

TYLER COUNTY COMMISSIONERS COURT

SPECIAL MEETING

April 11, 2013 ---- 10:00 a.m.

THE STATE OF TEXAS ON THIS THE 11th day of April, 2013 the Commissioners' Court in and for Tyler County, Texas convened in a Special Meeting, for the purpose of a Public Hearing to consider a request for additional nursing home beds under the State Medicaid Program. The hearing was held at the Commissioners' Courtroom in Woodville, Texas, the following members of the Court present, to wit:

JACQUES L. BLANCHETTE	COUNTY JUDGE, Presiding
MARTIN NASH	COMMISSIONER, PCT. #1
MIKE MARSHALL	COMMISSIONER, PCT. #3
JACK WALSTON	COMMISSIONER, PCT. #4
JANET BROWN	DEPUTY COUNTY CLERK, Ex-Officio

Judge Blanchette opened the hearing to receive comments relative to additional nursing home beds under the State Medicaid Program in accordance with the Human Resources Code Section 32.0244.

Judge Blanchette received a request from Bob Mann, Attorney at Law, back in July, 2012 and was approached by Michael Davis and Hulen Squires about opening a 78-bed nursing home. He referenced that in accordance with the Human Resources Code Section 32.0244 a petition could be filed if there are less than two (2) nursing homes within the county. The Judge received a letter from the Texas Department of Aging and Disability Services that we do qualify and we could file a petition for a nursing home for a rural county. Tyler County is a rural county and does not have more than two nursing facilities.

Each individual that signed in would be given three minutes to speak. The court would only be receiving comments and there would be no ruling made.

- For 1) Sally Carter, RN, is in support of an additional nursing home. She reported the nursing home could staff up to 82 employees and contribute aprx. \$50,000 in taxes, as well as an additional pay source for the hospital. Ms. Carter resides in Kirbyville, Texas.
- Against 2) Shannon Hickman, Administrator for Woodville Health and Rehab Center, commented that she was opposed to granting the waiver for additional Medicaid beds. She reported there were only 1787 in the age group of 75 and older. The projected growth over the next 5 years is 1% translating to 69 new persons in this group. Only 8% of those, being 6 individuals, will need their services. She has ninety eight (98) beds at Woodville Health and Rehab and that only 60 are occupied. The 1% growth projection was derived from their marketing analysis.
- Against 3) Robin Underhill, CEO for Cantex Continued Healthcare which operates Woodville Health and Rehab pointed out the criteria for the need of an additional facility: 1) Not having reasonable access- she felt this requirement has already been met between the two current facilities having approximately 50 vacant beds on a daily basis 2) Not having quality of care- her facility is ranked #1 in the county for quality rating score and four or five star rating for CMS rating program. "Could an additional facility bring additional revenue or cause the closure of one of the present facilities?"
- Against 4) Lavon Fowler, Regional Nurse for Cantex (Woodville Health and Rehab) She is a resident of Colmesneil, Texas and served on the school board for nine years. She used the decrease in students from approx. 700 to approx. 400 as a symptom of ability to provide support to a third facility. Additionally, other businesses have closed, due to the opening of new businesses. She pointed out that a third nursing home had already closed.
- For 5) Diane Rashall, employee of Mike Davis (Rayburn Health) She reported the same concern in Jasper when they built an additional facility there. Ms. Rashall felt the other two "buildings" had not been hindered and by Friday, 100% of their beds would be occupied.

- Against 6) Dr. Bob Swearingen spoke to the advantages of having the nursing home so close to the hospital and the helicopter pad. He felt the present facilities should be supported.
- Against 7) Gary Blake, owns and operates Dogwood Trails and the Orchard Assisted Living Center. He owned the Holiday Pines 46 bed facility that closed. He felt that adding another facility does not make economic sense and would dilute the healthcare now in the county. He has ten beds open now with 46 pending beds that can be opened, if there was a needed.
- Against 8) Cheri Woodard, local occupational therapist, works at Woodville Health and Rehab stated the nursing homes now have a hard time finding therapist.
- For 9) Michael Davis, has opened nursing homes in Huntington and Jasper and mentioned the financial benefit Tyler County would receive if he opened a new nursing home here. All of his beds are occupied except for one, and would be filled by Friday. He stated that all of his nursing home rooms would be private rooms. He commented that he has therapist at his nursing homes seven days a week and eight hours a day. Commissioner Walston asked what location he would be considering. At this time he does not have a location. He would like to be on the south side of town. Commissioner Walston then wanted to know what hospitals and doctors were going to be used. At this time he uses doctors in Nacogdoches. Commissioner Nash asked for clarification if it would be on the south side of Woodville or south side of Tyler County. He said that he would like to get the business from Wildwood, Fred and Spurger areas that are using Hardin County facilities. He felt the northern part of the county had good representation in Woodville. Commissioner Nash then asked if there was a nursing home in Huntington before he opened his, and he replied no.

Judge Blanchette had questions for past speakers to clarify the number of beds available. He determined that there were 56 beds open at this time.

- Against 10) Merle Davis has worked at Dogwood Trails for 16 years. She stated that they pull most of their patients or residents (99%) from of Tyler County, although she markets in the Lufkin, Beaumont and Jasper area. She reported 38 facilities in a 60 mile radius.

Judge Blanchette then asked the Cantex employee what percentage from Tyler County did Woodville Health and Rehab have in their facility. The answer was the same.

- Against 11) Dr. Paula Shultz, local physician, commented that when Dogwood Trails first opened, it took several years before they could get qualified employees for that facility. In the beginning the employee pool to draw from was a majority of employees that had been "let go" from the other two nursing home facilities, creating a concern for good quality care issues. The doctors could not trust the inadequate assessments of the nursing staff ("eyes and ears") in order to make medical decisions such as called upon at 2:00 am. Her first concern was that this would re-occur upon the opening of another facility. Secondly, if Obama Care goes in completely, the payment for nursing home, home health care, doctors and hospitals would be bundled. They have already been trying to coordinate care to maximize efficiency of their resources: getting patients in and out of the hospital as safely as possible, working with home health care and nursing homes to coordinate post hospital care. Information is being shared as to not duplicate medical tests. Dr. Shultz was concerned that no one has contacted the hospital or physicians of Tyler County to get their comments on coordinating care and the "lump sum" payment of care and how it will be divided among the facilities and doctors.

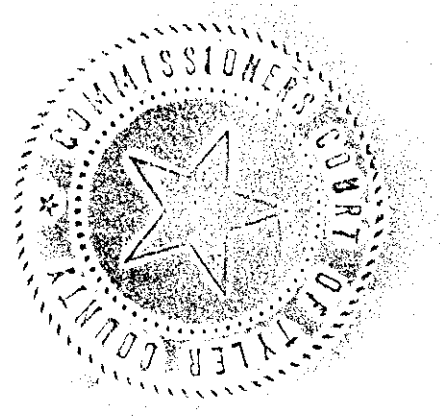
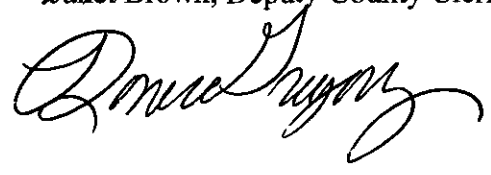
Commissioner Walston asked how many nursing homes were in Jasper and Michael Davis answered four. Commissioner Walston questioned Mr. Davis about his nursing homes. Mr. Davis added the other nursing homes had not shut down, although they may not be making as much money.

THERE BEING NO FURTHER PRESENTATIONS, THE HEARING CONCLUDED.

I, Janet Brown, Deputy County Clerk, do hereby certify to the fact that the above is a true and correct record of the Tyler County Commissioners Court session held on April 11, 2013.

Witness my hand and seal of office on this the 25th day of April, 2013.

Attest: Janet Brown
Janet Brown, Deputy County Clerk, Tyler County, Texas





TYLER COUNTY COMMISSIONERS COURT

County Courthouse, Room 101 / Woodville, Texas

Thursday
April 11, 2013
10:00 AM

MARTIN NASH
Commissioner, Pct. 1

RUSTY HUGHES
Commissioner, Pct. 2

JACQUES L. BLANCHETTE
County Judge

MIKE MARSHALL
Commissioner, Pct. 3

JACK WALSTON
Commissioner, Pct. 4

NOTICE Is hereby given that a *Special Meeting* of the Tyler County Commissioners Court will be held on the date stated above, at which time the following subjects will be discussed;

Agenda

"the wisdom to know what is right...the courage to do it"

➤ **CALL TO ORDER**

- Establish quorum

PUBLIC HEARING

Receive comments relative to additional nursing home beds under the State Medicaid Program in accordance with the Human Resources Code Section 32.0244.

➤ **CONSIDER/APPROVE**

- Petitioning Department of Aging and Disability Services (DADS) for additional MEDICAID BEDS under the state Medicaid Program.

➤ **ADJOURN**

I do hereby certify that the above Notice of Meeting of the Tyler County Commissioners Court is a true and correct copy of said Notice and that I posted a true and correct copy of said Notice at the Tyler County Courthouse in a place readily accessible to the general public at all times and that said Notice remained so posted continuously for at least 72 hours preceding the scheduled time of said meeting, as is required by Section 551.002 & 551.041.

Executed on March 25 2013 Time 8:50am

Donece Gregory, County Clerk/Ex Officio Member of Commissioners Court

By: Roxanne Glat (Deputy)



TYLER COUNTY COMMISSIONERS COURT

County Courthouse, Room 101 / Woodville, Texas

Thursday
April 11, 2013
10:00 AM

MARTIN NASH
Commissioner, Pct. 1

RUSTY HUGHES
Commissioner, Pct. 2

JACQUES L. BLANCHETTE
County Judge

MIKE MARSHALL
Commissioner, Pct. 3

JACK WALSTON
Commissioner, Pct. 4

Public Hearing for the purpose of receiving REQUESTS FOR COMMENTS AND PROPOSALS FROM PARTIES INTERESTED IN PROVIDING ADDITIONAL MEDICAID BEDS IN TYLER COUNTY, TEXAS

Sign-In Sheet

Name	Contact Information
Sally A Carter, RN	655-1034 Kirbyville, TX
Shannon Hickman	283-2554 Administrator of Woodville Health ^{Woodville Health}
Robin Underhill	214-663-9263
Laron Foytel	409-283-0275
Paula Spay (Schulz)	283-2822
Heidi Rishell	409-381-8500
Dr Bob Swearingen	
Gary Blake	817.822.3654
Cheri Woodard	409-382 0556
Michael E. Davis	936-635-1518
Merle Davis	409-283-147

Sweet Neches Properties, Ltd.
220 East Ash Street
Huntington, TX 75949

April 11, 2013

Honorable Jacques Blanchette
Tyler County Judge
100 W. Bluff, RM #102
Woodville, TX 75979

RE: Rural County Waiver – Tyler County

Dear Judge Blanchette and the Tyler County Commissioners Court:

I appreciate the opportunity to meet with you regarding my proposal to build a new nursing facility in Tyler County which will revitalize the county with a state-of-the-art skilled nursing facility, provide the community with additional employment, and provide better quality of care for the elderly citizens of Tyler County.

We respectfully request that the Tyler County Commissioners Court request the following from the Texas Department of Aging and Disability Services:

- A rural county waiver for 72 Medicaid beds
- Issued to Sweet Neches Properties, Ltd.

Thank you for your consideration of my request. If you have any questions, Please contact me at 936-635-1518 or by email mldavis68@hotmail.com.

Sincerely,



Michael Davis
Sweet Neches Properties, Ltd.

Tyler County Commissioners' Court
Public Hearing – Rural County Waiver – April 11, 2013
Robin F. Underhill, CEO
Remarks

Good Morning Judge Blanchette and Commissioner Nash (Pct.1), Commissioner Hughes (Pct. 2), Commissioner Marshall (Pct. 3), and Commissioner Walston (Pct 4). My name is Robin Underhill and I am the CEO for Cantex Continuing Care Network. Our Founder, Mr. Albert Longo purchased Woodville Health and Rehab Center in 1978 as part of a 12 nursing home chain and we have been exclusively operating Woodville ever since. As CEO, I am personally here before the Court today to respectfully and formally oppose the approval of a rural county waiver that would, in effect, allow a third nursing facility to enter into Tyler County.

The Texas Administrative Code outlines in specific detail the rural county waiver process. It was designed to address those areas of the state that do not have "reasonable access to quality nursing home care." What is in debate today is whether Tyler County and its people have reasonable access to quality care as defined by two criteria: access to Medicaid beds and access to quality of care. From our perspective, we believe both exist and have for many, many years.

As we know, we have 2 skilled nursing facilities serving Tyler County with a total of 188 licensed beds. For the past several years, both Woodville and Dogwood have collectively cared for approximately 140 patients leaving on any given day close to 50 beds available to accommodate people who need either short-term transitional care or possibly access to a bed for long-term care needs. The rural county waiver request must show evidence that people living in Tyler County cannot get access into a nursing home if they need one...that has never been the case. In fact, when Holiday Pines was open, the overall occupancy level amongst the three facilities never surpassed 60% (168-170 patients served of 300 licensed beds available). At the time Holiday Pines closed its doors, its census had diminished to only 20 patients. Since the closure of Holiday Pines, the combined occupancy levels for Woodville and Dogwood have never been higher than 76% and that was the case for the over three years.

The second criterion is focused on ensuring access to quality healthcare. In effect, the regulation is asking if the existing skilled nursing facilities are providing an exceptional quality of care and life experience and is there evidence of this in our routine survey activity, Quality Rating Scores, and/or CMS 5 Star Rating? I am both proud and pleased to overwhelmingly state "yes" to this....Woodville has experienced 4 years of deficiency free surveys, has maintained either a 4 or 5 Star Rating for years, and is typically cast in the number 1 spot for their Quality Rating Score in Tyler County.

We also recognize that beyond the concrete evidence that the Commissioner's Court must find to support the approval of a rural county waiver, each of you must also consider the economics of this decision and the possible impact on Tyler County. I do not think it is lost to anyone here that Mr. Davis placed a full-page ad requesting support of his facility, Tyler County Health and Rehab. In that article, he cited the financial contributions that both his Jasper and Huntington facilities have contributed over the years; one facility since 2001 and the other since 2011.

As you consider those possible economics, I want to put into context the contributions that Woodville Health and Rehab Center has offered. In 2012, we employed 126 professional and ancillary staff members with a total payroll including taxes and benefits of \$2.5MM. We paid to the County combined \$78,000 of sales and property taxes. And, I believe if you calculate those financial contributions over a 10 year period similar to Mr. Davis' math, you will come up with very similar revenue streams as he outlined in the Woodville Booster.

The issue before us is could Tyler County actually recognize an increase in its revenues from a third nursing facility or could the third facility force the closure of one and, in effect, the County **not net any additional revenues**? From our vantage point, we simply do not see where there is sufficient demand to support three facilities. The Study that we commissioned very clearly outlined that the general population growth for those 75 and over would essentially remain flat over the next five years and thus leaving at least 50 beds fully accessible to the Tyler County senior population. So, while Mr. Davis' ad suggests there would be improved tax revenue streams for Tyler County, it is really highly unlikely that all three of us could sustain a business based upon the limited population that we typically draw upon.

As I close out my presentation, I do think it is important for the Commissioners' Court to hear that Cantex remains extremely invested in Tyler County and in Woodville Health and Rehab Center as evidenced by its 35 years of loyalty and dedication. The Company has been literally here by Woodville's side to support the patients, families and staff during moments of joy and also during some of our most seriously stressful events such as when Hurricanes, Rita, Gustave and Ike attacked East Texas. We have every intent to remain a solution to the needs of Tyler County's senior population and to also provide them with not only an exceptional quality of care and life experience but also to consistently address and upgrade the interior design and physical plant such that we remain a compelling answer to those seniors requiring post-acute care.

I appreciate the opportunity to come forth before the Commissioners' Court to speak.

Thank-you!

Tyler County Commissioner Court

Open Hearing- Rural Waiver Hearing 4/11/13

Judge Blanchette and Commissioners, my name is Shannon Hickman, Administrator for Woodville Health and Rehab Center. For those of you who may not know me, I am not originally from Tyler County but married a Tyler county boy and Tyler County has been my home for almost 20 years. During my years here I have worked in various positions in the local nursing facilities and for the Dept of Aging and Disability Services . I've been the Administrator of Woodville Health and Rehab (previously Woodville Conv. Center) for the last 8 yrs. I come before you today in **opposition** to the approval of a rural county waiver for additional Medicaid beds in Tyler County.

When discussing the need of a third facility within Tyler County you have to be aware that we are generally looking at the sector of our population that is 75 and over. According to recent census data there was only **1787 people in this age group for Tyler County in 2012**. It is projected that this group will have less than 1 % growth over the next five years. **This translates into a growth over the next 5 years of 69 people age 75 and over. Of that population only 8% or 6 people will need nursing facility services.** Today, of the **98 beds** that I have available at my facility, **my census is 60**. When the county had three facilities there was not enough demand to supply each facility with enough patients to operate. Subsequently, causing the closure of Holiday Pines in May 2011. After this closure we did not see any sustainable difference in our census. If you allow a third facility to operate here, where will the patients come from? In the four bordering counties there is a combination of 21 facilities. That is an option of **21 facilities** to choose from within a **50 mile radius** of Woodville, not including the two in Tyler County. In my experience it is a rare occasion when we get a patient that is outside of a Tyler County Resident. So, if the people in the surrounding counties have access to 21 quality care facilities then why would they choose to come to Tyler County?. The only way to be able to operate a third facility here is to pull from the two existing facilities. What will be the impact of that? Potentially, this would be a repeat of Holiday Pines.

The number of patients that we have has a direct impact on the number of employees we employ, so as census declines then so does the number of staff I can keep on my payroll. **At any given moment, Woodville Health and Rehab has positions open whether they are skilled nursing or positions to support dietary, housekeeping, laundry and/or floor care.** What will likely happen with a third facility is that staff will move from facility to facility initially but that ultimately all three will struggle to staff to a level that **ensures safe and consistent care**. Today, **we share a very small pool of healthcare workers that have options beyond nursing homes to include home health, hospice, hospital, schools and prison system.**

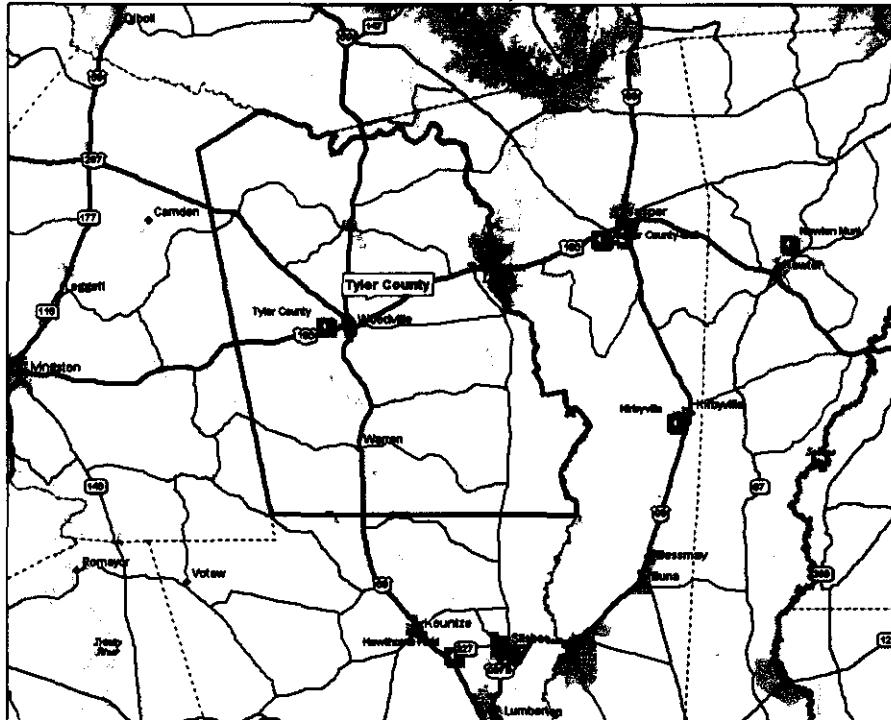
I recognize that this is a very weighty issue for the Commissioner's Court. I do not take lightly the burden this topic bears as you weigh out the pros and cons to inviting a third skilled nursing facility into Tyler County. If Tyler County had a bigger population, had more potential for growth or did not already have access to quality care, Mr. Davis' proposal to build a new building would most likely be greeted with a more support,. However that is not the case here today. What I want to convey to you today is that we(at WHRC) have established ourselves over the last 35 years as a highly dependable, trustworthy, and quality skilled nursing facility and we have every intention to continue to be here for your loved ones as they need skilled nursing support. We respectfully request that you not allow a third facility to be built in Tyler County. The impact of your decision could potentially jeopardize our existence in the coming years. So, if we gain Tyler County Healthcare but we loss Woodville Health & Rehab or Dogwood Trails Manor, what have we really gained? So, I call on you to vote "No" to the Rural County Waiver.

Thank you for your consideration and attention.



"Providing solutions & exceeding expectations through vision, integrity & excellence"

**SKILLED CARE BED NEED ANALYSIS
TYLER COUNTY, TEXAS**



PREPARED FOR:

Ms. Robin Underhill
Cantex Continuing Care Network
2537 Golden Bear Drive
Carrollton, TX 75006

PREPARED BY:

Value Tech Realty Services, Inc.
240 Crystal Grove Boulevard
Lutz, Florida 33548

MARKET ANALYSIS DATE:

December 19, 2012

DATE OF REPORT:

December 24, 2012

VALUE TECH REALTY SERVICES, INC.

FILE NUMBER: 2012-197

240 Crystal Grove Blvd.

Lutz, FL 33548

(813) 948-0545

www.gotovalue.com



"Providing solutions & exceeding expectations through vision, integrity & excellence"

December 24, 2012

Ms. Robin Underhill
Cantex Continuing Care Network
2537 Golden Bear Drive
Carrollton, TX 75006

RE: Skilled Nursing Bed Need Analysis, Woodville, Tyler County, Texas.

Dear Ms. Underhill:

You have indicated there is a potential request for a rural county waiver to obtain additional Medicaid beds in Tyler County. You have asked us to conduct a demand analysis to determine the need for additional nursing home beds in general and Medicaid beds in specific.

A rural county waiver is designed to meet the needs of rural areas of the state that do not have reasonable access to quality nursing facility care. A rural county is defined to have a population of 100,000 or less according to the most recent census and no more than two Medicaid-certified nursing facilities. Tyler County meets both of these criteria.

Our analysis determined that quality of care was provided at the two existing facilities and that residents are well serviced by the two nursing home operators. This was based on state inspections that evaluate both the physical plants and the quality of care delivered. The overall ratings for the quality of healthcare delivered by the two existing facilities is five (5) stars; the highest level that can be achieved.

Demand for skilled care was based on a standard and industry accepted methodology that measures skilled care bed needs based on type of care required and Payor source. Payor sources include Medicaid, Medicare, private insurance (managed care) and private funds. The results of the analysis indicated there is excess bed supply in general and significant under-utilization of the existing Medicaid beds.

A number of "megatrends" are affecting the future need for nursing home beds. These megatrends include demographic shifts, clinical innovations and changes in the healthcare organization. All of these changes have combined to reduce the need for skilled care beds and, further reductions in need are projected.

The reason for the excess supply, as detailed in this report, is a declining disability rate among older adults. Despite an aging population, seniors are healthier. With continued medical advances particularly in geriatrics, seniors are able to maintain independent lifestyles through more advanced ages.

In addition to medical advancements, consumer preferences, regardless of income level, are for non-institutional settings. Thus, a nursing home stay is postponed as long as possible. The Olmstead Decision requires the use of more community-integrated care. This has spurred the creation of Home Health agencies delivering care to seniors in their homes. Skilled care that was once only available in a nursing home is now available in the home. This delivery system corresponds with consumer preferences to avoid institutional care. Combined, this is reducing demand for skilled care beds.

Furthering the impact on the skilled care industry is the availability of assisted living. When independent living in a home is not an option, emerging clinical advances have facilitated the migration of care to less intensive settings such as assisted living where personal care is provided. Tyler County's assisted living

240 Crystal Grove Blvd., Lutz, Florida 33548 · Phone 813-948-0545 · Fax 813-909-9338 · www.gotovalue.com

facility is accommodating the type of resident who 5-10 years ago would have been moved into a nursing facility. The property has 35 licensed beds and has 22 residents. Thus, there remains capacity in this facility to accommodate additional seniors.

The nursing home industry itself is evolving. There are now two distinct types of care provided by nursing home operators. First, there are operators concentrating on short-term rehabilitation care typically paid for by Medicare, private insurance or private funds. Rehabilitation therapy is for residents that have the ability to recover from a physical or medical event. They receive intensive rehabilitation therapy that is often physically demanding. Their stays within a nursing facility are short.

Second, there is the long-term care resident. The demand for long-term care has declined as a result of the various clinical and medical advances. The long-term resident is entering nursing facilities much later in life. By the time they are admitted, they will typically have acuity needs that are high and often with complex care requirements. It is not unusual for the resident to only require end-of-life care. The decline in both the number of residents and their shortened length of stay reflects the medical and clinical advances that allow residents to remain in their home until severe health issues precipitate a move into a facility. The result of all of these changes is a reduction in the number of skilled care beds needed to service the population.

Tyler County is impacted by these megatrends as noted by fewer residents utilizing nursing home beds in general and for Medicaid Beds in specific. The County is *over* bedded. Future demand levels for Medicaid beds will not exceed current licensed capacity.

For the Rural County Waiver to be approved for Tyler County there must be a lack of quality nursing care provided or an insufficient number of beds. High Quality Scores at both of the Tyler County nursing homes indicates the operators are delivering quality care to the residents thus, quality nursing care is not lacking. The nursing home beds are under-utilized in general and the Medicaid beds are significantly under-utilized. Thus, the requirements for obtaining a Rural County Waiver cannot be met. Therefore, no additional beds are required.

The Department of Aging & Disability Services (DADS) has the authority to decertify unused Medicaid beds in facilities that have an average occupancy rate of below 70%. Nursing facilities in Tyler County are marginally above this threshold. Thus, any additions to supply would saturate the market. If additions to supply were granted they would unbalance the market risking the financial viability of the existing nursing homes. This could eliminate the ability of residents to obtain skilled care in Tyler County. Closure of a nursing home in Tyler County has already occurred as a result of insufficient demand levels to sustain their operation. The closure of the other two facilities would create a burden on Tyler County residents forcing them to out-place loved ones to skilled care facilities in other counties.

Based on the analysis presented in this report, our conclusion is that *there is no market support for additional Medicaid nursing beds in Tyler County.*

Respectfully submitted,

VALUE TECH REALTY SERVICES, INC.



Kay Kauchick, MAI
President

KK:ggw
2012-197

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MARKET ANALYST CERTIFICATION

I understand that this Medicaid Bed Need Assessment will be used by Cantex Continuing Care Network to document the future nursing home bed needs in Tyler County. I (we) and certify that to the best of my (our) knowledge and belief:

1. I have no financial interest or family relationship with the officers, directors, stockholders, or partners of the Cantex Continuing Care Network;
2. I am under contract for this specific assignment and I have no other side deals, agreements, or financial considerations with the Cantex Continuing Care Network;
3. I have not succumbed to any pressure by the Cantex Continuing Care Network or other person, to alter the market results outcome to their advantage. The analyses, opinions, and conclusions are impartial, unbiased, and my own;
4. The statements contained in this report are true and correct;
5. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions;
6. My engagement and compensation in this assignment was not contingent upon developing or reporting predetermined results.

Market Analyst Signature: Kay Kauchick, MAI

Date: December 19, 2012

Background Information

Identification of the Assignment

The assignment is to analyze the current state of the nursing home industry in Tyler County and to determine if additional beds will be required to service the population in the future. Demand for nursing home beds was projected in general and to Medicaid beds in specific.

Intended Use of the Demand Analysis

The intended use of the demand analysis is to determine if there is market support for any additions to nursing home beds in general or Medicaid beds in specific.

Intended User of the Market Results

This nursing home bed need analysis is to be used by Cantex Continuing Care Network for purposes of understanding the level of demand and to be submitted to various agencies as deemed appropriate.

Scope of Work, Market Research and Bed Need Analysis Procedures

The steps in the market bed need analysis are as follows:

BED NEED ANALYSIS PROCEDURES
Item to Cover
A. <u>Purpose and focus of the analysis</u>
1. Description of Healthcare Bed Needs (Medicaid)
2. Project location/County.
B. <u>Definition of the market area</u>
1. a description of the geographic boundaries of the subject's market area
2. the locations of comparable and competitive facilities (existing, under construction and planned) within the area.
3. A general description of the localities from which the occupants in competing projects originate from including an analysis of discharge data from area hospitals and/or referral hospitals to existing supply.
4. location and access to relevant support services including community based services and home healthcare providers.
5. Evaluation of anticipated changes in healthcare supply including acute care, skilled, home health, assisted living and alternative community based organizations;
C. <u>Definition of the long term nursing home resident:</u> The resident is defined according to age, income and healthcare needs.
D. <u>Description of the Current Inventory of nursing home beds.</u> Nursing beds have been evaluated according to the markets served including Medicaid, Medicare, Insurance (Managed Care) and Private Pay.
E. <u>Other Eldercare facilities</u> The demand analysis accounts for all other residential care and housing facilities that cater to seniors who need nursing facilities. This includes beds that are available but have been taken out of service.
F. <u>Alternative Health/Medical Care and Social Service System</u>
G. <u>Characteristics of Pipeline Activity.</u> Total number of beds that are under construction or proposed that could reasonably enter the market in the near future.
H. <u>Data, Estimates, and Forecasts.</u> The analysis documents the methods and techniques used to develop all estimates and forecasts.
I. <u>Basic Assumptions of the Analysis.</u> The technical and analytical methods used by the Market Analyst and all subsequent findings and conclusions have been analytically and logically consistent.

Data Collection

Three types of data were gathered while completing the market analysis; general, specific, and supply and demand.

General Data—General data concerns the social, economic, governmental, and environmental forces that impact property. We gathered general data from a variety of sources and publications as noted in the analyses.

Specific Data—Data relating to specific facilities has been obtained through various government sources. In addition, direct interviews with market participants were conducted.

Supply and Demand Data—A complete analysis of the healthcare market has been prepared by Value Tech Realty Services, Inc.

Competency

Kay Kauchick, MAI has analyzed healthcare facilities in numerous locations throughout the United States. Kay Kauchick, MAI has been actively involved in the real estate industry since 1979 including the analysis of demand levels for various types of healthcare facilities.

Market Supply and Demand Analysis

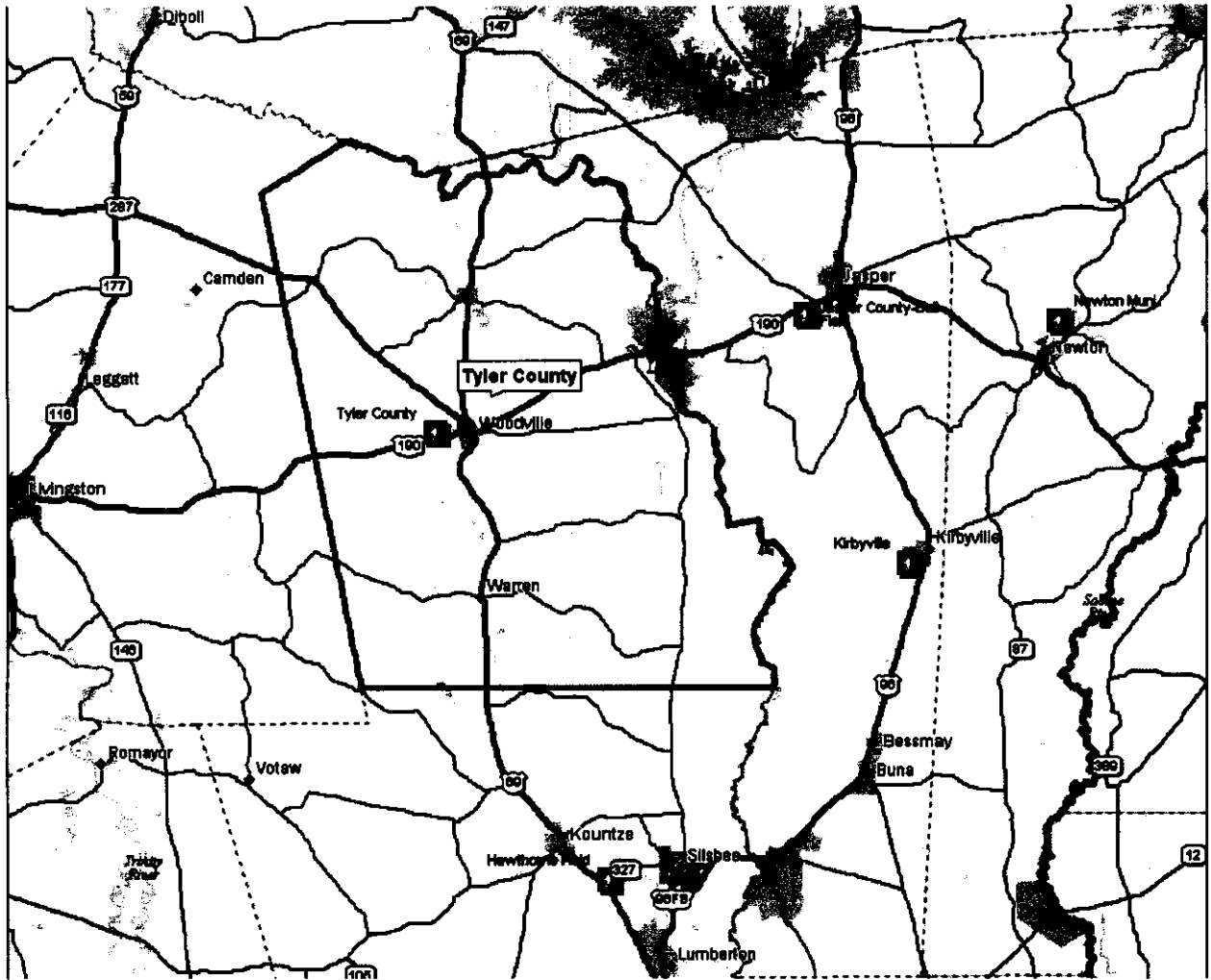
Delineation of Market Area

The Primary Market Area for any form of real estate property is defined as the area from which the majority of the project's tenants will be drawn. According to various industry sources, the primary market area for skilled nursing facilities is determined by the density of the population, the proximity of competing properties, and the ease of transit in the surrounding area.

A number of factors tend to define a market area. One important factor is density. In rural areas, it may be many miles between towns large enough to sustain services, and residents are accustomed to driving significant distances to access services. Conversely, in urban or suburban areas, a resident may have a choice of competing services within a short drive of his or her home and will normally select the more proximal service provider or the service provider more convenient to access.

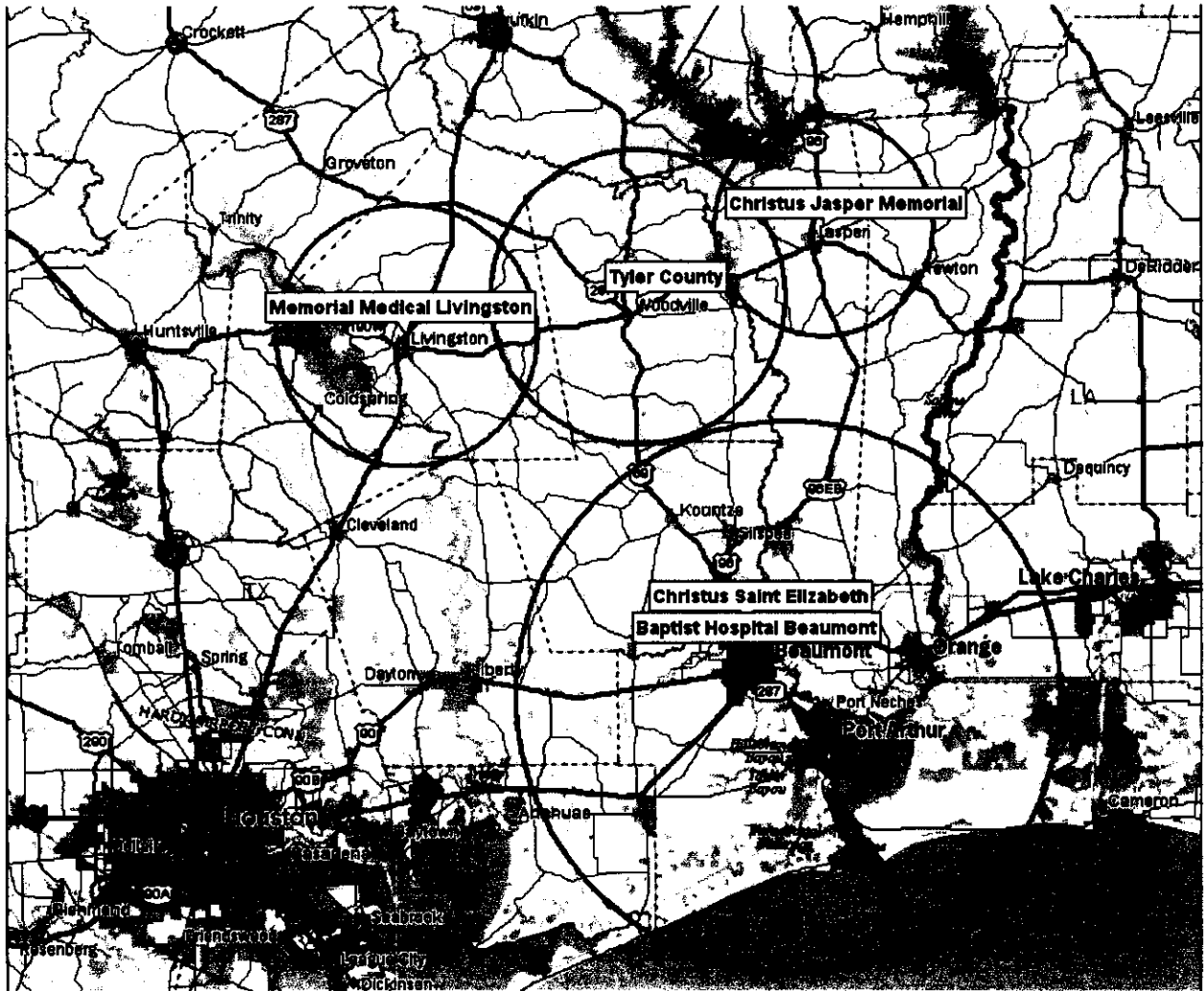
Physical barriers can also shape market areas. Rivers, lakes, streams, Indian reservations, military bases, and major highways are all examples of barriers that can constrain market areas. Barriers can also be psychological. For example, it is common for persons who live on one side of a highway to seldom access services in a similar area on the opposite side of the same freeway. Likewise, persons living in a given town or county are often reluctant to access services in an adjacent town or county. The location of competing facilities is also a factor to consider. In market areas served by a greater number of competing facilities, the primary drawing area for each facility tends to be smaller since residents of the market area tend to access the service provider nearest their location.

Tyler County is a rural area with low density characteristics. Residents prefer to remain within their county for long-term care. Thus, the County was considered to represent the market area for the nursing home bed need analysis. The market is defined as Tyler County and is illustrated on the following map:



Hospital Discharges

The geographical area of the market was also examined based on hospital discharge patterns. Hospitals are the primary referral source to skilled care facilities. Discharge information was obtained from all of the hospitals in the region as illustrated on the map below.



Discharge information from each hospital was utilized to define the primary geographical area they serviced. There was slight overlap with Tyler County servicing some of the rural eastern areas of Polk County (Livingston). In addition, there was slight overlap between Tyler County Hospital and Christus Jasper Memorial. The Beaumont hospitals had minimal penetration into the northern counties. Each of the hospitals is briefly discussed below:

Tyler County Hospital is located in Woodville, Texas. This is a short-term acute care facility. The hospital has 25 acute care, general medical/surgical beds. The hospital averaged 816 discharges including 30 Medicaid or 4% of the total. The majority of the market serviced is Tyler County.

Christus Jasper Memorial Hospital is located in Jasper, Texas. This is a short term acute care facility. The hospital has 39 general/surgical beds and six (6) specialty care beds. This facility reported 2,071 discharges including 202 Medicaid or 10% of the total. In addition, the hospital reports 10 rehabilitation beds with 766 inpatient days. No Medicaid patients were serviced in the rehabilitation unit. Tyler County is not one of their top markets serviced.

Memorial Medical Center-Livingston is a short term acute care hospital with 58 general/surgical beds and 8 specialty care beds. This hospital reported 3,032 discharges including 130 Medicaid or 4% of their total. A review of their primary discharges indicated Tyler County is not a primary market serviced.

Christus Hospital-Saint Elizabeth is located in Beaumont, Texas. This is a short term acute care hospital with 397 general medical/surgical beds and 90 special care beds. The hospital reported 20,501 discharges including 977 Medicaid or 5% of the total. Woodville is not within their top discharge areas.

Baptist Hospitals of Southeast Texas-Beaumont is a short term acute care hospital with 312 general medical/surgical beds and 43 specialty care beds. They reported 78,451 discharges including 1,062 Medicaid or one percent (1%) of their total. A review of their discharges indicates Tyler County is not within their top servicing markets.

Discharge data indicates that the Tyler County Hospital is the primary referral to the nursing homes in Tyler County. This indicates that the geographical area for the primary generator of nursing home demand is residents within Tyler County.

Bed Need Utilization Level Analysis

One of the methods that can be used to determine the need for additional nursing home beds is to examine the utilization rates at existing facilities. Tyler County contains two nursing facilities. These are summarized below:

MARKET AREA OCCUPANCY LEVEL- TRADITIONAL LONG-TERM CARE FACILITIES			
Facility	# Beds	Occupancy	Occ. Beds
Dogwood Trails	90	81.4%	73.3
Woodville Health and Rehab	98	70.4%	69.0
Total/Average	188	75.7%	142

As presented earlier, nursing homes must maintain 70% occupancy level or higher. If this is not achieved, DADS has the authority to decommission beds. The Tyler County market is only slightly above this threshold. This indicates there is barely sufficient demand to support the current supply of nursing home beds.

Holiday Pines Nursing & Rehabilitation was a 112 bed licensed facility that had operated in Woodville. In 2010, the property reported 8,228 resident days or 20% occupancy. They serviced an average of 17 Medicaid residents per day. Financially, the facility reported a loss and was closed in May 2011. The property consistently achieved low occupancy levels as indicated by the following:

HOLIDAY PINES NURSING & REHAB AVERAGE CENSUS				
	2010	2009	2008	Average Daily
Payor Mix	Resident Days	Resident Days	Resident Days	Resident Days
Private Pay	769	916	2,562	3.9
Managed Care/ Hospice	819	826	463	1.9
Medicaid	6,143	7,035	6,015	17.5
Medicare	497	792	1,775	2.8
Total	8,228	9,569	10,815	26.1
Occupancy	20.1%	23.4%	26.5%	23.3%

The census at Holiday Pines continued to decline between 2008 and 2010. Their Medicaid average days during this same time period are summarized below:

HOLIDAY PINES NURSING HOME MEDICAID CENSUS TREND			
	2010	2009	2008
Medicaid Residents	17	19	16

Because of the under performance of the facility and lack of sufficient demand to sustain the operation, the property closed as documented by the following obtained from DADS:

May 2011

Holiday Pines Nursing and Rehabilitation LP
1201 Cardinal Drive
Woodville, TX 75979
Tyler County

Closure Date: May 11, 2011 (the date the last resident was discharged)

Program Type: Skilled Nursing Facility/Nursing Facility

Owner: Holiday Pines Nursing and Rehabilitation LP

Number of Medicare/Medicaid Beds at the time of closure: 46

Licensed Capacity: 112

Current Census: 0

The 46 Medicaid beds were purchased by the owner of Dogwood Trails. These beds are out of service and have been "banked". According to the owner, they could be brought on line if demand levels warrant.

Dogwood Trails reports a relatively consistent operation. Average census has ranged from 73 to 84 residents. Medicaid residents increased from 50 in 2008 to 56 by 2011. There was no change in the Medicaid census after the closure of Holiday Pines. The census information on the facility follows:

DOGWOOD TRAILS					
	2011	2010	2009	2008	Average Daily-2010
	Resident Days	Resident Days	Resident Days	Resident Days	Resident Days
Payor Mix					
Private Pay	3,276	3,971	6,874	4,356	13.9
Managed Care/ Hospice	1,919	1,843	0	961	2.6
Medicaid	20,403	20,535	20,016	18,262	53.7
Medicare	1,145	2,184	3,795	3,058	8.3
Total	26,743	28,533	30,685	26,637	78
Average Daily Census	73	78	84	73	
Average Medicaid Census	56	56	55	50	
Occupancy	81%	87%	93%	81%	87%

Source: Texas Nursing Facility Cost Reports

Woodville Health & Rehabilitation Center reports a relatively consistent operation. Average census has ranged from 65 to 69. Woodville reported a no gain in residents since the closure of Holiday Pines. The census information on the facility follows:

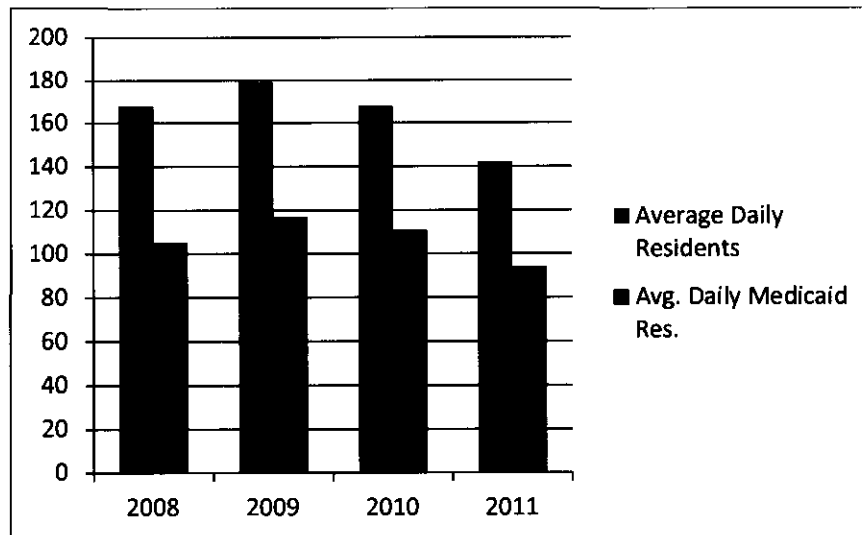
WOODVILLE HEALTH & REHABILITATION CENTER					
	2011	2010	2009	2008	Average Daily-2010
Payor Mix	Resident Days	Resident Days	Resident Days	Resident Days	Resident Days
Private Pay	3,791	3,927	4,054	3,570	10.5
Managed Care/ Hospice	2,672	2,053	1,339	1,591	4.6
Medicaid	13,829	13,878	15,834	14,127	40.0
Medicare	4,884	4,808	3,928	4,405	12.0
Total	25,176	24,666	25,155	23,693	67
Average Daily Census	69	68	69	65	
Average Medicaid Census	38	38	43	39	
Occupancy	70%	69%	70%	66%	69%

Source: Texas Nursing Home Cost Report

The market in total has experienced a decline in the number of nursing home residents since 2008. In addition, the number of Medicaid residents has declined as noted by the following:

TOTAL MARKET SUMMARY TYLER COUNTY				
	2011	2010	2009	2008
Private Pay	7,067	8,667	11,844	10,488
Managed Care/ Hospice	4,591	4,715	2,165	3,015
Medicaid	34,232	40,556	42,885	38,404
Medicare	6,029	7,489	8,515	9,238
Total	51,919	61,427	65,409	61,145
Average Daily	142	168	179	168
Avg. Daily Medicaid	94	111	117	105
Available Beds	188	300	300	300
Occupancy %	76%	56%	60%	56%
Change in Medicaid Daily Census	-17	-6	12	

Source: Texas Nursing Home Cost Report



As discussed previously, megatrends are influencing the healthcare arena placing less reliance on nursing homes. Between 2005 and 2009, the number of nursing homes nationally decreased by nearly 3%. The State of Texas, unlike Tyler County, reported an increase in nursing homes during the same period, but their utilization rates decreased as evidenced by the previous table for Tyler County and the following table for the State.

TEXAS NURSING HOME UTILIZATION TRENDS						
Year	2005	2006	2007	2008	2009	2005-2009 Change
Nursing Homes	1180	1174	1197	1201	1196	16
Occupancy %	74%	73%	72%	72%	70%	-3%

Source: Centers for Medicare & Medicaid Services (CMS) 2010 Report (most current)

As the above table illustrates, the number of nursing homes have increased from 2005 to 2009 by 16 homes but the utilization rate (occupancy %) has declined from 74% to 70% over the same time period. This supports the fact that fewer people are utilizing nursing home beds.

A review of nursing home utilization levels Tyler County indicates excess capacity in total and specifically with Medicaid beds. There is a downward trend in the number of Medicaid residents serviced by nursing homes in the County. As a result, there is excess supply and no additional Medicaid nursing beds are needed.

Demographic Analysis

A second approach to analyzing nursing home bed needs is to examine the trend in the senior population. Markets can change thus, future growth trends must be examined to determine if an area may have nursing home bed needs in the future.

There are two age cohorts typically examined. These are the 65-74 and the 75+. The senior aged 65-74 tends to be in relatively good health but may require some form of rehabilitation. The nursing homes that accommodate this group will generally be concentrated near the major hospitals and/or surgical centers where various procedures are performed. Length of stay is very short and Medicare is typically utilized.

The 75+ population is associated with the long-term stay residents. The following table illustrates projected population for this age cohort through 2017:

DEFINED MARKET AREA SENIOR POPULATION PROJECTIONS TYLER COUNTY, TEXAS		
Year	Aged 75+	
Defined Market Area	Number	% Change
2010	1,761	-
2012	1,787	1.48%
2017 (Projection)	1,856	3.86%
Compound Annual Growth Rate	0.76%	
Source: ESRI, Inc., Age by Income Profile		

As the chart above illustrates, there is very minor growth (0.76% annual) anticipated in the senior population. Utilization levels are applied to the defined senior market to calculate future demand levels. Tyler County’s nursing homes capture about 142 residents daily. This is supported by the following:

MARKET AREA OCCUPANCY LEVEL- TRADITIONAL LONG-TERM CARE FACILITIES TYLER COUNTY, TEXAS			
Facility	# Beds	Occupancy	Occ. Beds
Dogwood Trails	90	81.1%	73
Woodville Health and Rehab	98	70.4%	69
Total/Average	188	75.5%	142

A capture rate is calculated by dividing the average daily residents by the 75+ population as indicated by the following:

CAPTURE RATE 75+ POPULATION	
2012 Defined Market Population 75+	1,761
Nursing Home Resident Days	142
Capture Rate	8.06%

Once the capture rate is calculated, it is applied to the future population to determine nursing home bed need as follows:

DEMAND ANALYSIS OVER THE NEXT 5 YEARS						
Year	2012	2013	2014	2015	2016	2017
Total 75+ Population	1,787	1,801	1,815	1,828	1,842	1,856
Capture Rate	8.06%	8.06%	8.06%	8.06%	8.06%	8.06%
Nursing Home Bed Demand	144	145	146	147	149	150

Projected demand is then compared to existing supply to determine if there is excess demand or excess capacity. This is provided in the following:

EXCESS CAPACITY OVER THE NEXT 5 YEARS						
Year	2012	2013	2014	2015	2016	2017
Total 75+ Population	1,787	1,801	1,815	1,828	1,842	1,856
Capture Rate	8.06%	8.06%	8.06%	8.06%	8.06%	8.06%
Nursing Home Bed Demand	144	145	146	147	149	150
Current Bed Supply	188	188	188	188	188	188
Excess Beds	(44)	(43)	(42)	(41)	(39)	(38)

As the above chart illustrates, there is excess supply in the market. Further, this excess supply is projected through 2017. Not included in the supply is the 46 Medicaid beds that have been “banked” by the owner of Dogwood Trails.

Medicaid bed utilization was also examined. Dogwood Trail is dually certified therefore, all 90 licensed beds are available to service Medicaid demand. Woodville Nursing & Rehab center has 74 Medicaid certified beds. Excluding the 46 Medicaid beds that have been “banked”, the market currently operates with 164 Medicaid Beds.

In 2011, Tyler County captured an average of 94 Medicaid residents per day. Interviews were conducted of the facilities in December 2012. The average Medicaid census at the time of the interview was 92 Medicaid residents. If the 2011 average of 94 Medicaid Resident Demand is applied to licensed Medicaid beds, there is significant excess supply in market as indicated by the following:

MEDICAID BED ANALYSIS EXCESS SUPPLY TYLER COUNTY, TEXAS		
	Unencumbered Beds	Encumbered Beds
Medicaid Licensed Beds	164	210
Medicaid Nursing Bed Demand	94	94
Utilization Level Medicaid Beds	57%	45%
Excess Medicaid Beds	70	116

As the chart above illustrates, there is excess capacity in Tyler County. As such, there is an adequate licensed bed supply to service the market and no need for additional nursing home beds.

Quality of Care

An evaluation of the existing nursing home operators was conducted to determine if quality of care was provided to the residents of Tyler County. Nursing homes are inspected by the State. A five (5) star rating system is utilized for reporting purposes by the Medicare.gov’s Nursing Home Compare (“Medicare Compare”) a federal site that is used by consumers to obtain information on nursing homes. Five stars is the highest ranking. Both of the existing nursing homes in Tyler County have four (4) stars for overall rating and five (5) stars for their health inspection rating. These are excellent ratings supporting the fact the two operators are providing quality of care to the residents of Tyler County. Additionally, from 2009 through 2012, Woodville Health and Rehabilitation Center had 4 deficiency free state, annual surveys to further support the quality of care occurring in Tyler County.

Facility	<p align="center">WOODVILLE HEALTH AND REHABILITATION CENTER 102 N BEACH ST WOODVILLE, TX 75979 (409) 283-2555</p>	<p align="center">DOGWOOD TRAILS MANOR 647 US HWY 190 W WOODVILLE, TX 75979 (409) 283-8147</p>
Health Inspection Rating	<p align="center">★ ★ ★ ★ ★ Much Above Average</p>	<p align="center">★ ★ ★ ★ ★ Much Above Average</p>

Source: Medicare Compare-Nursing Home

Home Health

Home health agencies provide services to homebound residents who need medical and/or nursing care including therapy services. The number of agencies providing home health services has expanded nationwide from 7,528 in 2002 to 11,815 in 2010. The number of residents serviced increased from 90.6 million visits in 2002 to 123.8 million in 2010. Tyler County’s use of home health is following similar patterns.

According to the official government site at Medicare Compare-Home Health, there are 34 agencies providing services to Tyler County residents. The state indicates that the number of residents serviced in the rural counties of the state is similar to residents within urban areas. In essence, the delivery system of home health care is adequate in Tyler County.

The availability of home healthcare services is having a direct impact on nursing homes. As the utilization of home healthcare services increases, residents are able to obtain skilled care services in their home thus, not seek services in a nursing home setting.

Conclusion

A rural county waiver is designed to meet the needs of rural areas of the state that do not have reasonable access to quality nursing facility care. Tyler County is defined as a rural county.

For the Rural County Waiver to be approved for Tyler County there must be a lack of quality nursing care provided in the county or an insufficient number of beds. High Quality Scores at both of the Tyler County nursing homes indicates the operators are delivering quality care to the residents thus, quality nursing care is not lacking. At a 55% utilization rate, the nursing home beds are under-utilized in general and the Medicaid beds are significantly under-utilized. Thus, neither of the requirements for obtaining a Rural County Waiver can be met.

The trend in skilled care is to utilize more community-based services. Medical and clinical advances have allowed seniors to remain in non-institutional settings for longer periods of time. If a nursing home is sought, it is typically for short-term rehabilitation services or end-of-life care needs.

Tyler County was unable to support three nursing homes and had 112 total beds including 46 Medicaid beds removed from service in 2010. The 46 Medicaid beds have been “banked” and if demand were to increase significantly, these beds could be pulled into service. Based on the projected growth in the market and the current utilization level of 55%, it is unlikely these beds will be utilized in the future.

The Department of Aging & Disability Services (DADS) has the authority to decertify unused Medicaid beds in facilities that have an average occupancy rate of below 70%. Nursing facilities in Tyler County are marginally above this threshold. Thus, any additions to supply would saturate the market. If additions to supply were granted they would unbalance the market risking the financial viability of the existing nursing homes. This could eliminate the ability of residents to obtain skilled care in Tyler County. Closure of a nursing home in Tyler County has already occurred as a result of insufficient demand levels to sustain their operation. The closure of the other two facilities would create a burden on Tyler County residents forcing them to out-placed loved ones to skilled care facilities in other counties.

In conclusion, the low utilization level in the existing supply, low growth rates in the senior population and megatrends that are impacting the healthcare arena away from skilled nursing beds suggests *there is no market support for any additional nursing beds in general and specifically no support for additional Medicaid beds in Tyler County, Texas.*



Commissioners Court of Tyler County

MARTIN NASH
Commissioner, Pct. 1

RUSTY HUGHES
Commissioner, Pct. 2

JACQUES L. BLANCHETTE
County Judge

MIKE MARSHALL
Commissioner, Pct. 3

JACK WALSTON
Commissioner, Pct. 4

NOTICE OF PUBLIC HEARING ON CONSIDERING A REQUEST FOR ADDITIONAL NURSING HOME BEDS UNDER THE STATE MEDICAID PROGRAM

In accordance with the Human Resources Code Section 32.0244, the Commissioners Court of Tyler County is holding a Public hearing for the purpose of receiving public input and comments for consideration regarding the Court proceeding with a request that the Department of Aging and Disability Services (DADS) contract for additional nursing home beds under the state Medicaid program.

The Commissioners Court is requesting:

1. comments on whether the request should be made; and
2. proposals from persons interested in providing additional Medicaid beds in the county, including persons providing Medicaid beds in a nursing facility with a high occupancy rate.

The date, time, and location of the public hearing are as follows:

**Thursday, April 11, 2013 at 10:00 am
in the Commissioners Courtroom of the Courthouse
100 W. Bluff, Room 101, Woodville, Texas**

Jacques L. Blanchette, County Judge
Commissioners of Tyler County

Executed on March 25 2013 Time 8:30am
Donece Gregory, County Clerk/Ex Officio Member of Commissioners Court

By: Roxanne Graft (Deputy)



TYLER COUNTY COMMISSIONERS COURT

County Courthouse, Room 101 / Woodville, Texas

Thursday
April 11, 2013
10:00 AM

MARTIN NASH
Commissioner, Pct. 1

RUSTY HUGHES
Commissioner, Pct. 2

JACQUES L. BLANCHETTE
County Judge

MIKE MARSHALL
Commissioner, Pct. 3

JACK WALSTON
Commissioner, Pct. 4

NOTICE Is hereby given that a *Special Meeting* of the Tyler County Commissioners Court will be held on the date stated above, at which time the following subjects will be discussed;

Agenda

"the wisdom to know what is right...the courage to do it"

➤ **CALL TO ORDER**

- Establish quorum

PUBLIC HEARING

Receive comments relative to additional nursing home beds under the State Medicaid Program in accordance with the Human Resources Code Section 32.0244.

➤ **CONSIDER/APPROVE**

- Petitioning Department of Aging and Disability Services (DADS) for additional MEDICAID BEDS under the state Medicaid Program.

➤ **ADJOURN**

I do hereby certify that the above Notice of Meeting of the Tyler County Commissioners Court is a true and correct copy of said Notice and that I posted a true and correct copy of said Notice at the Tyler County Courthouse in a place readily accessible to the general public at all times and that said Notice remained so posted continuously for at least 72 hours preceding the scheduled time of said meeting, as is required by Section 551.002 & 551.041.

Executed on March 25 2013 Time 8:50am

Donece Gregory, County Clerk/Ex Officio Member of Commissioners Court

By: Roxanne Glad (Deputy)

Public Hearing 4-11-13 @ 10:00 A.M.

To receive comments for or against
new nursing home beds.

Present Jacques S. Blanchette, County Judge
Martin Nash, Com. Pct 1
Jack Walston, Com. Pct 4
Mike Marshall, Com. Pct 3 ^{(was running late -}
_{meeting started @} 10:07 AM

Absent Lusty Hughes, Com. Pct 2

Quorum Present

Judge Blanchette: Request from Att. Bob Mann
back in July - Judge was approached
by Michael Darius about opening a
78 bed facility - And if there is
less than 2 facilities in the county
then a petition can be filed -
- Received letter back from State that
we do qualify ~~we~~ and we can apply
for rural County.

- Each Individual will be given 3 minutes
to speak - Just receiving comments
no ruling will be made today -

FOR ① Sally Carter - RN - Supports extra
bedding -
Com Jack had? - What County she resides in -
She resides in Kellyville, Texas

Against ② Shannon Hickman Admin for
Woodruff Health & Rehab
Com. Martin had? How many beds were
filled - Only 60 w/ beds for 98

Against ③ Robin Underhill - Woodruff Health &
Rehab

Against ④ Lauren Fowler - Regional Nurse for
Context - Leads in Colmesneil Trs.
Woodruff Health & Rehab.

For ⑤ Diane Reshall - Works for Mike Davis
Rayburn Health - By Friday their
beds will be 100% occupied.

Against ⑥ Dr. Bob Swearingen

Against ⑦ Gary Blake owns & Operates Dogwood
Trails and the Orchard Retirement
- He thinks Tyler County is well
served by Context and Dogwood Trails.
- Com. Martin had? How many beds available
Has 10 openings (with 46 additional
beds that can be opened)

Against ⑧ Cheril Woodard - Local Occupational
Therapist - She had questions
How will you find Therapist to
staff another nursing home.
Judge Blanchette had? - if she was opposed,
and the answer was yes

FOR

⑨ Michael Davis - Opened Nursing home in Anniston and mention the financial benefit he would bring to the County.
- All of there beds full and ~~proph~~ provides ~~thru~~ therapist at his other facilities 7 days a week 8 hours a day. All of his rooms would be Private rooms.

Com Jack had? What location would he want his new facility - Answered the South side of town

Com Jack had? What hospitals and Doctors would he use - His main Dr. is in Nacogdoches -

Com Nash had? South of Woodrue or Tyler County - Answer not known -

Com Nash had? - is there a facility in Kountze - Answer was a small one

Com Nash had? - Was there a facility in Anniston before his - the answer was no -

Judge had questions ~~from~~^{for} past speakers on how many beds were filled. Determined that there was 56 beds open at this time -

Against

⑩ Merle Davis Dequod Trail's ~~in~~ⁱⁿ manners for 16 years. He pull most of the patients or residents from Tyler County - 99%

Judge had? - How many in context from Tyler Co. answer was the same

Against ⑩ Dr. Schully ^{low order - Sue overlooked name on list}
commented on how it took years for Docwood Trails to get good qualified employees for ~~then~~ that facility - Briefly spoke about if Ohama care goes through and how no one has contacted the Hospital or ~~Doctors~~ Physicians to get their comments on opening a new nursing home -

Jack had Questions for Jasper
How many nursing homes in Jasper - Answer - 3 - Michael Davis said 4 - Jack asked Mr. Davis about his nursing home -

No speakers left - Meeting Adjourned