

1. Meeting Agenda - May 4

Documents:

[MEETING AGENDA - NATHANIEL WITHERELL STRATEGIC PLANNING COMMITTEE - 05 04 16.PDF](#)

2. Minutes Subject To Approval - May 4

Documents:

[MINUTES SUBJECT TO APPROVAL - NATHANIEL WITHERELL STRATEGIC PLANNING COMMITTEE - 05 04 16.PDF](#)

3. Approved Minutes - May 4

Documents:

[APPROVED MINUTES - NATHANIEL WITHERELL STRATEGIC PLANNING COMMITTEE - 05 04 16.PDF](#)



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

Nathaniel Witherell Strategic Planning Committee

Wednesday, May 4, 2016

**Evaristo Conference Room, 3rd Floor
8:30 A.M.**

AGENDA

1. Approval of the April 20, 2016 Meeting Minutes
 - Process Discussion
2. Senior Healthcare Treatment Opportunities, Steven B. Katz
3. Financial Models
4. Items for Future Committee Meetings
5. Future Committee Meetings Schedule
6. Adjournment

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

MINUTES – Evaristo Room, 3rd Floor, Town Hall

Wednesday, May 4, 2016

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

Others: Peter Mynarski, Comptroller; Larry Simon, Nathaniel Witherell Chairman;
Steven B. Katz, President, Sterling Care

The meeting was called to order at 8:35 A.M.

1. Approval of the April 20, 2016 minutes; Discussion on Process

On a motion by Ms. Weissler, seconded by Ms. Krumeich, the Committee voted 4 to 0 to approve the April 20, 2016 minutes, as amended. The Committee agreed that the Recording Secretary would review draft minutes with the Committee Chair before draft minutes are publicly posted. Committee members will have an opportunity to comment after the draft minutes are publicly posted.

2. Senior Healthcare Treatment Opportunities: Discussion with Steven B. Katz, President, Sterling Care

Steven B. Katz, President, Sterling Care, and Vice-Chair of the Greenwich Commission on Aging, briefed the Committee on the historical context for eldercare, current market trends, and possible future scenarios. He noted that The Nathaniel Witherell (TNW) has an excellent reputation and that with the “silver tsunami” there will continue to be a need for the services provided by TNW and a value to the community for high-quality care provided locally.

Mr. Katz emphasized the increase in assisted living facilities and an expansion of the services they provide. He recommended visiting nearby competition, including The Osborne, The Bristol in Armonk, the Atria in Darien, and the Maplewoods properties. Due to restrictive zoning laws, Greenwich does not have assisted living facilities. A change in the law would impact the market for TNW’s service.

Mr. Katz touched briefly on the role of long-term care insurance, respite care, and the bundled payment provisions that will influence government reimbursements and require cooperation among providers.

3. Financial Models

Mr. Norton raised the audit and, after discussion with Mr. Mynarski, the Committee agreed to prepare a requested audit scope.

4. Items for Future Committee Meetings

The Committee agreed to invite Katie DeLuca, Greenwich Town Planner, to discuss applicable land use laws.

5. Future Committee Meeting Schedule

The next meeting of this Committee is scheduled for Friday, May 13th at 8:30 A.M. Subsequent meetings are scheduled for May 18th, May 25th, and June 8th, all at 8:30 A.M., in locations to be determined.

6. Adjournment

On a motion by Ms. Oberlander, seconded by Ms. Krumeich, the Committee voted 4 to 0 to adjourn the meeting at 11:00 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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2. Senior Healthcare Treatment Opportunities: Discussion with Steven B. Katz, President, Sterling Care

Steven B. Katz, President, Sterling Care, and Vice-Chair of the Greenwich Commission on Aging, briefed the Committee on the historical context for eldercare, current market trends, and possible future scenarios. The Balanced Budget Act of 1997, which resulted in fixed Medicare payments, led to a proliferation in the region of assisted living facilities (ALFs) and continuing care communities. He noted that The Nathaniel Witherell (TNW) has an excellent reputation and that with the “silver tsunami” there will continue to be a need for the services provided by TNW and a value to the community for high-quality care provided locally.

Mr. Katz noted that ALFs are an option for many senior citizens. He recommended visiting nearby SNFs and ALFs. Due to restrictive zoning laws, Greenwich does not have assisted living facilities. A change in the law would impact the market for TNW’s service.

Mr. Katz discussed the role of long-term care insurance, respite care, and the bundled payment provisions that will influence government reimbursements and require cooperation among providers. Under the bundled payments system, it is anticipated that hospitals will receive a fixed payment from Medicare for providing care to a patient, including both in-hospital services and post-hospitalization rehab services. Under the pilot program for bundled payments, hospitals are currently expected to make the rehab discharge decision based on the rehab facility’s quality of care and its readmission and clinical outcomes statistics. Mr. Katz opined on the value of marketing.

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4. Items for Future Committee Meetings


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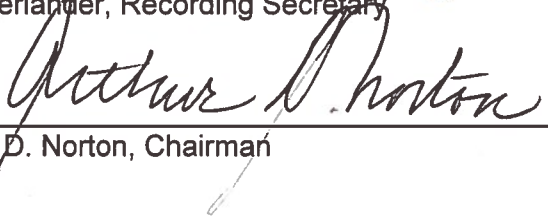
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Jill Oberlander, Recording Secretary



Arthur D. Norton, Chairman