

1. Meeting Agenda - September 9

Documents:

[MEETING AGENDA - NATHANIEL WITHERELL STRATEGIC PLANNING COMMITTEE - 09 09 16.PDF](#)

2. Minutes Subject To Approval - September 9, 2016

Documents:

[MINUTES SUBJECT TO APPROVAL - NATHANIEL WITHERELL STRATEGIC PLANNING COMMITTEE - 09 09 16.PDF](#)

3. Approved Minutes - September 9

Documents:

[APPROVED MINUTES - NATHANIEL WITHERELL STRATEGIC PLANNING COMMITTEE - 09 09 16.PDF](#)



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

**Nathaniel Witherell Strategic Planning Committee**

**Friday, September 9, 2016**

**Mazza Conference Room, 1<sup>st</sup> Floor  
8:30 A.M.**

**AGENDA**

1. Approval of the BET Nathaniel Witherell Strategic Planning Committee Meeting Minutes
  - July 11, 2016
  - July 18, 2016
2. Discussion of Nathaniel Witherell Business Model
3. Discussion of Nathaniel Witherell Financial Model
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

Friday, September 9, 2016

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

Others: Peter Mynarski, Comptroller; Larry Simon, Nathaniel Witherell Board Chair; Allen Brown, Nathaniel Witherell Administrator; Chris Alexander, Nathaniel Witherell Finance Director; Danyal Ozizmir, RTM Budget Overview Committee; Ken Borsuk, Greenwich Time

The meeting was called to order at 8:37 A.M.

**1. Approval of the BET Nathaniel Witherell Strategic Planning Committee Meeting Minutes**

Upon a motion made by Beth Krumeich, seconded by Arthur D. Norton, the Committee voted 3 to 0 to approve the minutes of the July 11, 2016 meeting (N. Weissler absent).

Upon a motion made by Beth Krumeich, seconded by Jill Oberlander, the Committee voted 3 to 0 to approve the minutes of the July 18, 2016 meeting (N. Weissler absent).

**2. Discussion of Nathaniel Witherell Business and Financial Model**

Larry Simon presented Nathaniel Witherell's Statement of Operations from July 2016. He reported that July's occupancy was better than budget, as were the facility operating expenses (personal services, service and supply expenses). The net facility operating expenses, as presented (\$88,935), exclude capital expenditures. Mr. Alexander explained that the budgeted occupancy and revenue targets are based on historical seasonal fluctuations.

TNW's Statement of Operations does not reflect capital budget allocations or external contributions (philanthropy). Mr. Norton and Ms. Weissler requested that TNW include capital expenditures in the month and year-to-date Statement of Operations. Mr. Simon reminded the Committee that TNW's monthly pro-rata budgeted operating deficit is \$250,000, including capital expenditures.

Mr. Simon clarified that the User Fees represent a State tax of \$16 per day per non-Medicare bed.

In response to a question, Mr. Simon stated that the third Admissions representative joined TNW in June.

Mr. Alexander next presented a cost allocation model based on lines of service: short-term/rehabilitation service; long-term care; and dementia care. This model breaks out payer reimbursement levels as well as fixed and variable costs.

Ms. Weissler asked about losses incurred on commercial insurance reimbursement. Mr. Brown responded that the facility admits referrals based on its ability to provide an adequate level of care and to satisfy requests from the community. Mr. Simon stated that, in his opinion, it is better to have a bed filled even if the reimbursement is lower. He added that the Board will use the information from TNW's cost model to try to negotiate better rates with commercial insurers.

Ms. Krumeich asked whether the model segregated costs among different types of rehab services, such as orthopedic versus medical. Mr. Brown responded that it did not and that TNW has decided not to pursue specialized rehab services that would require additional significant financial investment at this time.

Mr. Norton asked for the Committee to have the opportunity to review the material for the next meeting.

### **3. Items for Future Committee Meetings**

The next meeting is scheduled for Friday, September 16<sup>th</sup> at 3:00 P.M. September 9<sup>th</sup> at 8:30 A.M. in the Parks & Recreation conference room, 2<sup>nd</sup> floor.

### **4. Adjournment**

On a motion duly made by Ms. Krumeich and seconded by Ms. Oberlander, the Committee voted 3 to 0 to adjourn the meeting at 9:47 A.M.

SUBJECT TO APPROVAL

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Arthur D. Norton, Chairman

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Jill Oberlander, Recording Secretary

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BOARD OF ESTIMATE AND TAXATION  
NATHANIEL WITHERELL STRATEGIC PLANNING COMMITTEE

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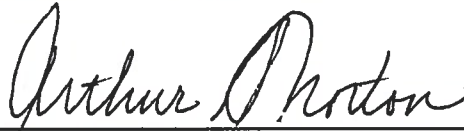
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Arthur D. Norton, Chairman



Jill Oberlander, Recording Secretary