

1. Meeting Agenda - March 29

Documents:

[MEETING AGENDA - BET NATHANIEL WITHRELL STRATEGIC PLANNING COMMITTEE - 03 29 17.PDF](#)

2. Revised Minutes Subject To Approval - March 29

Documents:

[MINUTES SUBJECT TO APPROVAL - BET NATHANIEL WITHRELL STRATEGIC PLANNING COMMITTEE - 03 29 17.PDF](#)

3. Approved Minutes - March 29

Documents:

[APPROVED MINUTES - BET NATHANIEL WITHRELL STRATEGIC PLANNING COMMITTEE - 03 29 17.PDF](#)



**TOWN OF GREENWICH
BOARD OF ESTIMATE AND TAXATION**

Nathaniel Witherell Strategic Planning Committee

Wednesday, March 29, 2017

**Mazza Conference Room
1st Floor
8:30 A.M.**

AGENDA

1. Approval of the BET Nathaniel Witherell Strategic Planning Committee Meeting Minutes of February 22, 2017
2. Discussion of Nathaniel Witherell Business, Financial Models
3. Preliminary Outline & Discussion of Final Report
4. Items for Future Committee Meetings
5. Adjournment

TOWN OF GREENWICH
BOARD OF ESTIMATE AND TAXATION
NATHANIEL WITHERELL STRATEGIC PLANNING COMMITTEE

MINUTES – Mazza Room, Town Hall

Wednesday, March 29, 2017

Committee: Arthur D. Norton; Elizabeth K. Krumeich, Jill Oberlander; Nancy Weissler

Others: Peter Mynarski, Comptroller

The meeting was called to order at 8:52 A.M.

1. Approval of the BET Nathaniel Witherell Strategic Planning Committee Meeting Minutes of February 22, 2017

Upon a motion made by Ms. Weissler, seconded by Ms. Krumeich, the Committee voted 4 to 0 to adopt the February 22, 2017 minutes.

2. Discussion of Nathaniel Witherell Business, Financial Models

The Committee discussed changes in the consumer market for rehab and long-term care services in the five years since the HDG consulting report was accepted. The 2012 assumption was that Medicare funded rehabilitation services would buffer financial losses attributable to Medicaid's reimbursement rate. Nathaniel Witherell's ability to balance the Medicaid/Medicare payer mix is challenged by changes in the health care funding paradigms, an increase in housing and care options, as well as changing consumer preferences.

The Committee discussed Nathaniel Witherell's physical therapy services and whether it would be profitable to increase outpatient physical therapy.

3. Preliminary Outline and Discussion of Final Report

The Committee discussed the timeline for presenting a draft report, with the aim of producing a document to be used for the 2018 budget guidelines discussions.

Specific recommendations for immediate actions will include: (a) evaluate the composition of the Board of Directors to ensure representation in areas such as health law, marketing, development and strategic planning; (b) work within the local continuum of care to identify strategic partnerships for home health care, adult day care, and outpatient physical therapy services to meet changing consumer needs and limit liability exposure; (c) develop a comprehensive fundraising plan; (d) preserve the existing physical plant and examine usage of the Pavillion building; (e) identify measures for cost containment and staff succession; and (f) work with union representatives to enhance Nathaniel Witherell's responsiveness to changing demand and funding availability.

The Committee discussed the legal structure. Ms. Krumeich will follow-up with the Town Law Department (John Wetmore) on the property title search and with Town Attorney Fox on deed restrictions as they affect future usage.

4. Items for Future Committee Meetings

The next scheduled meetings are: Thursday, April 6th at 11:00 A.M. at The Osborn; Wednesday, April 12th at 8:30 A.M. in the Mazza room; and Friday, April 28th at 8:30 A.M.

5. Adjournment

On a motion duly made and seconded, the Committee voted 4 to 0 to adjourn the meeting at approximately 10:05 A.M.

Jill Oberlander, Recording Secretary

Arthur D. Norton, Chairman

SUBJECT TO APPROVAL

TOWN OF GREENWICH
BOARD OF ESTIMATE AND TAXATION
NATHANIEL WITHERELL STRATEGIC PLANNING COMMITTEE

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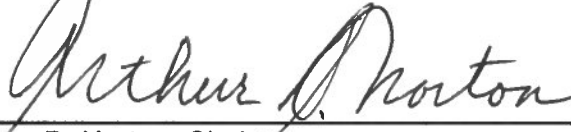
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