

# Board of Selectmen Meeting September 24, 2012 Nursing Service Update



9/24

(3)



## Where were we at June 30, 2012?

- We finished FY12 with a deficit of \$65,000
- 2012 ATM subsidy of \$100,000 was used to offset the deficit of \$65,000 with the remaining \$35,000 going to retained earnings.
- Fund Balance estimated at \$155,000



## Where are we now - Financially?

- Revenue stream is more aligned with expenditures creating fiscal stability
- Cash receipts stable from FY 12 to FY 13
- Health care policy may change with presidential election
- Per diem staff increased as per consultant recommendation

Where are we now - Services?

- Shifting health care policy
- More at-risk under-insured citizens
- Continued restrictions on Medicare reimbursements and stricter Tufts reimbursement requirements



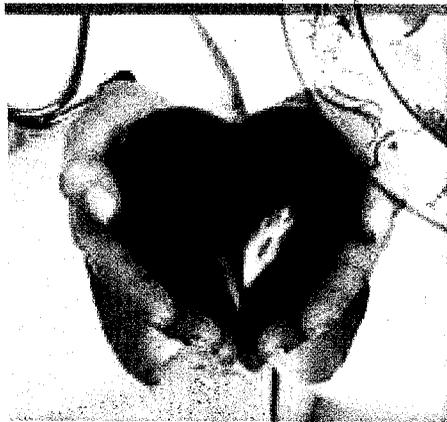


HomeCare Elite  
**NOT**  
**TOP**  
AGENCY

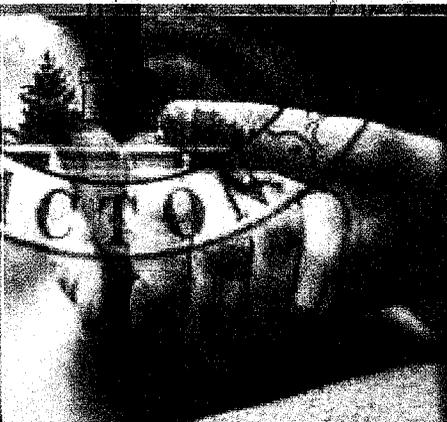
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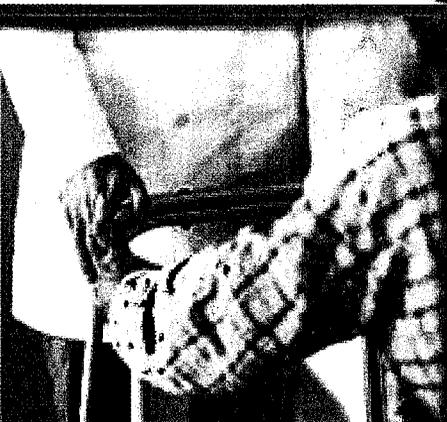
# ACTON *Nursing* SERVICES



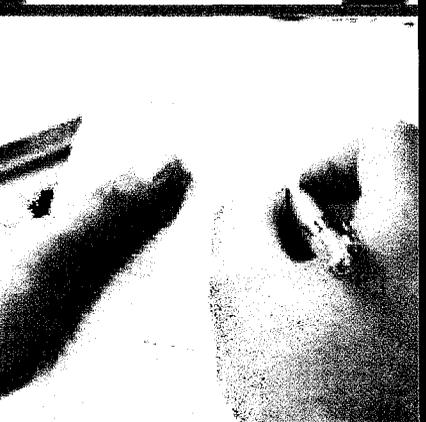
ABOUT US



SERVICES



PROGRAMS



CLINICS



## On going support and outreach activities:

- Marketing
  - Re-branding
  - FANS
  - Adrian Hancock
  - Outreach

# On going support and outreach activities:

- Direct Financial Oversight by the Finance Department
- Steinberg-Lall Foundation Gift
- Elder at Risk Meeting
- IMPACT Baseline Testing
- Flu Season
- Telehealth
- Parmenter

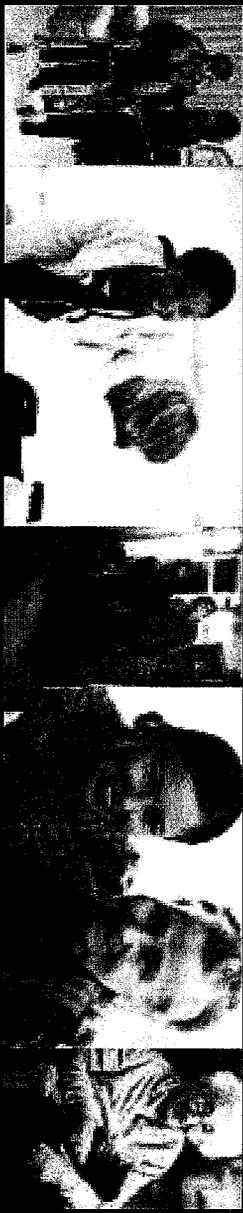


## Nursing Group Tiger Team

Weekly meetings including:

- Profit & Loss statement
- Caseload mgmt stat's
- Revenue trends
- Expenditure trends
- Marketing/advertising opportunities
- Revenue enhancements





# ACTON NURSING SERVICE

## Three Year Budget Projection

	FY 13	FY 14	FY 15	FY 16
<b>Expenses</b>	(approved)	(proposed)		
Enterprise	\$589,000.00	\$603,725.00	\$618,818.13	\$634,288.58
Public Health	<u>\$125,000.00</u>	<u>\$128,125.00</u>	<u>\$131,328.13</u>	<u>\$134,611.33</u>
Total	\$714,000.00	\$731,850.00	\$750,146.25	\$768,899.91
<b>Revenues</b>				
Reimbursements	\$500,000.00	\$512,500.00	\$525,312.50	\$538,445.31
General Budget	\$125,000.00	\$128,125.00	\$131,328.13	\$134,611.33
Subsidy	<u>\$175,000.00</u>	<u>\$135,000.00</u>	<u>\$95,000.00</u>	<u>\$50,000.00</u>
Total	\$800,000.00	\$775,625.00	\$751,640.63	\$723,056.64
<b>FY 12 Fund Balance</b>	\$155,000.00			
Projected Balance	\$241,000.00	\$284,775.00	\$286,269.38	\$240,426.11



## Challenge/Plan

- Defining, Understanding and Monitoring the Business Model
- Monitoring Medicare Payor mix
- Protecting and nurturing the "Nursing Service" brand
- Don't allow current success to lessen our effort going forward

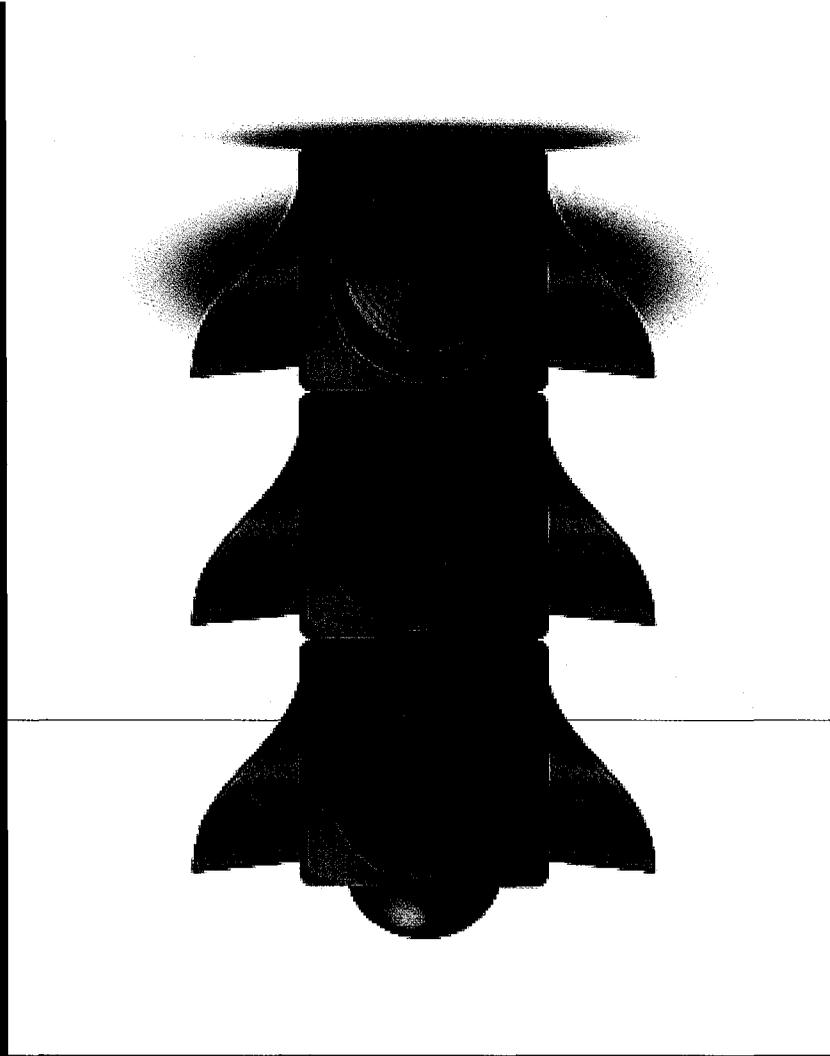
- Always bear in mind that your own resolution to succeed is more important than any other.  
Abraham Lincoln





HomeCare Elite  
**TOP**  
2011 AGENCY

QUESTIONS?



HomeCare Elite  
**TOP**  
2011  
AGENCY

