

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 **8:00 am** on **Friday, February 24th, 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 01/27/17 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. Use of Contracted Labor – K. Gochanour
7. Staffing/Star Rating/Citation Analysis – K. Gochanour
8. Hospital Bed Utilization Due to Nursing Home Bed Limits – K. Gochanour/M. Donnelly
9. Update on Nursing Home Strategic Plan with Marathon County – K. Gochanour
10. Education Plan/Material for New Nursing Home Committee Discussion
11. Resident Council Meeting Update – K. Gochanour
12. Discussion and Future Agenda Items
13. Adjourn



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: 02/17/17 TIME: 4:00 p.m. BY: D. Osowski

NORTH CENTRAL COMMUNITY SERVICES PROGRAM BOARD NURSING HOME OPERATIONS COMMITTEE

January 27, 2017

7:30 AM

North Central Health Care – Board Room

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

Also Present: Kim Gochanour, Becky Schultz, Sue Matis, Brenda Glodowski

Meeting was called to order at 7:30 a.m.

Public Comment for Matters Appearing on the Agenda

- No public comment(s) made.

Approval of 12/16/16 Nursing Home Operations Committee Meeting Minutes

- **Motion**/second, Metter/Robinson, to approve the 12/16/16 Nursing Home Operations Committee meeting minutes. Motion carried.

Financial Report

- Financials were reviewed yesterday at the Board meeting; no additional questions or discussion.

Senior Executive Nursing Home Operations and Quality Report – K. Gochanour

- We currently contract for four nurse positions but anticipate a reduction in this use with an employee returning from FMLA and the Utilization Review nurse moving to a full-time nurse position.
- Concern was expressed about the severe shortage of nurses and CNA's not only at NCHC but in the community. Creative strategies are vital to attract and retain staff. Area nursing homes are in similar staffing situations, consolidating units, turning down referrals, etc.
- The nursing home RFP will conduct a market analysis which should identify the capacity of beds in the county. LeadingAge and Wisconsin County Homes Association will be contacted for additional information on staffing including comparisons to Star ratings and citations, etc.
- Committee is interested in knowing if hospitals see increased bed utilization because patients are not able to be admitted to a nursing facility and what the Home Healthcare capacity is.
- A complaint survey was completed in early January which was not substantiated.

Review Progress of Long-Term Care Program Operational Changes – K. Gochanour

- Several residents have transitioned from Southern Reflections. The Nursing Home Ombudsman and DQA have been kept informed and involved during the transitions.
- Committee members inquired about staff morale. Several employee feedback forums have occurred along with off shift visits and one on one conversations. Most employees are positive and understanding, see these changes are to make their jobs easier and unified. No individuals have been laid-off but some staff are transitioning to other areas. We learned through the feedback received that communication and flexibility are important to the staff.

- Lindsey King was recognized and praised for coordinating the transitions, working with families, residents, and staff making for a positive experience for everyone. Her efforts have helped drive this process. Cagney Martin was also recognized for her leadership in revising the onboarding process for new staff with an extended two week orientation before being assigned on the floor. The senior team meets regularly with new employees to reinforce relationships and promote open communication. The changes have been very successful and we continue to work to improve this process.
- Continue to work on retention and morale. It is felt that the person centered model will change the culture here with a positive impact on employee engagement, access rates, patient experience, etc. Informal meetings have proved to be more successful than formal meetings. We are working to identify a way to measure success in retention, turnover, vacancy, overall satisfaction pulse checks, etc. Have heard that staff want to see leadership on the floor doing things, relaying simple thank you's, and working with staff to focus on the positive.

Nursing Home Regulation Implementation Progress – K. Gochanour

- LeadingAge has contracted with Pathways.
- We are have a 3 Star Overall rating. Quality Star ranking is 5 and staffing is 3.
- The determination on the Civil Money Penalties was received in the amount of \$10,450. We will accept the determination (rather than appeal) which then reduces to \$6,500 and will allow us to continue with the nurse aid training. The Committee agreed. We are waiting to hear from the Office of Inspector General on their findings.

Update on Nursing Home Strategic Plan with Marathon County – K. Gochanour

- The RFP will be distributed to approximately 10 consulting groups on January 30, 2017.
- A grid system will be created to assist with verifying requirements of the RFP; timeline in packet.
- We will submit recommendations to Marathon County's nursing home committee.

Update on Staffing and Recruitment

- Continue to meet as a team, review policies, and move forward on changes.
- Training opportunities continue to exist with the new on-shift system.
- Positive results were received from those benefiting from the recent pay increase. Additional education on 'salary band' is needed so staff understand salary ranges and the entire picture.
- Merit increases were not budgeted for this year. Employees have been made aware of the financial situation but it doesn't necessarily make it easier to accept.

Discussion and Future Agenda Items

- The Senior CNA project continues to be explored; working with NTC and local church leadership to try to advance the project, recruit, educate community, provide scholarships, etc.
- We are working on expanding the details received on referrals and why individuals are not choosing Mount View Care Center.
- Committee expressed interest and concern on how to educate the new members of the Marathon County nursing home committee i.e. updated Glossary of Terms to help understand the long term care industry.
- Katie Rosenberg, County Board Supervisor, has accepted the invitation from the Resident Council to join their next meeting on Feb. 20 at 2:00 p.m. Everyone is welcome to attend.

Motion/second, Metter/Robinson, to adjourn the Nursing Home Operations Committee meeting at 8:27 a.m. Motion carried.

**North Central Health Care
Nursing Home
Combing Statement of Revenue and Expenses
For the Period Ending January 31, 2017**

	Current Month Actual	5784 PPD	Current Month Budget	6293 PPD	Current Month Variance (PPD)	YTD Actual	5784 PPD	YTD Budget	6293 PPD	YTD Variance (PPD)	Prior YTD Actual	6441 PPD
Revenue												
Net Patient Services Revenue:												
Daily Services	\$1,453,492		\$1,478,061			\$1,453,492		\$1,478,061			\$1,526,272	
Ancillary Services	\$279,761		\$338,000			\$279,761		\$338,000			\$397,040	
Total Net Patient Services Revenue	\$1,733,253	\$299.66	\$1,816,061	\$288.58	\$11.08	\$1,733,253	\$299.66	\$1,816,061	\$288.58	\$11.08	\$1,923,312	\$298.60
Other Revenue												
County Appropriation	\$141,667		\$141,667			\$141,667		\$141,667			\$141,667	
Department and Other Revenue	\$153,375		\$136,543			\$153,375		\$135,543			\$38,936	
Total Other Revenue	\$295,042	\$51.01	\$278,210	\$44.21	\$6.80	\$295,042	\$51.01	\$277,210	\$44.05	\$6.96	\$180,603	\$28.04
Total Revenue	\$2,028,295	\$350.67	\$2,094,271	\$332.79	\$17.88	\$2,028,295	\$350.67	\$2,093,271	\$332.63	\$18.04	\$2,103,915	\$326.64
Expenses												
Direct Expenses	\$1,494,635		\$1,488,746			\$1,494,635		\$1,488,746			\$1,847,688	
Indirect Expenses	\$619,322		\$669,985			\$619,322		\$669,985			\$621,459	
Total Expenses	\$2,113,957	\$365.48	\$2,158,731	\$343.04	\$22.45	\$2,113,957	\$365.48	\$2,158,731	\$343.04	\$22.45	\$2,469,147	\$383.35
Donations and Gifts	\$180		\$0			\$180		\$0			\$553	
Nonoperating Gains/(Losses)	\$0		\$0			\$0		\$0			\$0	\$0.00
Total Nonoperating Gains/(Losses)	\$180	\$0.03	\$0	\$0.00	\$0.03	\$180	\$0.03	\$0	\$0.00		\$553	
Excess Revenue (Expenses)	(\$85,482)	(\$14.78)	(\$64,459)	(\$10.24)	(\$4.54)	(\$85,482)	(\$14.78)	(\$65,459)	(\$10.40)	(\$4.38)	(\$364,679)	(\$56.62)

**NORTH CENTRAL HEALTH CARE
MEDICARE DAYS BY RUG CATEGORY
2017**

RUG CATEGORY	RUG RATE	ACTUAL DAYS January	BUDGET DAYS January	ACTUAL REVENUE January	BUDGET REVENUE January	YTD ACTUAL DAYS	YTD BUDGET DAYS	YTD ACTUAL REVENUE	YTD BUDGET REVENUE
RUX	\$736.29	0	0	\$0	\$0	0	0	\$0	\$0
RUL	\$720.25	0	0	\$0	\$0	0	0	\$0	\$0
RVX	\$655.35	0	0	\$0	\$0	0	0	\$0	\$0
RVL	\$587.96	0	0	\$0	\$0	0	0	\$0	\$0
RHX	\$593.76	0	4	\$0	\$0	0	4	\$0	\$2,521
RHL	\$529.58	0	0	\$0	\$0	0	0	\$0	\$0
RMX	\$544.67	0	4	\$0	\$2,313	0	4	\$0	\$2,313
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	108	48	\$60,286	\$26,786	108	48	\$60,286	\$26,786
RUB	\$558.20	118	127	\$65,868	\$71,113	118	127	\$65,868	\$71,113
RUA	\$466.74	19	40	\$8,868	\$18,829	19	40	\$8,868	\$18,829
RVC	\$478.86	112	121	\$53,632	\$58,159	112	121	\$53,632	\$58,159
RVB	\$414.68	52	74	\$21,563	\$30,817	52	74	\$21,563	\$30,817
RVA	\$413.08	18	51	\$7,435	\$21,050	18	51	\$7,435	\$21,050
RHC	\$417.27	23	13	\$9,597	\$5,316	23	13	\$9,597	\$5,316
RHB	\$375.55	20	17	\$7,511	\$6,379	20	17	\$7,511	\$6,379
RHA	\$330.62	0	4	\$0	\$1,404	0	4	\$0	\$1,404
RMC	\$366.57	0	32	\$0	\$11,675	0	32	\$0	\$11,675
RMB	\$344.11	13	0	\$4,473	\$0	13	0	\$4,473	\$0
RMA	\$283.14	0	0	\$0	\$0	0	0	\$0	\$0
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	0	42	\$0	\$28,546	0	42	\$0	\$28,546
ES2	\$526.20	0	0	\$0	\$0	0	0	\$0	\$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	41	0	\$15,457	\$0	41	0	\$15,457	\$0
HD2	\$425.12	16	0	\$6,802	\$0	16	0	\$6,802	\$0
HD1	\$354.53	0	18	\$0	\$6,474	0	18	\$0	\$6,474
HC2	\$401.05	0	0	\$0	\$0	0	0	\$0	\$0
HC1	\$335.27	0	6	\$0	\$2,136	0	6	\$0	\$2,136
HB2	\$396.24	0	0	\$0	\$0	0	0	\$0	\$0
HB1	\$332.06	0	6	\$0	\$2,115	0	6	\$0	\$2,115
LE2	\$412.28	0	0	\$0	\$0	0	0	\$0	\$0
LE1	\$344.90	0	0	\$0	\$0	0	0	\$0	\$0
LD2	\$396.24	0	0	\$0	\$0	0	0	\$0	\$0
LD1	\$332.06	0	0	\$0	\$0	0	0	\$0	\$0
LC2	\$348.11	0	0	\$0	\$0	0	0	\$0	\$0
LC1	\$293.55	0	0	\$0	\$0	0	0	\$0	\$0
LB2	\$330.46	0	0	\$0	\$0	0	0	\$0	\$0
LB1	\$280.72	1	0	\$281	\$0	1	0	\$281	\$0
CE2	\$367.36	0	0	\$0	\$0	0	0	\$0	\$0
CE1	\$338.48	6	0	\$2,031	\$0	6	0	\$2,031	\$0
CD2	\$348.11	0	0	\$0	\$0	0	0	\$0	\$0
CD1	\$319.23	1	0	\$319	\$0	1	0	\$319	\$0
CC2	\$304.78	0	0	\$0	\$0	0	0	\$0	\$0
CC1	\$282.32	0	0	\$0	\$0	0	0	\$0	\$0
CB2	\$282.32	0	0	\$0	\$0	0	0	\$0	\$0
CB1	\$261.47	0	0	\$0	\$0	0	0	\$0	\$0
CA2	\$239.00	0	0	\$0	\$0	0	0	\$0	\$0
CA1	\$222.96	0	0	\$0	\$0	0	0	\$0	\$0
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	0	0	\$0	\$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	0	\$0	\$0	0	0	\$0	\$0
PC2	\$274.30	0	0	\$0	\$0	0	0	\$0	\$0
PC1	\$261.47	7	10	\$1,830	\$2,554	7	10	\$1,830	\$2,554
PB2	\$232.59	0	0	\$0	\$0	0	0	\$0	\$0
PB1	\$222.96	0	0	\$0	\$0	0	0	\$0	\$0
PA2	\$192.48	0	0	\$0	\$0	0	0	\$0	\$0
PA1	\$184.45	0	0	\$0	\$0	0	0	\$0	\$0
TOTAL		555	620	\$265,954	\$295,666	555	620	\$265,954	\$298,187
Average Reimbursement Per Day				\$479.20	\$476.88			\$479.20	\$480.95
Average Patients/Day				17.9	20.0			17.9	20.0

**North Central Health Care
Nursing Home Patient Days
By Payor Mix-2017**

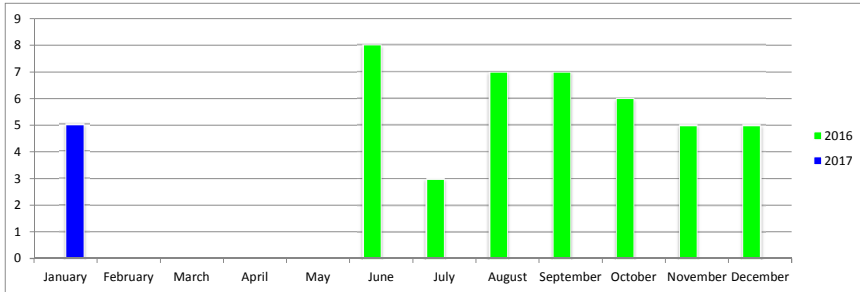
	January				February				March				April							
	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%				
Self Pay	748	12.93%	651	10.34%	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!				
Commercial	390	6.74%	279	4.43%	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!				
Medicare	555	9.60%	620	9.85%	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!				
Medicaid	4091	70.73%	4743	75.37%	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!				
Total	5784	100.00%	6293	100.00%	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!				
Occupancy	77.7%		84.6%		0.0%		0.0%		0.0%		0.0%		0.0%		0.0%					
	May				June				July				August							
	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%				
Self Pay	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!				
Commercial	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!				
Medicare	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!				
Medicaid	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!				
Total	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!				
Occupancy	0.0%		0.0%		0.0%		0.0%		0.0%		0.0%		0.0%		0.0%					
	Sept				October				November				December				YTD			
	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%
Self Pay	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	748	12.93%	651	10.34%
Commercial	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	390	6.74%	279	4.43%
Medicare	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	555	9.60%	620	9.85%
Medicaid	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	4091	70.73%	4743	75.37%
Total	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	5784	100.00%	6293	100.00%
Occupancy	0.0%		0.0%		0.0%		0.0%		0.0%		0.0%		0.0%		0.0%		77.7%		84.6%	

County	Referral Date	Source of Reference	Vent	PAC	LTC	LBL	Admitted	Admission Date if Admitted	Reason if Not Admitted	Competition	Payer Source
Marathon	1/3/17	Hospice	No	Yes	No	No	Yes	1/5/17			VA/Hospice
Marathon	1/3/17	Hospice	No	Yes	No	No	Yes	1/25/17			VA/Hospice
Langlade	1/3/17	AWH	No	No	Yes	No	No		Went Home (w/hospice)		Self Pay
Marathon	1/3/17	AWH	No	Yes	No	No	No		Went to Competition	Hospice House	Self Pay
Marathon	1/4/17	AWH	No	Yes	No	No	Yes	1/5/17			Medicare/Managed
Marathon	1/4/17	STC	No	Yes	No	No	No		No Payor Source		Medicare A
Marathon	1/4/17	STC	No	No	No	No	No		Patient Non Compliance		Medicare A
Milwaukee	1/4/17	Select Spec - Milw St Lukes	Yes	No	No	No	No		Patient Non Compliance(Family dynamics)		Medicaid
Marathon	1/5/17	Nursing Home	No	No	No	Yes	No		No LBL Beds Available		Medicaid
Marathon	1/5/17	Family	No	No	No	Yes	Yes	1/6/17			Self Pay
Marathon	1/5/17	AWH	No	Yes	No	No	Yes	1/6/17			Medicare A
Marathon	1/5/17	AWH	No	Yes	No	No	Yes	1/9/17			Medicare A
Marathon	1/5/17	STC	No	Yes	No	No	Yes	1/17/17			Insurance
Marathon	1/5/17	AWH	No	No	No	No	No		No Payor Source		Medicare/Managed
Marathon	1/5/17	AWH	No	Yes	No	No	No		Went Home		Medicaid
Marathon	1/5/17	AWH	No	Yes	No	No	No		Went to Competition	Inpatient Rehab	Medicaid
Marathon	1/6/17	AWH	No	No	No	Yes	Yes	1/24/17			Medicare A
Marathon	1/6/17	AWH	No	No	No	Yes	No		Went Home		Medicare/Managed
	1/6/17	Select Spec - Milw St Lukes	Yes	No	No	No	No		Went to Competition	Glen Lake,IL vent	Medicare A
Wood	1/9/17	AWH	No	Yes	No	No	No		Acuity Too High		Insurance
Marathon	1/9/17	Elmhurst Memorial, IL	No	Yes	No	No	Yes	1/10/17			Medicare A
Marathon	1/9/17	AWH	No	No	Yes	No	Yes	1/13/17			Medicare A
Portage	1/9/17	AWH	No	Yes	No	No	No		Went Home		Medicare/Managed
Marathon	1/9/17	AWH	No	Yes	No	No	No		Went Home		Medicaid
Marathon	1/10/17	AWH	No	Yes	No	No	No		Acuity Too High		Medicaid
Marathon	1/10/17	AWH	No	No	Yes	No	No		Expired		Medicare A
Marathon	1/10/17	AWH	No	Yes	No	No	No		No Skilled Needs		Medicaid
	1/10/17	AWH	No	Yes	No	No	No		Out of County		Insurance
Marathon	1/10/17	AWH	No	Yes	No	No	No		Outstanding A/R		Medicare A
Marathon	1/10/17	STC	No	Yes	No	No	No		Went to Competition	Pride TLC	Medicare/Managed
Marathon	1/11/17	STC	No	Yes	No	No	Yes	1/12/17			Medicare A
Marathon	1/11/17	AWH	No	Yes	No	No	Yes	1/16/17			Medicare/Managed
	1/11/17	AWH	No	Yes	No	No	No		Out of County		Medicare A
Marathon	1/11/17	AWH	No	Yes	No	No	No		Went to Competition	Wausau Manor	Medicare/Managed
Marathon	1/11/17	AWH	No	No	Yes	No	No		Went to Competition	Rennes	Medicare A
Marathon	1/12/17	AWH	No	Yes	No	No	No		No Payor Source		Medicare/Managed
Marathon	1/12/17	AWH	No	Yes	No	No	Yes	1/12/17			Self Pay
Marathon	1/12/17	AWH	No	Yes	No	No	Yes	1/14/17			Medicare/Managed
	1/13/17	Select Spec - Milw	Yes	No	No	No	No		Expired		Medicare/Managed
Wood	1/13/17	St Joes - Marshfield	No	No	No	Yes	No		Out of County		Medicare/Managed
Marathon	1/13/17	AWH	No	Yes	No	No	No		Went to Competition	Atrium	Self Pay
Marathon	1/13/17	STC	No	Yes	No	No	No		Went to Competition	Rennes	Medicare/Managed
Marathon	1/13/17	AWH	No	Yes	No	No	No		Went to Competition	CBRF/ALF	Medicare A
	1/15/17	STC	No	Yes	No	No	Yes	1/19/17			MA/Hospice
Marathon	1/16/17	AWH	No	Yes	No	No	No		No Skilled Needs		Medicaid
Langlade	1/16/17	AWH	No	Yes	No	No	No		Out of Network		Medicare/Managed
Marathon	1/16/17	AWH	No	Yes	No	No	Yes	1/16/17			Medicare A
Marathon	1/16/17	AWH	No	Yes	No	No	Yes	1/20/17			Medicare/Managed
Marathon	1/16/17	AWH	No	No	No	Yes	Yes	1/19/17			Medicare A
Marathon	1/16/17	AWH	No	No	No	Yes	Yes	1/17/17			Medicare A
Marathon	1/16/17	AWH	No	Yes	No	No	Yes	1/18/17			Medicare/Managed
Marathon	1/16/17	AWH	No	Yes	No	No	Yes	1/18/17			Medicare A
Marathon	1/16/17	AWH	No	Yes	No	No	No		Went to Competition	Benedictine	Medicare/Managed
Marathon	1/17/17	AWH	No	No	No	Yes	No		No LBL Beds Available		Medicaid
Lincoln	1/17/17	St Joes - Marshfield	No	Yes	No	No	No		Went to Competition	stayed at the hospital	VA/Hospice
Oneida	1/17/17	AWH	No	No	Yes	No	No		Went to Competition	Tomah	VA/Hospice
Marathon	1/18/17	AWH	No	Yes	No	No	No		No LBL Beds Available		Medicaid
Rock	1/18/17	Select Spec -Mad	Yes	No	No	No	No		No Skilled Needs (weaned from vent)		Medicare/Managed
Marathon	1/18/17	STC	No	Yes	No	No	No		Out of County(MA is Shawano Co.)		Medicaid
Lincoln	1/18/17	AWH	Yes	No	No	No	No		Went Home		Medicare A
Marathon	1/19/17	AWH	No	Yes	No	No	Yes	1/23/17			Medicare A
Marathon	1/19/17	STC	No	Yes	No	No	Yes	1/21/17			Medicare A
Marathon	1/19/17	AWH	No	Yes	No	No	Yes	1/24/17			Medicare A
Marathon	1/20/17	AWH	No	No	No	Yes	No		No LBL Beds Available		Medicare/Managed
Marathon	1/20/17	STC	No	Yes	No	No	No		Staffing		Medicare A
Marathon	1/20/17	STC	No	No	No	Yes	Yes	1/26/17			Self Pay
Marathon	1/20/17	AWH	No	Yes	No	No	Yes	1/26/17			Medicaid
Marathon	1/20/17	AWH	No	Yes	No	No	No		Went to Competition	VA in Milwaukee	Medicare A

County	Referral Date	Source of Reference	Vent	PAC	LTC	LBL	Admitted	Admission Date if Admitted	Reason if Not Admitted	Competition	Payer Source
Marathon	1/21/17	AWH	No	Yes	No	No	Yes	1/23/17			Medicare A
Lincoln	1/23/17	St Joes - Marshfield	No	No	No	Yes	No		No LBL Beds Available		Medicare/Managed
Marathon	1/23/17	AWH	No	Yes	No	No	No		Patient Non Compliance		Medicaid
Marathon	1/23/17	AWH	No	Yes	No	No	Yes	1/25/17			Medicare/Managed
Marathon	1/23/17	AWH	No	No	No	Yes	Yes	1/26/17			Medicare A
Marathon	1/23/17	St Joes - Marshfield	No	Yes	No	No	No		Went to Competition	CBRF/ALF	
Vilas	1/24/17	AWH	No	Yes	No	No	No		Went Home		Medicaid
Marathon	1/24/17	AWH	No	Yes	No	No	Yes	1/26/17			Insurance
Dane	1/24/17	Select Spec -Mad	No	Yes	No	No	No		Went to Competition	Trach SNF	Medicaid
Marathon	1/25/17	AWH	No	Yes	No	No	No		No PAC Beds Available		Medicaid
	1/25/17	ND VA Hospital	No	Yes	No	No	No		Out of County		VA
Marathon	1/26/17	AWH	No	Yes	No	No	No		No PAC Beds Available		Medicare/Managed
Marathon	1/26/17	STC	No	Yes	No	No	No		No PAC Beds Available		Medicare A
Marathon	1/26/17	AWH	No	Yes	No	No	No		No PAC Beds Available		Medicare/Managed
Marathon	1/26/17	AWH	No	Yes	No	No	Yes	1/27/17			Insurance
Marathon	1/27/17	AWH	No	Yes	No	No	No		Out of Network		Medicare/Managed
Marathon	1/27/17	AWH	No	Yes	No	No	Yes	1/31/17			Medicare A
Marathon	1/30/17	AWH	No	Yes	No	No	No		No Payor Source		
Marathon	1/30/17	Family	No	No	Yes	No	Yes	1/31/17			Medicaid
Marathon	1/31/17	STC	No	Yes	No	No	No		Acuity Too High		Medicare A
Marathon	1/31/17	AWH	No	No	No	Yes	No		No LBL Beds Available		Medicare A
Marathon	1/31/17	BHS	No	Yes	No	No	No		No Skilled Needs		Medicare/Managed

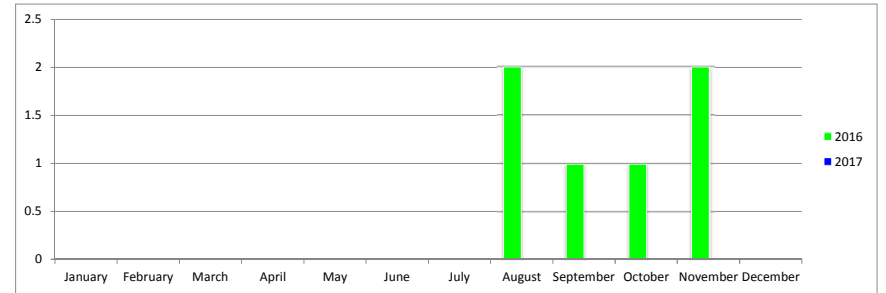
Number of Vent Referrals Received

Year	January	February	March	April	May	June	July	August	September	October	November	December
2016	0	0	0	0	0	8	3	7	7	6	5	5
2017	5											



Number of Vent Referrals Admitted

Year	January	February	March	April	May	June	July	August	September	October	November	December
2016	0	0	0	0	0	0	0	2	1	1	2	0
2017	0											



2017 Referrals Who Didn't Admit

