	(\$6.22)

**NORTH CENTRAL HEALTH CARE  
MEDICARE DAYS BY RUG CATEGORY  
2016**

RUG CATEGORY	RUG RATE	ACTUAL	BUDGET	ACTUAL	BUDGET	YTD	YTD	YTD	YTD
		DAYS December	DAYS December	REVENUE December	REVENUE December	ACTUAL DAYS	BUDGET DAYS	ACTUAL REVENUE	BUDGET REVENUE
RUX	\$736.29	0	20	\$0	\$14,363	35	231	\$25,735	\$169,580
RUL	\$720.25	0	0	\$0	\$0	0	0	\$0	\$0
RVX	\$655.35	0	0	\$0	\$0	57	0	\$37,305	\$0
RVL	\$587.96	0	0	\$0	\$0	0	0	\$0	\$0
RHX	\$593.76	0	0	\$0	\$0	15	0	\$8,894	\$0
RHL	\$529.58	0	0	\$0	\$0	33	0	\$17,453	\$0
RMX	\$544.67	0	0	\$0	\$0	53	0	\$28,851	\$0
RML	\$499.74	0	0	\$0	\$0	0	0	\$0	\$0
RLX	\$478.34	0	0	\$0	\$0	0	0	\$0	\$0
RUC	\$558.20	87	45	\$48,563	\$24,856	692	526	\$385,934	\$293,458
RUB	\$558.20	112	80	\$62,518	\$44,504	1227	943	\$684,164	\$525,429
RUA	\$466.74	45	25	\$21,003	\$11,876	347	301	\$161,804	\$140,216
RVC	\$478.86	55	87	\$26,337	\$41,834	1206	1033	\$576,921	\$493,916
RVB	\$414.68	73	138	\$30,272	\$57,149	785	1631	\$325,204	\$675,526
RVA	\$413.08	35	54	\$14,458	\$22,073	415	632	\$171,217	\$260,600
RHC	\$417.27	0	21	\$0	\$8,848	258	251	\$107,554	\$104,460
RHB	\$375.55	0	28	\$0	\$10,511	271	331	\$101,645	\$124,102
RHA	\$330.62	8	18	\$2,645	\$5,889	214	211	\$70,664	\$69,528
RMC	\$366.57	4	28	\$1,466	\$10,105	205	326	\$75,066	\$119,299
RMB	\$344.11	20	15	\$6,882	\$5,108	138	175	\$47,465	\$60,302
RMA	\$283.14	0	14	\$0	\$3,842	90	160	\$25,450	\$45,366
RLB	\$356.40	0	0	\$0	\$0	0	0	\$0	\$0
RLA	\$229.65	0	0	\$0	\$0	0	0	\$0	\$0
ES3	\$672.21	18	74	\$12,100	\$49,602	489	872	\$328,316	\$585,622
ES2	\$526.20	1	0	\$526	\$0	121	0	\$63,602	\$0
ES1	\$470.05	0	0	\$0	\$0	0	0	\$0	\$0
HE2	\$454.00	0	0	\$0	\$0	0	0	\$0	\$0
HE1	\$376.99	0	0	\$0	\$0	18	0	\$6,776	\$0
HD2	\$425.12	0	0	\$0	\$0	0	0	\$0	\$0
HD1	\$354.53	0	15	\$0	\$5,262	71	175	\$25,137	\$62,127
HC2	\$401.05	0	0	\$0	\$0	0	0	\$0	\$0
HC1	\$335.27	0	6	\$0	\$2,133	32	75	\$10,714	\$25,180
HB2	\$396.24	0	0	\$0	\$0	0	0	\$0	\$0
HB1	\$332.06	0	0	\$0	\$0	52	0	\$17,243	\$0
LE2	\$412.28	0	0	\$0	\$0	0	0	\$0	\$0
LE1	\$344.90	0	7	\$0	\$2,342	10	80	\$3,446	\$27,645
LD2	\$396.24	0	0	\$0	\$0	0	0	\$0	\$0
LD1	\$332.06	8	8	\$2,656	\$2,535	32	90	\$10,620	\$29,926
LC2	\$348.11	0	0	\$0	\$0	0	0	\$0	\$0
LC1	\$293.55	0	0	\$0	\$0	29	0	\$8,501	\$0
LB2	\$330.46	0	0	\$0	\$0	0	0	\$0	\$0
LB1	\$280.72	0	0	\$0	\$0	6	0	\$1,682	\$0
CE2	\$367.36	0	0	\$0	\$0	0	0	\$0	\$0
CE1	\$338.48	0	0	\$0	\$0	9	0	\$3,042	\$0
CD2	\$348.11	0	0	\$0	\$0	0	0	\$0	\$0
CD1	\$319.23	0	0	\$0	\$0	28	0	\$8,927	\$0
CC2	\$304.78	0	0	\$0	\$0	0	0	\$0	\$0
CC1	\$282.32	0	0	\$0	\$0	16	0	\$4,511	\$0
CB2	\$282.32	0	0	\$0	\$0	0	0	\$0	\$0
CB1	\$261.47	0	0	\$0	\$0	10	0	\$2,611	\$0
CA2	\$239.00	0	0	\$0	\$0	0	0	\$0	\$0
CA1	\$222.96	0	11	\$0	\$2,458	27	130	\$6,012	\$29,024
BB2	\$253.44	0	0	\$0	\$0	0	0	\$0	\$0
BB1	\$242.21	0	0	\$0	\$0	0	0	\$0	\$0
BA2	\$210.12	0	0	\$0	\$0	0	0	\$0	\$0
BA1	\$200.50	0	0	\$0	\$0	11	0	\$2,203	\$0
PE2	\$338.48	0	0	\$0	\$0	0	0	\$0	\$0
PE1	\$322.43	0	0	\$0	\$0	0	0	\$0	\$0
PD2	\$319.23	0	0	\$0	\$0	0	0	\$0	\$0
PD1	\$303.18	0	6	\$0	\$1,929	36	75	\$10,914	\$22,769
PC2	\$274.30	0	0	\$0	\$0	0	0	\$0	\$0
PC1	\$261.47	5	14	\$1,307	\$3,726	80	168	\$20,901	\$43,985
PB2	\$232.59	0	0	\$0	\$0	0	0	\$0	\$0
PB1	\$222.96	0	0	\$0	\$0	10	0	\$2,227	\$0
PA2	\$192.48	0	0	\$0	\$0	0	0	\$0	\$0
PA1	\$184.45	0	0	\$0	\$0	55	0	\$10,130	\$0
TOTAL		471	713	\$230,735	\$330,942	7183	8418	\$3,398,844	\$3,908,059
Average Reimbursement Per Day				\$489.88	\$464.27			\$473.18	\$464.26
Average Patients/Day				15.2	23.0			19.6	23.0

**North Central Health Care  
Nursing Home Patient Days  
By Payor Mix-2016**

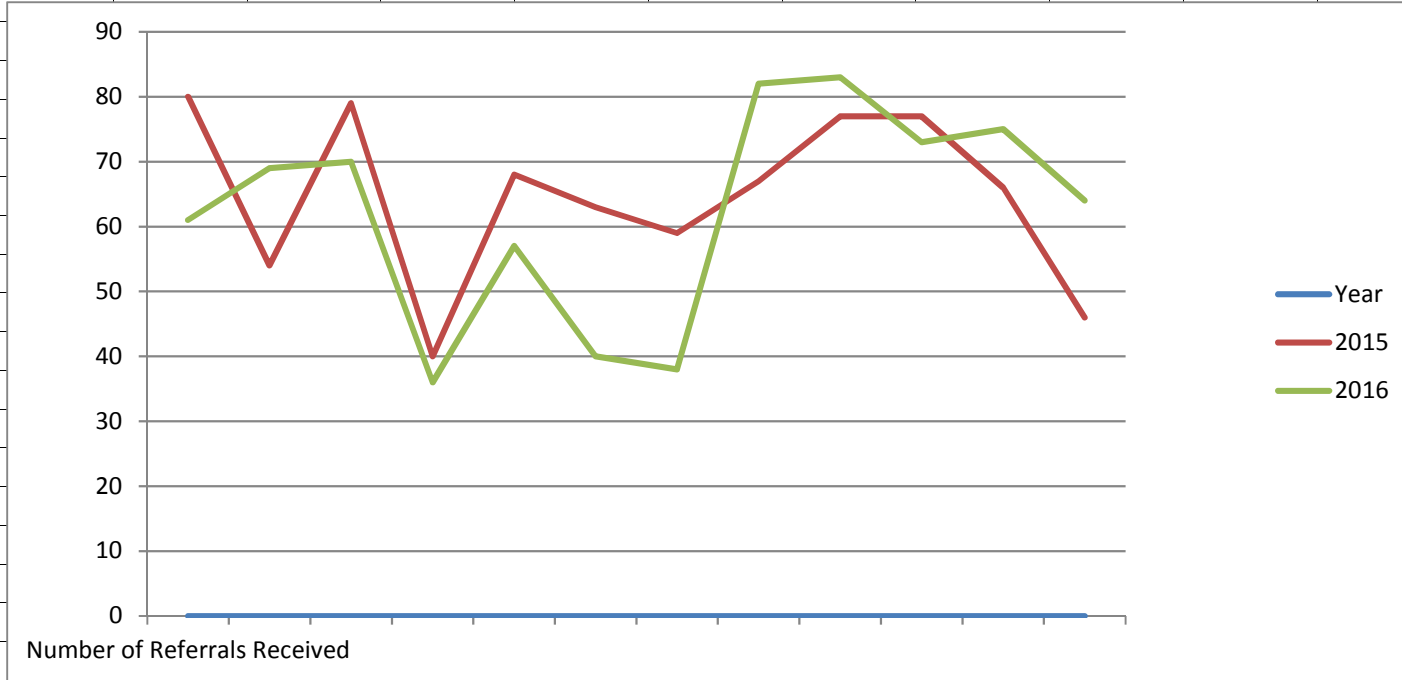
	<b>January</b>				<b>February</b>				<b>March</b>				<b>April</b>							
	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%
Self Pay	809	12.56%	682	10.48%	797	13.39%	638	10.48%	910	14.30%	682	10.48%	775	12.64%	660	10.48%				
Commercial	473	7.34%	279	4.29%	487	8.18%	261	4.29%	435	6.84%	279	4.29%	383	6.25%	270	4.29%				
Medicare	760	11.80%	713	10.95%	537	9.02%	667	10.95%	645	10.14%	713	10.95%	669	10.91%	690	10.95%				
Medicaid	4399	68.30%	4836	74.29%	4132	69.41%	4524	74.29%	4373	68.73%	4836	74.29%	4304	70.20%	4680	74.29%				
<b>Total</b>	<b>6441</b>	<b>100.00%</b>	<b>6510</b>	<b>100.00%</b>	<b>5953</b>	<b>100.00%</b>	<b>6090</b>	<b>100.00%</b>	<b>6363</b>	<b>100.00%</b>	<b>6510</b>	<b>100.00%</b>	<b>6131</b>	<b>100.00%</b>	<b>6300</b>	<b>100.00%</b>				
Occupancy	86.6%		87.5%		85.5%		87.5%		85.5%		87.5%		85.2%		87.5%					
	<b>May</b>				<b>June</b>				<b>July</b>				<b>August</b>							
	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%
Self Pay	856	13.24%	682	10.48%	826	13.59%	660	10.48%	861	14.00%	682	10.48%	993	15.73%	682	10.48%				
Commercial	429	6.63%	279	4.29%	431	7.09%	270	4.29%	388	6.31%	279	4.29%	419	6.64%	279	4.29%				
Medicare	661	10.22%	713	10.95%	558	9.18%	690	10.95%	554	9.01%	713	10.95%	607	9.62%	713	10.95%				
Medicaid	4520	69.90%	4836	74.29%	4265	70.15%	4680	74.29%	4346	70.68%	4836	74.29%	4293	68.01%	4836	74.29%				
<b>Total</b>	<b>6466</b>	<b>100.00%</b>	<b>6510</b>	<b>100.00%</b>	<b>6080</b>	<b>100.00%</b>	<b>6300</b>	<b>100.00%</b>	<b>6149</b>	<b>100.00%</b>	<b>6510</b>	<b>100.00%</b>	<b>6312</b>	<b>100.00%</b>	<b>6510</b>	<b>100.00%</b>				
Occupancy	86.9%		87.5%		84.4%		87.5%		82.6%		87.5%		84.8%		87.5%					
	<b>Sept</b>				<b>October</b>				<b>November</b>				<b>December</b>				<b>YTD</b>			
	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%
Self Pay	914	14.85%	660	10.48%	931	15.11%	682	10.48%	894	15.11%	660	10.48%	729	12.54%	682	10.48%	10295	13.93%	8052	10.48%
Commercial	429	6.97%	270	4.29%	429	6.96%	279	4.29%	398	6.73%	270	4.29%	386	6.64%	279	4.29%	5087	6.88%	3294	4.29%
Medicare	593	9.63%	690	10.95%	595	9.66%	713	10.95%	532	8.99%	690	10.95%	471	8.10%	713	10.95%	7182	9.72%	8418	10.95%
Medicaid	4219	68.55%	4680	74.29%	4206	68.27%	4836	74.29%	4091	69.16%	4680	74.29%	4226	72.71%	4836	74.29%	51353	69.47%	57096	74.29%
<b>Total</b>	<b>6155</b>	<b>100.00%</b>	<b>6300</b>	<b>100.00%</b>	<b>6161</b>	<b>100.00%</b>	<b>6510</b>	<b>100.00%</b>	<b>5915</b>	<b>100.00%</b>	<b>6300</b>	<b>100.00%</b>	<b>5812</b>	<b>100.00%</b>	<b>6510</b>	<b>100.00%</b>	<b>73917</b>	<b>100.00%</b>	<b>76860</b>	<b>100.00%</b>
Occupancy	85.5%		87.5%		82.8%		87.5%		82.2%		87.5%		78.1%		87.5%		84.1%		87.5%	

Referral Date	Source of Reference	Vent	Admitted	Admission Date if Admitted	Reason if Not Admitted	Payer Source
12/1/16	AWH	No	No		no payor source	None
12/2/16	AWH	No	No		dc hom with brother; refuse SNF	Medicare Part A&B
12/2/16	AWH	No	No		decided to keep her there	Medicare Part A&B
12/2/16	Pride TLC	No	No		no LTC beds	Private pay ?
12/2/16	Golden Living-Tomahawk	No	No		out of county	Private Pay
12/2/16	Appleton Hosp	No	No		Out of County, high acuity	
12/5/16	AWH	No	No		expired	Medicare Part A&B
12/5/16	AWH	No	No		going to Colonial Manor	Medicare
12/5/16	VA	No	No		out of county, needing LTC	VA
12/5/16	Care Partners - Coountry Terrace	No	No		Staffing	
12/5/16	AWH	No	No		Staffing - we did accept on 12/13 but he was going to Colonial already	Medicare A
12/6/16	AWH	No	Yes	12/9/16		Self Pay
12/7/16	AWH	No	Yes	12/13/16		Medicare A
12/7/16	AWH	No	No		going to Benedictine	Medicare Part A&B
12/8/16	AWH	No	No		Can return to Primrose	Medicare
12/8/16	AWH	No	Yes	12/12/16		Medicare A manage Care
12/8/16	AWH	No	Yes	12/10/16		Medicare A Manage Care
12/8/16	Colonial Manor	No	No		Husband not admitted	
12/8/16	AWH	No	No		no payor source; quite a bit of care	
12/8/16	AWH	No	No		Out of County	Medicare
12/9/16	Select Spec - Mad	Yes	No		dc to hospice	Insurance
12/9/16	AWH	No	Yes	12/15/16		Medicare A Manage Care
12/9/16	AWH	No	No		Family prefers no SNF - went home with son and husband	Medicare
12/12/16	Select Spec - Mad	Yes	No		dc elsewhere	Medicare NS
12/12/16	AWH	No	No		Dc to Benedictine - 1st choice	Medicaid
12/12/16	Select Spec - Mil	Yes	No		placed elsewhere	Insurance
12/12/16	Select Spec - Mil	Yes	No		still trying to find placement but will probably go home	United Healthcare
12/12/16	AWH	No	No		Went to Homme Home	
12/13/16	AWH	No	Yes	12/15/16		Medicaid Hospice
12/13/16	STC	No	Yes	12/16/16		Insurance
12/14/16	AWH	No	No		MI; sitter, delusional, needs to high	Medicare
12/15/16	STC	No	Yes	12/17/16		CCCW
12/15/16	AWH	No	No		Dc home	Medicare Part A&B
12/16/16	UW Hospital - Madison	No	No		out of county, criminal record, homeless	MC/MA
12/16/16	Wausau Surgery Center	No	Yes	12/21/16		Insurance
12/16/16	STC	No	No		Went home to hospice	
12/18/16	AWH	No	Yes	12/19/16		Medicare A
12/19/16	AWH	No	Yes	12/20/16		Self Pay/Hospice
12/19/16	AWH	No	Yes	12/20/16		Medicare A
12/19/16	STC	No	No		dc to Rennes, already taking an admit - staffing	UHC Medicare Complete
12/19/16	AWH	No	No		Out of County	Medicare A
12/20/16	UW Hospital - Madison	No	No		Out of County, Needs extended	Insurance
12/20/16	AWH	No	Yes	12/21/16		Medicare A Manage Care
12/21/16	AWH	No	No		we have other referrals - accepted by Wausau Manor family dec to take home then changed their minds, no beds available at Wausau Manor now	Medicare Part A&B
12/22/16	Select Spec - Mil	Yes	No		dc to Green Lake	Insurance
12/22/16	STC	No	Yes	12/25/16		Medicare A Manage Care
12/22/16	Home	No	Yes	12/29/16		Medicaid
12/22/16	AWH	No	No		dc to Tomah VA	Medicare Part A&B
12/22/16	AWH	No	No		out of county, limited admits at this time	hospice
12/26/16	AWH	No	Yes	12/27/16		Medicare
12/26/16	Good Samaritan Hospital-Merrill	No	No		Out of County; VA wants	Private Pay
12/27/16	AWH	No	Yes	12/27/16		Medicaid
12/27/16	AWH	No	Yes	12/27/16		Medicare A Manage Care
12/27/16	AWH	No	No		out of network	Medicare A Manage Care
12/27/16	AWH	No	Yes	1/6/17		Medicare A
12/28/16	STC	No	No		dc back to Our House	Sc Health Medicare D
12/28/16	AWH	No	No		Likely going to Wausau Manor, 1st choice	Medicare - Security Health
12/28/16	St Joe's	No	No		limited female LBL beds r/t referrals/transfers	Medicare
12/28/16	AWH	No	No		Out of Network	Medicare - Humana MC Gold
12/28/16	Sacred Heart	No	No		placed elsewhere	Medicare Part A&B
12/29/16	Howard Young	No	No		likely needing LTC	VA
12/29/16	AWH	No	No		Out of County; limited male LBL beds d/t internal moves	Medicare - Security Health
12/30/16	Aurora Health Care	No	No		DC to NH in Milwaukee	United Healthcare
12/30/16	AWH	No	No		Dc to Tomah	VA

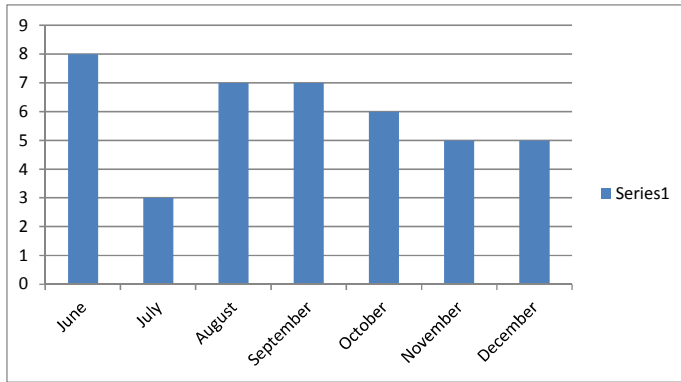
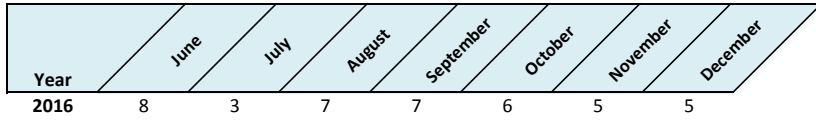


### Number of Referrals Received

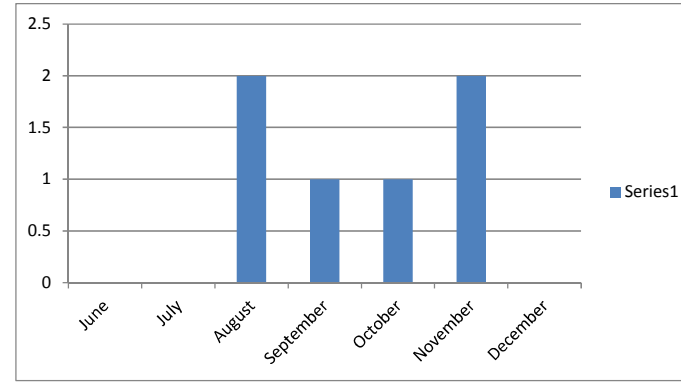
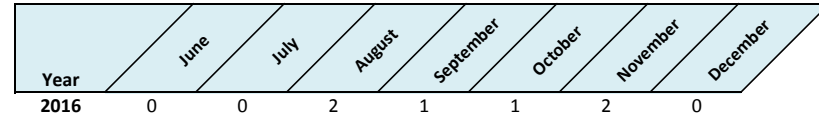
Year	January	February	March	April	May	June	July	August	September	October	November	December
<b>2015</b>	80	54	79	40	68	63	59	67	77	77	66	46
<b>2016</b>	61	69	70	36	57	40	38	82	83	73	75	64



Number of Vent Referrals Received

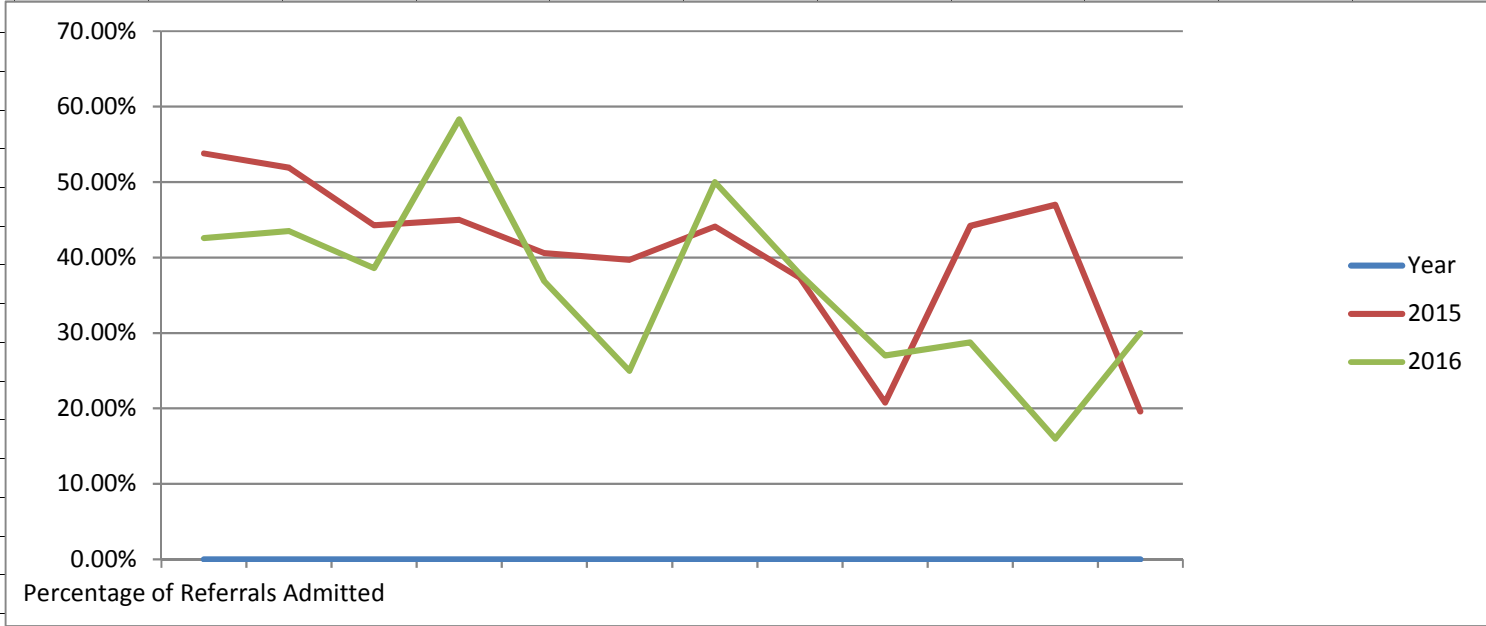


Number of Vent Referrals Admitted



Percentage of Referrals Admitted

Year	January	February	March	April	May	June	July	August	September	October	November	December
2015	53.80%	51.90%	44.30%	45.00%	40.60%	39.70%	44.10%	37.30%	20.80%	44.20%	47.00%	19.60%
2016	42.60%	43.50%	38.60%	58.33%	36.84%	25.00%	50.00%	37.80%	27.00%	28.77%	16.00%	30.00%



2016 Referrals Who Didn't Admit

Year	January	February	March	April	May	June	July	August	September	October	November	December
We're Full	0	0	4	3	1	4	3	8	5	0	3	3
Went to Another Facility	20	15	16	3	13	9	6	24	20	9	8	20
Discharged Home	4	3	3	0	2	1	2	0	0	2	4	3
Out of Network	1	3	4	3	2	1	0	2	5	4	1	2
Insurance Didn't Authorize	0	3	0	0	0	0	0	2	2	0	0	0
Out of County	3	1	5	4	8	5	2	3	12	17	10	10
Acuity/Needs to High	3	5	7	0	6	7	3	4	4	8	1	1
Refused SNF	0	1	0	0	1	0	1	1	1	0	0	1
No Skilled Needs	0	1	1	2	0	0	0	2	0	0	0	0
Expired	2	6	1	0	2	1	2	2	1	2	0	1
Other (didn't like room, r/t prev hx here, low staffing)	2	1	2	0	1	2	0	3	11	10	36	4
<b>TOTAL</b>	<b>35</b>	<b>39</b>	<b>43</b>	<b>15</b>	<b>36</b>	<b>30</b>	<b>19</b>	<b>51</b>	<b>61</b>	<b>52</b>	<b>63</b>	<b>45</b>

