



North Central Health Care
Person centered. Outcome focused.

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 am** on **Friday, June 23rd, 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 05/24/17 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. Update on Mount View Care Center Committee Discussions – K. Gochanour
7. Discussion and Future Agenda Items
8. 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: 06/15/17 TIME: 4:00 p.m. BY: D. Osowski

**NORTH CENTRAL COMMUNITY SERVICES PROGRAM BOARD
NURSING HOME OPERATIONS COMMITTEE**

May 24, 2017 7:30 AM North Central Health Care – Board Room

Present: X Jean Burgener X Margaret Donnelly
 X Bill Metter X Bill Miller

Also Present: Michael Loy, Kim Gochanour, Brenda Glodowski, Sue Matis

Meeting was called to order at 7:34 a.m.

Public Comment for Matters Appearing on the Agenda

- No public comment(s) made.

Approval of 04/26/17 Nursing Home Operations Committee Meeting Minutes

- **Motion**/second, Miller/Donnelly, to approve the 04/26/17 Nursing Home Operations Committee meeting minutes. Motion carried.

Financial Report – B. Glodowski

- April ended with a positive gain of \$15,000.
- Census was 182 from our target of 203. Average Medicare census was 14 compared to our target of 20.
- Expenses including salaries, benefits, and indirect expenses are down.
- We are \$75,480 ahead of target for the month and \$123,920 ahead of target year to date. Our goal continues to strive to bring the deficit down each month so that it is zero by end of year.
- During April we did not utilize contract labor but will have some contract labor expense in May due to several open positions on Post-Acute Care. With vacations during the summer and orientation of new employees we may see additional contract labor expense during the next several months. We are actively interviewing to fill open positions including reaching out to previous employees to explore interest in returning. CNA's have responded well when asked each to pick up an additional 4 hours per week of their choosing. Nurses are being asked to do the same.
- In May there will be an unanticipated expense of \$23,000 for the nursing home consultant, Clifton, Larson, Allen. This expense is incurred at the direction of the County and was approved by the NCCSP Board.

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

- March and April are trending high with referrals compared to 2015 and 2016. Continuing to receive vent referrals. Some bed availability constraints due to several with longer rehab stays.
- Successfully submitted the quarterly payroll based journal system electronically. Working to submit on a monthly basis.
- On the CMS website we now have a value based readmission rate report which was shared with the committee. Our rates for the last 2 quarters are below the national readmission rate.

- Connie Glienecke will begin June 12 as the Director of Nursing at Mount View Care Center. Connie had previously been the DON a few years ago. She brings over 20 years of experience and is already gathering data and developing a plan for when she starts.
- Received a grant from CMS for the Stop Starting It Dementia Training program and are beginning to set up dates and locations.
- Have been celebrating National Nursing Home Week. Last week's theme was Yellow Brick Road with many staff participating. This week began with a Kickball Tournament on the front lawn. Tomorrow is a talent show at 2 p.m. A Brat Fry on Friday will finish the week. Staff and residents have been enjoying each activity.
- One of our long term cooks, Lynn Westermeyer, passed away unexpectedly on Sunday. This has affected both staff and residents a great deal. On Friday, staff will be filling in for many food service staff so they can attend the funeral. Staff are also planning a memorial for Lynn on the patio by the nursing home. She will be missed greatly.
- We are working on preparing for our upcoming annual survey. Our staff educator has created new audits and is working to prepare staff. Terry Szews is working on the Mega Rule implementation, updating policies, etc.
- We were notified recently by Security Health that we are one of their preferred providers.

Nursing Home Readmission Rate – K. Gochanour

- The Skilled Nursing Facility Value-Based Purchasing Program. Our Standardized Readmission Rate for the first quarter of 2017 was 15.88 compared to the national average of 19.31. Our second quarter rate was 17.60 compared to the national average of 19.09.
- As part of the Aspirus Readmission Group (six facilities) Mount View Care Center's First Quarter data indicated 8.96% readmission rate compared to the group average rate of 22.76%. Mount View had a 12.5% rate for avoidable hospitalizations compared to the group average of 47.82%. We are pleased with the comparable data but continue to strive to make improvements.
- It was suggested that we share our readmission rates with admitting physicians.

Nursing Home Compare Five-Star Ratings Report – K. Gochanour

- An improvement in our Five Star Ratings is anticipated with the next Quality Measure Data update in September.

Update on Mount View Care Center Committee Discussion

- Clifton, Allen, Larson completed a clinical visit recently interviewing staff, reviewing MDS, etc. Feedback indicated staffing ratios are good, expressed concerned about connectivity with our electronic health record and understands we are working with IT to remedy these issues. A written report will be provided. Financial review is also being finalized.
- Next meeting will be May 31.

Discussion and Future Agenda Items

- Aspirus is tracking excess days in the hospital. The most frequent reason for excess days was due to no available SNF beds. More details will be provided at a future meeting.
- Patient Overall Satisfaction scores are 85% and trending to date in May at 82.5%. We are celebrating with all staff today by providing ice cream treats.
- June 23 meeting of the Committee will begin at 7:30 a.m.

Motion/second, Metter/Miller, to adjourn the Nursing Home Operations Committee meeting at 8:18 a.m. Motion carried.

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

	Current Month Actual	5698 PPD	Current Month Budget	6293 PPD	Current Month Variance (PPD)	YTD Actual	27905 PPD	YTD Budget	30653 PPD	YTD Variance (PPD)	Prior YTD Actual	31354 PPD
Revenue												
Net Patient Services Revenue:												
Daily Services	\$1,447,792		\$1,502,544			\$6,984,439		\$7,313,071			\$7,507,622	
Ancillary Services	\$298,086		\$313,517			\$1,476,987		\$1,592,068			\$2,483,962	
Total Net Patient Services Revenue	\$1,745,878	\$306.40	\$1,816,061	\$288.58	\$17.82	\$8,461,426	\$303.22	\$8,905,139	\$290.51	\$12.71	\$9,991,584	\$318.67
Other Revenue												
County Appropriation	\$141,666		\$141,666			\$708,330		\$708,332			\$708,330	
Department and Other Revenue	\$154,296		\$136,543			\$761,336		\$682,717			\$266,126	
Total Other Revenue	\$295,962	\$51.94	\$278,209	\$44.21	\$7.73	\$1,469,666	\$52.67	\$1,391,049	\$45.38	\$7.29	\$974,456	\$31.08
Total Revenue	\$2,041,840	\$358.34	\$2,094,270	\$332.79	\$25.55	\$9,931,092	\$355.89	\$10,296,188	\$335.89	\$19.99	\$10,966,040	\$349.75
Expenses												
Direct Expenses	\$1,388,957		\$1,488,745			\$6,885,377		\$7,296,593			\$8,677,544	
Indirect Expenses	\$615,294		\$665,962			\$3,137,475		\$3,309,417			\$2,916,650	
Total Expenses	\$2,004,251	\$351.75	\$2,154,707	\$342.40	\$9.35	\$10,022,852	\$359.18	\$10,606,010	\$346.00	\$13.18	\$11,594,194	\$369.78
Donations and Gifts	\$471		\$0			\$4,359		\$0			\$3,360	
Nonoperating Gains/(Losses)	\$0		\$0			\$0		\$0			\$0	\$0.00
Total Nonoperating Gains/(Losses)	\$471	\$0.08	\$0	\$0.00	\$0.08	\$4,359	\$0.16	\$0	\$0.00		\$3,360	
Excess Revenue (Expenses)	\$38,060	\$6.68	(\$60,436)	(\$9.60)	\$16.28	(\$87,401)	(\$3.13)	(\$309,821)	(\$10.11)	\$6.98	(\$624,794)	(\$19.93)

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

RUG CATEGORY	RUG RATE	ACTUAL DAYS May	BUDGET DAYS May	ACTUAL REVENUE May	BUDGET REVENUE May	YTD ACTUAL DAYS	YTD BUDGET DAYS	YTD ACTUAL REVENUE	YTD BUDGET REVENUE
RUX	\$736.29	0	0	\$0	\$0	40	0	\$29,452	\$0
RUL	\$720.25	11	0	\$7,923	\$0	11	0	\$7,923	\$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	21	\$0	\$12,282
RHL	\$529.58	0	0	\$0	\$0	0	0	\$0	\$0
RMX	\$544.67	0	4	\$0	\$2,313	0	21	\$0	\$11,266
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	31	48	\$17,304	\$26,786	216	234	\$120,571	\$130,474
RUB	\$558.20	125	127	\$69,775	\$71,113	604	621	\$337,153	\$346,390
RUA	\$466.74	44	40	\$20,537	\$18,829	173	197	\$80,746	\$91,718
RVC	\$478.86	61	121	\$29,210	\$58,159	370	592	\$177,178	\$283,288
RVB	\$414.68	131	74	\$54,323	\$30,817	473	362	\$196,144	\$150,108
RVA	\$413.08	73	51	\$30,155	\$21,050	164	248	\$67,745	\$102,534
RHC	\$417.27	5	13	\$2,086	\$5,316	109	62	\$45,482	\$25,894
RHB	\$375.55	3	17	\$1,127	\$6,379	66	83	\$24,786	\$31,073
RHA	\$330.62	0	4	\$0	\$1,404	9	21	\$2,976	\$6,839
RMC	\$366.57	6	32	\$2,199	\$11,675	33	155	\$12,097	\$56,869
RMB	\$344.11	0	0	\$0	\$0	13	0	\$4,473	\$0
RMA	\$283.14	26	0	\$7,362	\$0	39	0	\$11,042	\$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	52	42	\$34,955	\$28,546	70	207	\$47,055	\$139,046
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	0	0	\$0	\$0	79	0	\$29,782	\$0
HD2	\$425.12	0	0	\$0	\$0	32	0	\$13,604	\$0
HD1	\$354.53	0	18	\$0	\$6,474	3	89	\$1,064	\$31,534
HC2	\$401.05	0	0	\$0	\$0	0	0	\$0	\$0
HC1	\$335.27	0	6	\$0	\$2,136	0	31	\$0	\$10,403
HB2	\$396.24	0	0	\$0	\$0	0	0	\$0	\$0
HB1	\$332.06	0	6	\$0	\$2,115	3	31	\$996	\$10,303
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	5	0	\$1,468	\$0
LB2	\$330.46	0	0	\$0	\$0	0	0	\$0	\$0
LB1	\$280.72	0	0	\$0	\$0	1	0	\$281	\$0
CE2	\$367.36	0	0	\$0	\$0	0	0	\$0	\$0
CE1	\$338.48	0	0	\$0	\$0	7	0	\$2,369	\$0
CD2	\$348.11	0	0	\$0	\$0	0	0	\$0	\$0
CD1	\$319.23	0	0	\$0	\$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	7	0	\$1,830	\$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	9	0	\$2,902	\$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	0	10	\$0	\$2,554	13	48	\$3,399	\$12,440
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		568	620	\$276,956	\$295,666	2550	3020	\$1,222,837	\$1,452,459
Average Reimbursement Per Day				\$487.60	\$476.88			\$479.54	\$480.95
Average Patients/Day				18.3	20.0			16.9	20.0

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

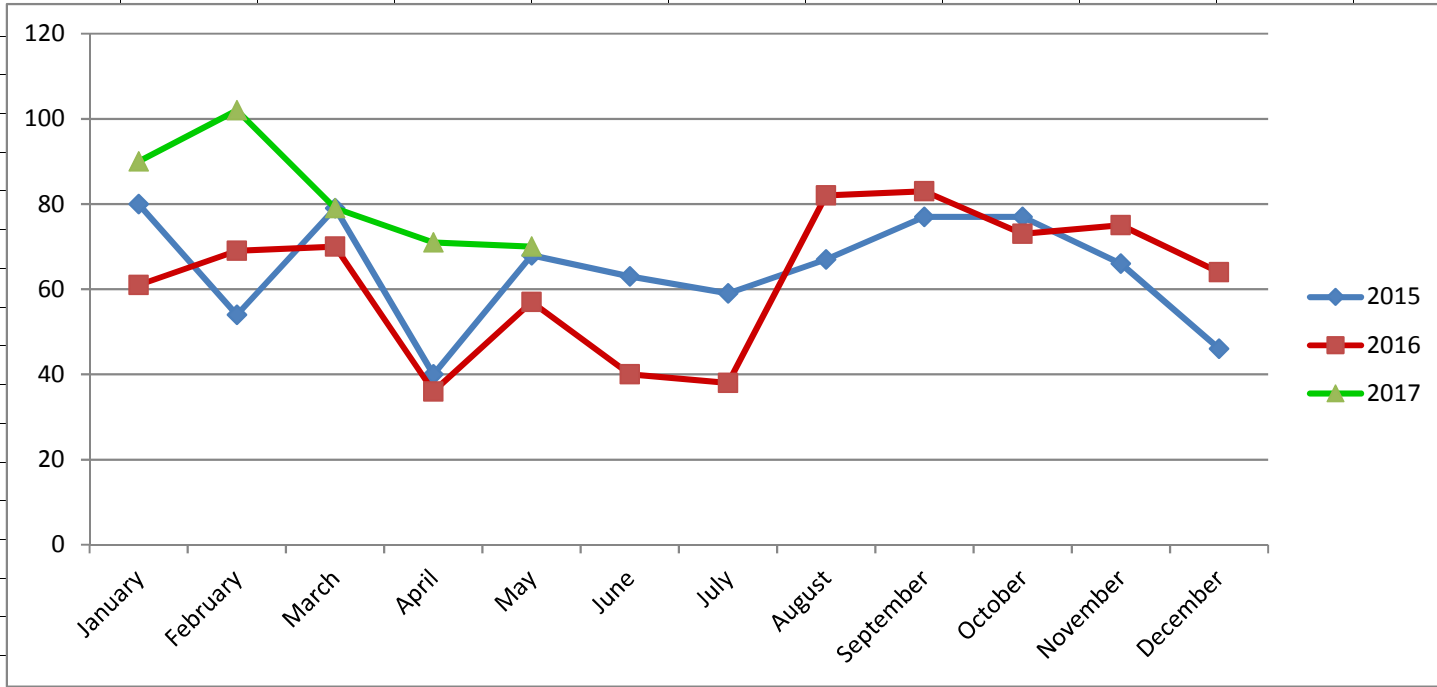
	January				February				March				April							
	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%				
Self Pay	748	12.93%	651	10.34%	675	12.82%	588	10.34%	755	13.24%	651	10.34%	581	10.65%	630	10.34%				
Commercial	390	6.74%	279	4.43%	364	6.91%	252	4.43%	351	6.15%	279	4.43%	316	5.79%	270	4.43%				
Medicare	555	9.60%	620	9.85%	535	10.16%	560	9.85%	461	8.08%	620	9.85%	431	7.90%	600	9.85%				
Medicaid	4091	70.73%	4743	75.37%	3693	70.12%	4284	75.37%	4136	72.52%	4743	75.37%	4125	75.65%	4590	75.37%				
Total	5784	100.00%	6293	100.00%	5267	100.00%	5684	100.00%	5703	100.00%	6293	100.00%	5453	100.00%	6090	100.00%				
Occupancy	84.8%		92.3%		85.5%		92.3%		83.6%		92.3%		82.6%		92.3%					
	May				June				July				August							
	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%	Actual Days	%	Budget Days	%				
Self Pay	521	9.14%	651	10.34%	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!				
Commercial	294	5.16%	279	4.43%	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!				
Medicare	568	9.97%	620	9.85%	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!				
Medicaid	4315	75.73%	4743	75.37%	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!				
Total	5698	100.00%	6293	100.00%	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!				
Occupancy	83.5%		92.3%		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!	3280	11.75%	3171	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!	1715	6.15%	1359	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!	2550	9.14%	3020	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!	20360	72.96%	23103	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!	27905	100.00%	30653	100.00%
Occupancy	0.0%		0.0%		0.0%		0.0%		0.0%		0.0%		0.0%		0.0%		84.0%		92.3%	

County	Referral Date	Source of Reference	Vent	PAC	LTC	LBL	Admitted	Admission Date if Admitted	Reason if Not Admitted	Competition	Payer Source
Marathon	3/23/17	CBRF/ALF	No	Yes	No	No	Yes	5/25/17			Medicaid
Marathon	4/21/17	Family	No	No	No	Yes	Yes	5/19/17			Medicaid
Indianapolis,IN	4/27/17	Seton Specialty Hosp	Yes	No	No	No	No		Out of County(off vent)		Medicare/Managed
Marathon	5/1/17	AWH	No	Yes	No	No	No		No PAC Beds Available		Medicare A
Marathon	5/2/17	AWH	No	Yes	No	No	No		No PAC Beds Available		Medicare A
Shawano	5/3/17	AWH	No	Yes	No	No	No		Out of County		Medicaid
Shawano	5/3/17	AWH	No	Yes	No	No	No		Out of County		Medicaid
Lincoln	5/3/17	AWH	No	Yes	No	No	No		Out of County		Medicare A
Marathon	5/3/17	AWH	No	Yes	No	No	No		Went to Competition	Benedictine	Medicare A
Marathon	5/4/17	AWH	No	Yes	No	No	No		Went Home		Medicare A
Onieda	5/8/17	StMary's Rhinelander	No	No	No	Yes	No		Out of County		Medicaid
Marathon	5/8/17	AWH	No	No	yes	no	yes	5/11/17			Medicare A
Marathon	5/8/17	AWH	No	Yes	No	No	No		Went Home		Medicare A
Marathon	5/8/17	AWH	No	No	No	Yes	No		Went to Competition	Wausau Manor	Medicare/Managed
Waupaca	5/8/17	Community Link	No	No	Yes	No	No		Out of County		
Marathon	5/9/17	AWH	No	Yes	No	No	Yes	5/12/17			Medicaid
Marathon	5/9/17	AWH	No	Yes	No	No	Yes	5/16/17			Medicare A
Marathon	5/10/17	AWH	No	Yes	No	No	Yes	5/23/17			Insurance
Marathon	5/10/17	Family	No	No	No	Yes	Yes	5/25/17			Medicaid
Portage	5/10/17	Case Manager	No	Yes	No	No	No		Acuity Too High		Self Pay
Marathon	5/11/17	AWH	No	Yes	No	No	No		Out of Network		Insurance
Langlade	5/11/17	Langlade Memorial Antigo	No	Yes	No	No	No		Out of County		Medicaid
Marathon	5/11/17	STC	No	Yes	No	No	Yes	5/16/17			Medicaid
Marathon	5/11/17	AWH	No	No	Yes	No	No		Expired		Medicare A
Shawano	5/12/17	AWH	No	Yes	No	No	No		Out of County		Medicaid
Milwaukee	5/12/17	Lakeview Specialty Hospital	No	Yes	No	No	No		Out of County		Medicare A
Marathon	5/12/17	AWH	No	Yes	No	No	No		No Payor Source		Medicare/Managed
Marathon	5/12/17	AWH	No	Yes	No	No	No		No Payor Source		
Marathon	5/15/17	STC	No	No	Yes	No	Yes	5/16/17			MA/Hospice
Marathon	5/15/17	AWH	No	Yes	No	No	Yes	5/18/17			Medicare A
Marathon	5/15/17	AWH	No	Yes	No	No	No		No PAC Beds Available		Medicare A
Marinette	5/15/17	Select Spec -Mad	Yes	No	No	No	No		Went to Competition	Northridge Vent	Medicare A
Marathon	5/15/17	AWH	No	Yes	No	No	No		Went Home		Self Pay
Marathon	5/16/17	AWH	No	Yes	No	No	No		Went Home		Medicaid
Marathon	5/16/17	AWH	No	Yes	No	No	Yes	5/17/17			Medicare A
Marathon	5/16/17	AWH	Yes	No	No	No	Yes	5/18/17			Medicare/Managed
Price	5/16/17	STC	No	Yes	No	No	No		Went to Competition	Lakeview Rehab Ctr	Medicare/Managed
Marathon	5/16/17	AWH	No	Yes	No	No	No		Went to Competition	Wausau Manor	Self Pay
Marathon	5/17/17	STC	No	No	No	Yes	No		Went to Competition	CBRF/ALF	Medicare A
Shawano	5/17/17	STC	No	Yes	No	No	Yes	5/18/17			Medicare/Managed
Marathon	5/18/17	AWH	No	No	Yes	No	Yes	5/18/17			Medicaid
Lincoln	5/18/17	AWH	No	No	Yes	No	No		No LTC Beds Available		Medicare A
Marathon	5/19/17	STC	No	Yes	No	No	No		Expired		MA/Hospice
Price	5/19/17	Rib Lake NH	No	No	No	Yes	No		No LBL Beds Available		Medicaid
Marathon	5/19/17	AWH	No	Yes	No	No	No		No Payor Source		Medicare/Managed
Marathon	5/19/17	AWH	No	No	No	Yes	Yes	5/22/17			VA
Marathon	5/21/17	AWH	No	Yes	No	No	No		Went to Competition	Rennes	Medicare A
Rock	5/22/17	Select Spec -Mad	Yes	No	No	No	No		Went to Competition	Milw Vent	Medicaid
Monroe	5/22/17	Select Spec -Mad	Yes	No	No	No	No		Went to Competition	Wissota Vent	Medicare A
Langlade	5/23/17	Langlade Memorial Antigo	No	Yes	No	No	No		No PAC Beds Available		Medicare A
Marathon	5/23/17	AWH	No	No	Yes	No	No		Went to Competition		Medicare A
Marathon	5/23/17	AWH	No	Yes	No	No	No		Acuity Too High		Medicare A
Marathon	5/23/17	STC	No	Yes	No	No	No		Went to Competition		Medicare A
Marinette	5/23/17	Hospital-UP	No	Yes	No	No	No		Out of County		Medicare/Managed
Marathon	5/23/17	Theda Clark	No	No	No	Yes	Yes	5/25/17			Self Pay

County	Referral Date	Source of Reference	Vent	PAC	LTC	LBL	Admitted	Admission Date if Admitted	Reason if Not Admitted	Competition	Payer Source
Eau Claire	5/24/17	Mayo Hosp-Osseo,WI	Yes	No	No	No	No		Went to Competition	Wissota Vent	Medicare A
Marathon	5/24/17	AWH	No	Yes	No	No	No		Went to Competition	Benedictine	Medicare/Managed
Marathon	5/25/17	UW Madison	No	Yes	No	No	No		Out of Network		Insurance
Marathon	5/25/17	STC	Yes	No	No	No	No		No PAC Beds Available		Insurance
Marathon	5/25/17	AWH	No	Yes	No	No	Yes	5/27/17			Medicare A
Marathon	5/25/17	AWH	No	Yes	No	No	Yes	5/25/17			Medicare/Managed
Marathon	5/25/17	AWH	No	Yes	No	No	No		No PAC Beds Available		Medicare/Managed
Shawano	5/26/17	AWH	No	Yes	No	No	No		No PAC Beds Available		Medicare A
Marathon	5/26/17	St.Joseph's Hosp.-Phoenix	No	Yes	No	No	Yes	6/1/17			Medicare/Managed
Marathon	5/30/17	AWH	No	Yes	No	No	No		Went to Competition	Colonial Manor	Medicare A
Marathon	5/30/17	AWH	No	Yes	No	No	No		Out of Network		Medicare/Managed
Marathon	5/30/17	AWH	No	Yes	No	No	No		No PAC Beds Available		Medicare/Managed
Marathon	5/30/17	AWH	No	Yes	No	No	No		No Payor Source		
Marathon	5/31/17	AWH	No	No	Yes	No	No		No LTC Beds Available		Medicare/Managed
Marathon	5/31/17	St Joes - Marshfield	Yes	No	No	No	Yes	6/5/17			Medicare/Managed

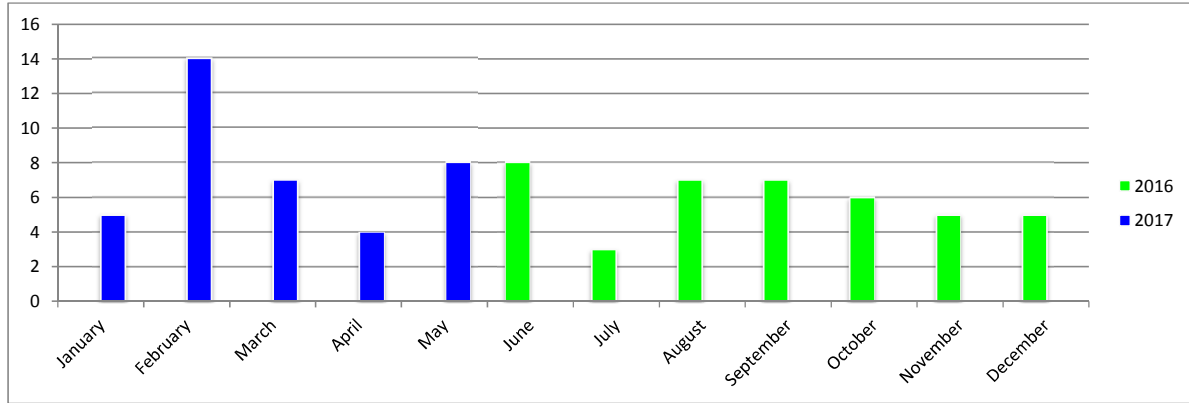
Number of Referrals Received

Year	January	February	March	April	May	June	July	August	September	October	November	December
2015	80	54	79	40	68	63	59	67	77	77	66	46
2016	61	69	70	36	57	40	38	82	83	73	75	64
2017	90	102	79	71	70							



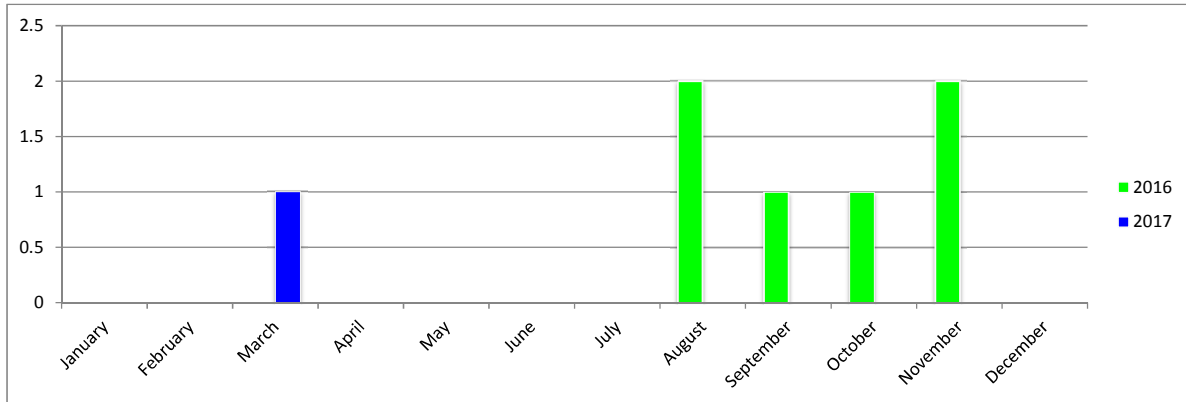
Number of Vent Referrals Received

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	14	7	4	8							



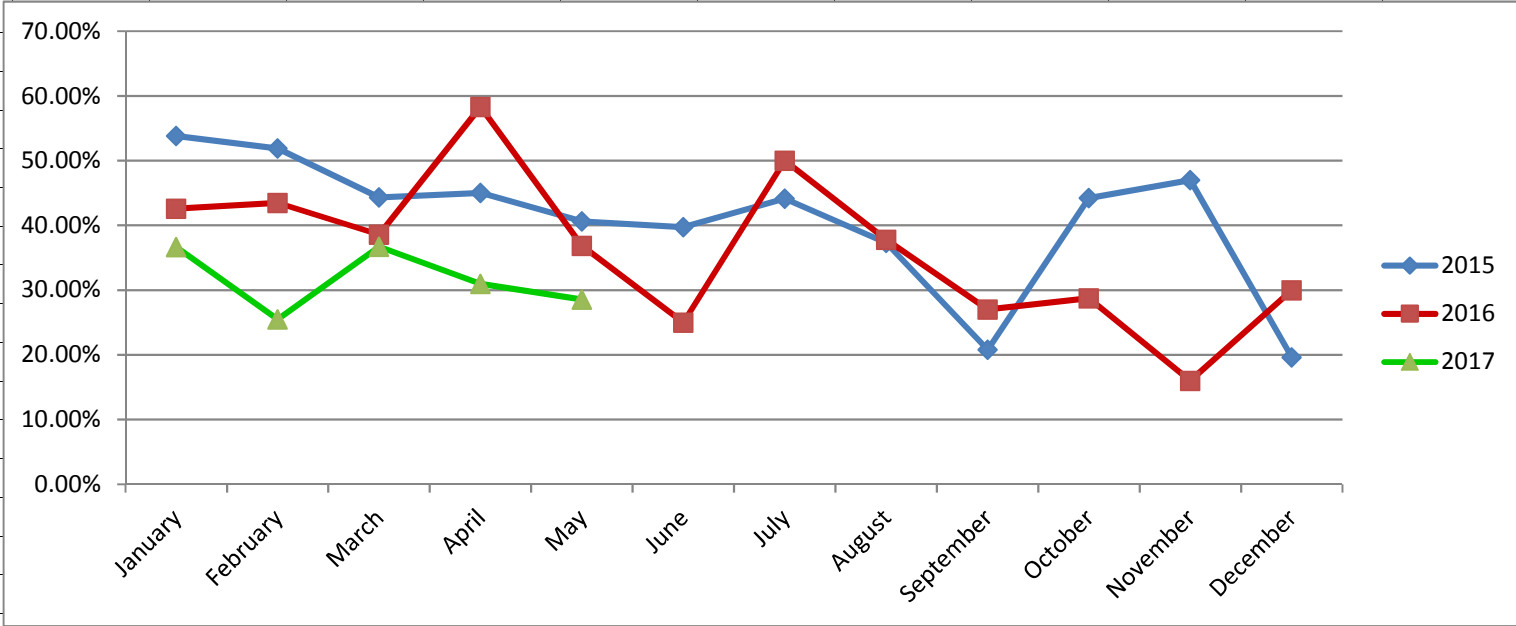
Number of Vent Referrals Admitted

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	0	1	0								



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%
2017	36.67%	25.49%	36.71%	30.99%	28.57%							



2017 Referrals Who Didn't Admit

Year	January	February	March	April	May	June	July	August	September	October	November	December
Acuity Too High	3	10	6	3	2							
Aesthetics	0	0	0	0	0							
Expired	2	5	4	0	2							
No LTC Beds Available	0	6	7	2	2							
No PAC Beds Available	4	6	2	2	8							
No LBL Beds Available	6	4	2	0	1							
No Payor Source	4	1	0	2	4							
No Skilled Needs	4	2	1	1	0							
Out of County	5	5	2	7	10							
Out of Network	2	0	4	4	3							
Outstanding A/R	1	1	2	0	0							
Patient Non Compliance	3	3	4	5	0							
Staffing	1	7	0	1	0							
Went Home	7	3	4	0	4							
Went to Competition	15	20	12	21	14							
Went to Inpatient Rehab	na	3	0	1	0							
Total	57	76	50	49	50	0	0	0	0	0	0	0

