

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

MINUTES – Parks and Recreation Conference Room, Town Hall

Friday, September 16, 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; William Galvin, RTM Budget Overview Committee; Ken Borsuk, Greenwich Time

The meeting was called to order at 3:05 P.M.

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

The Committee agreed to consider the minutes at the end of the meeting.

2. Discussion of Nathaniel Witherell Business and Financial Model

The Committee clarified The Nathaniel Witherell's (TNW) July Operating results. While the operating results depicted on the monthly pro-forma, and exclusive of capital, are positive to budget, TNW continues to operate at a deficit. The results show a smaller deficit than originally forecast.

Mr. Norton requested that TNW remove STEAP (Small Town Economic Assistance Program) grant funding from TNW's financial statements as these grants are funded externally and audited separately.

In response to a question about the daily rates included on the cost and revenue projections prepared for the Special Committee, TNW explained that the rates are averages of the rates charged for private and semi-private rooms, as well as dementia care, within the specified payer class. Ms. Weissler asked Mr. Simon and Mr. Alexander to explain the Medicaid pending category. Mr. Alexander explained that this category applies to patients who have applied for Medicaid, but have not yet been approved.

In discussing TNW's financial performance, Mr. Simon asserted that TNW is a Town Department and that the Board's responsibility is to meet the revenue and expense projections contained in the Town's approved budget. He sees favorable trends and would like charitable contributions and grant funds dedicated to TNW used to recalculate debt service. In response to questions from Ms. Oberlander and Ms. Weissler about managing staffing costs, Mr. Simon replied that the staffing costs are fixed and it is TNW's position that modifying the staffing model would impair TNW's five-star rating.

During a discussion of TNW's core strategy, Mr. Simon asserted that its low staff-turnover rate and its reputation for high quality services make it a desirable healthcare partner. TNW will be pursuing improved relationships with referring facilities and other marketing efforts. The Committee turned its discussion to needs in the community.

3. Items for Future Committee Meetings

The next meeting is scheduled for Wednesday, September 28th at 8:30 A.M. in the Evaristo conference room, 3rd floor.

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

Nancy Weissler requested that the draft minutes be amended to clarify that the July Statement of Operations shows a net operating deficit of \$88,935, excluding capital expenditures, and that the monthly pro-rata budgeted deficit, including capital, is \$250,000.

Upon a motion made by Beth Krumeich, seconded by Nancy Weissler, the Committee voted 4 to 0 to approve the minutes of the September 9, 2016 meeting with the modifications suggested by Ms. Weissler.

5. Adjournment

On a motion duly made and seconded, the Committee voted 4 to 0 to adjourn the meeting at 4:45 P.M.



Arthur D. Norton, Chairman



Jill Oberlander, Recording Secretary