

Sullivan County NH

Type of meeting: Board of Commissioners – **Non Public**

Date / Time: March 23, 2004; 2:20 PM

Place: Unity County Complex - Nursing Home, Business
Conference Room

ATTENDEES: Commissioner Rudolf Adler - Chair, Donald Clarke - *Vice Chair*; Ed Gil de Rubio - *County Manager*; State / County Rep. Brenda Ferland; Robert Hemenway – *Nursing Home Administrator* and Sharon Johnson-Callum (*minute taker*).

AGENCY NURSING

County Manager requested they go into Executive Session (non public) to discuss pending contract issues and agency nursing. He indicated all in room could stay.

2:20 Motion made to go into executive session to deal with contract issues (Per RSA 91-A:3.II.).

Motion made by: Comm. Clarke.

Motion seconded by: Comm. Nelson.

Discussion: None.

Roll Call Vote: Unanimous. All in favor.

County Manager handed out papers and provided updates on figures in charts he provided at the last meeting. He also handed out graphs on how they are approaching the agency staffing matter. Discussed doing a statewide research in regards to contract nursing expenditures with each county. County Manager discussed the RUGGS report maximum and minimum. He pointed out Genesis feels critical that the Nursing Home should be more market driven and a culture change must occur. He indicated there is a clear reference, made by Genesis, that the Sullivan County Nursing Home is able to provide additional Medicare services and has an untapped market. County Manager asked Genesis if any other County's had capability of doing this type of marketing. County Manager would like to put out RFP for marketing. He assured the Board it would be to look, with no decisions at this point. He feels it would benefit the employee outlook. Commissioners asked about disparity between private vs. county. Need to:

1. Change culture - encourage admittance to accept people per wishes of doctors,
2. Need person to go out to the Hospitals / Rehabs - we need higher-level acuity residents - talking strictly Medicare, which supplements Medicaid. Example sited was that Dartmouth discharges two skilled a day, about 900 residents each year. Hemenway talked about the management issue of residents. He indicated Genesis feels we should be up at Dartmouth to grab the rehab people. County Manager continued, pointing out that Genesis feels we need the mind set and to be active and responsive to accepting those people. County Manager would like to bring in a leadership team who has the experience to help in this direction. County Manager has not put pen to paper, but could see, ideally, a flat rate for manager and tie to commission on profit after a certain amount. Hemenway discussed his

work to increase the private pay census, which has been above budget.
Commissioners indicated they have no problem focusing on these issues.

Comm. Adler concurred a presence is needed at facilities that refer residents to the nursing homes. Hemenway will be drafting a letter to accept people for one-day rehabilitation and sending this out to the facilities. Genesis would get the money, but it would get the people in to see the nursing home. County Manager will draft RFP for Commissioners review.

FEASIBILITY STUDY ON MAPLE HILL

County Manager confirmed Gerry Coogan will be contacting the State to find out the status on the feasibility study.

3:00 Motion made to come out of executive session.

Motion made by: Comm. Clarke.

Motion seconded by: Comm. Nelson.

Discussion: None.

Voice vote: Unanimous. All in favor.

Respectfully submitted,

Bennie C Nelson

Bennie C. Nelson, Clerk
Board of Commissioners

BN/s.j-c.

APPROVED

@ 5-18-04 meeting

Unsealed @ 4-5-05 Meeting SJE