



# Turning healthcare operations around

[Redacted]

## Initial Agreed Upon Turnaround Goals

Based on our initial meetings and the review of documents requested, we have identified several areas of opportunity. As part of our turnaround services we will provide Interim Administrator / CFO assistance to work on each item listed below. This initial assignment will be 30 days and will be extended at the agreement of both parties.

	<u>Expected Increase in Revenue</u>	<u>Expected Expense Reduction</u>
Eliminate Nursing Agency costs (this is the diff between regular pay for staff & agency pay)		94,000
Replace Business Office Mgr at FMV (cleanup aging and catchup backlog of billing issues)		7,000
Replace Admissions Director (Add significant census goals and maintain accountability)		
Increase census from avg 76% to 84%	43,800	
Fill AL and create waiting list	42,000	
Replace DON		
Hire ADON / LPN (focus on reducing Agency) (ADON will work the floor 3 days and office 2 days)		
Replace Maintenance Director (catchup backlog of building repairs & improve customer service)		
Replace SS / Admissions Backup (improve customer service) (implement structured UR mtg & gradual discharge process)		
Increase AL Rates by 4% to compete locally	24,681	
Implement strict "Level of Care" policy for AL to Tfr to NH		
Secure an Aetna contract	48,000	
Eliminate Insurance Contract Broker (CPAN)		8,000
Reduce OT pay by offering \$1.50 Attendance Bonus		50,000
Offer creative health ins option to help recruiting		
Implement eMars and eliminate nurse hours		7,200
<b>-TOTAL OPERATIONAL</b>	<b>158,481</b>	<b>166,200</b>
 <b>NET INCREASE ANTICIPATED IN YRLY REVENUE</b>		 <b>324,681</b>

Agreed and Accepted by:

[Redacted Signature]

Date:

[Redacted Date]