



HEALTH SERVICES COMMITTEE
Wednesday, December 13, 2017 at 8:00 a.m.
Rock Haven Conference Room

AGENDA

1. Call to Order
2. Adoption of Agenda
3. Approval of Minutes – November 1, 2017
4. Introductions, Citizen Participation, Communications and Announcements
5. Information Item: Review of Payments
6. **Action Item:** Budget Transfers
7. Finance – Joanne Foss
8. Old Business
 - a. Information Item: Code Alert System
9. New Business
 - a. Information Item: Interim Administrator - Clayton Kalmon
 - b. Update on Nursing Home Administrator Recruitment Process
 - c. **Action Item:** Resolution Awarding Contract for Pharmaceutical and Pharmacist Services for Rock Haven for 2018-2022
 - d. Information Item: Volunteer Ombudsman – Jamil Khan
 - e. Information Item: Medical Director
 - f. Information Item: LED Lighting
 - g. Information Item: Resident Council Minutes – October (minutes to be provided)
10. Information Item: Reports
 - a. Census
 - b. Activities
 - 1) Staff Education for December

- a. Resident Rights
- b. Pharmacy Training for Nurses

2) Resident Council Meeting – December 19, 2017 at 10:15 am.

11. Next Meeting Date - The next regular meeting of the Health Services Committee is scheduled for Wednesday, January 10, 2018 at 8 A.M. in the Rock Haven Conference Room of the Village Commons.

12. 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.

COMMITTEE REVIEW REPORT
FOR THE MONTH OF NOVEMBER 2017

Account Number	Account Name	PO#	Check Date	Vendor Name	Inv/Enc Amt
32-3250-0000-64904	SUNDRY EXPENSE				
		P1700061	11/02/2017	LIVING DESIGN INC	388.93
				ROCK HAVEN PROG TOTAL	388.93
32-7260-7400-62171	AMBULANCE				
		P1700058	11/02/2017	LAVIGNE BUS COMPANY INC	1,222.85
32-7260-7400-62176	LABORATORY				
		P1700067	11/22/2017	MERCY HEALTH SYSTEM	2,236.16
32-7260-7400-62179	PHARMACY				
		P1700075	11/09/2017	OMNICARE PHARMACIES OF	8,470.86
32-7260-7400-62180	PHYSICAL THERAPY				
		P1701664	11/16/2017	GENESIS REHABILITATION SERVICE	24,375.95
32-7260-7400-62185	OCCUP.THERAPY				
		P1701664	11/16/2017	GENESIS REHABILITATION SERVICE	18,648.53
32-7260-7400-62186	SPEECH THERAPY				
		P1701664	11/16/2017	GENESIS REHABILITATION SERVICE	4,827.22
32-7260-7400-62189	OTHER MED SERV				
		P1700046	11/22/2017	DEAN HEALTH SYSTEMS	107.12
		P1701665	11/16/2017	ACCURATE IMAGING INC	171.67
				RH CONTRACT SERVICES T-18 PROG TOTAL	60,060.36
32-7600-7350-63109	OTHER SUPP/EXP				
		P1700053	11/09/2017	JP MORGAN CHASE BANK NA	88.68
		P1700275	11/09/2017	ROCK COUNTY HEALTH CARE	71.35
		P1702536	11/09/2017	GIACOLONE,JAMES R	95.00
		P1702859	11/18/2017	JANESVILLE GAZETTE INC	208.00
32-7500-7350-64300	REC THERAPY				
		P1700130	11/09/2017	CHARTER COMMUNICATIONS	1,871.72
				RH-PROGRAM SERVICE ADMIN. PROG TOTAL	2,334.75
32-8000-8100-63100	OFC SUPP & EXP				
		P1700053	11/09/2017	JP MORGAN CHASE BANK NA	637.62
32-8000-8100-63104	PRNT & DUPLICATI				
		P1700053	11/09/2017	JP MORGAN CHASE BANK NA	437.40
32-8000-8100-63109	OTHER SUPP/EXP				
		P1700275	11/09/2017	ROCK COUNTY HEALTH CARE	64.54
32-8000-8100-64000	MEDICAL SUPPLIES				
		P1700048	11/16/2017	FITZSIMMONS HOSPITAL SERVICES	78.00
		P1700050	11/02/2017	GORDON FOOD SERVICE	361.75
		P1700055	11/02/2017	KCI USA	3,640.15
		P1700062	11/02/2017	MCKESSON MEDICAL SURGICAL MN S	4,861.65
		P1700063	11/02/2017	MEDLINE INDUSTRIES INC	5,204.35
		P1700273	11/02/2017	PROFESSIONAL MEDICAL INC	1,982.55
		P1701565	11/02/2017	PERFORMANCE HEALTH SUPPLY INC	706.76
32-8000-8100-64003	OXYGEN SUPPLIES				
		P1701474	11/16/2017	NORTHWEST RESPIRATORY	4,069.70
32-8000-8100-64408	DISPOSABLES				

COMMITTEE REVIEW REPORT
FOR THE MONTH OF NOVEMBER 2017

Account Number	Account Name	PO#	Check Date	Vendor Name	Inv/Enc Amt
		P1700273	11/02/2017	PROFESSIONAL MEDICAL INC	8,987.66
				SUPPORT SERVICE MATERIALS PROG TOTAL	31,032.13
32-8000-8200-62104	CONSULTING SERV				
		P1700075	11/09/2017	OMNICARE PHARMACIES OF	1,031.37
32-8000-8200-63109	OTHER SUPP/EXP				
		P1700062	11/16/2017	MCKESSON MEDICAL SURGICAL MN S	2,180.34
		P1700075	11/09/2017	OMNICARE PHARMACIES OF	1,367.16
				SUPPORT SERVICE PHARMACY PROG TOTAL	4,578.87
32-8000-9100-63109	OTHER SUPP/EXP				
		P1700284	11/02/2017	SYSCO FOODS OF BARABOO LLC	497.03
32-8000-9100-64102	DAIRY				
		P1700045	11/02/2017	COUNTRY QUALITY DAIRY	3,224.64
		P1700284	11/02/2017	SYSCO FOODS OF BARABOO LLC	899.75
32-8000-9100-64105	GROCERIES				
		P1700050	11/02/2017	GORDON FOOD SERVICE	8,338.54
		P1700076	11/02/2017	PAN-O-GOLD BAKING CO	1,230.87
		P1700275	11/02/2017	ROCK COUNTY HEALTH CARE	8.34
		P1700284	11/02/2017	SYSCO FOODS OF BARABOO LLC	5,558.03
		P1700285	11/02/2017	TROPIC JUICES INC	1,487.85
32-8000-9100-64107	MEAT				
		P1700060	11/02/2017	GORDON FOOD SERVICE	2,499.43
		P1700284	11/02/2017	SYSCO FOODS OF BARABOO LLC	3,134.15
32-8000-9100-64109	SUPPLEMENT				
		P1700273	11/16/2017	PROFESSIONAL MEDICAL INC	723.76
		P1700284	11/02/2017	SYSCO FOODS OF BARABOO LLC	663.34
				SUPPORT SERVICE FOOD SERVICE PROG TOTAL	28,265.73
32-8000-9200-62420	MACH & EQUIP RM				
		P1700105	11/02/2017	ASC1 INC	564.86
		P1700118	11/02/2017	HOBART SALES AND SERVICE	1,230.51
		P1700127	11/02/2017	SUPPLY WORKS	69.60
		P1700187	11/02/2017	EZ WAY INC	20.00
32-8000-9200-62450	GROUNDS IMPR R&M				
		P1700128	11/16/2017	TRUGREEN	395.00
		P1700813	11/02/2017	DVORAK LANDSCAPE SUPPLY LLC	325.85
32-8000-9200-62460	BLDG SERV R&M				
		P1700193	11/16/2017	TAS COMMUNICATIONS INC	39.50
		P1702691	11/02/2017	ACCURATE APPLIANCE REPAIR LLC	21.00
		P1702772	11/02/2017	SILVER LINING HOOD SERVICE LLC	585.00
		P1702844	11/16/2017	PROTECTION TECHNOLOGIES	256.50
32-8000-9200-62461	ELEVATOR				
		P1702797	11/16/2017	ATIS ELEVATOR INSPECTIONS LLC	143.00
32-8000-9200-62463	FIRE ALARM				
		P1700107	11/02/2017	JF AHERN COMPANY	375.00
32-8000-9200-62470	BLDG R & M				

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FOR THE MONTH OF NOVEMBER 2017

Account Number	Account Name	PO#	Check Date	Vendor Name	Inv/Enc Amt
		P1700108	11/30/2017	BATTERIES PLUS LLC	174.50
		P1700110	11/02/2017	DEGARMO PLUMBING INC	1,676.35
		P1700115	11/02/2017	FIRST SUPPLY MADISON LLC	261.34
		P1700129	11/16/2017	WERNER ELECTRIC SUPPLY	25.20
		P1702845	11/16/2017	HALLMAN LINDSAY INC	68.53
32-8000-9200-63109	OTHER SUPP/EXP				
		P1700116	11/02/2017	HOH WATER TECHNOLOGY INC	1,010.00
		P1700120	11/16/2017	JACK AND DICKS FEED AND GARDEN	307.44
		P1702227	11/30/2017	AMC3 IDENTITY SOLUTIONS	339.00
		P1702695	11/02/2017	CITY OF JANESVILLE	45.00
		SUPPORT SERVICE MAINTENANCE PROG TOTAL			7,933.18
32-8000-9300-62163	LAUNDRY				
		P1700041	11/02/2017	ARAMARK UNIFORM SERVICES INC	5,958.08
32-8000-9300-62164	DISPOSAL SERV				
		P1700040	11/09/2017	ADVANCED DISPOSAL SERVICES	1,086.49
		P1700073	11/16/2017	OFFICE PRO INC	27.95
		P1700079	11/22/2017	PKK LIGHTING INC	417.75
		P1702892	11/16/2017	WISCONSIN DEPARTMENT OF	55.00
		P1702894	11/16/2017	WISCONSIN DEPARTMENT OF	55.00
32-8000-9300-63109	OTHER SUPP/EXP				
		P1700050	11/02/2017	GORDON FOOD SERVICE	1,182.09
		P1702730	11/02/2017	ED AND LARRYS FAST SERVICE	99.75
32-8000-9300-63111	PAPER PRODUCTS				
		P1700062	11/16/2017	MCKESSON MEDICAL SURGICAL MN S	1,817.52
		P1700272	11/16/2017	PROFESSIONAL MEDICAL INC	1,036.99
		P1700280	11/22/2017	STAPLES BUSINESS ADVANTAGE	1,089.00
32-8000-9300-63404	JANITOR/CLEANING				
		P1700072	11/02/2017	NORTH AMERICAN CORPORATION	733.00
		P1700283	11/16/2017	SUPPLY WORKS	812.98
		SUPPORT SERVICE ENVIRONMENTAL PROG TOTAL			14,371.60
32-8000-9500-64200	TRAINING EXP				
			11/30/2017	POLGLAZE, VERA	199.00
		P1700053	11/09/2017	JP MORGAN CHASE BANK NA	121.90
		P1702912	11/22/2017	NATIONAL ALLIANCE OF WOUND CAR	330.00
32-8000-9500-64415	PROVIDER TAX				
		P1700286	11/09/2017	WISCONSIN DEPARTMENT OF	21,760.00
32-8000-9500-64424	EMPLOYEE RECOGN.				
		P1702760	11/02/2017	PROFORMA PRINTWORKS	640.02
		SUPPORT SERVICE ADMINISTRATION PROG TOTAL			23,050.92
32-8000-9700-62174	INTERNIST				
		P1701012	11/22/2017	RAMSEY MD, H R	1,400.00
		P1702138	11/02/2017	BESAW, ANGELA M	10,365.00
		P1702880	11/16/2017	MURDY, DR DAVID C	3,500.00

COMMITTEE REVIEW REPORT
FOR THE MONTH OF NOVEMBER 2017

Account Number	Account Name	PO#	Check Date	Vendor Name	Inv/Enc Amt
SUPPORT SERVICE MEDICAL STAFF PROG TOTAL					15,265.00
32-9000-9920-62201	ELECTRIC		11/22/2017	ALLIANT ENERGY/WP&L	15,670.77
32-9000-9920-62202	WATER		11/22/2017	JANESVILLE WATER AND	9,240.85
32-9000-9920-62203	NATURAL GAS		11/22/2017	ALLIANT ENERGY/WP&L	591.33
GENERAL SERVICES UTILITIES PROG TOTAL					25,502.95
32-9000-9930-62210	TELEPHONE				
		P1700039	11/30/2017	ABILITY NETWORK INC	407.00
GENERAL SERVICE TELEPHONE PROG TOTAL					407.00
32-9000-9940-61920	PHYSICALS				
		P1700074	11/16/2017	OCCUPATIONAL HEALTH CENTER	214.30
GENERAL SERVICE EMP BENEFITS PROG TOTAL					214.30

COMMITTEE REVIEW REPORT
FOR THE MONTH OF NOVEMBER 2017

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I have reviewed the preceding payments in the total \$213,405.72

Date: _____ Dept _____

Committee _____

RESOLUTION NO. _____

AGENDA NO. _____

**RESOLUTION
ROCK COUNTY BOARD OF SUPERVISORS**

Sue L. Prostko
INITIATED BY



Sue L. Prostko
DRAFTED BY

Health Services Committee
SUBMITTED BY

November 13, 2017
DATE DRAFTED

**Awarding Contract for Pharmaceutical and Pharmacist Services for Rock Haven
for 2018 - 2022**

1 **WHEREAS**, funds have been incorporated into the 2018 Rock Haven Budget to contract for
 2 pharmaceuticals and pharmacist service; and,
 3
 4 **WHEREAS**, proposals were requested from qualified vendors to provide pharmaceutical products and
 5 pharmacist services; and,
 6
 7 **WHEREAS**, six pharmaceutical companies submitted proposals and were reviewed by three (3) Rock
 8 Haven staff members; and,
 9
 10 **WHEREAS**, the company Thrifty White met all the specifications of the RFP for pharmacy services;
 11 and,
 12
 13 **WHEREAS**, pharmaceutical and pharmacist services are a critical component to the care and services
 14 provided to the residents of Rock Haven.
 15
 16 **NOW, THEREFORE, BE IT RESOLVED** that the Rock County Board of Supervisors duly assembled
 17 this _____ day of _____, 2017, that a contract for resident pharmacist and pharmaceutical
 18 services commencing on January 1, 2018 be awarded to Thrifty White of New Berlin, Wisconsin, based
 19 on the submitted proposal for a duration of three (3) years (2018-2020) with the option to renew for two
 20 (2) additional one-year periods (2021 & 2022), based on the terms and conditions set forth in the contract.

Respectfully submitted,

HEALTH SERVICES COMMITTEE

Norvain Pleasant, Chair

Brenton Driscoll, Vice Chair

Terry Fell

Kara Hawes

Dave Homan

ADMINISTRATIVE NOTE:

Recommended.

Josh Smith
County Administrator

FISCAL NOTE:

Funds were included in the 2018 Rock Haven budget for these services.

Sherry Oja
Finance Director

LEGAL NOTE;

The County Board is authorized to take this action pursuant to sections 59.01 and 59.51, Wisconsin Statutes.

Richard Greenlee
Corporation Counsel

EXECUTIVE SUMMARY

AWARDING CONTRACT FOR PHARMACEUTICAL AND PHARMACIST SERVICES FOR ROCK HAVEN

Rock Haven maintains and administers medications to the clients served at Rock Haven. These services are a requirement under both state and federal law, to maintain the well-being of the clients served at Rock Haven.

Rock Haven has contracted for these services since its licensure was awarded. An RFP was released in 2017 with six companies responding. The proposals were reviewed by a three-member team and Thrifty White was found to be the highest rank response that meets the required qualifications in the RFP. Rock Haven recommends that the contract be awarded to Thrifty White.

Containing cost while maintaining the optimum services provided to our clients has been a key component in the RFP process. The proposed contract includes an interface with the current electronic record used at Rock Haven with the pharmacy, helping to reduce error and cost. This will help improve the quality of life of residents as it will reduce delivery time for medications. The Pharmacist will complete medication review for Rock Haven clients and make recommendations to physicians as needed. The pharmacist will also serve on the Quality Assurance Committee.

Rock Haven is committed to deliver the best services available to our clients while maintaining cost, and meeting requirements of both state and federal regulations.



PROPOSAL SUMMARY FORM

PROPOSAL NUMBER 2018-06
 PROPOSAL NAME PHARMACY SERVICES
 PROPOSAL DUE DATE NOVEMBER 7, 2017 - 12 NOON
 DEPARTMENT ROCK HAVEN

	THRIFTY WHITE PLYMOUTH MN	SYMBRIA WARRENVILLE IL	OMNICARE MADISON WI	MALLATT'S MADISON WI	ALIXA RX EDEN PRAIRIE MN	PHARMERICA LOUISVILLE KY
RATER 1	95	75	70	75	50	35
RATER 2	90	65	65	65	50	30
RATER 3	100	80	80	75	70	0
TOTAL	285	220	215	215	170	65

Proposals were evaluated based on the following criteria:

1. General quality and adequacy of response 25 MAXIMUM POINTS
 - Completeness and thoroughness
 - Understanding of the project
 - Responsiveness to terms and conditions
2. Organization, personnel and experience 25 MAXIMUM POINTS
 - Qualification of personnel
 - Experience of personnel
 - Experience of firm
3. Reasonableness of cost estimates 50 MAXIMUM POINTS
 - Cost for medications
 - Other costs and fees
 - Total costs

Request for Proposals was advertised in the Beloit Daily News and on the Internet.

PREPARED BY: JODI MILLIS, PURCHASING MANAGER

DEPARTMENT HEAD RECOMMENDATION: _____

Jodi P. Smith

SIGNATURE

11/13/17

DATE

GOVERNING COMMITTEE APPROVAL:

CHAIR

VOTE

DATE

STATE OF WISCONSIN
BOARD ON AGING AND LONG TERM CARE
1402 PANKRATZ STREET, SUITE 111
MADISON, WISCONSIN 53704-4001



JAMIL

VOLUNTEER OMBUDSMAN

FAX: 1-(608) 246-7001
E-Mail: BOALTC@wisconsin.gov 1-(800) 815-0015
[HTTP://LONGTERMCARE.STATE.WI.US](http://LONGTERMCARE.STATE.WI.US)

Limestone Census
October 2017

Event	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Totals	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Medicaid	529	18	18	18	18	17	17	17	17	17	17	17	18	18	18	18	18	18	17	17	17	17	16	16	16	16	16	16	16	16	16
Medicare (A)	146	5	6	6	6	7	7	7	7	7	7	6	4	4	4	4	4	4	5	5	5	5	5	4	3	2	2	2	2	1	
Self Pay	177	5	5	5	5	5	5	5	5	5	6	6	6	6	6	6	6	6	6	6	6	6	6	7	6	6	6	6	6	7	
Hospice Medicaid	93	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	
Limestone East Totals	945	31	31	32	32	32	32	32	32	32	32	32	31	31	31	31	31	31	31	31	31	31	30	29	28	27	27	27	27	27	

Event	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Totals	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Medicaid	679	21	21	21	21	21	21	21	21	21	21	21	22	22	22	22	22	22	22	22	22	22	22	22	22	22	22	22	22	22	22
Medicare (A)	176	5	5	5	5	6	6	6	6	7	7	7	6	6	6	6	6	5	5	7	7	6	6	6	6	5	5	4	4	4	
Self Pay	102	4	4	4	4	4	4	4	4	4	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	
Hospice Medicaid	31	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Limestone West Totals	988	31	31	31	32	32	32	32	32	32	32	32	32	32	32	32	32	31	31	33	33	32	32	32	32	32	32	32	32	32	32

Limestone Census Days	1933	62	62	63	64	64	64	64	64	64	64	64	63	63	63	63	62	62	64	64	63	63	62	61	60	59	59	59	59	59
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Sandstone Census
October 2017

Event	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Totals	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Medicaid	666	22	22	22	22	22	22	22	22	22	22	22	22	22	22	22	21	21	21	21	21	21	21	21	21	21	21	21	21	21	21
Medicare (A)	30	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Self Pay	64	2	2	3	3	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	
Hospice Medicaid	72	3	3	3	3	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	3	3	3	3	3	2	
Hospice Self Pay	31	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Sandstone East Totals	863	29	29	29	29	28	28	28	28	28	28	28	27	27	27	27	26	26	26	26	27	27	27	28	28	28	28	28	28	28	28

Event	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Totals	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Medicaid	806	26	26	26	26	26	26	26	26	26	26	26	26	26	26	26	26	26	26	26	26	26	26	26	26	26	26	26	26	26	26
Medicare (A)	32	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Self Pay	128	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	
Sandstone West Totals	966	31	31	31	31	31	31	31	31	31	31	31	31	31	31	31	31	31	31	31	31	31	31	31	31	31	31	31	31	31	31

Sandstone Census Days	1829	60	60	60	59	59	59	59	59	59	59	59	58	58	58	57	57	57	57	58	58	58	58	59	60	60	61	61	61	61	61
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2017 Patient Revenues for Rock Haven October

Timesone									
Revenue	Actual Revenue Rec. MTD	Budgeted Revenue MTD	Variance Over/-Under	Percentage Over/-Under	Actual Revenue Rec. YTD	Budgeted Revenue YTD	Variance Over/-Under	Percentage Over/-Under	
Medicare	\$85,522	\$115,320	-\$29,798	-26%	\$733,595	\$1,130,880	-\$397,285	-35%	
Hospice	\$17,641	\$12,148	\$5,493	45%	\$149,811	\$119,133	\$30,678	26%	
Medical Assistance	\$193,336	\$190,326	\$3,010	2%	\$1,808,965	\$1,866,424	-\$57,459	-3%	
Private Pay	\$126,682	\$121,954	\$4,728	4%	\$1,258,285	\$1,195,935	\$62,350	5%	
Total	\$423,181	\$439,749	-\$16,568	-4%	\$3,950,655	\$4,312,372	-\$361,717	-8%	

Sarsstone									
Revenue	Actual Revenue Rec. MTD	Budgeted Revenue MTD	Variance Over/-Under	Percentage Over/-Under	Actual Revenue Rec. YTD	Budgeted Revenue YTD	Variance Over/-Under	Percentage Over/-Under	
Medicare	\$85,522	\$70,680	\$14,842	21%	\$733,594	\$693,120	\$40,474	6%	
Hospice	\$10,276	\$9,740	\$536	6%	\$150,745	\$95,515	\$55,230	58%	
Medical Assistance	\$200,701	\$233,762	-\$33,061	-14%	\$1,808,031	\$2,292,372	-\$484,341	-21%	
Private Pay	\$126,682	\$94,136	\$32,546	35%	\$1,258,285	\$923,138	\$335,147	36%	
Total	\$423,181	\$408,317	\$14,864	4%	\$3,950,655	\$4,004,145	-\$53,490	-1%	

Total Rock Haven									
Revenue	Actual Revenue Rec. MTD	Budgeted Revenue MTD	Variance Over/-Under	Percentage Over/-Under	Actual Revenue Rec. YTD	Budgeted Revenue YTD	Variance Over/-Under	Percentage Over/-Under	
Medicare	\$171,044	\$186,000	-\$14,956	-8%	\$1,467,189	\$1,824,000	-\$356,811	-20%	
Hospice	\$27,917	\$21,888	\$6,029	28%	\$300,556	\$214,648	\$85,908	40%	
Medical Assistance	\$394,037	\$424,088	-\$30,051	-7%	\$3,616,996	\$4,158,796	-\$541,800	-13%	
Private Pay	\$253,364	\$216,090	\$37,274	17%	\$2,516,570	\$2,119,073	\$397,497	19%	
Total	\$846,362	\$848,066	-\$1,704	0%	\$7,901,310	\$8,316,517	-\$415,207	-5%	