



**HEALTH SERVICES COMMITTEE**  
**Wednesday, October 9, 2013 at 8 a.m.**  
**Rock Haven Administrative Conference Room in the Village Commons**

**AGENDA**

1. Call to Order/Approval of Agenda
2. Approval of Minutes – September 11, 2013
3. Introductions, Citizen Participation, Communications and Announcements
4. **Action Item:** Bills
5. **Action Item:** Budget Transfers
6. **Action Item:** Pre-Approved Encumbrances/Encumbrances
7. Old Business
  - a. Family Council invitations delayed until October 2013
8. New Business
  - a. Introduction Item: Aimee Thomas - Assistant Director of Nursing
  - b. Action Item: Recognizing Colleen Martelle for Years of Service to Rock Haven
  - c. Action Item: Centrad Contract for Oxygen, Tracheostomy and Respiratory Supplies
  - d. Action Item: Schedule Meeting for Budget Review
9. Information Item: Reports
  - a. Census
  - b. Activities
    - 1) Flu Shots administered in the month of Oct, Staff and Residents
    - 2) Staff Education for October 2013
      - a. Infection Control
      - b. Care Tracker – Live Oct 7, 2013
    - 3) Resident Council Meeting – Tuesday, September 10, 2013
  - c. Finance - Dave Sudmeier

10. Next Meeting Date - The next regular meeting of the Health Services Committee is scheduled for Wednesday, November 13, 2013 in the Administrative Conference Room in the Village Commons.

11. Adjournment

SP/ML

\*Note to Committee Members: To ensure a quorum is present, please call the Administrative Secretary at 757-5076 if you are unable to attend the meeting.

Account Number	Account Name	PO#	Inv Date	Vendor Name	Inv/Enc Amt
32-7260-7400-62189	OTHER MED SERV	P1300699	08/31/2013	MOBILEXUSA	634.27
	Budget	YTD Exp	YTD Enc	Pending	Closing Balance
	5,500.00	5,051.12	634.27	634.27	(819.66)
<b>RH CONTRACT SERVICES T-18 PROG TOTAL</b>				<b>634.27</b>	
32-7500-7100-62622	TRANSPORTATION	P1300712	09/09/2013	ROCK COUNTY HEALTH CARE CENTE	10.00
	Budget	YTD Exp	YTD Enc	Pending	Closing Balance
	9,000.00	4,177.00	9.99	10.00	4,803.01
<b>RH-NURSING ADMINISTRATION PROG TOTAL</b>				<b>10.00</b>	
32-8000-8100-63100	OFC SUPP & EXP	P1300689	09/19/2013	CARSTENS HEALTH INDUSTRIES INC	431.31
		P1302485	09/03/2013	BRIGGS CORPORATION	109.06
	Budget	YTD Exp	YTD Enc	Pending	Closing Balance
	5,000.00	4,904.82	1,011.05	540.37	(1,456.24)
32-8000-8100-63101	POSTAGE	P1300712	09/16/2013	ROCK COUNTY HEALTH CARE CENTE	17.22
	Budget	YTD Exp	YTD Enc	Pending	Closing Balance
	4,500.00	1,846.96	49.22	17.22	2,586.60
32-8000-8100-64000	MEDICAL SUPPLIES	P1300698	08/08/2013	MERCY ASSISTED CARE INC	36.14
		P1301612	09/25/2013	GULF SOUTH MEDICAL SUPPLY	261.79
		P1302396	09/24/2013	MEDLINE INDUSTRIES INC	688.92
	Budget	YTD Exp	YTD Enc	Pending	Closing Balance
	125,000.00	108,866.64	19,344.50	986.85	(4,197.99)
<b>SUPPORT SERVICE MATERIALS PROG TOTAL</b>				<b>1,544.44</b>	
32-8000-9100-64105	GROCERIES	P1300694	09/04/2013	KMART CORP #4255	45.45
		P1300714	09/25/2013	SENTRY FOODS INC STORE #375	13.52
	Budget	YTD Exp	YTD Enc	Pending	Closing Balance
	160,727.00	117,138.14	39,121.54	58.97	4,408.35
<b>SUPPORT SERVICE FOOD SERVICE PROG TOTAL</b>				<b>58.97</b>	
32-8000-9200-62460	BLDG SERV R&M	P1302696	08/26/2013	CLASS 1 AIR	1,153.92

Account Number	Account Name	PO#	Inv Date	Vendor Name	Inv/Enc Amt
	Budget	YTD Exp	YTD Enc	Pending	Closing Balance
	800.00	470.88	0.00	1,153.92	(824.80)
32-8000-9200-62461	ELEVATOR				
		P1303136	08/30/2013	SCHINDLER ELEVATOR CORPORATIO	1,787.82
	Budget	YTD Exp	YTD Enc	Pending	Closing Balance
	800.00	1,085.23	1,787.81	1,787.82	(3,860.86)
32-8000-9200-62470	BLDG R & M				
		P1300217	09/11/2013	FIRST SUPPLY MADISON LLC	518.00
		P1300237	08/22/2013	STATE ELECTRICAL SUPPLY INC	388.44
		P1302824	09/17/2013	KLEIN DICKERT	547.50
	Budget	YTD Exp	YTD Enc	Pending	Closing Balance
	800.00	8,869.25	1,386.44	1,453.94	(10,909.63)
32-8000-9200-65390	OTHER RENT/LEASE				
		P1300221	09/23/2013	HOME DEPOT/GECHF	31.20
		P1300223	09/05/2013	JACK AND DICKS FEED AND GARDEN	234.00
	Budget	YTD Exp	YTD Enc	Pending	Closing Balance
	463,046.00	478,909.15	265.20	265.20	(16,393.55)
<b>SUPPORT SERVICE MAINTENANCE PROG TOTAL</b>				<b>4,660.88</b>	
32-8000-9300-63404	JANITOR/CLEANING				
		P1302078	09/09/2013	AMSAN LLC	158.56
	Budget	YTD Exp	YTD Enc	Pending	Closing Balance
	15,000.00	12,742.20	195.75	158.56	1,903.49
<b>SUPPORT SERVICE ENVIRONMENTAL PROG TOTAL</b>				<b>158.56</b>	
32-8000-9500-64424	EMPLOYEE RECOGN.				
		P1302995	09/04/2013	SYSCO FOODS OF BARABOO LLC	732.44
	Budget	YTD Exp	YTD Enc	Pending	Closing Balance
	2,500.00	(344.10)	0.00	732.44	2,111.66
<b>SUPPORT SERVICE ADMINISTRATION PROG TOTAL</b>				<b>732.44</b>	

Account Number	Account Name	PO#	Inv Date	Vendor Name	Inv/Enc Amt
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I have examined the preceding bills and encumbrances in the total amount of **\$7,799.56**

Claims covering the items are proper and have been previously funded. These items are to be treated as follows:

A. Bills and encumbrances over \$10,000 referred to the Finance Committee and County Board.

B. Bills under \$10,000 to be paid.

C. Encumbrances under \$10,000 to be paid upon acceptance by the Department Head.

Date: **OCT 09 2013**

Dept Head \_\_\_\_\_

Committee Chair \_\_\_\_\_

# RESOLUTION

## ROCK COUNTY BOARD OF SUPERVISORS

Health Services Committee  
INITIATED BY



Sue Prostko  
DRAFTED BY

Health Services Committee  
SUBMITTED BY

September 30, 2013  
DATE DRAFTED

### RECOGNIZING COLLEEN MARTELLE FOR SERVICE TO ROCK HAVEN

1.       **WHEREAS**, Colleen Martelle has served the citizens of Rock County over the
2.       past 33 years and 3 months as a dedicated and valued employee of Rock
3.       County; and,
- 4.
5.       **WHEREAS**, Colleen Martelle began her career with Rock County Health Care
6.       Center/Rock Haven as Administrative Assistant on July 16, 1979; and,
- 7.
8.       **WHEREAS**, Colleen Martelle has worked diligently in that position until
9.       her retirement on October 15, 2013; and,
- 10.
11.       **WHEREAS**, the Rock County Board of Supervisors, representing the citizens
12.       of Rock County, wishes to commend Colleen Martelle for her long and
13.       faithful service.
- 14.
15.       **NOW, THEREFORE, BE IT RESOLVED**, that the Rock County Board of Supervisors
16.       duly assembled this \_\_\_\_\_ of \_\_\_\_\_, 2013 does hereby
17.       recognize Colleen Martelle for her 33 years and 3 months of service and
18.       extend their best wishes to her in her future endeavors; and,
- 19.
20.       **BE IT FURTHER RESOLVED**, that the County Clerk be authorized and directed
21.       to furnish a copy of this resolution to Colleen Martelle.

Respectfully submitted,

HEALTH SERVICES COMMITTEE

COUNTY BOARD STAFF COMMITTEE

\_\_\_\_\_  
Betty Jo Bussie, Chair

\_\_\_\_\_  
J. Russell Podzilni, Chair

\_\_\_\_\_  
Mary Beaver, Vice Chair

\_\_\_\_\_  
Sandra Kraft, Vice Chair

\_\_\_\_\_  
Terry Fell

\_\_\_\_\_  
Betty Jo Bussie

\_\_\_\_\_  
Steve Howland

\_\_\_\_\_  
Eva Arnold

\_\_\_\_\_  
Billy Bob Grah

\_\_\_\_\_  
Mary Mawhinney

\_\_\_\_\_  
Marilynn Jensen

\_\_\_\_\_  
Kurtis Yankee

\_\_\_\_\_  
Henry Brill

\_\_\_\_\_  
Louis Peer



Jodi L. Mills, Purchasing Manager  
Rock County Courthouse  
Purchasing Division  
51 S. Main Street  
Janesville, WI 53545

September 16, 2013

#2014-02 Request for Proposal  
Oxygen, Tracheostomy and Respiratory Supplies and Equipment Service  
For Rock haven Nursing Home Janesville, Wisconsin

Dear Ms. Mills,

Thank you for giving us the opportunity to bid on #2014-02 Request for Proposal – Oxygen, Tracheostomy and Respiratory Supplies and Equipment Service for Rock Haven Nursing Home Janesville, Wisconsin. We are submitting the following documentations in support of this Request for Proposal:

- Section I – Brief History of the company
- Section II – Relevant experience related to these contracts demonstrating the company's qualifications to discharge the responsibilities of these contracts.
- Section III – References for similar work performed relevant to these contracts
- Section IV – Supporting documentation
- Section V – Pricing
  - Exhibit A – Respiratory Durable Medical Equipment and Oxygen delivery service
  - Exhibit B – Tracheostomy Supplies

If you have any questions, please feel free to contact me at the number below.

Sincerely,

A handwritten signature in black ink that reads "Tamara B. Reddoch". The signature is written in a cursive, flowing style.

Tamara B. Reddoch, Director of Staff Operations – RT  
Centrad Healthcare, LLC  
184 Shuman Blvd., Suite 140  
Naperville, IL 60563  
Phone: (800) 478-5070 ext 5121  
Cell Phone: (630) 788-5514  
Fax: (630) 369-6019

COPY



184 Shuman Blvd., Suite #130, Naperville, IL 60563-8425 • Ph: 800-478-5070 • Fax: 630-369-5436  
TTY 800-526-0844 or State Relay 7-1-1 • [www.centradhealthcare.com](http://www.centradhealthcare.com)



## SECTION I - CENTRAD FEATURES & BENEFITS

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### About Us

Centrad Healthcare, LLC is a distributor of medical products including Enteral Therapy, Respiratory Therapy, Wound Care, Ostomy, Urological and other Specialty Medical Supplies & Equipment to Nursing Homes, Assisted Living Centers, Group Homes and Homecare. The Company is accredited by the Accreditation Commission for Health Care, Inc. ("ACHC").

To achieve cost efficiencies and control, all reimbursement, purchasing, inventory management, customer service, marketing, sales management, IT and accounting functions are centralized in the Company's General Offices located in Naperville, Illinois, a western suburb of Chicago.

Additional cost efficiencies are achieved through the Company's strategic alliances with select manufacturers and distributors who ship products direct to the end user as directed by Centrad. Re-distribution centers ("RDC's") are strategically located throughout geographic markets served to ensure fulfillment of urgent orders, when required.

A key contributor to the Company's success is its ability to efficiently and accurately bill 3rd party payers including Medicare Part B, Private Indemnity Insurance companies, state Medicaid programs, MCO's and HMO's on behalf of customers it serves. Approximately 75% of the Company's revenue is generated through 3rd party payers.

The Company uses its proprietary operating system, SmA/Rt, for all billing, inventory control and accounts receivable management functions. SmA/Rt creates an advantage for Centrad enabling rapid response to the ever-changing external reimbursement/claims processing environment.

Since its formation in 2000, Centrad has strategically focused on improving its operating model and perfecting its value discipline of operational excellence. This continually improving process has produced operating cost efficiencies that enable Centrad to continue to offer programs that feature Account Representatives who routinely visit our customers during these challenging times of margin compression within the industry.

Centrad currently provides products and services to over 16000 patients residing in either one of the approximately 3500 Long Term Care Facilities, under contract with the Company or in private homes located throughout the United States. The Company has 250 associates, 150 who are General Office-based and 100 who are field-based.

### Contact Information

Tamara B. Reddoch  
Director of Staff Operations - RT  
Centrad Healthcare, LLC  
184 Shuman Blvd, Suite 130  
Naperville, IL 60563  
P: (800) 478 - 5070 ext 5121  
E: [treddoch@centradhealthcare.com](mailto:treddoch@centradhealthcare.com)  
Web: [www.centradhealthcare.com](http://www.centradhealthcare.com)





## SECTION II – RELEVANT EXPERIENCE

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### Relevant Experience

Centrad Healthcare LLC has been the incumbent Oxygen, Respiratory and Trach supplier since 2003. Our program is designed to minimize the responsibility and financial exposure of the facility. Our expertise in tracking and managing par levels of supplies and equipment allows the facility more time to take care of its residents. As a Wisconsin Medicaid provider of durable medical equipment and oxygen, our program saves the facility money not only by freeing up time for the nursing home staff, but by enabling cost avoidance through billing third party payor's and private pay. We have established vendor relationships which have enabled us to offer reduced pricing on durable medical equipment.

Some key ingredients that make our program successful are:

- Centrad Healthcare LLC provides a dedicated Respiratory Technician, Customer Service and Billing Representatives
- Respiratory Technician
  - Our Tech visits the facility weekly
    - Perform routine maintenance according to Centrad's strict guidelines
      - Tracking system for oxygen use allows the capability to bill third party payers.
      - Results of maintenance performed is provided to the facility monthly or as needed to satisfy compliance requirements
    - Changes tubing and humidifier bottles on all concentrators in use
    - Manages equipment and supplies by monitoring par levels
    - Assume responsibility for cylinder deliveries as required, distribute cylinders at the time of his visits
  - Gather documentation to qualify patients with Wisconsin Medicaid and Care Wisconsin pay sources to enable third party billing
- Customer Service Representative
  - Compiles results of tech visit into a comprehensive resident log
  - Processes documentation necessary for prior auth for third party payers
  - Processes orders, monitors shipment dates and times
  - Arranges in-servicing/education for facility
  - Arranges Respiratory Therapy services as needed
- Billing Rep
  - Bills oxygen use to third parties (including Wisconsin Medicaid) and private pay.
  - Bills oxygen use by resident
  - Maintains prior authorization
- Warehouse
  - Located within 45 minutes of facility
  - On Call services available after hours



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### SECTION III - REFERENCES

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**Lutheran Home and Services**

800 W Oakton Street  
Arlington Heights, IL 6004  
Bob Patterson, Corporate Materials Manager  
(847) 368-7406

**Skaalen Nursing and Rehab Center**

400 N Morris Street  
Stoughton, WI 53589-1857  
Kris Krentz, Administrator  
(608) 873-5651

**Ingleside Manor**

407 N 8th Street  
Mount Horeb, WI 53572-1872  
Donna Kruchten, Administrator  
(608)437-5511

**Four Winds Manor**

303 Jefferson Street  
Verona, WI 53593-1415  
Lynn Howard, Administrator  
(608) 845-6465

**St Agnes Health & Rehabilitation Center**

1725 S Wabash  
Chicago, IL 60616-1219  
Mardy Gibbs, Executive Director  
(773) 277-6868

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**Oxygen and Respiratory Supply Contract****Overview:**

Centrad proposes to provide an Oxygen and Respiratory Supply program under which the responsibilities of the facility are minimized. Centrad would take the leading role in providing necessary oxygen and supplies to residents of Rock Haven. Centrad's expertise in tracking and managing par levels of supplies and equipment allows the facility more time to care for its residents. Centrad assumes the responsibility of making sure the facility always has the necessary supplies and equipment to care for the residents of Rock Haven.

**Equipment:**

Centrad will have available in the facility sufficient numbers of concentrators, E cylinders, D cylinders, and H cylinders to satisfy the facility's requirements. Additional back up equipment to cover possible increases in usage are maintained in the facility at no charge. Par levels of oxygen cylinders, "E", "D", and "H", are monitored by Centrad to ensure adequate supplies at all times. (Exhibit A)

**Supplies:**

Centrad will have available in the facility sufficient quantities of oxygen supply items including, but not limited to; cannulas, humidifiers, masks, oxygen tubing, connectors, distilled water, etc to satisfy facility's requirements. Centrad and the facility will establish par levels which Centrad will maintain. Pricing for all required disposable products will be found under "Pricing" (Exhibit B). Centrad is able to supply all related products that may be requested by the facility.

**In-service:**

Centrad shall provide at no cost to the facility, equipment in-services as are requested regarding those supplies, equipment and systems that are being provided by Centrad.

**Service:**

Centrad will designate an RT Technician to work closely with the Facility, and visit on a set schedule. Centrad's RT technician will be responsible for the following:

- 1) Monitor equipment and supply levels (par levels)
- 2) Maintain adequate pieces of equipment, removing overstock & broken equipment, keeping clean and properly working equipment in the designated areas
- 3) Assume responsibility for cylinder deliveries as required, distribute cylinders throughout the facility at the time of his visits
- 4) Coordinate with nursing services the availability of disposable supplies
- 5) Change (clean or replace) concentrator filters each visit
- 6) Continually maintain clean and safe equipment, including semi-annual analysis of oxygen output from each concentrator

Centrad will designate an office based Customer Service Representative ("CSR") who will be responsible for the following:

- 1) Placing orders for equipment and supplies
- 2) Monitoring orders and scheduled shipment dates and times
- 3) Assisting the RT Tech as necessary

***(Centrad will provide on-call assistance; including emergency response to the facility on a 24/7 basis.-Centrad will maintain service standards as agreed to by nursing services, central supply, and administration.)***



**SECTION IV – SUPPORTING DOCUMENTATION**

Supporting documentation (page two)

**Tracking:**

Centrad will be responsible for tracking usage of concentrators and cylinders for patient specific billing. Centrad will utilize a tracking system which will provide Start and Stop forms for concentrators (or any other equipment that is mutually agreed upon) which the facility would fax to Centrad. Centrad will utilize a system of "hang tags" on all cylinders which will allow for patient specific tracking and billing. Centrad will provide, in appropriate areas, collection envelopes for the "hang tags", which will be collected on a monthly basis. All proposed systems will be demonstrated in detail prior to implementation, and Centrad would welcome suggestions for modification to best serve the needs of the Facility.

**Billing, Patient Specific:**

Centrad will bill: Medical Assistance; third party insurance; and private pay patients on request. Medical Assistance requires specific documentation for approval. Centrad will work closely with the facility to ensure proper documentation is present and complete for billing to Medical Assistance. Centrad will be responsible for gathering all necessary documentation required for Prior Authorizations from Medical Assistance. Centrad accepts such amounts billed and collected by Centrad as Centrad's sole compensation for supplies provided to Medical Assistance residents.

Private insurance claims will be handled on a case by case basis. It would be Centrad's objective to always bill 3<sup>rd</sup> party payors before billing Facility, which would be a last resort. Centrad accepts such amounts billed and collected by Centrad as Centrad's sole compensation for supplies provided to private insurance residents.

**Respiratory Therapist Consultations:**

Centrad will provide, at no charge, telephone consultations with a Registered Respiratory Therapist (RRT) up to ¼ hour per event.

**Specialized Products:**

As the Facility's provider of oxygen services, Centrad would also assume responsibility for providing any required respiratory related equipment and/or supplies which are not specifically provided for herein.

**Pricing Schedule:**

See Exhibits A & B

**Tracheostomy Supplies Contract**

**Overview:**

Centrad's expertise in billing of supplies to third party payors such as Medicare, Medical Assistance, and private insurance companies positions us to serve Rock Haven well. Through Centrad's approach to tracking and managing par levels of supplies and equipment, Rock Haven staff time is minimized. Centrad assumes the responsibility of making sure the facility always has the necessary supplies and equipment to care for the residents of Rock Haven.

**Equipment:**

Centrad will provide all equipment necessary and required for Rock Haven to care for its Tracheostomy patients. Back up equipment will be made available, at no cost to the facility.

**Supplies:**

Centrad will have available in the facility sufficient quantities of tracheostomy supply items including, but not limited to: Trachea tubes, aerosol tubing, Trachea masks, disposable inner cannulas, suction catheter kits, trachea sponges, trachea ties, sterile water and saline, speaking valves. Centrad and the facility will establish par levels for trach

*Supporting Documentation*

*Sept 2013*



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## SECTION IV – SUPPORTING DOCUMENTATION

### Supporting documentation (page three)

supplies which Centrad will maintain. Pricing for all required disposable products will be found in Exhibit B. Centrad will also supply all related products that may be requested by the facility such as: air compressor; large volume nebulizers; drainage bags; Misty Nebs; HMEs; all used by tracheostomy patients.

#### **In-service:**

Centrad shall provide at no cost to the facility, equipment in-services as are requested regarding those supplies, equipment and systems that are being provided by Centrad.

#### **Service:**

Centrad will designate an RT technician to work closely with the Facility, visiting on a set schedule. Centrad's RT technician will be responsible for the following:

- 1) Centrad will monitor inventories and ship in to provide sufficient quantities of supplies on hand for current as well as additional patients
- 2) Centrad will stock the individual resident's cabinet in their room with the above supplies as required on a
- 3) Centrad will clean filters on air compressors in use, each RT tech visit

Centrad will designate an office based Customer Service Representative ("CSR") who will be responsible for the following:

- 4) Placing orders for equipment and supplies
- 5) Monitoring orders and scheduled shipment dates and times
- 6) Assisting the RT tech as necessary

#### **Tracking:**

Centrad will, track all tracheotomy equipment in use as well as back up equipment, ensuring the facility will always have adequate inventory.

#### **Billing:**

Centrad will bill directly to Medical Assistance, Part B Medicare, commercial insurance, or private pay residents as appropriate. If necessary, Centrad will bill the facility for equipment and supplies. Centrad will not bill the facility without prior authorization. Centrad will gather the required documentation from the facility records. The facility will not have to furnish documentation to Centrad.

In instances where Centrad determines the documentation in the chart to be inadequate for third party billing, Centrad will request the appropriate specific documentation necessary. Centrad will accept assignment. Note – Trach tubes, inner cannulas and speaking valves are covered by Medicare Part B, for residents who are eligible and qualified.

#### **Respiratory Therapist Consultations:**

Centrad will provide, at no charge, telephone consultations with a Registered Respiratory Therapist (RRT) up to ¼ hour per event.

#### **Specialized Products:**

As the Facility's provider of tracheostomy services, Centrad will also assume responsibility for providing any required tracheostomy related equipment and/or supplies which are not specifically provided for herein.

#### **Pricing Schedule:**

See Exhibit A & B



QUALITY | INTEGRITY | COMPLIANCE | ENTHUSIASM | COMPASSION

**SECTION V - PRICING – RT DME, OXYGEN DELIVERY, AND TRACH SUPPLIES**

**EXHIBIT A  
Pricing for Respiratory Services Durable Medical Equipment & Consumable Oxygen**

Equipment Description	Unit of Measure	Pricing	Extended Pricing
Oxygen Concentrator (5L)-Full Service Program - Weekly visits	Day	\$2.25	\$56.25 maximum supplies included
Oxygen Concentrator (10L) – Full Service Program – Weekly visits	Day	\$5.00	\$125.00 maximum supplies included
Oxygen Concentrator (5L) – Back up equipment	Month	No charge	No Charge until placed in use
Oxygen Cannulas	Each	N/C	Included in concentrator rental price
Humidifiers	Each	N/C	Included in concentrator rental price
Masks	Each	N/C	Included in concentrator rental price
Oxygen Tubing	Each	N/C	Included in concentrator rental price
Oxygen Connectors	Each	N/C	Included in concentrator rental price
Air compressor	Month	\$50.00	\$50.00
Pulse Oximeter	Month	\$50.00	\$50.00
C Pap Standard	Month	\$75.00	\$75.00
BI Pap Standard	Month	\$200.00	\$200.00
Nebulizer	Month	\$8.00	\$8.00
Suction Machine	Month	\$20.00	\$20.00
E Cylinder (Fill) Standard Post	each	\$7.04	Per fill (No rental fee)
D Cylinder (Fill) Standard Post	each	\$7.04	Per fill (No rental fee)
H Cylinder (Fill)	each	\$15.00	Per fill (No rental fee)
H Regulator	each	\$5.00	\$5.00
H Dolly	Month	\$5.00	\$5.00
RT Consulting Phone	¼ Hour	N/C	N/C



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**SECTION V - PRICING – RT DME, OXYGEN DELIVERY, AND TRACH SUPPLIES**

**EXHIBIT A - Continued**

**Pricing for Respiratory Services Durable Medical Equipment & Consumable Oxygen**

Equipment Description	Unit of Measure	Pricing	Extended Pricing
RT Consulting Onsite	Hour	\$65.00	\$65.00
RT Consulting Emergency Consultation	Hour	\$100.00	\$100.00

**EXHIBIT B**

**Pricing for Tracheostomy Supplies**

Product Description	Unit of Measure	Pricing	Extended Pricing
Trach Circuit Components: Aerosol Tubing, Trach mask, Track Ties, Drainage bag, Humidifier bottle, Adapter	Each	\$25.00	\$25.00
Trach Care Kit Components: Triple compartment tray, moisture proof drape, a pair of vinyl gloves, one premium trach dressing, four 4"x4", 4ply premium gauze sponges, trach brush and twill.	Case of 20	\$21.10	\$21.10
Trach Tube 4CFS	Each	\$59.07	\$59.07
Trach Tube 4CFN	Each	\$62.61	\$62.61
Trach Tube 6CFS	Each	\$59.07	\$59.07
Trach Tube 6CFN	Each	\$62.61	\$62.61
Trach Tube 6DCFS	Each	\$52.15	\$52.15
Trach Tube 6DCFN	Each	\$52.15	\$52.15
Inner Cannula 4DIC	Box of 10	\$43.86	\$43.86
Inner Cannula 6DIC	Box of 10	\$43.86	\$43.86
Suction Cath Kit 14FR Components: Tray, Suction catheter 14fr and 2 vinyl gloves	Case of 100	\$43.43	\$43.43
Sterile Water for Inhalation 500ml	Case of 18	\$45.96	\$45.96
Speaking Valve PMV2000	Each	\$100.00	\$100.00
Tracheal HME with Speech Valve (TrachVox)	Each	\$82.50	\$82.50

# ROCK HAVEN ADMISSIONS/DISCHARGES/CENSUS - 2013

ADMISSIONS					
	Limestone	Limestone	Sandstone	Sandstone	Total
	East	West	West	East	
January	3	4	4	6	17
February	3	3	2	1	9
March	4	9	1	4	18
April	4	3	1	2	10
May	2	4	0	1	7
June	4	5	1	1	11
July	4	8	1	2	15
August	4	4	1	5	14
September	4	5	1	2	12
October	3	7	1	3	14
November	2	4	3	3	12
December	3	2	3	1	9
<b>Total</b>	<b>40</b>	<b>58</b>	<b>19</b>	<b>31</b>	<b>148</b>

1/31/2013  
2/28/2013  
3/31/2013  
4/30/2013  
5/31/2013  
6/30/2013  
7/31/2013  
8/31/2013  
9/30/2012  
10/31/2012  
11/30/2012  
12/31/2012

DISCHARGES/DEATHS					
	Limestone	Limestone	Sandstone	Sandstone	Total
	East	West	West	East	
January	3	2	5	2	12
February	3	4	0	1	8
March	5	6	2	5	18
April	3	3	0	0	6
May	2	2	2	0	6
June	3	5	1	1	10
July	4	7	2	3	16
August	4	5	1	4	0
September	4	5	2	1	12
October	4	5	3	4	16
November	2	3	1	1	7
December	4	4	4	5	17
<b>Total</b>	<b>41</b>	<b>51</b>	<b>23</b>	<b>27</b>	<b>128</b>

1/31/2013  
2/28/2013  
3/31/2013  
4/30/2013  
5/31/2013  
6/30/2013  
7/31/2013  
8/31/2013  
9/30/2012  
10/31/2012  
11/30/2012  
12/31/2012

CENSUS					
	Limestone	Limestone	Sandstone	Sandstone	Total
	East	West	West	East	
January	31	32	30	31	124
February	31	31	32	31	125
March	32	31	31	29	123
April	31	31	32	31	125
May	31	30	32	32	125
June	32	31	32	32	127
July	31	33	30	31	125
August	32	31	31	32	126
September	31	30	31	31	123
October	32	29	30	30	121
November	32	31	32	32	127
December	30	31	31	27	119
<b>Budget</b>	<b>32</b>	<b>31</b>	<b>32</b>	<b>31</b>	<b>126</b>
<b>Capacity*</b>	<b>32</b>	<b>32</b>	<b>32</b>	<b>32</b>	<b>128</b>

1/31/2013  
2/28/2013  
3/31/2013  
4/30/2013  
5/31/2013  
6/30/2013  
7/31/2013  
8/31/2013  
9/30/2012  
10/31/2012  
11/30/2012  
12/31/2012

\*Downsize from 130 to 128 occurred 10/1/2012

Data as of 12:00pm on dates indicated



2013 DAILY PATIENT DAYS FOR ROCK HAVEN

		PATIENT DAYS			PATIENT DAYS			PATIENT DAYS		
		ACTUAL MTD	BUDGET MTD	OVER/ -UNDER	% OVER/ -UNDER	ACTUAL YTD	BUDGET YTD	OVER/ -UNDER	% OVER/ -UNDER	
LIMESTONE COURT	MEDICARE	202	186	16	8.60	1426	1458	-32	-2.19	
	TOTAL	202	186	16	8.60	1426	1458	-32	-2.19	
	HOSPICE	40	62	-22	-35.48	269	486	-217	-44.65	
	TOTAL	40	62	-22	-35.48	269	486	-217	-44.65	
	MEDICAL ASSISTANCE	1397	1581	-184	-11.64	11636	12393	-757	-6.11	
	TOTAL	1397	1581	-184	-11.64	11636	12393	-757	-6.11	
	PRIVATE PAY	290	124	166	133.87	1709	972	737	75.82	
	TOTAL	290	124	166	133.87	1709	972	737	75.82	
TOTAL LIMESTONE COURT		1929	1953	-24	-1.23	15040	15309	-269	-1.76	
SANDSTONE COURT	MEDICARE	94	217	-123	-56.68	691	1701	-1010	-59.38	
	TOTAL	94	217	-123	-56.68	691	1701	-1010	-59.38	
	HOSPICE	31	62	-31	-50.00	432	486	-54	-11.11	
	TOTAL	31	62	-31	-50.00	432	486	-54	-11.11	
	MEDICAL ASSISTANCE	1665	1550	115	7.42	13054	12150	904	7.44	
	TOTAL	1665	1550	115	7.42	13054	12150	904	7.44	
	PRIVATE PAY	148	124	24	19.35	1084	972	112	11.52	
	TOTAL	148	124	24	19.35	1084	972	112	11.52	
TOTAL SANDSTONE COURT		1938	1953	-15	-0.77	15261	15309	-48	-0.31	

2013 DAILY PATIENT DAYS FOR ROCK HAVEN

		PATIENT DAYS			PATIENT DAYS			% OVER/ -UNDER	% OVER/ -UNDER
		ACTUAL MTD	BUDGET MTD	OVER/ -UNDER	ACTUAL YTD	BUDGET YTD	OVER/ -UNDER		
TOTAL ROCK HAVEN	MEDICARE	296	403	-107	2117	3159	-1042	-32.99	
	TOTAL	296	403	-107	2117	3159	-1042	-32.99	
	HOSPICE	71	124	-53	701	972	-271	-27.88	
	TOTAL	71	124	-53	701	972	-271	-27.88	
	MEDICAL ASSISTANCE	3062	3131	-69	24690	24543	147	0.60	
	TOTAL	3062	3131	-69	24690	24543	147	0.60	
	PRIVATE PAY	438	248	190	2793	1944	849	43.67	
	TOTAL	438	248	190	2793	1944	849	43.67	
TOTAL ROCK HAVEN		3867	3906	-39	30301	30618	-317	-1.04	

2013 DAILY PATIENT DAYS FOR ROCK HAVEN

		AVERAGE DAILY PATIENTS			AVERAGE DAILY PATIENTS					
		ACTUAL MTD	BUDGET MTD	% OVER/UNDER	ACTUAL YTD	BUDGET YTD	% OVER/UNDER			
LIMESTONE COURT	MEDICARE	SNF	6.52	6.00	0.52	8.60	5.87	6.00	-0.13	-2.19
		TOTAL	6.52	6.00	0.52	8.60	5.87	6.00	-0.13	-2.19
		SNF	1.29	2.00	-0.71	-35.48	1.11	2.00	-0.89	-44.65
		TOTAL	1.29	2.00	-0.71	-35.48	1.11	2.00	-0.89	-44.65
MEDICAL ASSISTANCE	SNF	45.06	51.00	-5.94	-11.64	47.88	51.00	-3.12	-6.11	
	TOTAL	45.06	51.00	-5.94	-11.64	47.88	51.00	-3.12	-6.11	
	PRIVATE PAY	SNF	9.35	4.00	5.35	133.87	7.03	4.00	3.03	75.82
	TOTAL	9.35	4.00	5.35	133.87	7.03	4.00	3.03	75.82	
TOTAL LIMESTONE COURT		62.23	63.00	-0.77	-1.23	61.89	63.00	-1.11	-1.76	
SANDSTONE COURT	MEDICARE	SNF	3.03	7.00	-3.97	-56.68	2.84	7.00	-4.16	-59.38
		TOTAL	3.03	7.00	-3.97	-56.68	2.84	7.00	-4.16	-59.38
	HOSPICE	SNF	1.00	2.00	-1.00	-50.00	1.78	2.00	-0.22	-11.11
	TOTAL	1.00	2.00	-1.00	-50.00	1.78	2.00	-0.22	-11.11	
MEDICAL ASSISTANCE	SNF	53.71	50.00	3.71	7.42	53.72	50.00	3.72	7.44	
	TOTAL	53.71	50.00	3.71	7.42	53.72	50.00	3.72	7.44	
	PRIVATE PAY	SNF	4.77	4.00	0.77	19.35	4.46	4.00	0.46	11.52
	TOTAL	4.77	4.00	0.77	19.35	4.46	4.00	0.46	11.52	
TOTAL SANDSTONE COURT		62.52	63.00	-0.48	-0.77	62.80	63.00	-0.20	-0.31	

2013 DAILY PATIENT DAYS FOR ROCK HAVEN

	AVERAGE DAILY PATIENTS			AVERAGE DAILY PATIENTS		
	ACTUAL MTD	BUDGET MTD	% OVER/UNDER	ACTUAL YTD	BUDGET YTD	% OVER/UNDER
TOTAL ROCK HAVEN						
MEDICARE	SNF	9.55	13.00	-3.45	-26.55	
	TOTAL	9.55	13.00	-3.45	-26.55	
HOSPICE	SNF	2.29	4.00	-1.71	-42.74	
	TOTAL	2.29	4.00	-1.71	-42.74	
MEDICAL ASSISTANCE	SNF	98.77	101.00	-2.23	-2.20	
	TOTAL	98.77	101.00	-2.23	-2.20	
PRIVATE PAY	SNF	14.13	8.00	6.13	76.61	
	TOTAL	14.13	8.00	6.13	76.61	
TOTAL ROCK HAVEN		124.74	126.00	-1.26	-1.00	
		124.70	126.00	-1.30	-1.04	

**Rock Haven  
RESIDENT and FAMILY COUNCIL MEETING  
September 2013**

**Members Present:**

Vida Bickel	Lillian Frayer	Fred Holder	Sheila Tabbert
Tom Hahn	Joanne O'Brien	Ruth Dahl	Joan Powell
Beulah Rudolph	Wayne Gness	Ramon Ojeda	Mary Campbell
Jan Kerl	Sharon Motzko	Lynn Gibson	David Smith
		Jackie Greenwood	

**Others:** Ross Jacobson, SW    Theresa Talbert, SW    Sue Prostko, Administer  
Jim Haseman Volunteer Ombudsman

**Meeting called to order** – Beulah Rudolph

**Pledge of Allegiance Recited** – All Members

**Reading of Last Meeting Minutes** – Beulah Rudolph

**Treasurer's Report** – Tom Hahn

Deposits– Interest from August \$0.71

Expenses – Musical Programs for September \$125.00

Balance -- \$5039.37

**General Announcements:** There were no announcements.

**Old Business:** The Aviary has been moved.

**New Business:**

- Resignation of Vida Bickel as Resident Council President
- Health Services Committee held the meeting. On 9-11-13.
- Maintenance concerns: Porches to be screened in before winter. Gazebos are now in use. Screens will put on next spring. Hallway doors are done. Laundry rooms should be completed in October. Entrance Doors are changing to be user friendly for family & friends.
- Pets may visit Rock Haven if on a lease & owner is in the care of the pet at all times. The owner must also have a copy of immunizations.
- Vending Machine: concern was brought up about wanting specific items in to purchase.
- Announced Nominations for the election of officers will be held in October.
- General announcements will be made during the morning M-F.
- Upcoming special events for the month were announced to the group.
- The group discussed other activities that were of interest to them.
- Educational Topic: Right to Complain.
- There were no further questions or concerns.

**Next meeting:** Tuesday, October 8th 2013 @ 10:15 am --in the Social Room & Officers will meet on Friday, October 4<sup>th</sup> in the conference room on Limestone Court @ 10:00 am

Minutes taken by Sue Lewiston CC: Dave Hayes, Doug Keating, Michael Howell, Sherry Gunderson, Theresa Talbert, Ross Jacobson, Michelle Lynch & Nursing Supervisors.