

TOWN OF GREENWICH
BOARD OF ESTIMATE AND TAXATION
NATHANIEL WITHERELL STRATEGIC PLANNING COMMITTEE
MINUTES – Mazza Conference Room

Thursday, January 10, 2019

Committee: Arthur D. Norton, Chair; William Drake (by telephone), Andy Duus, Elizabeth K. Krumeich, Nancy Weissler

BET: Jill Oberlander, BET Chair; Debra Hess, Leslie Moriarty, Leslie Tarkington

Staff: Peter Mynarski, Comptroller; Paul Hinlicky, Network Specialist, IT Department

Public: Laurence Simon, Chairman, TNW Board of Directors; Ken Borsuk, Reporter, *Greenwich Time*

The meeting was called to order at 2:02 P.M.

1. Webinar with HDG (Health Dimensions Group)

Ms. Kerr, HDG lead project consultant, and the project team introduced themselves, noting their respective expertise, and lay the foundation of the presentation on the three business models with marketing and financial information. An updated redlined written version of the presentation responding to the Committee's questions, would be forwarded after the webinar's conclusion.

Mr. Norton proposed rescheduling HDG's January 23 site-visit intended to address a joint meeting of the BET and TNW Board of Directors and replace it with a second two-hour webinar.

HDG's Market Research Director provided an overview of TNW's competitive market area, customer segmentations (private pay, Medicare, Medicare Supplement and Medicaid) for the area's 974 total beds, the utilization statistics and the medical managed-care products. Another member of HDG's team previewed financial information focused on staffing and benefits that would be updated with pension data and forwarded the next day.

The Committee requested a deeper analysis of the potential of each of the three business scenarios including an assessment of the changes, talent and management required of TNW's staff and Board of Directors for each scenario.

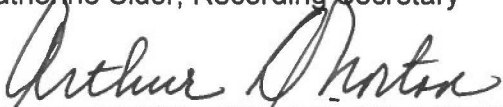
Ms. Kerr closed with the recommendation that HDG favored the nonprofit 501c3 scenario because of the Town's multiple use of the business model including the Greenwich Library, Greenwich Emergency Medical Service, Volunteer Firefighters Association and the Bruce Museum. The Committee suggested that the content of HDG's Executive Summary be presented for a diverse audience interested in TNW's future population and business opportunities. A joint presentation to the BET and TNW Board of Directors will require an expanded strategic and operational document. The Webinar concluded at 4:55 P.M. and the Board discussed its reaction to the presentation before adjourning.

2. Adjournment

The Committee voted unanimously to adjourn at 5:25 P.M.



Catherine Sidor, Recording Secretary



Arthur D. Norton, Chairman