

**STATE AGENCY ACTION REPORT  
ON APPLICATION FOR CERTIFICATE OF NEED**

**A. PROJECT IDENTIFICATION**

**1. Applicant/CON Action Number**

**HSP Citrus, LLC/CON #10314**

101 Sunnyside Road, Suite 201  
Casselberry, Florida 32707

Authorized Representative: Mark Cronquist  
(404) 250-1846

**LP Orlando, LLC/CON #10315**

12201 Bluegrass Parkway  
Louisville, Kentucky 40299

Authorized Representative: John Harrison  
(502) 568-7800

**MF Orange, LLC/CON #10316**

40 South Palafox Place, Suite 400  
Pensacola, Florida 32502

Authorized Representative: Craig Robinson  
(850) 430-0100

**Orange County CON, LLC/CON #10317**

4045 Sheridan Avenue #195  
Miami Beach, Florida 33140

Authorized Representative: Michael Bokor  
(954) 423-4160

**Orange County Development LLC/CON #10318**

515 Fairmont Avenue  
Towson, Maryland 21286

Authorized Representative: Natalie Holland  
(410) 494-8166

**CON Action Numbers: 10314 through 10323**

**Orange Park NH, LLC/CON #10319**

4042 Park Oaks Blvd. Suite 300  
Tampa, Florida 33610

Authorized Representative: Ronald J. Swartz  
(813) 675-2341

**Orange SNF, LLC/CON #10320**

1447 West Bexley Park Drive  
Delray Beach, Florida 33445

Authorized Representative: Robert J. Greene  
(954) 684-3416

**Orlando Lutheran Towers/CON #10321**

803 Middlebrooks Circle  
Tallahassee, Florida 32312

Authorized Representative: Michael D. Jernigan  
(850) 877-4332

**Presbyterian Retirement Communities, Inc.**

**d/b/a Westminster Towers/CON #10322**

80 West Lucerne Circle  
Orlando, Florida 32801

Authorized Representative: Henry Keith  
(407) 839-0707 ext. 267

**Tri-County Nursing and Rehabilitation/CON #10323**

550 East Rollins Street, 6<sup>th</sup> Floor  
Orlando, FL 32803

Authorized Representative: Diane Godfrey  
(407) 303-9808

**2. Service District/Subdistrict**

District 7/Subdistrict 7-2 (Orange County)

**B. PUBLIC HEARING**

A public hearing was not held or requested on any of the co-batched proposed projects.

**Letters of Support**

**HSP Citrus, LLC (CON #10314)** the applicant submitted many letters of support. The letters were composed by patients of affiliated facilities and their family members, local health care providers and a business leader.

The patients and family members are grateful for the care, support and services they have received in the affiliated facilities—some letters single out staff members for going above and beyond.

**LP Orlando, LLC (CON #10315)** submitted eight letters of support from various members of the medical community, including letters from VITAS and Samaritan Care Hospice of Florida.

**MF Orange, LLC (CON #10316)** submitted six letters of support from members of the health care community.

**Orange County CON, LLC (CON #10317)** submitted five letters of support from the medical community, including a representative from Samaritan Care Hospice of Florida.

**Orange County Development LLC (CON #10318):** The Agency received various letters of support submitted by the applicant. The letters were composed by managed care companies (including Humana), health care providers, church members and residents.

**Orange Park NH, LLC (CON #10319):** The applicant submitted two letters of support from physicians.

**Orange SNF, LLC (CON #10320):** The applicant submitted four letters regarding the proposed facility, including one from Humana and one from Genesis Rehab Services. The applicant submitted an additional letter of information regarding its participation in the virtual physician service study.

**Orlando Lutheran Towers (CON #10321):** The applicant submitted many letters of support. Most of the letters were form letters. The letters were from physician groups, other facilities, physicians, health care facilities/services (including VITAS), law firms, local businesses and groups.

**Presbyterian Retirement Communities, Inc. d/b/a Westminster Towers (CON #10322)** did not submit any letters of support.

**Tri-County Nursing and Rehabilitation Center, Inc. (CON #10323):**

The applicant submitted many letters of support. The letters were composed by physicians, members of the health care community, care planners and a family member of a resident in an Adventist facility.

In general the letters point to the quality of care at Adventist facilities and that such a facility is needed in the tri-county area.

**C. PROJECT SUMMARY**

**HSP Citrus, LLC (CON #10314)** proposes to establish a new 120-bed community nursing home in District 7/Subdistrict 7-2, Orange County.

The applicant's parent company Southern Health Care Management (hereafter referred to as SHCM) operates 26 skilled nursing facilities (SNFs) in Florida:

- Arbor Trail Rehab and Skilled Nursing Center
- Moultrie Creek Nursing and Rehab Center
- Atlantic Shores Nursing and Rehab Center
- Ocala Oaks Rehabilitation Center
- Bayshore Pointe Nursing and Rehab Center
- Orange City Nursing and Rehab Center
- Bonifay Nursing and Rehab Center
- Palm City Nursing and Rehab Center
- Boulevard Rehabilitation Center
- Pinellas Point Nursing and Rehab Center
- Braden River Rehabilitation Center
- Port Orange Nursing and Rehab Center
- Crestview Rehabilitation Center
- River Valley Rehabilitation Center
- Fort Walton Rehabilitation Center
- Riviera Palms Rehabilitation Center
- Hunters Creek Nursing and Rehab Center

**CON Action Numbers: 10314 through 10323**

- Royal Oaks Nursing and Rehab Center
- Jacksonville Nursing and Rehab Center
- Sarasota Point Rehabilitation Center
- Macclenny Nursing and Rehab Center
- Tiffany Hall Nursing and Rehab Center
- Medicana Nursing and Rehab Center
- Tuskawilla Nursing and Center
- Metro West Nursing and Rehab Center

Tuskawilla Nursing and Rehab Center, a Gold Seal Program located in Subdistrict 7-4, is an E.M.I. Inc. co-owned facility.

The project involves 82,220 gross square feet (GSF) of new construction. The construction cost is \$14,796,000. Total project cost is \$21,205,900. Project cost includes land, building, equipment, project development, financing and start-up costs.

The applicant proposes to condition the project as shown below:

- Specialized Programs and Services
  - Rapid recovery
  - Discharge support
  - Stroke recovery
  - Pulmonary Acute Cardiac Episode Recovery (PACER)
  - Respiratory therapy
  - Infusion therapy

**LP Orlando, LLC (CON #10315)**, a wholly owned subsidiary of Signature Holdings II LP Holdings, (referred to as Signature or the applicant throughout this document) proposes to establish a new 180-bed community nursing home in District 7/Subdistrict 7-2, Orange County.

Signature currently operates 25 facilities (in 18 nursing home subdistricts) with 3,146 beds in Florida:

- Chautauqua Rehabilitation and Nursing Center
- Signature HealthCARE at The Courtyard
- Signature HealthCARE of North Florida
- Washington Rehabilitation and Nursing Center
- The Bridge at Bay St. Joe
- Surrey Place Care Center
- Signature HealthCARE of Gainesville
- Signature HealthCARE of Orange Park
- Signature HealthCARE of Jacksonville
- Signature HealthCARE of Ormond
- Southern Pines Healthcare Center

**CON Action Numbers: 10314 through 10323**

- Peninsula Care and Rehabilitation Center
- Signature HealthCARE of Pinellas Park
- Golfview Healthcare Center
- Gulfport Rehabilitation Center
- Heritage Park Care and Rehabilitation Center
- Kenilworth Care and Rehabilitation Center
- Anchor Care and Rehabilitation Center
- Winter Park Care and Rehabilitation Center
- Signature HealthCARE of Port Charlotte
- Signature HealthCARE at College Park
- Signature HealthCARE of Palm Beach
- Golfcrest Healthcare Center
- Signature HealthCARE Center of Waterford
- Signature HealthCARE of Brookwood Gardens

The project involves 97,749 GSF of new construction. The construction cost is \$15,745,895. Total project cost is \$25,590,006. Project cost includes land, building, equipment, project development, financing and start-up costs.

The applicant does not wish to accept any conditions for the proposed project.

**MF Orange, LLC (CON #10316)** proposes to establish a new 90-bed community nursing home through the de-licensure of 30 beds from an existing licensed nursing home within the same subdistrict, The Rehabilitation Center of Winter Park and 60 beds from the fixed need pool in District 7/Subdistrict 7-2, Orange County. Upon approval of the proposed project, The Rehabilitation Center of Winter Park agrees to voluntarily relinquish 30 beds.

MF Orange, LLC is an affiliate of parent company Gulf Coast Health Care, LLC. The applicant states the parent company owns and operates 44 SNFs and ALFs in Florida, Mississippi and Alabama, 33 of these facilities are located in Florida:

- Accentia Health and Rehabilitation Center of Tampa
- Arcadia Health and Rehabilitation Center
- Bayside Health and Rehabilitation Center
- Rosewood Health and Rehabilitation Center
- Specialty Health and Rehabilitation Center
- Silvercrest Health and Rehabilitation Center
- Bay Breeze Senior Living and Rehabilitation Center
- Grand Boulevard Health and Rehabilitation Center
- GlenCove Health and Rehabilitation Center

**CON Action Numbers: 10314 through 10323**

- Panama City Health and Rehabilitation Center
- Chipola Health and Rehabilitation Center
- Riverchase Health and Rehabilitation Center
- Brynwood Health and Rehabilitation Center
- Windsor Health and Rehabilitation Center
- Lake Eustis Health and Rehabilitation Center
- Suwannee Health and Rehabilitation Center
- Flagler Health and Rehabilitation Center
- Coastal Health and Rehabilitation Center
- DeBary Health and Rehabilitation Center
- Seaside Health and Rehabilitation Center
- Parkside Health and Rehabilitation Center
- Heritage Park Health and Rehabilitation Center
- Glen Oaks Health and Rehabilitation Center
- Lake Placid Health and Rehabilitation Center
- Wave Crest Health and Rehabilitation Center
- The Rehabilitation Center of Winter Park
- Oaks of Kissimmee Health and Rehabilitation Center
- Longwood Health and Rehabilitation Center
- Oakbrook Health and Rehabilitation Center
- Salerno Bay Health and Rehabilitation Center
- Boynton Health and Rehabilitation Center
- Royal Palm Beach Health and Rehabilitation Center
- Margate Health and Rehabilitation Center

The project involves 69,044 gross square feet GSF of new construction. The construction cost is \$12,676,500. Total project cost is \$19,632,800. Project cost includes: land, building, equipment, project development, financing and start-up costs.

The applicant does not wish to accept any conditions for the proposed project.

**Orange County CON, LLC (CON #10317)** proposes to establish a new 120-bed community nursing home in District 7, Subdistrict 7-2, Orange County. The applicant states that it is a new entity and does not operate any other SNFs in Florida. The reviewer notes that letters of support indicate that Reliant Health Care Services (whom the applicant states will be the management company for the proposed facility) operates the Courtyards of Orlando in Orange County.

**CON Action Numbers: 10314 through 10323**

The project involves 80,080 GSF of new construction. The construction cost is \$14,000,000. Total project cost is \$22,745,000. Project cost includes land, building, equipment, project development and financing costs.

The applicant does not wish to accept any conditions for the proposed project.

**Orange County Development LLC (CON #10318)** proposes to establish a new 120-bed community nursing home in District 7/Subdistrict 7-2, Orange County. Orange County Development, LLC (OCD) is an affiliate of Genesis HealthCare, LLC.

Genesis HealthCare operates nine SNFs in Florida:

- Oakhurst Center (Ocala, Marion County)
- Orchard Ridge (New Port Richey, Pasco County)
- Bay Tree Center (Palm Harbor, Pinellas County)
- West Bay of Tampa (Oldsmar, Pinellas County)
- Sunset Point (Clearwater, Pinellas County)
- Huntington Place (Rockledge, Brevard County)
- Springwood Center (Sarasota, Sarasota County)
- Pinebrook Center (Venice, Sarasota County)
- Lakeside Pavilion (Naples, Collier County)

The project involves 91,400 GSF of new construction. The construction cost is \$16,101,250. Total project cost is \$25,597,354. Project cost includes land, building, equipment, project development, financing and start-up costs.

The applicant proposes to condition the project as shown below:

- OCD will condition the project on the inclusion of a pool for provision of aqua-therapy
- OCD will condition the project on the provision of on-site physician and/or physician extender services seven days per week
- OCD will condition the project on participation in the Bundled Care Payment Initiative Level I

**Orange Park NH, LLC (CON #10319)**, also referred to as the applicant, the facility or Orange Park, proposes to establish a new 120-bed community nursing home in District 7, Subdistrict 7-2, Orange County. Orange Park will be managed by Greystone Healthcare Management.



**CON Action Numbers: 10314 through 10323**

Greystone operates 26 SNFs and two ALFs' in Florida:

- Alhambra Health and Rehabilitation Center
- Lexington Health and Rehabilitation Center
- Apollo Health and Rehabilitation
- North Rehabilitation Center
- North Beach Rehabilitation Center
- Unity Health and Rehabilitation Center
- Wilton Manors Health and Rehabilitation Center
- Lady Lake Specialty Care Center
- Club Health and Rehabilitation Center
- The Lodge Health and Rehabilitation Center
- Springs of Lady Lake
- Park Meadows Health and Rehabilitation Center
- Greenbriar Health and Rehabilitation Center
- Lehigh Acres Health and Rehabilitation Center
- Sunset Lake Health and Rehabilitation Center
- Village Place Health and Rehabilitation Center
- Carlton Shores Health and Rehabilitation Center
- Ridgcrest Nursing and Rehabilitation Center
- Rockledge Health and Rehabilitation Center
- Viera Health and Rehabilitation Center
- Citrus Hills Health and Rehabilitation Center
- The Gardens Health and Rehabilitation Center
- Isle Health and Rehabilitation Center
- Riverwood Health and Rehabilitation Center
- Terrance Health and Rehabilitation Center
- Villa Health and Rehabilitation Center
- Woodland Grove Health and Rehabilitation Center
- The Rehabilitation and Health Center of Gahanna

The project involves 83,558 GSF of new construction. The construction cost is \$15,458,230. Total project cost is \$22,877,084. Project cost includes land, building, equipment, project development and financing costs.

The applicant does not wish to accept any conditions for the proposed project.

**Orange SNF, LLC (CON #10320)**, an affiliate of Consulate Healthcare (referred to as Consulate throughout this document), proposes to establish a new 120-bed community nursing home in District 7, Subdistrict 7-2, Orange County.

The applicant operates 76 SNFs in Florida:

**CON Action Numbers: 10314 through 10323**

- Bay Breeze Health and Rehabilitation Center
- Baya Pointe Nursing and Rehabilitation Center
- Bayonet Point, Consulate Health Care Of
- Beneva Lakes Healthcare and Rehabilitation Center
- Bradenton Health Care
- Brandon Health and Rehabilitation Center
- Brandon, Consulate Health Care Of
- Brentwood, Health Center at
- Central Park Healthcare and Rehabilitation Center
- Colonial Lakes Health Care
- Coral Bay Healthcare and Rehabilitation Center
- Coral Trace Health Care
- Countryside Rehab and Healthcare Center
- Destin Healthcare and Rehabilitation Center
- Deltona Health Care
- Dolphins View, The Health and Rehabilitation Center
- Emerald Shores Health and Rehabilitation
- Englewood Healthcare and Rehabilitation Center
- Evans Health Care
- Fletcher Health and Rehabilitation Center
- Fort Pierce Health Care
- Franco Nursing and Rehabilitation Center
- Governors Creek Health and Rehabilitation Center
- Grand Oaks Health and Rehabilitation Center
- Habana Health Care Center
- Harbor Beach Nursing and Rehabilitation Center
- Harts Harbor Health Care Center
- Heritage Healthcare and Rehabilitation Center
- Heritage Healthcare Center at Tallahassee
- Heritage Park Rehabilitation and Healthcare
- Heron Pointe Health and Rehabilitation
- Hillcrest Health Care and Rehabilitation Center
- Island Health and Rehabilitation Center
- Jacksonville, Consulate Health Care Of
- Keystone Rehabilitation and Health Center
- Kissimmee, Consulate Health Care Of
- Lake Mary Health and Rehabilitation Center
- Lake Parker, Consulate Health Care At
- Lakeland, Consulate Health Care Of
- Lakeside Oaks Care Center
- Largo Health and Rehabilitation Center
- Magnolia Health and Rehabilitation Center
- Marshall Health and Rehabilitation Center

**CON Action Numbers: 10314 through 10323**

- Melbourne, Consulate Health Care Of
- New Port Richey, Consulate Health Care Of
- North Florida Rehabilitation and Specialty Care
- North Fort Myers, Consulate Health Care Of
- Oakbridge Healthcare Center
- Oaktree Healthcare
- Orange Park, Consulate Health Care Of
- Osprey Point Nursing Center
- Palms Rehabilitation and Healthcare Center
- Parks Healthcare and Rehabilitation Center
- Pensacola, Consulate Health Care Of
- Plantation Bay Rehabilitation Center
- Port Charlotte, Consulate Health Care Of
- Renaissance Health and Rehabilitation
- Rio Pinar Health Care
- Rosewood Health and Rehabilitation Center
- Safety Harbor, Consulate Health Care Of
- San Jose Health and Rehabilitation Center
- Sarasota, Consulate Health Care Of
- Sea Breeze Health Care
- Seaview Nursing and Rehabilitation Center
- Shoal Creek Rehabilitation Center
- Spring Hill Health and Rehabilitation Center
- St. Petersburg, Consulate Health Care Of
- Tallahassee, Consulate Health Care Of
- University Hills Health and Rehabilitation
- Vero Beach, Consulate Health Care Of
- Vista Manor
- Wedge Healthcare Center
- West Altamonte, Consulate Health Care At
- West Palm Beach, Consulate Health Care Of
- Winter Haven, Consulate Health Care of
- Wood Lake Health and Rehabilitation Center

The project involves 74,052 GSF of new construction. The construction cost is \$10,351,533. Total project cost is \$16,941,414. Project cost includes land, building, equipment, project development and financing costs.

**CON Action Numbers: 10314 through 10323**

The applicant proposes to condition the project as shown below:

- The facility will have space for conferences and classrooms in support of community and staff education and training goals
- An EMR system will be included in the new facility and in operation within three months of opening
  - The EMR system will meet Phase 1 of the meaningful use requirements within 24 months
- The applicant will provide all eligible employees the opportunity to complete educational courses with tuition reimbursement, that will support the care center's efforts of providing the highest level of quality care and achieve operational excellence
- The applicant care center will partner with Consulate and serve as a facility for health care professionals to obtain clinical rotations
- A nurse navigator will be employed at the care center and will be responsible for overseeing the management of patients' medical needs upon admission to the facility and for up to 60 days following discharge
- Free community health screenings will be offered at least four times per calendar year (CY) to community members, employees, residents and families
- Education programs at Dementia Awareness to improve the independence and quality of life of persons with dementia and their caregivers will be provided at no cost in accordance with state and federal laws
- The applicant will provide a combination of least 32 percent the first year and 39 percent thereafter, of total patient days to patients who are reimbursed under traditional Medicaid, Managed Medicaid or Long-term Medicaid or uncompensated care
- The applicant will provide space and staffing to support the community's need for Adult Day Care services
- The applicant will provide in-house hemodialysis services
- The applicant will have the capability to operate up to 20 ventilator-capable beds
- The applicant will construct the facility to include Telehealth capabilities in each patient room

**Orlando Lutheran Towers (CON #10321)** proposes to add 40 community nursing home beds or a partial request to add 20 beds to an existing assisted living building in District 7, Subdistrict 7-2, Orange County. The reviewer notes that the applicant is proposing to add beds to a SNF license of an existing facility but to locate those beds in another facility (across the street), still located on the campus of the continuing care retirement community (CCRC).

**CON Action Numbers: 10314 through 10323**

The Commons at Orlando Lutheran Towers is a 135-bed facility with 60 community nursing home beds and 75 sheltered beds. The proposed addition would not be located in the existing facility, but across the street on the sixth and seventh floor of the existing ALF.

The project involves 21,500 GSF of renovation. The renovation cost is \$1,823,296. Total project cost is \$2,631,535. Project cost includes land, building, equipment, project development, financing and start-up costs.

Partial award involves 11,605 GSF of renovation. The renovation cost is \$1,121,584. Total project cost is \$1,597,102. Project cost includes land, building, equipment, project development, financing and start-up costs.

The applicant proposes to condition the project as shown below:

- All additional rooms will be private
- The project will include two isolation rooms and adjacent staff area
- The facility will be equipped to handle trachs, vents, IVs, specialized cardiac drips, wound vacs/specialized wound care, extensive rehabilitation including state of art gym
- The applicant will offer “Rapid Rehab” program described in CON application #10321 Schedule B, Attachment 12
- Will be located at Windsor Place, 404 Mariposa Avenue Orlando , Florida 32801

**Presbyterian Retirement Communities, Inc. d/b/a Westminster Towers (CON #10322)** proposes to add 59 community nursing home beds at Westminster Towers through conversion of 59 sheltered nursing home beds at Westminster Towers in Subdistrict 7-2, Orange County.

Westminster Towers is a 120-bed SNF with 59 community nursing home beds and 61 sheltered nursing home beds. It is located on the campus of a CCRC that provides housing and services to over 450 residents.

The applicant operates five SNFs in Florida:

- Westminster Communities of Bradenton Westminster Manor
- Westminster Oaks of Tallahassee
- Westminster Towers
- Westminster Towers and Shores of Bradenton
- Winter Park Towers

The project is a conversion of existing licensed beds and will involve no construction or renovation. The applicant states that the only project costs are those costs associated with the CON process, a total of \$25,225.

**CON Action Numbers: 10314 through 10323**

The applicant proposes to condition the project as shown below:

- The proposed beds will be located at Westminster Towers, 70 West Lucerne Circle, Orlando, Florida 32801

**Tri-County Nursing and Rehabilitation Center, Inc. (CON #10323)**

(herein after referred to as “Tri-County”) a newly-formed subsidiary of Sunbelt Health Care Centers, Inc. d/b/a Adventist Care Centers (ACC), a Florida-based not-for-profit faith based long-term care organization, proposes to establish a new 120-bed community nursing home in District 7/Subdistrict 7-2, Orange County.

The applicant states that it is affiliated with six SNFs in Florida:

- Adventist Care Centers Courtland
- East Orlando Health and Rehab
- Florida Living Nursing Center
- Sunbelt Health and Rehab
- Zephyr Haven Health and Rehab Center
- Zephyrhills Health and Rehab Center

The project involves 85,700 GSF of new construction. The construction cost is \$18,579,000. Total project cost is \$29,460,000. Project cost includes land, building, equipment, project development, financing and start-up costs.

The applicant proposes to condition the project as shown below:

- Will continue operating the existing 10 respiratory/ventilator and dialysis services beds at East Orlando Health and Rehabilitation and add 10 additional respiratory/ventilator and dialysis beds at East Orlando Health and Rehabilitation Center
- The first floor of Tri-County’s proposed facility will include two rooms that are specifically designed and equipped to accommodate bariatric patients who weigh more than 450 lbs.
- In addition to providing a comprehensive array of orthopedic/neurological/pulmonary/cardiac rehabilitation therapy programs for its patients, Tri-County Nursing and Rehabilitation Center, Inc. will also provide a hydrotherapy program in support of its therapy programs
- The proposed facility will have 100 percent private rooms
- At initiation of service, the proposed facility will have access to and be integrated within Adventist Health System’s and Adventist Care Centers’ existing and operating electronic health information and health information exchange system supported by the organization’s HealthMEDX (HMS) Vision health information platform

**CON Action Numbers: 10314 through 10323**

- The proposed facility will provide up to \$10,000 annually for at least three years to support staff education and/or certification activities in order to assist facility staff to upgrade skills, gain certification or achieve educational advancement.
- The proposed facility will provide \$10,000 annually for at least three years to support community health education and community wellness activities in support of the organization’s goal to enhance the health of the entire community

<b>Total GSF and Project Costs of Co-Batched Applicants</b>					
<b>Applicant</b>	<b>CON #</b>	<b>Project</b>	<b>GSF</b>	<b>Costs \$</b>	<b>Cost Per Bed</b>
HSP Citrus, LLC	10314	New 120-bed facility	82,220	\$21,205,900	\$176,716
LP Orlando LLC	10315	New 180-bed facility	97,749	\$25,590,006	\$142,167
MF Orange, LLC	10316	New 90-bed facility	69,044	\$19,632,800	\$218,142
Orange County CON	10317	New 120-bed facility	80,080	\$22,745,000	\$189,542
Orange County Development LLC	10318	New 120-bed facility	91,400	\$25,597,354	\$213,311
Orange Park NH	10319	New 120-bed facility	83,558	\$22,877,084	\$190,226
Orange SNF LLC	10320	New 120-bed facility	74,052	\$16,941,414	\$141,178
Orlando Lutheran Towers Inc.	10321	Add 40 community beds to existing facility	21,500	\$2,631,535	\$65,788
Orlando Lutheran Towers	10321	Add 20 community beds to existing facility	11,605	\$1,597,102	\$79,855
Westminster Towers	10322	Convert 59 sheltered beds in an existing facility	NA	NA	NA
Tri-County Nursing and Rehabilitation Center Inc.	10323	New 120-bed facility	85,700	22,645,000	\$245,500

Source: CON applications 10314-10323 and their respective Schedule 1 and 9

**D. REVIEW PROCEDURE**

The evaluation process is structured by the certificate of need review criteria found in Section 408.035, Florida Statutes; and applicable rules of the State of Florida, Chapters 59C-1 and 59C-2, Florida Administrative Code. These criteria form the basis for the goals of the review process. The goals represent desirable outcomes to be attained by successful applicants who demonstrate an overall compliance with the criteria. Analysis of an applicant's capability to undertake the proposed project successfully is conducted by evaluating the responses and data provided in the application, and independent information gathered by the reviewer.

Applications are analyzed to identify strengths and weaknesses in each proposal. If more than one application is submitted for the same type of project in the same district, applications are comparatively reviewed to determine which applicant(s) best meets the review criteria.

Rule 59C-1.010(3)(b), Florida Administrative Code, prohibits any amendments once an application has been deemed complete. The burden of proof to entitlement of a certificate rests with the applicant. As such, the applicant is responsible for the representations in the application. This is attested to as part of the application in the Certification of the Applicant.

As part of the fact-finding, the consultant, Dwight Aldridge analyzed the application with consultation from the financial analyst, Derron Hillman, Bureau of Central Services, who evaluated the financial data and Said Baniahmad of the Office of Plans and Construction, who reviewed the application for conformance with the architectural criteria.

**E. CONFORMITY OF PROJECT WITH REVIEW CRITERIA**

The following indicate the level of conformity of the proposed project with the criteria and application content requirements found in Florida Statutes, sections 408.035 and 408.037; applicable rules of the State of Florida, Chapter 59C-1 and 59C-2, Florida Administrative Code.

**1. Fixed Need Pool**

- a. Does the project proposed respond to need as published by a fixed need pool? Or does the project proposed seek beds or services in excess of the fixed need pool? Rule 59C-1.008 (2), Florida Administrative Code.**

In Volume 40, Number 193 of the Florida Administrative Register dated October 3, 2014, a fixed need pool of 218 beds was published for Subdistrict 7-2 for the July 2017 Planning Horizon. Subdistrict 7-2 is comprised of Orange County.

After publication of this fixed need pool, zero existing Subdistrict facilities filed exemption requests or filed expedited CON reviews to increase or add community nursing home beds.

As of November 19, 2014, Subdistrict 7-2 had 4,074 licensed and zero approved community nursing home beds. During the 12-month period ending June 30, 2014, Subdistrict 7-2 experienced 88.74 percent utilization at 33 existing facilities. Below is a table illustrating nursing home patient days and occupancy within Subdistrict 7-2.



**CON Action Numbers: 10314 through 10323**

**Orange County Nursing Home Patient Days and  
Occupancy July 1, 2013-June 30, 2014**

<b>Facility</b>	<b>Comm. Nursing Home Bed Inventory</b>	<b>Bed Days</b>	<b>Patient Days</b>	<b>Total Occupancy</b>	<b>Medicaid Occupancy</b>
Adventist Care Centers – Courtland, Inc.	120	43,800	41,485	94.71%	55.96%
Avante at Orlando, Inc.	118	43,070	32,300	74.88%	72.73%
Colonial Lakes Health Care	180	65,700	64,108	97.58%	75.89%
Commons at Orlando Lutheran Towers	60	21,900	21,900	100.00%	79.52%
Conway Lakes Health and Rehabilitation Center	120	43,800	39,814	90.90%	36.53%
Courtyards of Orlando Rehabilitation and Health Center	120	43,800	39,970	91.26%	83.11%
Delaney Park Health and Rehabilitation Center	60	21,900	20,320	92.29%	61.47%
East Orlando Health and Rehab Center, Inc.	120	43,800	42,283	96.54%	58.65%
Guardian Care Nursing and Rehabilitation Center	120	43,800	42,030	95.96%	84.16%
Health Center of Windermere, The	120	43,800	41,560	94.89%	35.75%
Health Central Park	228	83,220	74,901	90.00%	66.27%
Hunters Creek Nursing and Rehab Center	116	42,340	39,312	92.85%	54.42%
Lake Bennett Health and Rehabilitation Center	120	43,800	42,187	96.32%	52.67%
Life Care Center of Orlando	120	43,800	39,421	90.00%	25.81%
Manor Care Nursing and Rehabilitation Center	138	50,370	34,141	67.78%	48.24%
Mary Lee Depugh Nursing Home Association, Inc.	40	14,600	13,331	91.31%	66.96%
Mayflower Healthcare Center	24	8,760	8,222	93.86%	0.00%
Metro West Nursing and Rehab Center	120	43,800	41,277	94.24%	65.67%
Ocoee Health Care Center	120	43,800	36909	84.27%	65.39%
Orlando Health and Rehabilitation Center	420	153,300	120779	78.79%	83.13%
Palm Garden of Orlando	120	43,800	39872	91.03%	64.28%
Parks Healthcare and Rehabilitation Center	120	43,800	40528	92.53%	72.67%
Quality Health of Orange County	120	43,800	33299	76.03%	65.32%
Regents Park of Winter Park	120	43,800	40231	91.85%	55.00%
Rehabilitation Center of Winter Park, The	180	65,700	52196	79.45%	65.62%
Rio Pinar Health Care	180	65,700	63702	96.96%	65.84%
Rosewood Health and Rehabilitation Center	120	43,800	41531	94.82%	70.73%
Savannah Cove	39	14,235	11423	80.25%	25.00%
Sunbelt Health and Rehab center – Apopka, Inc.	120	43,800	42193	96.33%	55.54%
Terra Vista Rehab and Health Center	115	41,975	36260	86.38%	78.30%
Westminster Towers	61	22,265	22052	99.04%	71.57%
Winter Park Care and Rehabilitation Center	103	37,595	32530	86.53%	63.31%
Winter Park Towers	92	33,580	27547	82.03%	47.92%
<b>Total</b>	<b>4,074</b>	<b>1,487,010</b>	<b>1,319,614</b>	<b>88.74%</b>	<b>63.45%</b>

Source: Florida Nursing Home Bed Need Projections by District and Subdistrict, October 2014 Batching Cycle

The reviewer notes the current and projected population of Subdistrict 7-2 for the planning horizon. The projected population growth, both numerically and by percent are illustrated below. See the table below.

**CON Action Numbers: 10314 through 10323**

**Current and Projected Population Growth Rate  
Orange County, District 7, and Florida  
January 2014 and January 2017**

County/Area	January 1, 2014 Population			January 1, 2017 Population		
	0-64	65+	Total	0-64	65+	Total
Orange	1,084,444	126,347	1,210,791	1,142,656	141,988	1,284,644
District 7	2,155,025	336,765	2,491,790	2,253,593	375,201	2,628,794
Florida	15,881,702	3,548,756	19,430,458	16,349,888	3,891,621	20,241,509
County/Area	2014-2017 Increase			2014-2017 Growth Rate		
	0-64	65+	Total	0-64	65+	Total
Orange	58,212	15,641	73,853	5.37%	12.38%	6.10%
District 7	98,568	38,436	137,004	5.57%	11.41%	5.50%
Florida	468,186	342,865	811,051	2.95%	9.66%	4.17%

Source: Florida Agency for Health Care Administration Population Estimates, September 2013

The community nursing home beds per 1,000 residents for the age 65+ cohort in the subdistrict are shown below.

**Beds per 1,000 Residents Age 65 and Older**

County/Area	Community Beds	2014 Pop. Aged 65+	2014	2017
			Beds per 1,000	Beds per 1,000
Orange	4,074	126,347	32	29
District 7	8,955	336,765	27	24
Florida	80,050	3,548,756	23	21

Source: Florida Agency for Health Care Administration Population Estimates, September 2013 and Florida Nursing Home Bed Need Projections by District and Subdistrict, October 2014 Batching Cycle

**Each co-batched applicant** states its proposed project is being submitted in response to the Agency’s fixed need pool publication dated October 3, 2014.

**HSP Citrus, LLC (CON #10314)** states that in addition to the Agency-identified need, SHCM has identified a sub-acute care service gap in the local community for patients who need intensive rehabilitation and recovery services in a SNF such as that proposed by the applicant. HSP Citrus mentions this gap several times throughout the application, below are the facts regarding this gap that the reviewer found in various places in the application:

- The fact that Orlando Regional Medical Center currently refers certain of its hard-to-place and/or medically complex patients requiring specialized sub-acute care skilled nursing services to SHCM-managed facilities. The reviewer notes that two SHCM-managed facilities are located in the subdistrict, Metro West Nursing and Rehab Center as well as Hunters Creek Nursing and Rehab Center. The reviewer notes that these facilities had a 94.24 percent and 92.85 percent occupancy, respectively, for the July 1, 2013 through June 30, 2014 period.

**CON Action Numbers: 10314 through 10323**

The reviewer notes that the applicant did not provide any discharge data or statistical analysis to confirm an identified gap.

HSP Citrus states that it is best positioned to address the SNF needs for residents in Orange County based on the following:

- An experienced, local community nursing home management team will establish and operate the proposed 120-bed community nursing home
- The applicant will provide proven, high quality post-acute care programs and services, including rehabilitation and recovery services for hard-to place and/or medically complex patients
- The project will enhance geographic access for hard-to place and/or medically complex post-acute patients by providing a local alternative for these patients to remain close to home
- The project's proposed facility is uniquely designed to support the intensive, high quality rehabilitation and recovery programs and culture of the applicant, and includes a significant number of private rooms.

**LP Orlando, LLC (CON #10315)** believes a new, 180-bed SNF will benefit the community and meet the growing demand in the county. Signature contends that due to land prices its strong preference to build one-story nursing facilities with private rooms--a 180-bed facility is the optimum size for a facility in Subdistrict 7-2.

The applicant believes a key service that is needed to improve care deliver in the subdistrict is palliative care skilled nursing services. Signature has designed a 16-bed palliative care unit based on discussions with local hospital case managers and hospices. Dr. Victor Mikhael, a physician at Central Florida Inpatient Medicine (CFIM), states "CFIM has a solid working relationship with Signature HealthCARE ...We understand the need for more inpatient palliative care units to better serve our community."

Signature provided data regarding the 2012 hospice patient days for Orange County. The applicant notes that this data show that residents of Orange County received 22,075 days of inpatient respite and hospice general inpatient care in 2012 (or an average daily census of 60.5 patients). See the table below.

**CON Action Numbers: 10314 through 10323**

<b>Orange County Resident Hospice Data Calendar Year 2012</b>					
	<b>Routine Home Care</b>	<b>Continuous Home Care</b>	<b>Inpatient Respite Care</b>	<b>General Inpatient Care</b>	<b>Total</b>
Days	2,297,961	35,729	4,200	17,875	2,355,765
Percent of Total	97.55%	1.52%	0.18%	0.76%	100.0%

Source: CON application #10315, page 10

The applicant notes that while the proposed 16-bed unit will not provide all the hospice days for all Orange County residents, the applicant has the ability to expand the unit to 58 beds without any physical plant changes or additional costs should the need arise. Signature asserts that it plans to work with VITAS, Samaritan and other hospices in the greater Orlando area to meet the end of life needs in the greater Orlando area.

Signature states that the proposed 180-bed facility will have all private rooms with 164 beds for short or long-term based on needs of the community at any given time and 16 beds in a dedicated unit for palliative care patients. The reviewer notes that the applicant did not condition the approval of the application to a 16-bed palliative care unit.

**MF Orange, LLC (CON #10316)** proposes to relocate 30 community nursing home beds through de-licensure of 30 community beds from The Rehabilitation Center of Winter Park—both located in Subdistrict 7-2.

The applicant indicates that the proposed project will create the following advantages:

- Creates a new physical plant built to current code that embraces culture change to improve quality
- Allows for the delicensing and relocation of 30 beds to more advantageous location and the remodeling of acquired space to add improvements and amenities
- Focus will be placed on rehabilitation to return residents to their home environment
- Facility will contain a variety of spaces that are intended to promote resident activity, socialization, entertainment, independence and well-being
- Being developed by an applicant and its affiliated parent with significant experience in the development and operation of quality long-term care facilities
- The applicant is local to the project planning area with one existing facility in Orange County and a total of four facilities within District 7 and is able to keep the project on track and on budget

**CON Action Numbers: 10314 through 10323**

MF Orange maintains that two facilities will benefit from the proposed project as The Rehabilitation Center of Winter Park will implement projects as a result of the 30-bed transfer to the proposed facility. The applicant notes the followings enhancements to the existing facility:

- Conversion of semi-private rooms into private suites
- Provide space for a dining room/café area for rehabilitation customers to enjoy a relaxing dining experience without having to leave the rehabilitation unit
- Provide private area for the use of computers and internet access
- Allow expansion of the rehabilitation area for additional treatment modalities and state-of-the-art equipment

**Orange County CON, LLC (CON #10317)** proposes a one story 120-bed SNF. This facility will consist of two 60-bed pods served by a central staff support area. The applicant states the single floor design allows efficient access to all areas for staff and visitors. Easy, secure access to the many exterior courtyards is provided as well. The proposed facility will be located in an underserved area of Orange County, which includes, but is not limited to the following ZIP Codes: Azalea (32807), Conway (32812) and Orlando (32822, 32825, 32828, and 32829).

Orange County CON states that there are a number of quantitative and qualitative factors which support approval of the proposed facility:

- The proposed site location improves access and availability
- The proposed service area elderly population growth supports the site location
- The applicant is committed to The Quality Initiative
- Residents quality of life will be improved by the proposed facility design and environmental features
- Proposed facility will benefit from enhanced administrative efficiency through consulting assistance from Reliant Health Care Services

**Orange County Development LLC (CON #10318)** states that Genesis is the largest provider of skilled nursing care in the United States and proposes to develop a 120-bed skilled nursing facility to meet the need identified for community nursing home beds under the fixed need pool published on October 3, 2014.

The applicant and Genesis, along with the developer Omega Healthcare Investors, Inc. (“Omega”), are proposing to implement Genesis’ unique brand of short-term post-acute rehabilitation services, known as PowerBack Rehabilitation, in Orange County. Omega, a separate legal entity from OCD and Genesis, will acquire the land, develop the project and lease the facility to OCD, which will license and operate the facility.

The applicant maintains that Orange County is expected to experience significant population growth, especially in the 65+ cohort, in the next few years—both on a percentage and absolute basis. The applicant asserts that the rapid growth in population, especially among the older age cohorts will lead to increase in the need for all health care services, including skilled nursing.

OCD states some of the unique features of its PowerBack Rehabilitation project include:

- A 120-bed, three-story facility with all private rooms designed and developed specifically to meet short-term, post-acute care needs
- An experienced operator of nursing facilities, Genesis HealthCare, with the track record and Florida experience to develop and operate the proposed project
- A proven and highly effective clinical model for quickly restoring patients to maximum health status and physical ability to return home with short lengths of stay
- A unique staffing structure with greater nursing, therapy, and physician staff ratios to quickly assess patients and design a plan of care to return them to maximum functional levels as soon as possible
- A distinctive model of care that is in the forefront of industry trends and Florida’s goals and objectives to ensure patients are cared for in the most cost-effective and least restrictive setting

**Orange Park NH, LLC (CON #10319)** states the facility will be constructed with a combination of private and semi-private rooms configured in a “culture change” design to better serve the rehabilitation patients in the area. The facility will be staffed with people that possess the clinical expertise to care for residents with a wide range of needs for rehabilitation care. The physical plant design will permit the applicant to have the space and equipment needed for rehabilitation including 6,000+ square feet for the therapy suite with separate areas for physical therapy, speech therapy, and occupational therapy, separate therapy gyms and an occupational therapy track located within one of the exterior courtyards. An interdisciplinary team provides an array of services in accordance with each resident’s care plan.

Orange Park states it will provide both short –term rehabilitation services and long-term care services that will deliver full range of care to treat and support each patient and resident. The applicant maintains that the proposed facility responds to the statutory criterion of “need” and enhances both access and availability of skilled nursing care within the service area.

**Orange SNF, LLC (CON #10320)** provides a detailed analysis of the state of Florida resident discharges to SNFs by age cohort, by case mix index (CMI) by payer and as a percent of total discharge for years 2011-2013 on pages 7-11 of CON application #10320. Based on the provided information for the state, the applicant concludes:

- The severity of illness of patients discharged from hospitals to SNF's as measured by CMI values are increasing
- CMI has increased for all SNF patients and is 142 percent higher than the case mix index for all hospital discharges.
- Despite the increases in population and hospital utilization in general, discharges to SNF's have been relatively stable, primarily due to supply constraints from the moratorium on new nursing home beds.

The applicant indicates that it has the interest, ability and commitment to provide effective solutions for the needs of the subdistrict. Consulate maintains that the proposed project is needed due to three factors:

- The demographic trends of an aging population whose numbers and growth rates are greater than the total population of other age groups
- The episodes of care requiring inpatient admission which are characterized by more chronic conditions and co-morbidities as well as a higher case mix which is indicative of a higher level of severity of illness
- The requirements of the major payers for SNF and health care services--namely government and managed care organizations--for cost-effective, high quality services

**Orlando Lutheran Towers (CON #10321)** states that there are several reasons to approve the proposed project, including:

- Orlando Lutheran Towers is an established not-for-profit organization
- Approximately 85 percent of Orlando Lutheran Towers' admissions are referral from either Orlando Regional Medical Center or Florida Hospital
- The Commons at Orlando Lutheran Towers offers a commitment to care with a full range of internists and specialty physicians
- Orange County is currently underserved in skilled nursing and rehabilitation beds—as evidenced by publication of a need for 218 skilled nursing home beds--the proposed project represents 18 percent of the projected need

**CON Action Numbers: 10314 through 10323**

Orlando Lutheran Towers believes approval of the proposed project will help fill the critical need of the aging population for skilled and rehabilitative services as well as providing high paying skilled service worker jobs to the Downtown Orlando market. The applicant states the proposed services enhance the daily quality of their residents' lives:

- Executive chef
- 3000-square foot therapy gym
- Massage therapy
- Valet parking and buses
- Walking distance to Sunrail, Lynx, Lake Eola, Amway Theater, Dr. Phillips Performing Arts Center, farmers market

The applicant concludes their identification of need by stating “with our strong continuum of care, residents who come in to the Assisted Living and Independent Living units, feel secure in knowing that the Skilled Nursing and Rehabilitative services are on the same property when needed by themselves or their loved ones”.

**Presbyterian Retirement Communities, Inc. d/b/a Westminster Towers (CON #10322)** states that the proposed project will convert 59 existing sheltered nursing home beds at Westminster Towers, a 120-bed nursing home (with 61 community and 59 sheltered beds) located in a CCRC in Orlando, Florida to 59 community nursing home beds.

**Tri-County Nursing and Rehabilitation Center, Inc. (CON #10323)** states that the significant growth of the aging population, high occupancy rates in the subdistrict as well as the benefits offered by Tri-County provide additional support for the identified need for the project.

The applicant lists several factors supporting the need for the proposed project:

- As a not-for-profit nursing home, Tri-County will focus its programs/services/investments on community needs rather than investor returns
- With all private beds, in both the long-term and short-term rehabilitation portions of the nursing home--the new facility will ensure that each resident in the facility will have the individual space and privacy needed to support optimal resident care and resident recovery



**CON Action Numbers: 10314 through 10323**

- The linkage and coordination of care that will be offered by the proposed facility, with a broad range of community providers both within and outside the Adventist Health System, will ensure a full continuum of care is available for Orange County residents requiring post-acute care support
- ACC has already contracted with all four of the Managed Medicaid Providers servicing facilities in Region 7--American Eldercare, Coventry, Sunshine and United. Once the new facility is opened, ACC will only need to have an addendum to the existing contract to add this new facility in the region
- With a number of facilities still operating three or four bed rooms, the proposed all private room facility investment in the community will provide for a significant enhancement in resident care available and other benefits to local patients

**2. Agency Rule Preferences**

**Please indicate how each applicable preference for the type of service proposed is met. Chapter 59C-1.036, Florida Administrative Code.**

Chapter 59C-1.036 of the Florida Administrative Code does not contain preferences relative to community nursing home beds nor does the Agency publish specific preferences for these facilities. However, the rule does contain standards the Agency utilizes in assessing an applicant's ability to provide quality care to the residents.

- a. Geographically Underserved Areas. In a competitive certificate of need review within the nursing home Subdistrict as defined in 59C-2.200, Florida Administrative Code, the Agency shall award a certificate of need if the applicant meets all applicable criteria for a geographically underserved area as specified in subsection 408.032(18), Florida Statutes, and if the applicant meets the applicable statutory certificate of need review criteria specified in section 408.035, Florida Statutes, including bed need according to the relevant bed need formula contained in this rule. If the applicant is awarded a certificate of need based on the provisions of this paragraph, the applicant shall agree that the nursing facility will be located in a county without a nursing facility, or in the center of an area within the subdistrict of a radius of at least 20 miles which meets the definition of a geographically underserved area. The center of the geographically**

**underserved area shall be the proposed nursing home location in the application.**

None of the co-batched applications were submitted to remedy a geographically underserved area as defined above.

- b. Proposed Services. Applicants proposing the establishment of Medicare-certified nursing facility beds to be licensed under Chapter 400, Florida Statutes, shall provide a detailed description of the services to be provided, staffing pattern, patient characteristics, expected average length of stay, ancillary services, patient assessment tools, admission policies and discharge policies.**

**HSP Citrus, LLC (CON #10314)** states it has developed a unique set of special programs which differentiate their services from those typically offered at other nursing home facilities because SHCM's programs and services focus on rehabilitation and recovery for medically complex and other hard-to place patients. HSP Citrus asserts that the implementation of these programs and services at the proposed facility in Orange County will ensure residents in that community have local access to a high level of intensive and post-acute care services.

The reviewer notes that the applicant did not respond directly to the specific Agency rule preference—the reviewer gathered the following information in various places throughout the application.

The applicant states it provides but is not limited to the following services and programs:

- Rapid recovery unit
- Discharge support
- Stroke recovery
- Pulmonary acute cardiac episode recovery (PACER)
- Respiratory therapy
- Infusion therapy

HSP Citrus notes that the referral services offered through these intensive rehabilitation and recovery programs benefit many stakeholders, including short-term acute care hospitals and physicians. The applicant insists SHCM has established long-term relationships with local hospitals in the many communities that it serves.

**CON Action Numbers: 10314 through 10323**

The applicant indicates that additionally, the proposed project will include the following services typically offered by community nursing homes:

- Inpatient and outpatient rehabilitation
- Respite, restorative and end of life care
- Wound care and enteral therapy services
- Enhanced cultural outcomes

HSP Citrus includes a few select policies and procedures as well as select job descriptions in Appendix D of CON application #10314.

The applicant's Schedule 7 indicates that the average length of stay (ALOS) will be 57.6 days for year one and 57.5 days for year two of operation. Schedule 6A illustrates that FTEs for year one (ending June 30, 2018) total 67.1 and 114 for year two (ending June 30, 2019) The proposed project's year one and year two FTEs are shown in the table below.

<b>HSP Citrus (CON application #10314) Projected Year One and Year Two Staffing</b>		
	<b>Year One FTEs</b>	<b>Year Two FTEs</b>
<b>Administration</b>		
Administrator	1.0	1.0
Director of Nursing	1.0	1.0
Admissions Director	1.0	1.0
Bookkeeper	1.8	1.0
Secretary	.5	1.8
Medical Records Clerk	1.0	1.0
Admissions Staff	1.0	1.0
Nursing Admin	1.0	3.0
BOC and HRC	1.0	1.0
<b>Nursing</b>		
RNs	6.8	11.0
LPNs	6.0	13.4
Nurses' Aides	26.3	49.5
Other	0.0	3.2
<b>Ancillary</b>		
Physical Therapist	5.1	6.1
Speech Therapist	1.0	1.4
Occupational Therapist	3.1	4.0
<b>Dietary</b>		
Dietary Supervisor	1.0	1.0
Cooks	2.8	2.8
Dietary Aides (including Servers)	2.8	4.7
<b>Social Services</b>		
Social Service Director	1.0	1.0
Activity Director	1.0	1.0
<b>Plant Maintenance</b>		
Maintenance Supervisor	1.0	1.0
Maintenance Assistance	0.0	1.0
<b>Total</b>	<b>67.1</b>	<b>114.0</b>

Source: CON application #10314, Schedule 6.

**CON Action Numbers: 10314 through 10323**

**LP Orlando, LLC (CON #10315)** states that the proposed facility will be dually certified and will provide rehabilitation services and skilled nursing services for short-term and long-term patients. The applicant notes that the proposed project includes a specialized 16-bed palliative care unit.

Signature notes it will implement an individual care plan for each patient. The care plan will incorporate best practices and evidence-based clinical practice guidelines for each patient.

The applicant states that the proposed facility will provide an array of services, including:

- Physical, occupational and speech therapy
- Pain management
- Wound care
- Hospice/palliative care
- Alzheimer's/dementia care
- Medical management
- Pulmonary, neurological and orthopedic rehab
- Care coordination services
- Transportation services
- Spirituality services
- Quality of life services
- Advance practice clinician services (credentialed as either nurse practitioner or physician assistant)

Signature states it will provide a 15 passenger van for transportation to and from physician visits as well as transporting patients participating in the applicant's quality of life events.

The applicant indicates a shift in long-term care from the nursing home to the patient's home and has created SNF-based rehabilitation programs to enable patients to return home at a higher functional level. Signature notes that for patients requiring a longer stay in the SNF, the proposed facility will have a physical and humane environment to support and enhance quality of life and dignity.

Signature believes that for all patients in signature facilities, improving care coordination is a key strategic goal to improve the patients' experience and outcomes beyond their stay. Signature discusses their TransitionalCARE strategy and how this program has led to a reduction in 30-day hospital remission rates. An

**CON Action Numbers: 10314 through 10323**

overview of this program can be found in Tab 40 of CON application #10315.

The applicant notes that a key service for the proposed facility is palliative care and that the proposed facility will have a 16-bed dedicated palliative care unit. Signature states the implementation of their Palliative Care Program will provide the following:

- Structure and processes of care
- Physical aspects of care
- Psychological and psychiatric aspects
- Social aspects of care
- Spiritual, religious and existential aspects
- Cultural aspects
- Care of the patient at the end of life
- Ethical and legal aspects of care

More information of Signature’s Palliative Care Program can be found in Tab 17 of CON application #10315.

The applicant also notes that Signature HomeNow is a subsidiary that provides home health services throughout the state of Florida with eleven branch offices in seven Florida districts, including District 7. Signature states that all its home health agencies are accredited by Community Health Accreditation Program (CHAP).

Signature indicates that it has the capability to implement the following programs in the proposed facility as the community needs them:

- Accelerate rehabilitation units
- Alzheimer’s/dementia Program
- The Signature HealthCARE pulmonary (BreathLIFE) program
- Non-medical home care

The applicant notes that it was founded on three cultural pillars--learning, spirituality and intra-preneurship—with a mission to “revolutionize long-term care”. Signature states that it invests heavily in each pillar with dedicated staff and other resources focused on the pillars as foundational aspects of the organization.

Signature states that it intends to establish contractual arrangements, including transfer agreements, with all relevant health care providers in the community. The applicant indicates that therapy services at the proposed facility will be contracted with Signature Rehab, medical supplies through Medline and pharmacy is provided through contracts with PharMerica.

**CON Action Numbers: 10314 through 10323**

The applicant indicates that patients will be assessed (including all bodily systems) upon admission into the facility. Discharge planning will include assessing for safe discharge placement, durable medical equipment, education, self-care and supervision needs. Signature included copies of its admissions, transfer and discharge policies in Tab 19 of CON application #10314.

Signature maintains that it has experience in addressing the needs of the non-English speaking community and much of its printed literature is available in Spanish.

The applicant provides the following table illustrating the projected admissions, patient days, ALOS and average daily census (ADC) for the first two years of operation for the proposed 180-bed facility.

**Projected Admissions, Patient Days, ALOS and ADC**

	<b>Year One</b>	<b>Year Two</b>
Admissions	216	847
Patient Days	9,837	42,222
Medicare ALOS	30.43	30.34
Medicaid ALOS*	128.20	322.32
ADC	26.9	115.7

\*The applicant notes that after census build-up, the Medicaid ALOS is projected to average 482.57days

Source: CON application #10315, page 43

Schedule 6A illustrates that FTEs for year one (ending December 17, 2017) total 39.7 and total 128.9 for year two (ending December 17, 2018). The proposed project's year one and year two FTEs are shown in the table below.

**CON Action Numbers: 10314 through 10323**

<b>LP Orlando, LLC (CON application #10315) Projected Year One and Year Two Staffing</b>		
	<b>Year One FTEs</b>	<b>Year Two FTEs</b>
<b>Administration</b>		
Administrator	1.0	1.0
Director of Nursing	1.0	1.0
Asst. DON/Transitional Care	0.0	1.6
Admissions Director	0.7	1.0
Bookkeeper/Asst. BOM	0.0	0.7
Admins Assistant	0.0	1.0
Medical Records Clerk	1.0	1.5
MDS Coordinators	0.7	2.5
Staff Coordinators	0.8	1.0
Human Resources Coordinator	0.3	1.0
Marketing	1.0	1.0
Receptionist	2.1	2.1
Business Ofc Mgr.	0.7	1.0
<b>Nursing</b>		
RNs	3.2	5.3
LPNs	5.2	19.4
Nurses' Aides	12.3	52.6
Nursing Admin, Central Supply	0.2	1.5
<b>Ancillary</b>		
Physical Therapist	0.0	0.0
Speech Therapist	0.0	0.0
Occupational Therapist	0.0	0.0
Director/Therapy Tech	0.0	0.0
<b>Dietary</b>		
Dietary Supervisor	0.6	1.0
Dietician	0.2	0.7
Cooks	1.0	2.5
Dietary Aides	1.9	8.0
<b>Social Services</b>		
Social Service Director	1.0	2.5
Activity Director	0.7	1.0
Activities Assistant	0.3	2.0
Other: Chaplain	0.3	1.0
<b>Housekeeping</b>		
Housekeeping Supervision	0.0	1.0
Housekeepers	2.0	8.8
<b>Laundry</b>		
Laundry Aides	0.7	2.9
<b>Plant Maintenance</b>		
Maintenance Supervisor	1.0	1.0
Maintenance Assistance	0.0	1.9
<b>Total</b>	<b>39.7</b>	<b>128.9</b>

Source: CON application #10315, Schedule 6A.

**CON Action Numbers: 10314 through 10323**

**MF Orange, LLC (CON #10316)** states the proposed facility provides for higher quality of life and resident-centered care with 60 private rooms, 10 private suites and 10 semi-private rooms. The applicant indicates that patient services will include but are not limited to the following:

- The facility will contain a variety of spaces that are intended to promote resident activity, socialization, entertainment, independence and well-being.
- Physical, occupational, speech and respiratory therapies
- Outpatient rehabilitation
- Cardia services
- Stroke rehabilitation monitoring
- Orthopedic services
- Complex medical and pain management
- Lymphedema therapy
- Tracheotomy care
- Restorative nursing program
- IV therapy
- Customized pressure support systems
- Vita stim therapy (for swallowing disorders)
- KCI wound vac care
- Hospice care
- Respite care
- Infectious disease treatment
- Behavioral health services
- Registered dietician services
- Individualized meal planning

The applicant states that other services and amenities that provide support, comfort and security include:

- Centralized entertainment area
- Movie theatre for movies and performances
- Beauty/barber salon with spa services
- Restaurant-style dining with specialized dietary need accommodated
- Six interior courtyards, one with a fireplace
- Gathering rooms with a featured aquarium
- Two gyms
- Bistro
- Multiple and varied social and recreational spaces
- Laundry services
- Satellite TV
- Medical transportation assistance
- Structured activities seven days a week



**CON Action Numbers: 10314 through 10323**

- Wi-Fi
- 24-hour RN coverage
- State-of-the-art therapy equipment
- Newspaper delivery
- Community outings
- Pharmacy and laboratory services
- Security system
- Multi-lingual staff

The applicant indicates that the proposed facility will utilize its resources to effectively and efficiently attain and maintain the highest practical physical, mental and psychosocial well-being of each resident. MF Orange asserts that a physician must personally approve in writing a recommendation that an individual be admitted to a facility and each resident must remain under the care of a physician.

MF Orange notes that a preliminary plan of care to meet the resident's immediate needs will be developed within the first 24 hours of admission with a detailed care plan developed within seven days of completion of a comprehensive assessment. The applicant states that care plans will be reviewed at least quarterly and will incorporate goals and objectives that lead to the resident's highest possible level of independence. MF Orange notes that when a resident's discharge is anticipated a discharge summary and post-discharge plan will be developed.

The applicant's Schedule 7 indicates that the ALOS will be 36.33 days for year one and 36.4 days for year two of operation. Schedule 6A illustrates that FTEs for year one 60.2 total (ending June 30, 2018) and total 99.5 for year two (ending June 30, 2019). The proposed project's year one and year two FTEs are shown in the table below.

**CON Action Numbers: 10314 through 10323**

<b>MF Orange, LLC (CON application #10316) Projected Year One and Year Two Staffing</b>		
	<b>Year One FTEs</b>	<b>Year Two FTEs</b>
<b>Administration</b>		
Administrator	1.0	1.0
Director of Nursing	1.0	1.0
Admissions Director	2.0	2.0
Bookkeeper	1.0	1.0
Secretary	1.4	1.4
Medical Records Clerk	1.5	2.0
Other: Marketing	0.0	0.0
Other: Nursing Admin	3.4	5.4
MDS Coordinator	0.1	5.4
<b>Nursing</b>		
RNs	4.1	7.5
LPNs	6.8	12.8
Nurses' Aides	20.5	38.4
<b>Dietary</b>		
Dietary Supervisor	2.0	2.0
Cooks	1.4	2.8
Dietary Aides (including servers)	3.6	6.6
<b>Social Services</b>		
Social Service Director	1.5	1.5
Activity Director	1.0	1.0
Activities Assistant	0.8	1.5
<b>Housekeeping</b>		
Housekeeping Supervision	1.0	1.0
Housekeepers	3.2	6.0
<b>Laundry</b>		
Laundry Aides	1.4	2.6
<b>Plant Maintenance</b>		
Maintenance Supervisor	1.0	1.0
Maintenance Assistance	1.5	1.0
<b>Total</b>	<b>60.2</b>	<b>99.5</b>

Source: CON application #10316, Schedule 6A.

**Orange County CON, LLC (CON #10317)** indicates that the proposed facility will be built, equipped and staffed to accommodate short-term rehabilitation and long-term skilled nursing care. The facility will offer specialty programs such as but not limited to the following:

- V.A.C. Wound Therapy
- Parenteral nutrition
- Tracheostomy care
- Rehabilitation services
- Physical, occupational and speech therapies
- IV therapy
- Cardia and stroke rehabilitation
- Pain management
- Neurological rehabilitation
- Restorative nursing program

**CON Action Numbers: 10314 through 10323**

- Infectious disease treatment
- Psychological services
- Registered dietitian services
- Individual meal planning

The applicant notes that other services and amenities that provide support, comfort and security for the proposed facility include:

- Structured activities, seven days a week
- Television and telephone
- Wireless internet access
- Electric beds
- Security system
- Bistro light meal dining service
- Wellness kitchen and dining with anytime casual dining
- Beauty and barber services
- Exterior courtyard with therapy track
- Landscaping designs, including sculptures and water features

In another section of the application, Orange County CON LLC discusses its care plans and discharge planning. The applicant states that a preliminary care plan will be developed for each resident within 24 hours of admission and that the staff will then develop a care plan until a comprehensive assessment and Interdisciplinary Care Plan is developed. Orange County CON LLC notes that discharge planning will begin on admission for short-term rehabilitation residents and on anticipation of discharge for long-term residents. The applicant indicates that discharge planning includes a discharge summary and a post-discharge plan.

The applicant's Schedule 7 indicates that ALOS will be 80.17 days for year one and 112.16 days for year two of operation. Schedule 6 illustrates that FTEs for year one (ending June 30, 2018) total 93.20 and total 122.58 for year two (ending June 30, 2019). The proposed project's year one and year two FTEs are shown in the table below.

**CON Action Numbers: 10314 through 10323**

<b>Orange County CON LLC (CON application #10317) Projected Year One and Year Two Staffing</b>		
	<b>Year One FTEs</b>	<b>Year Two FTEs</b>
<b>Administration</b>		
Administrator	1.0	1.0
Director of Nursing	1.0	1.0
Admissions Director	.75	1.0
Secretary	1.0	1.0
Medical Records Clerk	1.0	1.0
Other: Administration	2.0	2.0
<b>Nursing</b>		
RNs	3.25	4.0
LPNs	11.25	14.95
Nurses' Aides	29.75	47.96
Nursing Admin, Central Supply	4.75	6.0
<b>Ancillary</b>		
Physical Therapist	3.25	4.0
Speech Therapist	1.0	1.5
Occupational Therapist	4.0	5.0
Director/Therapy Tech	1.0	1.0
<b>Dietary</b>		
Dietary Supervisor	1.75	1.92
Cooks	4.0	4.0
Dietary Aides	8.5	9.8
<b>Social Services</b>		
Social Service Director	1.0	1.0
Activity Director	1.0	1.0
Activities Assistant	1.0	1.0
Other: Social Services	.75	1.0
<b>Housekeeping</b>		
Housekeeping Supervision	.75	.75
Housekeepers	5.0	6.0
<b>Laundry</b>		
Laundry Aides	2.7	2.7
<b>Plant Maintenance</b>		
Maintenance Supervisor	1.0	1.0
Maintenance Assistance	.75	1.0
<b>Total</b>	<b>93.20</b>	<b>122.58</b>

Source: CON application #10317, Schedule 6A

**Orange County Development LLC (CON #10318)** states Genesis has the experience as well as regional and local administrative staff to develop and operate the proposed facility. The typical 120-bed PowerBack Rehabilitation model contracts for a Medical Director as well as three full-time physicians and four to five nurse practitioners. The physicians are at the facility location to provide care 12 hours a day and available on-call for the remaining 12 hours. On weekends, there are two nurse practitioners for 10 hours of coverage. OCD indicates the proposed project will have similar staffing patterns.

**CON Action Numbers: 10314 through 10323**

The applicant notes that PowerBack Rehabilitation patients will have extensive access to medical care and list the guiding principles as the following:

- Patient-centered care
- Patient-directed care
- Safe and reliable care
- Vitality and teamwork
- Value-added care process

OCD includes an overview of the PowerBack Rehabilitation Clinical Care Model, indicating it provides the following services (varying by location):

- Cardiac care
- Pulmonary care
- Orthopedic, aqua, physical and occupational therapy
- Pain management
- Nutritional management
- Medication management
- Driving rehabilitation

The applicant provides a detailed discussion of each the following:

- PowerBack Rehabilitation – Clinical Pathways and Training
- PowerBack Rehabilitation’s Staffing Model
- PowerBack Rehabilitation State of the Art Facilities

The applicant’s Schedule 7 indicates that ALOS will be 18.95 days for year one and 18.50 days for year two of operation. Schedule 6A illustrates that FTEs for year one (ending December 31, 2018) total 113.59 and total 175.86 for year two. The proposed project’s year one and year two FTEs are shown in the table below.

**CON Action Numbers: 10314 through 10323**

<b>Orange County Development (CON application #10318) Projected Year One and Year Two Staffing</b>		
	<b>Year One FTEs</b>	<b>Year Two FTEs</b>
<b>Administration</b>		
Administrator	1.0	1.0
Manager-Office Center	0.75	1.3
Bookkeeper, AP	0.17	0.5
Receptionist/Secretary	1.83	2.1
Customer Relation Manager	0.75	1.0
Mgr-Center Scheduling	1.0	1.0
Mgr-HR Center	1.0	1.0
<b>Nursing Administration</b>		
Director of Nursing	1.0	1.0
Coordinator-Clinical Reimbursement	1.42	3.0
Clerk-Central Supply	1.0	1.0
Coordinator-Health Information	0.95	0.88
Analyst, Clinical Reimbursement	1.0	1.0
Nurse Prac Educator (RN)	1.0	1.0
Coordinator-Health Unit II LPN	2.71	4.20
<b>Nursing</b>		
RNs	7.05	17.43
LPNs	7.72	15.31
Nurses' Aides	21.88	38.41
Nursing Admin,	7.72	15.50
Nurse-Charge	7.93	12.60
Other	0.89	1.95
<b>Nursing Training</b>		
RN	0.88	0.75
LPN	0.0	0.0
Certified Nursing Aide	0.88	0.75
<b>Nursing Orientation</b>		
RN	3.0	2.0
LPN	0.01	0.01
Certified Nursing Aide	2.88	1.50
<b>Ancillary</b>		
Physical Therapist	0.0	0.0
Speech Therapist	0.0	0.0
Occupational Therapist	0.0	0.0
Pharmacist	0.25	.25
<b>Dietary</b>		
Dietitian	1.58	2.23
Director-Food Srvc I	1.00	1.0
Chef Executive	1.00	1.0
Cook	2.45	2.80
Assistant Cook	2.14	3.41
Coordinator-Dining Room	0.25	1.0
Dining Aide	7.85	10.98
Other-Food and Nutrition	0.13	0.13
<b>Activities and Recreation</b>		
Asst Activities Director	0.75	1.0
Director Guest Svc	1.00	1.0
Specialist Guest Svc	2.01	3.03
Manager-Recreation Program	1.00	1.0

**CON Action Numbers: 10314 through 10323**

<b>Social Services</b>		
Social Service Director II	1.00	1.0
Social Worker-Hourly	1.58	3.0
Sr Admission Director	1.00	1.0
Director-Admissions	0.67	1.0
<b>Housekeeping</b>		
Housekeeping Supervision	1.00	1.0
Housekeepers	5.50	6.54
HSkpg Floor Person	0.94	1.88
Other	0.13	0.13
<b>Laundry</b>		
Laundry Aides	2.09	2.63
<b>Plant Maintenance</b>		
Sr. Maintenance Director	1.00	1.0
Maintenance Assistance	0.75	1.0
Technician- Building Maintenance	0.17	1.0
<b>Total</b>	<b>113.59</b>	<b>175.86</b>

Source: CON application #10318 Schedule 6A.

**Orange Park NH, LLC (CON #10319)** states it will focus on addressing both short and long-term needs. Orange Park notes that with increased fragility and chronic conditions as well as higher intensity services--nursing homes have increased the skill levels of staff with concomitant increases in costs. Greystone ensures that the most state-of-the-art equipment, technology and therapies will be utilized at the proposed facility.

The applicant affirms that Greystone Healthcare Management will also make significant investments in staff training and development to ensure that residents and patients will receive the best and highest levels of care.

Orange Park states that the following services will be offered at the proposed facility:

- Physical, occupational and speech therapies
- Outpatient rehabilitation
- Cardiac and stroke rehab monitoring
- Pain management
- Lymphedema therapy
- Restorative nursing program
- Wound care
- I.V. therapy
- Customized pressure support systems
- Infectious disease treatment
- Oncology/cancer care
- Psychological services
- Registered dietician services
- Individual meal planning, including Kosher meals upon request

**CON Action Numbers: 10314 through 10323**

The applicant indicates that other services and amenities that will be offered at the proposed facility include:

- Structured weekly activities
- Pet therapy
- 100 percent electric beds
- Multi-lingual staff
- Beauty/barber shop
- Whirlpool spa

Orange Park indicates that a preliminary plan of care will be developed within the first 24 hours of admission with a care plan developed within seven day of completion of comprehensive assessment. The applicant notes that each care plan will include measurable objectives and timetables to meet the resident's needs and will utilize an interdisciplinary team.

The applicant discusses its admission and discharge policies and provides excerpts from Greystone's Operational Policy and Procedure Manual in Exhibit 2-1, 2-3 and 2-4 of CON application #10319.

Orange Park states as residents' and patients' needs change, Greystone will endeavor to meet these needs. Orange Park indicates that it will be focused on addressing both their short and long-term needs and will endeavor to be at the forefront of the continually changing healthcare environment to ensure that residents/patients receive the most advanced treatments and the best care.

The applicant's Schedule 7 indicates that ALOS will be 29.86 days for year one and 30.04 days for year two of operation. Schedule 6A illustrates that FTEs for year one (ending December 31, 2018) total 118.7 and total 151.5 for year two (ending December 31, 2019). The proposed project's year one and year two FTEs are shown in the table below.



**CON Action Numbers: 10314 through 10323**

<b>Orange Park NH, LLC (CON application #10319) Projected Year One and Year Two Staffing</b>		
	<b>Year One FTEs</b>	<b>Year Two FTEs</b>
<b>Administration</b>		
Administrator	1.0	1.0
Director of Nursing	1.0	1.0
Bookkeeper	1.5	1.0
Secretary	1.4	1.9
Medical Records Clerk	4.1	2.0
Other: Administration	1.0	5.3
<b>Nursing</b>		
RNs	9.9	13.2
LPNs	11.1	15.0
Nurses' Aides	36.9	50.6
Other	5.0	5.0
<b>Ancillary</b>		
Physical Therapist	10.2	12.5
Speech Therapist	1.3	1.8
Occupational Therapist	5.2	7.0
Other	2.2	2.9
<b>Dietary</b>		
Dietary Supervisor	1.4	1.4
Cooks	3.8	4.7
Dietary Aides	5.7	7.1
<b>Social Services</b>		
Social Service Director	1.0	1.0
Activity Director	1.0	1.0
Activities Assistant	1.4	1.7
<b>Housekeeping</b>		
Housekeeping Supervision	1.0	1.0
Housekeepers	5.8	6.9
<b>Laundry</b>		
Laundry Aides	3.9	4.6
<b>Plant Maintenance</b>		
Maintenance Supervisor	1.0	1.0
Maintenance Assistance	1.0	1.0
<b>Total</b>	<b>118.7</b>	<b>151.5</b>

Source: CON application #10319, Schedule 6A

**Orange SNF, LLC (CON #10320)** states the proposed facility will participate in both the Medicare and Medicaid programs to promote access to all patients.

The applicant asserts that given the need for higher acuity services for skilled nursing patients, the proposed facility will focus on several core programs and services as described below:

- Neurological and stroke care
- Orthopedic care
- Post cardiac care
- Pulmonary care
- Wound care
- Medically complex
- Physical therapy

**CON Action Numbers: 10314 through 10323**

- Occupational therapy
- Speech therapy
- Respiratory therapy

Orange SNF asserts that its parent company Consulate has identified 13 of its SNFs as indicators of the need for this CON application based on the following rationale:

- Proximity to the applicable subdistrict for this application
- The distribution of patients in terms of severity or acuity represents a higher skill mix
- Higher levels of Medicare and Medicare Managed Care patients

The applicant notes earlier in the application that these 13 centers have enhanced their scope of services to respond to the current need of acute care hospital patients as reflected by case managers, discharge planners and physicians. Consulate notes that these 13 facilities have experienced a high patient acuity in terms of increased:

- Numbers of ventilator-dependent patients
- Numbers of patients of dialysis
- Hours per patient day for nursing and therapy
- Patient age

The reviewer notes that of the identified Consulate 13 facilities (Tab 5 of CON application #10320), only Franco Nursing and Rehabilitation lists “ventilator dependent” as a special program and service on FloridaHealthFinder.gov. In addition, the reviewer notes that there is no mention of ventilator-capable beds in the architectural narrative except to say that oxygen and medical gases will be plumbed into approximately 10 to 20 rooms (to be determined later). The reviewer also notes that while Schedule 6 denotes that therapy FTEs are N/A, including respiratory therapists, the applicant states that therapy staff will be hired on a contract basis from Genesis Rehab Services, Inc. and are not included on Schedule 6. On Schedule 8, “respiratory and other ancillaries” are listed for \$20,807 for year one (approximately \$1 per patient day) and not specifically at all for year two.

Orange SNF indicates that the ALOS used for the development of the projected patient days in Schedule 5 and 7 are based on the recent Consulate Florida 13 and listed below by the major payer categories. The reviewer notes that the applicant did not provide projected admissions in Schedule 7.

**CON Action Numbers: 10314 through 10323**

**Orange SNF, ALOS by Payer**

<b>Payer</b>	<b>ALOS in Days</b>
Medicare	32.3
Managed Care: Commercial, Managed Medicare and Managed Medicaid	20
Private	49
Medicaid	284

Source: CON application #10279, page 26

The applicant notes that Consulate’s Interdisciplinary Team meets with the patient and family within 72 hours of admission to discuss and develop a plan to meet their health care and discharge goals. Orange SNF indicates that the purpose of its Resident Centered Program is to educate the resident, family member or loved one on their specific clinical care plan and that goals are set with follow up meetings as needed.

Orange SNF states that Journey Home, Consulate’s discharge planning program, begins on admission. The applicant asserts that Consulate realizes every patient is unique, requiring an individualized care plan.

Schedule 6 illustrates that FTEs for year one (ending 2017) total 82.50 and total 93.50 for year two (ending 2018). The proposed project’s year one and year two FTEs are shown in the table below. The applicant notes that therapy, dietary, housekeeping and laundry are outsourced to a third-party and not included in the facility FTE count.

**CON Action Numbers: 10314 through 10323**

<b>Orange SNF, LLC (CON application #10320) Projected Year One and Year Two Staffing</b>		
	<b>Year One FTEs</b>	<b>Year Two FTEs</b>
<b>Administration</b>		
Administrator	1.0	1.0
Director of Nursing	1.0	1.0
Admissions Director	1.0	1.0
Bookkeeper	1.0	1.0
Secretary	1.0	1.0
Medical Records Clerk	1.5	1.5
Other: Central Supply	1.0	1.0
<b>Physicians</b>		
Medical Director	1.0	1.0
Other: Nurse Practitioner	1.0	1.0
<b>Nursing</b>		
RNs	3.0	6.0
LPNs	9.0	9.0
Nurses' Aides	33.00	41.0
Other Nursing Administration	13.00	13.0
<b>Social Services</b>		
Social Service Director	2.0	2.0
Activity Director	2.0	2.0
Activities Assistant	4.0	4.0
Other	3.0	3.0
<b>Plant Maintenance</b>		
Maintenance Supervisor	1.0	1.0
Maintenance Assistance	3.0	3.0
Security	1.0	1.0
<b>Total</b>	<b>82.50</b>	<b>93.50</b>

Source: CON application #10320, Schedule 6A.

**Orlando Lutheran Towers (CON #10321):** Orlando Lutheran Towers states the project will be part of a larger, well-established Senior Health Network with an outstanding track record and reputation. The applicant offers the following services:

- Assisted living
- Adult day care: medical and non-medical
- Fulltime pastor with extensive spiritual, non-denominational programs
- Grief support groups
- Independent living
- Secured memory care units in both ALF and SNF
- Onsite physicians and physician offices including medical, cardiology, infectious disease, podiatry and family medical
- Transportation department
- Country store, café, banking facilities
- Hair/nail salon and spa
- Onsite massage therapist
- Three state of the art therapy gyms

**CON Action Numbers: 10314 through 10323**

- State of the art infection control equipment and program, including robotic disinfecting system
- Onsite pharmacy
- Daily opportunities for shopping, restaurants, offsite trips
- Extensive Medicare and private duty home health companies
- Ability to provide full continuum of post-acute care
- Implementing program to decrease hospital readmissions
- GrandCare telehealth program
- Rehab staff have specialized certifications in lymphedema and neurology
- Onsite mental health counseling
- Executive chef

Orlando Lutheran Towers notes that the Rapid Rehab unit was opened in October 2009 and is a specialized unit focusing on the rehabilitation of persons who have been injured, are suffering an illness or have undergone surgery. The applicant maintains that its registered therapists use advanced equipment in the treatment, training and rehabilitation process and the unit supports residents in resuming their former independent lifestyles as quickly and fully as is reasonably possible.

The applicant's Schedule 7 did not provide admissions for the proposed project but contends that its facility will have 5,200 incremental patient days with the full award for year one and 8,800 incremental patient days in year two. For the partial award, the applicant shows 5,200 incremental days in year one and 6,400 incremental days in year two. The reviewer notes that the applicant did not submit the number of admissions for the proposed facility in Schedule 7.

Schedule 6A illustrates that FTEs for year one (ending September 30, 2017) total 33.1 and total 38.7 for year two (ending September 30, 2018) for the full award. The proposed project's year one and year two FTEs are shown in the table below.

**CON Action Numbers: 10314 through 10323**

<b>Orlando Lutheran Towers (CON application #10321) Projected Year One and Year Two Staffing 175-Bed Facility</b>		
	<b>Year One FTEs</b>	<b>Year Two FTEs</b>
<b>Administration</b>		
Administrator	1.0	1.0
Unit Manager	1.0	1.0
MDS	0.5	0.5
Business Office	0.5	0.5
Medical Records Clerk	0.5	0.5
Other: Medical Supply	0.5	0.5
<b>Nursing</b>		
RNs	4.2	4.2
LPNs	4.2	5.6
Nurses' Aides	12.6	16.8
<b>Ancillary</b>		
Physical Therapist	2.0	2.0
Speech Therapist	1.0	1.0
Occupational Therapist	2.0	2.0
<b>Dietary</b>		
Dietary Aides	0.1	0.1
<b>Social Services</b>		
Social Service Director	0.5	0.5
Activities Assistant	1.0	1.0
<b>Housekeeping</b>		
Housekeepers	0.5	0.5
<b>Laundry</b>		
Laundry Aides	0.5	0.5
<b>Plant Maintenance</b>		
Maintenance Assistance	0.5	0.5
<b>Total</b>	<b>33.1</b>	<b>38.7</b>

Source: CON application #10321, Schedule 6A

Schedule 6A illustrates that FTEs for year one (ending September 30, 2017) total 33.1 and total 33.1 for year two (ending September 30, 2018) for the partial award. The proposed project's year one and year two FTEs are shown in the table below.

**CON Action Numbers: 10314 through 10323**

<b>Orlando Lutheran Towers (CON application #10321) Projected Year One and Year Two Staffing 155-Bed Facility</b>		
	<b>Year One FTEs</b>	<b>Year Two FTEs</b>
<b>Administration</b>		
Administrator	1.0	1.0
Unit Manager	1.0	1.0
MDS	0.5	0.5
Business Office	0.5	0.5
Medical Records Clerk	0.5	0.5
Other: Medical Supply	0.5	0.5
<b>Nursing</b>		
RNs	4.2	4.2
LPNs	4.2	4.2
Nurses' Aides	12.6	12.6
<b>Ancillary</b>		
Physical Therapist	2.0	2.0
Speech Therapist	1.0	1.0
Occupational Therapist	2.0	2.0
<b>Dietary</b>		
Dietary Aides	0.1	0.1
<b>Social Services</b>		
Social Service Director	0.5	0.5
Activities Assistant	1.0	1.0
<b>Housekeeping</b>		
Housekeepers	0.5	0.5
<b>Laundry</b>		
Laundry Aides	0.5	0.5
<b>Plant Maintenance</b>		
Maintenance Assistance	0.5	0.5
<b>Total</b>	<b>33.1</b>	<b>33.1</b>

Source: CON application #10321, Schedule 6A.

**Presbyterian Retirement Communities, Inc. d/b/a**

**Westminster Towers (CON #10322)** states that the conversion of sheltered beds to community beds does not respond to preferences as stated in the Agency rules. The applicant contends that its proposed project is to allow greater access to the community skilled nursing facility so that more individuals can receive quality services.

The applicant states that it will be putting into place a “Rapid Rehab Program” that will provide care to individuals with a variety of medical issues. Presbyterian Retirement Communities, Inc. indicates that the goal of the Rapid Rehab Program is to have residents back to their homes or assisted living in the shortest period of time—reducing medical costs to all parties.

Schedule 7 indicates an ALOS of 172.75 for year one and 171.20 for year two for the total 120-bed facility. The reviewer notes that the applicant did not provide a Schedule 7 representing solely the

**CON Action Numbers: 10314 through 10323**

59-bed conversion. The reviewer notes that the applicant did not provide Schedule 7's representing patient days and admissions without approval of the proposed project so incremental patient day and admissions could not be calculated.

Schedule 6A shows that no new FTEs will be added for year one (ending March 31, 2016) and that a total of two FTEs will be added for year two (ending March 31, 2017). The proposed project's year two FTEs are shown in the table below. The reviewer notes that the applicant notes that year two will end on March 31, 2015 but does not denote when year one will end.

<b>Westminster Towers (CON application #10322) Projected Year Two (Ending 3/31/2015) Staffing</b>	
	<b>Year Two FTEs</b>
<b>Nursing</b>	
LPNs	2.0
<b>Total</b>	<b>2.0</b>

Source: CON application #10322, Schedule 6A

**Tri-County Nursing and Rehabilitation Center, Inc.**

**(CON #10323)** states the proposed 120-bed, 85700 square foot state-of-the-art facility will incorporate many innovative design features that provide residents privacy, dignity, the ability to provide a person-centered mode of care and offer substantial advantages to residents and their families compared with other nursing homes including:

- All private and spacious rooms
- Neighborhood and household design
- Dedicated bariatric rooms
- Hydrotherapy and state-of-the-art rehabilitation and therapy
- Exterior courtyards
- Regional architectural exterior design

The applicant states that other services and amenities that will provide support, comfort and security include the following:

- Comprehensive rehabilitation available seven days a week and my include physical therapy, occupation therapy, and speech therapy
- Outpatient therapy services
- Post-operative care
- Orthopedic recovery program
- Pan management
- Wound management
- Intravenous therapy
- Individualized nutrition program



**CON Action Numbers: 10314 through 10323**

- Fiberoptic Endoscopic Evaluation of Swallow or FEES (in-house)
- VitalStim
- Psychiatry and psychological services
- Social services and discharge planning
- Chaplaincy and spiritual services
- Recreational activities

Tri-County asserts that it will provide a wide variety of specialty programs including a Sub-Acute Transitional Program, Comprehensive Orthopedic Rehabilitation Program, Alzheimer's/Behavioral Management Program and other services for the medically-complex patients such as wound care, infusion therapy, restorative program, pain management and heart failure program.

Tri-County indicates that other services, amenities and activities will include:

- Free wireless internet access in all rooms
- Internet Café available to all residents
- Flat screen televisions
- Individual phone with direct dial numbers
- Beauty and barber shop services
- Fine dining program
- Walking program
- Pet therapy
- Music therapy
- Touch therapy
- Sensory stimulus therapy
- Reality orientation
- Community outings
- Arts and crafts
- Gardening
- Sewing
- Bingo
- Coffee hour
- Films/movies

The applicant maintains that approval of the proposed facility will serve the unmet needs of Orange County by expanding provision of the core ACC services in a state-of-the-art facility while enabling ACC to continue to offer and expand services for the most difficult to place, medically-complex residents in its existing facilities.

**CON Action Numbers: 10314 through 10323**

Tri-County ensures that each individual seeking assistance is treated at the most appropriate level of care and has options along the continuum of care to meet his or her unique needs. The applicant indicates that this goal is accomplished through pre-admission screening, appropriateness reviews, care plans and discharge planning. The applicant provides additional information and resources in Appendix 14 and 15 of CON application #10323.

The applicant states that ACC partners with several educational programs and supports the funding of educational programs as to encourage staff to remain at the facility while upgrading skills, training and certifications-all with the anticipated goal of providing enhanced patient care to the facility's residents.

Tri-County indicates that the ALOS for the proposed facility is bi-modal and dependent upon whether a patient is treated in the long-term care of the sub-acute care portion of the facility. The applicant states that the ALOS is expected to be in the one year or greater range for patients in the long-term care portion. The applicant notes that the expected ALOS for traditional Medicare patients is 28 days and for Medicare HMO patients it is 14 days.

Schedule 6 illustrates that FTEs for year one (ending April 30, 2018) total 66.4 and total 137.6 for year two (ending April 30, 2019). The proposed project's year one and year two FTEs are shown in the table below.

**CON Action Numbers: 10314 through 10323**

<b>Tri-County Nursing and Rehabilitation (CON application #10323) Projected Year One and Year Two Staffing</b>		
	<b>Year One FTEs</b>	<b>Year Two FTEs</b>
<b>Administration</b>		
Administrator	1.0	1.0
Director of Nursing	1.0	1.0
Admissions Director	1.0	1.0
Bookkeeper	0.7	1.0
Secretary	1.0	1.0
Medical Records Clerk	1.0	1.0
Other: Central Supply	0.7	1.0
<b>Nursing</b>		
RNs	7.4	12.0
LPNs	6.3	20.4
Nurses' Aides	22.0	56.2
Other: MDS/Staff Scheduling	1.9	3.0
<b>Ancillary</b>		
Physical Therapist	3.0	6.0
Speech Therapist	1.0	2.0
Occupational Therapist	2.0	4.0
Other	0.5	1.0
<b>Dietary</b>		
Dietary Supervisor	1.0	1.0
Cooks	2.8	2.8
Dietary Aides	2.1	5.6
<b>Social Services</b>		
Social Service Director	1.0	1.0
Activity Director	1.0	1.0
Other	1.2	3.0
<b>Housekeeping</b>		
Housekeepers	3.8	5.6
<b>Laundry</b>		
Laundry Aides	1.8	4.0
<b>Plant Maintenance</b>		
Maintenance Supervisor	1.0	1.0
Maintenance Assistance	0.2	1.0
<b>Total</b>	<b>66.4</b>	<b>137.6</b>

Source: CON application #10323, Schedule 6A

**c. Quality of Care. In assessing the applicant's ability to provide quality of care pursuant to s. 408.035 (1) (c), Florida Statutes, the Agency shall evaluate the following facts and circumstances:**

- 1. Whether the applicant has had a Chapter 400, Florida Statutes, nursing facility license denied, revoked or suspended within the 36 months prior to the current application.**

**HSP Citrus, LLC (CON #10314) and Orange County CON, LLC (CON #10317) did not respond to this rule criterion.**

**CON Action Numbers: 10314 through 10323**

The reviewer notes that the applicants are newly created entities and therefore this criterion does not apply.

**LP Orlando, LLC (CON #10315), MF Orange, LLC (CON #10316), Orange County Development LLC (CON #10318), Orange Park NH, LLC (CON #10319), Orange SNF, LLC (CON #10320) and Tri-County Nursing and Rehabilitation Center, Inc. (CON #10323)** state that they are newly created entities and therefore have not had a nursing facility license denied, revoked or suspended within the 36 months prior to the current application.

**Orlando Lutheran Towers (CON #10321) and Presbyterian Retirement Communities, Inc. d/b/a Westminster Towers (CON #10322)** are existing facilities that attest to not having their nursing home license denied, revoked or suspended.

- 2. Whether the applicant has had a nursing facility placed into receivership at any time during the period of ownership, management or leasing of a nursing facility in the 36 months prior to the current application?**

**HSP Citrus, LLC (CON #10314) and Orange County CON, LLC (CON #10317)** did not respond to this rule criterion. The reviewer notes that the applicants are newly created entities and therefore this criterion does not apply.

**LP Orlando, LLC (CON #10315), MF Orange, LLC (CON #10316), Orange County Development LLC (CON #10318), Orange Park NH, LLC (CON #10319), Orange SNF, LLC (CON #10320) and Tri-County Nursing and Rehabilitation Center, Inc. (CON #10323)** state that they are newly created entities and therefore have not had a nursing facility placed into receivership.

**Orlando Lutheran Towers (CON #10321) and Presbyterian Retirement Communities, Inc. d/b/a Westminster Towers (CON #10322)** are existing facilities and attest to not having their facility placed into receivership at any time.

3. **The extent to which the conditions identified within subparagraphs 1 and 2 threatened or resulted in direct significant harm to the health, safety or welfare of the nursing facility residents.**

**HSP Citrus, LLC (CON #10314), Orange County CON, LLC (CON #10317) and Presbyterian Retirement Communities, Inc. d/b/a Westminster Towers (CON #10322)** did not respond to this rule criterion. The reviewer notes that this provision is not applicable as nothing was identified above.

**LP Orlando, LLC (CON #10315), MF Orange, LLC (CON #10316), Orange County Development LLC (CON #10318), Orange Park NH, LLC (CON #10319), Orange SNF, LLC (CON #10320), Orlando Lutheran Towers (CON #10321) and Tri-County Nursing and Rehabilitation Center, Inc. (CON #10323)** indicate that this provision is not applicable.

4. **The extent to which the conditions identified within subparagraph 3 were corrected within the time frames allowed by the appropriate state agency in each respective state and in a manner satisfactory to the Agency.**

**HSP Citrus, LLC (CON #10314), Orange County CON, LLC (CON #10317) and Presbyterian Retirement Communities, Inc. d/b/a Westminster Towers (CON #10322)** did not respond to this rule criterion. The reviewer notes that this provision is not applicable as nothing was identified above.

**LP Orlando, LLC (CON #10315), MF Orange, LLC (CON #10316), Orange County Development LLC (CON #10318), Orange Park NH, LLC (CON #10319), Orange SNF, LLC (CON #10320), Orlando Lutheran Towers (CON #10321) and Tri-County Nursing and Rehabilitation Center, Inc. (CON #10323)** indicate that this provision is not applicable.

5. **Rule 59C-1.036 (4) (f) Harmful Conditions.** The Agency shall question the ability of the applicant to provide quality of care within any nursing facility when the conditions identified in the subparagraph (e) 1 and (e) 2 result in the direct, significant harm to the health, safety or welfare of a nursing facility resident, and were not corrected within the time frames allowed by the appropriate state agency in each respective state and in a manner satisfactory with the Agency.

HSP Citrus, LLC (CON #10314), Orange County CON, LLC (CON #10317) and Presbyterian Retirement Communities, Inc. d/b/a Westminster Towers (CON #10322) did not respond to this rule criterion. The reviewer notes that this provision is not applicable as nothing was identified above.

LP Orlando, LLC (CON #10315), MF Orange, LLC (CON #10316), Orange County Development LLC (CON #10318), Orange Park NH, LLC (CON #10319), Orange SNF, LLC (CON #10320), Orlando Lutheran Towers (CON #10321) and Tri-County Nursing and Rehabilitation Center, Inc. (CON #10323) indicate that this provision is not applicable.

- d. **Rule 59C-1.036 (5) Utilization Reports.** Within 45 days after the end of each calendar quarter, facilities with nursing facility beds licensed under Chapter 400, Florida Statutes shall report to the Agency, or its designee, the total number of patient days, which occurred in each month of the quarter, and the number of such days that were Medicaid patient days.

HSP Citrus, LLC (CON #10314) and Orange County CON, LLC (CON #10317) did not respond to this rule criterion.

LP Orlando, LLC (CON #10315), MF Orange, LLC (CON #10316), Orange County Development LLC (CON #10318), Orange Park NH, LLC (CON #10319), Orange SNF, LLC (CON #10320), Orlando Lutheran Towers (CON #10321) and Tri-County Nursing and Rehabilitation Center, Inc. (CON #10323) each state that it will provide the required data to the applicable local health council and to the Agency.

**Presbyterian Retirement Communities, Inc. d/b/a Westminster Towers (CON #10322)** did not respond to this criterion. The reviewer notes that the applicant currently provides the required date to the applicable local health council.

**3. Statutory Review Criteria**

**a. Is need for the project evidenced by the availability, quality of care, accessibility and extent of utilization of existing health care facilities and health services in the applicants' service area? ss. 408.035 (1)(b) and (e), Florida Statutes.**

There are 71 licensed community nursing homes with a total of 8,955 community nursing home beds in District 7. Subdistrict 7-2 is composed of Orange County and has 33 licensed community nursing homes with a total of 4,074 community nursing home beds. The Subdistrict averaged 88.74 percent total occupancy for the 12-month period ending June 30, 2014.

**HSP Citrus, LLC (CON #10314)** indicates that a specific location for the proposed facility has not been determined, but that it will be located within Orange County such to provide service area residents with available and accessible health care options. HSP Citrus, LLC states the service area residents and their families, as well as area hospitals, do not have availability and access to the types of specialized, sub-acute care rehabilitation and recovery services proposed by applicant.

The applicant states that the population aged 65-74 in Subdistrict 7-2 will increase by 16.0 percent between 2014-2017, which is notably higher than the growth rate of District 7 (14.7 percent) and the State of Florida (12.2 percent). The applicant provided a population chart on page 30 of CON application #10314.

The applicant states that the proposed facility will be constructed with 56 private rooms and 32 semi-private rooms. The applicant indicates that with the approval of the proposed project, the residents in the service area will have access to the following specialized programs and services:

- Rapid recovery
- Discharge support
- Stroke recovery
- Pulmonary acute cardiac episode recovery (PACER)
- Respiratory therapy
- Infusion therapy

**CON Action Numbers: 10314 through 10323**

HSP Citrus, LLC asserts that it will be managed by SHCM which manages 26 nursing home facilities in Florida including Gold Seal facility Tuskawilla Nursing and Rehab Center in Winter Springs. SHCM has two additional facilities (Macclenny Nursing and Rehab Center and Royal Oaks Nursing and Rehab Center) which have been recommended by the Gold Seal Panel for an initial Gold Seal Award.

The applicant states the proposed project will be comprised of four separate “neighborhoods” for residents. Each neighborhood will house approximately 30 residents. By dividing the building into neighborhoods, the facility becomes more residential in scale thereby minimizing the institutional feel and providing a more home-like atmosphere for residents.

HSP Citrus contends that there is a gap in sub-acute care services. The reviewer notes that the applicant did not provide any statistical analysis to confirm this statement. The applicant states that because SHCM is an existing provider of sub-acute care services throughout Florida, the proposed project will develop a successful and ongoing operation which will be efficiently maintained through the implementation of prove programs, services and process currently utilized by SHCM. The applicant believes that efficiency is gained because HSP Citrus and SHCM are both members of the Sovereign Group, thus sharing the same management team and its proven programs and services.

Upon approval of proposed project, applicant anticipates to fill up to approximately 73 percent capacity in month 12 which is (41 percent average occupancy) during the first 12 months of the forecast period and to 88 percent licensed bed capacity (83 percent average occupancy) during the second 12 months of the forecast period. The reviewer created the following chart from the applicant’s Schedule 7 regarding the proposed facility.

**HSP Citrus, LLC Forecasted Utilization**

	<b>Year One</b>	<b>Year Two</b>
Total Admissions	311	630
Total Patient Days	17,908	36,241
Occupancy	40.89%	82.74%

Source: CON application #10314 Schedule 7

The applicant expects bed utilization to comprise of private pay and other payors, 67 percent Medicaid Managed Care, 24 percent Medicare Part A residents, and six percent Medicare Part C (Medicare Advantage) residents. The reviewer created the following chart from the applicant’s Schedule 7 regarding the proposed facility.



**CON Action Numbers: 10314 through 10323**

**HSP Citrus, Payer Mix**

	<b>Year One</b>	<b>Year Two</b>
Medicare	24%	24%
Medicaid Managed Care	67%	67%
Private and Other Payers	3%	3%
Medicare HMO	6%	6%
Total	100%	100%

Source: CON application #10314, Schedule 7

**LP Orlando, LLC (CON #10315)** states that Orange County’s elderly population is expected to grow 23 percent between 2014 and 2019, a rate faster than District 7 (21 percent) and the State of Florida (18 percent). The applicant presents Subdistrict 7-2 nursing home occupancy data for July 1, 2013 to June 30, 2014, noting that subdistrict average occupancy is 88.74, District 7’s average occupancy is 89.52 percent and the state’s average occupancy is 87.35 percent. Signature states it will locate the facility in Orange County to better serve the growing demand in the community.

The applicant states that it made contacts with community leaders and health services providers in Subdistrict 7-2 to understand the current conditions and needs. Based on the information gathered by the applicant, the 180-bed facility will be allocated to 16 beds in a dedicated unit for palliative care patients and 164 beds for short or long-term based on needs of the community at any given time.

Signature notes that it currently operates one SNF within District 7, Subdistrict 7-2 (Winter Park Care and Rehab) and another facility in neighboring Subdistrict 7-1 (Anchor Care and Rehab)

Signature believes that palliative care is a key service that needed to be improved in the subdistrict. The applicant states the palliative care unit within the proposed 180-bed facility will have all private rooms.

Signature states that it has added services beyond its nursing homes with specialized operating unit to provide care coordination services in the community to improve continuity of care. The applicant contends that this makes it a highly valued provider with unique capabilities that are welcomed additions to an acute care system’s network. Signature maintains that implementation of these programs will have a positive impact on patient experience and clinical outcomes for patients in the subdistrict. The applicant states that the following specialized operating units and capabilities will be available at the proposed facility:

- Nurse practitioner service
- Palliative care program
- The Signature HealthCARE wound program
- Home health skilled services

**CON Action Numbers: 10314 through 10323**

The applicant included a DVD of videos about Signature facilities, culture, values and amenities. Signature asserts that the phrase “quality of life” is all-encompassing and integrates not only clinical care, but spiritual, mental and emotional. The applicant maintains that it takes the time and effort to “shirk” the restraints of traditional nursing home activities programming in favor of something much more diverse, vibrant and tailored to the specific desires of its residents. Signature states that this is the fourth consecutive year where patients have been taken on an annual vacation. The applicant indicates that its robust quality of life programming exists to keep patients active while delivering dynamic activities tailored to their individual wants and needs.

Signature presents the following utilization data for the proposed facility.

**Projected Admissions, Patient Days, ALOS and ADC**

	<b>Year One</b>	<b>Year Two</b>
Admissions	216	847
Patient Days	9,837	42,222
Medicare ALOS	30.43	30.34
Medicaid ALOS*	128.20	322.32
ADC	26.9	115.7

\*The applicant notes that after census build-up, the Medicaid ALOS is projected to average 482.57days  
Source: CON application #10315, page 43

**MF Orange, LLC (CON #10316)** states total occupancy for District 7 was 89.5 percent. The Rehabilitation Center of Winter Park has an overall occupancy rate of 79.5 percent with an ADC of 143. The applicant states that de-licensing of 30 beds from The Rehabilitation Center of Winter Park, given its current occupancy rate, will allow beds to be moved to an area of the subdistrict with greater need resulting in improved availability and access to care.

The applicant notes that the proposed facility will have significantly more private rooms, 70 more, than any other facility in the subdistrict. MF Orange provides a chart on page 3-4 of CON application #10316 showing the bed distribution by type of room in the existing Orange County SNFs.

In regards to accessibility the reviewer notes that MF Orange, LLC has yet to select a location for the proposed facility. Using the criteria listed below, the applicant provides eight possible service area Zip Codes in which the facility could be located.

- Located in an area that has good vehicular access for the residents, facility staff, and other third parties that regularly visit the facility, also to the evacuation routes in the event and evacuation is ordered
- Sites is sufficient size and appropriate dimensions to allow for the development of the proposed project in accordance with local development codes

**CON Action Numbers: 10314 through 10323**

- Site does not have any issues adverse to the development of the facility, including issues such as environmental issues, wetlands, endangered species, etc.
- Site has access to public utilities, public sewer system and public water system
- Located in Orange County within the eight ZIP code selection area
- Site is above the storm surge of a Category 3 hurricane.

MF Orange states that the chosen ZIP codes are located central to population corridors as well as acute care hospitals. The applicant notes that there are six SNFs located in these ZIP codes and that approximately 23.3 percent of Orange County's senior population resides within these ZIP codes. The applicant provides population demographics for the purposed eight ZIP codes on page 3-11 of CON application # 10316.

MF Orange, LLC notes that the subdistrict has significant numbers of discharges in service lines and disease categories such as hip and knee repair and replacement, septicemia, heart failure, and stroke which will increase demand for skilled nursing care.

MF Orange, LLC notes that occupancy rates in Subdistrict 7-2 range from a low of 67.8 percent to a high of 100 percent. The applicant provides a chart on page 3-17 displaying the thirty skilled nursing facilities in Subdistrict 7-2, in which 23 facilities have an occupancy rate of 90 percent or higher.

The applicant states that the six nursing facilities located within the eight ZIP code selection area have a total of 1,020 community nursing home beds with a median occupancy rate of 94.5% during the 12-month period ending June 30, 2014. MF Orange, LLC indicates without the addition of skilled nursing beds occupancy rates would rise to over-capacity.

MF Orange indicates that the proposed facility is expected to have an overall occupancy rate of 50 percent in the first year during the fill-up period and should reach 90 percent by the first quarter of the second year. See the table below.

**CON Action Numbers: 10314 through 10323**

<b>MF Orange, LLC</b>		
<b>Year One (ending June 30, 2018) and Year Two (ending June 30, 2019)</b>		
<b>Factor</b>	<b>Year One</b>	<b>Year Two</b>
Resident Days	15,733	29,565
Community Beds	90	90
Beds Days	32,850	32,850
Medicaid Days	4,405	8,278
Occupancy	47.8%	90.0%
Medicaid Occupancy	28.0%	28.0%

Source: CON application #10316, page 3-21

**Orange County CON, LLC (CON #10317)** states over the last three years ending in June 30, 2014 (most recent data available), the five PSA (proposed service area) nursing homes operated 658 beds at between 90 and 92 percent occupancy. The remaining 28 Orange County nursing homes operated 3,416 beds at between 88 and 89 percent occupancy during the period. A chart is provided on page 38 of CON application #10317 showing Orange County nursing home occupancy years ended June 30, 2012-2014.

The applicant states elderly population in its proposed PSA is projected to grow at greater rates than other Orange County subdistricts. Orange County CON contends that locating a nursing home in the proposed PSA would improve geographic access to nursing home care. See the tables below.

<b>Primary Service Area and Orange County Population Estimates</b>							
<b>2014-2019</b>							
<b>Area</b>	<b>City</b>	<b>Total</b>		<b>65-74</b>		<b>75+</b>	
		<b>2014</b>	<b>2019</b>	<b>2014</b>	<b>2019</b>	<b>2014</b>	<b>2019</b>
Primary Service Area							
32807	Azalea Park	31,989	33,454	2,095	2,605	1,817	1,919
32812	Conway	31,981	33,439	2,371	3,064	1,775	2,003
32822	Orlando	57,257	61,101	4,281	5,218	2,828	3,332
32825	Orlando/Alafaya	57,694	62,944	3,444	4,624	2,189	2,671
32828	Orlando/Alafaya	65,943	74,470	2,922	4,237	1,402	1,989
32829	Orlando	20,939	23,766	1,359	1,1870	608	938
Total PSA		265,803	289,174	16,472	21,618	10,691	12,852
Other Orange County		944,988	1,049,494	57,143	72,324	42,041	47,022
Orange County		1,210,791	1,338,668	73,615	93,942	52,732	59,874
PSA as % Orange County		22.0%	21/6%	22.4%	23.0%	20.3%	21.5%

**CON Action Numbers: 10314 through 10323**

Primary Service Area and Orange County Population Growth From 2014-2019							
Area	City	Total 2014-2019		65-74, 2014-2019		75+, 2014-2019	
		Change	% Change	Change	% Change	Change	% Change
Primary Service Area							
32807	Azalea Park	1,465	4.6%	510	243.0%	102	5.6%
32812	Conway	1,458	4.6%	693	29.2%	228	12.8%
32822	Orlando	3,884	6.7%	937	21.9%	504	17.8%
32825	Orlando/Alafaya	5,250	9.1%	1,180	34.3%	482	22.0%
32828	Orlando/Alafaya	8,527	12.9%	1,315	45.0%	587	41.9%
32829	Orlando	2,827	13.5%	511	37.6%	258	37.9%
Total PSA		23,371	8.8%	5,146	31.2%	2,161	20.2%
Other Orange County		104,506	11.1%	15,181	26.6%	4,981	11.8%
Orange County		127,877	10.6%	20,327	27.6%	7,142	13.5%

Source: CON application page 16--applicant notes some ZIP Codes lie in two or more counties so that the sum of AIP Codes in the PSA and other Orange County do not tie to the total County population

The applicant is a newly created entity and does not have a history of providing care. The reviewer notes that included letters of support indicate that the applicant operates or owns the Courtyards of Orlando facility, although the applicant does not mention it in the body of the application.

Orlando County CON states it will employ protocols and practices which will ensure the provision of quality care. The applicant will contract with Premier Clinical Solutions (“Premier”) to provide clinical consulting services.

The applicant states that projected utilization for the proposed 120-bed facility is 27,500 patient days in the first year of operation and 40,604 in the second year of operation, 62.79 percent and 92.73 percent occupancy respectively.

The reviewer created the following chart from the applicant’s Schedule 7 regarding the proposed facility.

**Orange County CON, LLC, Payer Mix**

	Year One Ending 6/30/2018	Year Two Ending 6/30/2019
Medicare	23.52%	25.39%
Medicaid	69.53%	63.82%
Self-Pay	6.95%	10.79%
Total	100%	100%

Source: CON #10317, Schedule 7

**Orange County Development LLC (CON #10318)** indicates that Orange County is expected to grow by 9.57 percent from 2014 to 2019. The applicant notes that it is important to note all age ranges as PowerBack Rehabilitation draws a broader age range than traditional nursing homes. OCD compares the utilization of three of its existing PowerBack

**CON Action Numbers: 10314 through 10323**

Rehabilitation locations in the Northeast with utilization in Orange County of post-acute SNF patients. The reviewer notes that the applicant did not include a time frame for this data. See the table below.

**Skilled Nursing Patient Age Breakdown Comparison**

Age	Power Back	Orange County
90+	9.9%	12.1%
80-89	30.3%	31.3%
70-79	26.1%	25.4%
60-69	19.2%	18.4%
50-59	10.4%	8.6%
40-49	2.9%	2.8%
30-39	0.9%	0.8%
20-29	0.3%	0.6%
Unknown	0.1%	--
Total	100.0%	100.0%

Source: CON application #10318, page 54-55

OCD also notes that Orange County has rapidly growing minority populations. See the table below.

<b>Orange County Population Growth by Race 2014 to 2019</b>			
	<b>2014</b>	<b>2019</b>	<b>Percent Change</b>
White	776,692	829,713	6.83%
African American	253,791	270,961	6.77%
Asian	61,909	68,481	10.62%
Pacific Islander	1,137	940	-17.33%
American Indian	5,162	5,996	16.16%
2 or More Races	46,180	55,554	20.30%
Other Race	88,141	102,678	16.49%
Total	1,233,012	1,334,323	8.22%

Source: CON application #10318, page 46

The applicant indicates that it will have the resources to address the needs of an increasingly diverse population—Genesis offers translation services to all patients, including sign language.

The applicant states the more intensive application of clinical resources results in patients recovering functionality in a shorter period of time and a therapeutic milieu that is highly desired by patients and family. As the largest provider of skilled nursing care in the United States, Genesis states enhanced services will be available and accessible to the service area.

OCD's contends the its PowerBack Rehabilitation facility in Orange County will enhance the quality of nursing home care by introducing and innovative, more intensive model of post-acute rehabilitative services. The applicant states a major strength of the PowerBack rehabilitation model is its ability to deliver high quality outcomes for patients and allow them to transition to home with improved functionality.

**CON Action Numbers: 10314 through 10323**

The applicant states Orange County has experienced strong utilization of its nursing homes over the past three years with the demand for services projected to increase. The proposed PowerBack Rehabilitation location projects to capture 971 in year one and 1,878 in year two post-acute incremental patients from Orange County. The OCD maintains that facilities in Orange County are well utilized, but there is a specific need for more short-stay post-acute beds in the area.

**Orange County Nursing Home Utilization Trend**

<b>FY Ending 6/30</b>	<b>Total Licensed Beds</b>	<b>Bed Days</b>	<b>Patient Days</b>	<b>Medicaid Days</b>	<b>Occupancy</b>	<b>% Medicaid Days of Total Patient Days</b>
2011	4,272	1,487,010	1,328,464	89.3%	822,024	55.28%
2012	4,272	1,487,010	1,327,826	89.05%	829,401	55.62%
2013	4,272	1,487,010	1,322,130	88.91%	816,140	54.88%
2014	4,272	1,487,010	1,319,614	88.745%	837,307	56.31%

Source: CON application #10318 Schedule B

OCD indicates that the total occupancy rates of existing facilities in Orange County between July 2011 and July 2014 have remained relatively stable at approximately 90 percent. The applicant maintains that this stable occupancy is in the face of a growing and aging population in Orange County and likely reflects efforts underway in Florida to transition patients from long-term care in nursing homes to other less restrictive setting.

The applicant states that the basis for the projected utilization of the PowerBack Rehabilitation location is the post-acute discharges from hospitals serving Orange County residents discharged to SNFs. OCD includes its step-by-step methods in projecting utilization on pages 59 to 62 of CON application #10318, producing the following table:

**OCD Projected Patients  
First Two Years**

	<b>Projected Patients</b>	
	<b>2018</b>	<b>2019</b>
18 to 44	36	53
45 to 64	296	430
65 to 74	208	469
75 to 84	235	508
85+	197	418
Total Incremental Patients	971	1,878
In-migration	51	99
Total Patients	1,022	1,976
Patient Days	21,455	41,610
ADC	58.75	114.00
Occupancy of 120 Beds	49.0%	95.0%

Source: CON application #10318, page 62

**CON Action Numbers: 10314 through 10323**

**Orange Park NH, LLC (CON #10319)** states that Subdistrict 7-2, Orange County presently has 4,074 licensed community beds or 31.7 licensed SNF beds per 1,000 elderly persons aged 65+, which given the population growth, will decrease to 28.1 SNF beds per 1,000 elderly persons by July 2017 without the addition of beds. Orange Park states that with the addition of 120 community beds to Subdistrict 7-2 both access and availability will be improved. The applicant contends that as this elderly population continues to grow, the existing number of nursing facilities in the county, which are highly utilized, will be unable to keep up with population growth. See the table below.

<b>Availability of Skilled Nursing Beds in Subdistrict 7-2, District 7 and Florida 2014-2017</b>									
<b>Region</b>	<b>2014</b>			<b>2017 with Adding Beds</b>			<b>2017 without Adding Beds</b>		
	<b>Pop 65+</b>	<b>SNF Beds</b>	<b>Beds per 1,000</b>	<b>Pop 65+</b>	<b>SNF Beds</b>	<b>Beds per 1,000</b>	<b>Pop 65+</b>	<b>SNF beds</b>	<b>Beds per 1,000</b>
<b>Subdistrict 7-2</b>	128,634	4,074	31.7	144,895	4,292	29.6	144,895	4,074	28.1
<b>District 7</b>	342,237	8,955	26.2	382,329	9,556	25.0	382,329	8,995	23.4
<b>Florida</b>	3,595,188	80,050	22.3	3,956,602	83,165	21.0	3,956,602	80,050	20.2

Source: CON Application #10319, page 2 Schedule B

The applicant states that the proposed facility will improve access by:

- Adding a new facility to an area with already high demand, as evidenced by high utilization rates at exiting nursing home facilities and a rapidly growing elderly population
- Increasing the availability of high quality long-term care and rehabilitation services so patients are able to return home and hospital readmissions are reduced

That applicant, Orange Park NH, LLC is associated with Greystone Healthcare Management which manages 28 total facilities in Florida. Greystone Healthcare Management states it is dedicated to improving the quality of care standards at their facilities, consistently investing in upgrades/renovations to facilities and engaging staff in quality improvement initiatives and education. The applicant maintains that by tailoring care to patients with similar needs, a higher level of service and higher staffing ratios can be implemented efficiently to establish a viable program with excellent results for those it serves.

Using Agency population data, Orange Park states for the most recent 12 months ending June 30, 2014 nursing facilities in Subdistrict 7-2 reported 1,319,614 patient days of care, for an average daily census of 3,615 and an average occupancy rate of 88.74 percent—a use rate is 10,259 patient days per 1,000 persons aged 65+. The applicant states



**CON Action Numbers: 10314 through 10323**

that using this use rate and applying it to the July 1, 2017 population age 65+ population results in occupancy rate of 94.8 percent even with the addition of the 218 beds. The applicant provides projected utilization statistics for the service area. See the table below.

**Projected Subdistrict 7-2, Orange County Patient Days July 2017**

<b>District 7-2 Statistics</b>	<b>Values</b>
District 7-2 Actual Patient Days 2014	1,319,614
Average Daily Census 2014	3,615
Actual Number of Community Nursing Beds 2014	4,074
Average Occupancy 2014	88.74%
July 1, 2014 Population 65+	128,634
District 7-2 Use Rate (patient days per 1,000) 2014	10,259
July 1, 2017 Project Population 65+	144,895
District 7-2 Use Rate (patient days per 1,000) 2014	10,259
Projected 2017 Patient Days	1,486,430
Projected 2017 Average Daily Census	4,072
Projected Number of Community Nursing Beds with additional 218 beds 2017	4,292
Projected 2017 Occupancy in 3,852 beds	94.88%

Source: CON application #10319 page 12 Schedule B

The reviewer notes that based on the applicant’s Schedule 7, projected utilization for the proposed 120-bed facility is 30,069 patient days in the first year of operation and 41,245 in the second year of operation, 68.65 percent and 94.17 percent occupancy respectively.

The applicant indicates that another component of access addresses whether or not there are any economic barriers with respect to obtaining care. Orange Park maintains that it will care for all patients, regardless of payor source and will be dually certified. The reviewer created the following chart from the applicant’s Schedule 7 regarding the forecasted utilization proposed facility.

**Orange Park NH, LLC, Payer Mix**

	<b>Year One Ending 12/31/2018</b>	<b>Year Two Ending 12/31/2019</b>
Medicare	38.37%	25.39%
Medicaid	34.52%	35.40%
Other Managed Care	13.81%	14.16%
Self-Pay	6.90%	7.08%
Other Payers	6.40%	6.19%
Total	100%	100%

Source: CON application #10319, Schedule 7

**Orange SNF, LLC (CON #10320)** indicates that the service area for the proposed project is Orange County. Orange SNF, LLC states that there are 33 community nursing homes with 4,074 licensed beds in the county. The applicant states that Orange County’s ratio of 31.7 beds per 1,000 population 65+ is higher than the statewide average of 22.3 beds per 1,000 65+. The proposed project would increase availability and access to those requiring skilled nursing services as well as ventilator-

**CON Action Numbers: 10314 through 10323**

dependent patients as 10-20 patient rooms will be designed and equipped with piped medical gasses in order to be capable of caring for medically complex patients. The reviewer notes that the applicant does not provide any statistical analysis on the need for ventilator services in the area nor does it provide for extra equipment, expenses or staff in Schedule 6, 7 or 8 regarding these services.

Orange SNF provides utilization data for community nursing home beds in the subdistrict, district and Florida in Exhibit 3 (page 35) of CON application #10320, indicating the following major observations:

- Licensed beds in the subdistrict have been the same for the past two years
- Patient days decreased slightly in the subdistrict by -0.2 percent per year from FY 2011-2014
- The subdistrict's occupancy rate has been steady at 89 percent over the past three years
- The subdistrict's occupancy rate is slightly higher than the state's rate
- Medicaid occupancy in the subdistrict has remained steady, at about 62 percent, over the past three years and is slight higher than the District 7's Medicaid occupancy and about the same as the state

The applicant states that the Consulate Florida 13 that have taken the lead in responding to these recent trends and already have some of the elements of the resources required to care for the higher medically complex patients. The applicant indicates that as such, their utilization experience is valuable in assessing the need for new skilled nursing beds in this area as well. Orange SNF reports that total occupancy rates at the Consulate Florida 13 SNFs range from 90 to 95 percent.

The applicant states that ALOS for Medicare patients at the Consulate Florida 13 is slightly lower than the overall average for all SNFs in the respective "home county." The applicant contends that although such patients generally have a higher acuity level upon admission to a SNF compared to all patients, the Florida Consulate 13 are able to discharge such patients 13 to 14 percent sooner than other nursing homes. See the table below.

**CON Action Numbers: 10314 through 10323**

**ALOS for Medicare Patients at the Consulate Florida 13 SNFs**

Primary Condition at Admission	Consulate Florida 13	Average for all SNFs in the "Home" County	All SNFs in Florida	Variance of the Consulate Florida 13 to	
				Average for all SNFs in "Home" County	All SNFs in Florida
Alzheimer's Disease	30.27	33.38	33.59	-10.3%	-11.0%
Back Problems	25.67	28.44	26.52	-10.8%	-3.3%
Infectious Diseases	26.90	27.84	26.88	-3.5%	0.1%
Major Joint Replacement	30.50	31.98	32.05	-4.9%	-5.1%
Neurological Disorders	29.05	29.32	28.72	-0.9%	1.1%
Pulmonary Disease	24.33	26.78	25.90	-10.1%	-6.4%
Stroke	29.29	33.22	33.55	-13.4%	-14.6%

Applicant's Note: "Home County" refers to the county in which the Consulate Florida 13 facility is located  
 Source: CON application #10320, page 45

Orange SNF includes an analysis of Medicare readmission rates to acute care hospitals for the Consulate Florida 13. The applicant concludes that the Consulate Florida 13 had an all-cause readmission rate of 21.2 percent compared to a 21.6 percent rate statewide for all SNFs in Florida. Orange SNF notes that seven of the 13 reported readmission rates are lower than the state rate leaving five that had readmission rates higher than the state rate. The applicant noted that Franco Nursing and Rehabilitation Center in Miami-Dade County was excluded from the Consulate Florida 13 group because of the unique characteristics of patients in its ventilator-assistance program. The reviewer notes that the applicant conditioned approval of the project to "the capability to operate up to 20 ventilator-capable rooms"—it is unclear whether this analysis provided by the applicant is applicable to the proposed project.

The applicant provides a comparative analysis of key demographic and resident hospital utilization metrics for Subdistrict 7-2. The applicant notes the following point based on the utilization data for community nursing home beds in the subdistrict:

- Licensed beds in the subdistrict have been the same for the past two years
- Existing SNFs in the subdistrict are utilized at 90 percent during the most recent six months of data reported by the Agency
- The 75+ and 85+ age cohorts of population are projected to increase at faster rates of growth than the total population and this population is responsible for approximately 60 percent of all patients discharges from hospitals
- Case mix index values of patients admitted to SNFs from hospitals are higher than all patients discharged from hospitals
- Medicare and Medicare Managed Care account for approximately 80 percent of all admissions to SNFs from hospitals
- The proposed project is responsive to the anticipated needs for the service area

**CON Action Numbers: 10314 through 10323**

Orange SNF indicates that the ALOS used for the development of the projected patient days in Schedule 5 and 7 are based on the recent Consulate Florida 13 and listed below by the major payer categories. The reviewer notes that the applicant did not provide projected admissions in schedule seven.

**Orange SNF, ALOS by Payer**

<b>Payer</b>	<b>ALOS in Days</b>
Medicare	32.3
Managed Care: Commercial, Managed Medicare and Managed Medicaid	20
Private	49
Medicaid	284

Source: CON application #10320, page 26

**Orlando Lutheran Towers (CON #10321)** indicates that the proposed facility will be located at Windsor Place, 404 Mariposa Avenue, Orlando, Florida 32801 as to ensure accessible and available health care. The applicant states there are 4,074 existing beds licensed for Orange County, in addition there are 198 sheltered beds, 75 are part of the 135 at The Commons at Orlando Lutheran Towers. There are a total of 33 licensed facilities in Orange County which had a total of 655,694 patient days from January 2014 to June 2014 which maintained 88.92 percent occupancy. The Commons at Orlando Lutheran Towers states it was between 90 percent and 94 percent occupancy during this period. The reviewer notes that The Commons at Orlando Lutheran Towers 60 community nursing home beds achieved 100 percent occupancy for that time period. The reviewer indicates that the Agency does not publish utilization data for sheltered beds (the remaining 75 beds at the facility).

The applicant states that the proposed facility will be located on two floors of an existing structure, with 40 private rooms or 20 private rooms if partial is awarded. The applicant indicates the private rooms will be equipped to handle trachs, vents, IVs, specialized cardiac drips, wound vacs/specialized wound care, and extensive rehabilitation.

The applicant makes note that Orlando Senior Health Network has been voted a “Top 100 Company” to work for in Central Florida by the Orlando Sentinel for the past three years and offer many employee programs that afford residents a higher standard of care including:

- Tuition reimbursement program
- Staff incentives for reaching benchmarks
- Internships with local colleges and universities

Forecasted utilization reflects patient days expected for the proposed 40 beds to the existing 135 SNF beds. The following tables were created by the reviewer and present the forecasted patient days by financial class:

**CON Action Numbers: 10314 through 10323**

**Projected Utilization 40-Bed  
Year One and Two of Operation  
Year One (Ending 9/30/2017)**

	Self-Pay		Medicare		Medicaid		Commercial Insurance		Other Managed Care		Total	
<b>Total</b>	364	7%	1,352	26%	2,600	50%	312	6%	572	11%	5,200	100%

**Year Two (Ending 9/30/2018)**

	Self-Pay		Medicare		Medicaid		Commercial Insurance		Other Managed Care		Total	
<b>Total</b>	616	7%	2,288	26%	4,400	50%	528	6%	968	11%	8,800	100%

Source: CON application #10321, Schedule 7

Forecasted utilization reflects patient days expected after the addition of the proposed 20 beds to existing 135 SNF beds. See the tables below.

**Projected Utilization for 20-Bed Partial Award  
Year One and Two of Operation**

**Year One (Ending 9/30/2017)**

	Self-Pay		Medicare		Medicaid		Commercial Insurance		Other Managed Care		Total	
<b>Total</b>	364	7%	1,352	26%	2,600	50%	312	6%	572	11%	5,200	100%

**Year Two (Ending 9/30/2018)**

	Self-Pay		Medicare		Medicaid		Commercial Insurance		Other Managed Care		Total	
<b>Total</b>	448	7%	1,664	26%	3,200	50%	384	6%	704	11%	6,400	100%

Source: CON application #10321, Schedule 7

**Presbyterian Retirement Communities, Inc. d/b/a Westminster Towers (CON #10322)** states that Orlando has a number of high quality health care facilities in the area. The applicant affirms that it has a working relationship and access to these providers and that the proposed project increases access to Westminster Towers for the surrounding community.

Westminster Towers asserts that its reputation in the Orlando area has required other providers in the service area to obtain the applicant's standards to remain competitive. The applicant also notes that its physical plant has recently undergone major interior renovations.

The applicant states the proposed conversion of sheltered beds to community beds will allow more residents from the surrounding community to participate in our mission to provide quality care for older adults. The reviewer notes that the applicant did not provide any utilization for the existing sheltered beds or how many of these beds are utilized by continuing care contract residents. The applicant makes no

**CON Action Numbers: 10314 through 10323**

indication of provisions to ensure access to nursing home beds for residents of the CCRC in its application. It is unclear how approval of the proposed conversion, which includes all 59 of the applicant’s sheltered beds, would improve availability and accessibility to skilled nursing care for residents of the CCRC.

The reviewer created the following charts from the applicant’s Schedule 7. The reviewer notes that in these particular schedules, the applicant states that year one will end March 31, 2016 and year two will end March 31, 2017.

**Westminster Towers  
Forecasted Utilization  
Total 120-Bed Facility**

	<b>Year One</b>	<b>Year Two</b>
<b>total admissions</b>	238	243
<b>total patient days</b>	41,115	41,602
<b>occupancy</b>	93.87%	95.0%

Source: CON application #10322, Schedule 7

**Tri-County Nursing and Rehabilitation Center, Inc. (CON #10323)** states that the proposed nursing facility will assist in ensuring Orange County residents have greater access to ACC’s broad range of services. The applicant states ACC facilities are highly accessible and accept a wide range of residents—some of which are not accepted by other nursing homes in the area. Residents accepted by ACC include those:

- 21 years of age and above
- With vancomycin-resistant enterococci (VRE) and methicillin-resistant staphylococcus aureus (MRSA)
- Requiring IV therapy, including those with peripheral line catheter, patient controlled analgesia (PCA) pump and midline catheter
- Requiring gastric tubes
- With HIV infection
- With Hepatitis B
- Requiring Buck’s traction
- Bariatric patients weighing more than 450 pounds
- Residents with colostomies, ileostomies and ureostomies

Tri-County believes the approval of the proposed project will increase accessibility to its high quality special programs and services including acute transitional rehabilitation and skilled nursing care, long-term skilled nursing/custodial care and specialty services, such as the Orthopedic Program and Congestive Heart Failure Program, as well as increase capacity within ACC facilities to accommodate the significant unserved demand for nursing home beds.

**CON Action Numbers: 10314 through 10323**

The applicant notes that high levels of obesity are a significant problem in Orange County and have increased significantly since 2002. Tri-County provides data showing that the percentage of Orange County residents who are considered obese increased to 27.8 percent in 2010—greater than the statewide rate. The applicant asserts that in order to address this need, it has conditioned approval of the proposed project on the inclusion of two rooms specifically designed and equipped to provide access to bariatric patients.

The applicant states the proposed Tri-County facility will offer enhanced continuity of care and the development of seamless continuum of acute to post-acute care. Tri-County contends that it is in a unique position to provide their residents with an extremely high level of interconnectivity with other providers and level of care through its electronic medical record (EMR) system. The applicant contends that this system will allow it to offer connectivity and ability to share medical record information electronically with other providers--something most other nursing homes will not be capable of offering.

Tri-County will use ACC’s INTERACT Program, which provides a comprehensive quality improvement program. Tri-County will also utilize ACC’s Step It Up Program which increases staff awareness of residents for frequent falls. Information for each program can be found in Appendix 4 and 5 of CON application #10323.

The applicant states that although occupancy rates have also been consistently high in Subdistrict 7-2, occupancy rates for ACC facilities have been even greater between 2011 and year-to-date 2014--over 96 percent. The applicant indicates that ACC’s high utilization is one indicator demonstrating the high quality and accessibility of its wide range of services.

<b>Average Occupancy Rates Adventist Care Centers in District 7-2 2011 through Year-to-Date 2014</b>					
<b>Facility</b>	<b>County</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>
Adventist Care Centers Courtland	Orange	96.5%	96.4%	95.4%	95.8%
East Orlando Health and Rehab Center	Orange	96.3%	96.0%	96.0%	96.8%
Sunbelt Health and Rehab Center-Apopka	Orange	96.6%	96.3%	96.6%	96.4%
<b>ACC- Orange County Average</b>	<b>Orange</b>	<b>96.5%</b>	<b>96.2%</b>	<b>96.0%</b>	<b>96.4%</b>
<b>Subdistrict 7-2 Total</b>	<b>Orange</b>	<b>81.9%</b>	<b>89.8%</b>	<b>90.3%</b>	<b>90.2%</b>

Source: CON application #10323 page 17

The utilization assumptions reflect that the proposed facility will address an unmet community need and achieve a ramp up census during the initial two years of operation. In reference to projected utilization, Tri-County states the following:

**CON Action Numbers: 10314 through 10323**

- Total patient days for the first 12 months of operation are projected at 13,992, yielding a year one occupancy of 31.8 percent which reflects the initial build-up of census
- Total patient days in year two are projected at 40,864 yielding an occupancy of 93.3 percent
- The projected average length of stay is 28 days for Medicare patients, 14 days for Medicare HMO, and 500 days for Medicaid and private pay patients

The reviewer created the following charts from the applicant's Schedule 7.

**Tri-County Nursing and Rehabilitation  
Forecasted Utilization  
Total 120-Bed Facility**

	<b>Year One</b>	<b>Year Two</b>
Total Admissions	268	647
Total Patient Days	13,922	40,864
Occupancy	31.79%	93.30%

Source: CON application #10323, Schedule 7

- b. Does the applicant have a history of providing quality of care? Has the applicant demonstrated the ability to provide quality of care? Is the applicant a Gold Seal Program nursing facility that is proposing to add beds to an existing nursing home? ss. 408.035 (1) (c) and (j), Florida Statutes.**

**HSP Citrus, LLC (CON #10314)** states that it has demonstrated a long history of providing high quality care. The applicant indicates that its sister entity, SHCM, was founded in August 2003 to provide management services for its affiliated nursing home operators.

HSP Citrus asserts that three SHCM-managed facilities are merely awaiting the Governor's signature to receive the Governor's Gold Seal Award (one of which is a renewal)--which recognizes nursing home facilities that demonstrate excellence in long-term care over a sustained period, promote the stability of the industry, and facilitate the physical, social and emotional well-being of nursing home facility residents and patients. The applicant further notes that 19 SHCM-managed facilities in Florida have CMS four or five star quality ratings. The reviewer notes the FloridaHealthFinder.gov ratings for the 26 facilities. See the table below.



**CON Action Numbers: 10314 through 10323**

**FloridaHealthFinder.gov Star Ratings for SHCM SNFs  
As of January 9, 2015**

Facility Name	Star Ratings
Arbor Trail Rehab and Skilled Nursing Center	Five
Atlantic Shores Nursing and Rehab Center	Four
Bayshore Pointe Nursing and Rehab Center	Four
Bonifay Nursing and Rehab Center	Two
Boulevard Rehabilitation Center	Four
Boynton Beach Rehabilitation Center	Three
Braden River Rehabilitation Center	Four
Crestview Rehabilitation Center	One
Fort Walton Rehabilitation Center	Two
Hunters Creek Nursing and Rehab Center	Two
Jacksonville Nursing and Rehab Center	Four
Macclenny Nursing and Rehab Center	Five
Medicana Nursing and Rehab Center	Five
Metro West Nursing and Rehab Center	Four
Moultrie Creek Nursing and Rehab Center	Two
Ocala Oaks Rehabilitation Center	Two
Orange City Nursing and Rehab Center	Three
Palm City Nursing and Rehab Center	One
Pinellas Point Nursing and Rehab Center	One
Port Orange Nursing and Rehab Center	Four
River Valley Rehabilitation Center	Two
Riviera Palms Rehabilitation Center	Four
Royal Oaks Nursing and Rehab Center	Five
Sarasota Point Rehabilitation Center (Inactive 09/13/11-08/13/13)	Five
Tiffany Hall Nursing and Rehab Center	One
Tuskawilla Nursing and Rehab Center	Five

Source: FloridaHealthFinder.gov

HSP Citrus claims that the unique architectural design it proposes supports the intensive, high quality rehabilitation and recovery programs and culture of the applicant and includes a significant number of private rooms. The applicant maintains its facility design embraces culture change with a progressive neighborhood concept, thoughtful amenities and efficient operations--all designed with residents' quality of life in mind, including intensive rehabilitation and recovery needs.

The applicant concludes that these achievements demonstrate the ability of the applicant to provide quality care because SHCM will manage the proposed project, bringing its intensive rehabilitation and recovery services and unique architectural design to the local community with its proposed new 120-bed nursing facility.

Agency complaint records indicate that the affiliated nursing homes associated with the parent company, for the three-year period ending November 19, 2014, had 67 substantiated complaints at 24 of 26 facilities. A single complaint can encompass multiple complaint categories. The substantiated complaint categories are listed below:

**CON Action Numbers: 10314 through 10323**

<b>Substantiated Complaint Categories for the Past 36 Months</b>	
<b>Complaint Category</b>	<b>Number Substantiated</b>
Quality of Care/Treatment	41
Resident/Patient/Client Rights	9
Resident/Patient/Client Assessment	8
Nursing Services	7
Physical Environment	7
Admission, Transfer and Discharge Rights	7
Infection Control	4
Administration/Personnel	4
Dietary Services	3
Resident/Patient/Client Abuse	1
Misappropriate of property	1
Unqualified Personnel	1
Resident/Patient/Client Neglect	1
Life Safety Code	1

Source: Florida Agency for Health Care Administration Complaint Records

**LP Orlando, LLC (CON #10315)** states that it does not have a history of providing quality of care because it is a newly formed entity for the purposes of filing this CON application. The applicant asserts that its parent company is an experienced provider of long-term care.

Signature notes that within the past year, two dozen facilities were named to *U.S. News & World Report's* list of the nation's 'Best Nursing Homes.' The applicant indicates that it was named one of Modern Healthcare's 'Best Places to Work.' The applicant reports that 59 percent of the 25 facilities Signature operates in Florida are either four or five star rated by the CMS five star quality rating system. See the table below.

**CON Action Numbers: 10314 through 10323**

**Signature HealthCARE Florida Facilities**

<b>Subdistrict</b>	<b>5-Star</b>	<b>4-Star</b>	<b>3-Star</b>	<b>2-Star</b>	<b>1-Star</b>	<b>Total</b>
All Florida Facilities	234	182	110	128	33	687
Signature Florida Facilities	34%	26%	16%	19%	5%	100%
Florida Percentage	42%	17%	13%	25%	4%	100%
Subdistrict 1-3	1	0	0	0	0	1
Subdistrict 2-1	3	0	0	0	0	3
Subdistrict 2-3	1	0	0	0	0	1
Subdistrict 3-1	0	0	1	0	0	1
Subdistrict 3-2	0	0	0	1	0	1
Subdistrict 4-2	1	1	0	0	0	2
Subdistrict 4-4	0	0	0	1	0	1
Subdistrict 5-1	1	0	0	0	0	1
Subdistrict 5-2	2	0	0	0	1	3
Subdistrict 6-2	0	0	0	1	0	1
Subdistrict 6-4	0	0	0	1	0	1
Subdistrict 7-1	1	0	0	0	0	1
Subdistrict 7-2	0	1	0	0	0	1
Subdistrict 8-1	0	0	0	1	0	1
Subdistrict 8-5	0	0	0	1	0	1
Subdistrict 9-4	0	0	1	0	0	1
Subdistrict 10	0	0	1	0	0	1
Subdistrict 11-1	0	2	0	0	0	2
<b>Totals</b>	<b>10</b>	<b>4</b>	<b>3</b>	<b>6</b>	<b>1</b>	<b>24</b>

Source: CON application #10315, page 51

Signature states that the proposed facility will implement the same corporate policies, procedures and quality assurance program that have proven effective in existing operations. Signature states that it has placed a strong emphasis on evaluating, measuring and managing the medical services provided at SNFs. The applicant notes that this type of full-time clinical attention is uncommon in the senior care industry and has expanded the admission criteria to include more complex conditions.

Signature states that it is in the process of redesigning the Quality Assurance Performance Plan (QAPP) to incorporate the new CMS guidance. The applicant states that it has established a QAPI Steering Committee and is formulating plans for tracking, trending and communication of performance improvement activities for global use.

The applicant asserts that it promotes and protects the rights of each patient and places a strong emphasis on individual dignity and self-determination. Signature indicates that prior to having direct-care responsibilities for residents, staff must have appropriate in-service training on resident rights.

Signature notes that it does not hold any accreditations as its compliance program assures appropriateness of care and quality patient outcomes. The applicant indicates that the compliance team responds quickly and effectively if there are any deviations from required

**CON Action Numbers: 10314 through 10323**

standards or if targeted outcomes are not met at all times. Signature states that Compliance and Satisfaction Assessments are monitored monthly for all facilities.

Agency complaint records indicate that the affiliated nursing homes associated with the parent company, for the three-year period ending November 19, 2014, had 54 substantiated complaints at 17 of its 25 facilities. A single complaint can encompass multiple complaint categories. The substantiated complaint categories are listed below:

<b>Substantiated Complaint Categories for the Past 36 Months</b>	
<b>Complaint Category</b>	<b>Number Substantiated</b>
Quality of Care/Treatment	26
Resident/Patient/Client Rights	9
Resident/Patient/Client Assessment	9
Administration/Personnel	8
Nursing Services	5
Physical Environment	4
Admission, Transfer and Discharge Rights	3
Resident/Patient Client Abuse	3
Dietary Services	1
Misappropriation of Property	1
Infection Control	1
Quality of Life	1
Billing/Refunds	1

Source: Florida Agency for Healthcare Administration Complaint Records

**MF Orange, LLC (CON #10316)** is an affiliate of Gulf Coast Health Care which contends that it has a history of unparalleled medical and nursing care provided by a professional, multi-disciplinary team. The centers are committed to providing the highest possible quality of life for each resident through the individual care planning process.

The applicant states that the parent company is defined by its mission statement “*Our core mission is to provide a compassionate community of caring for our residents, families and associates and that is what clearly defines us.*” MF Orange maintains that Gulf Coast Health Care is built on four pillars of excellence: people, service, quality and finance.

MF Orange states that Gulf Coast facilities strive toward a pathway to performance excellence through the American Health Care Association/National Center for Assistive Living (AHCA/NCAL) Program. The applicant maintains that every Gulf Coast Health Care facility has achieved at least Bronze Level on the quality awards and 18 have achieved Silver Level.

**CON Action Numbers: 10314 through 10323**

The applicant notes that it has a formal quality improvement program (QAPI) as well two additional initiatives for improving resident care:

- Using PointClickCare for electronic medical records
- Using INTERACT (INterventions to Reduce Acute Care Transfers) to reduce the number of re-hospitalizations

MF Orange provides an overview of Gulf Coast’s QAPI on pages 4-5 through 4-6 of CON application #10316. The applicant also presents an overview of the Resident Council and the Family Council which exist to gather comments, suggestions and create independent evaluations of care of the SNF.

Agency complaint records indicate that the affiliated nursing homes associated with the parent company, for the three-year period ending November 19, 2014, had 46 substantiated complaints at its 33 facilities. A single complaint can encompass multiple complaint categories. The substantiated complaint categories are listed below:

<b>Nursing Homes affiliated with Gulf Coast Health Care</b>	
<b>Complaint Category</b>	<b>Number Substantiated</b>
Quality of Care/Treatment	19
Resident/Patient/Client Rights	10
Admission, Transfer and Discharge Rights	6
Dietary Services	5
Administration/Personnel	5
Resident/Patient/Client Assessment	3
Nursing Services	3
Physical Environment	2
Unqualified Personnel	2
Infection Control	1
Physician Services	1
Resident/Patient/Client Abuse	1
Restraints/Seclusion General	1
Life Safety Code	1

Source: Florida Agency for Healthcare Administration Complaint Records

**Orange County CON, LLC (CON #10317)** the applicant does not have a history of providing quality of care because it is a newly formed entity. The applicant will contract with Premiere Clinical Solutions to provide clinical consulting services

The applicant states Premier excels in achieving the goals of the Quality Initiative for its clients through hands-on, on-site interventions conducted by regional Premier nursing and therapy specialists. Operating directly with personnel instead of negotiating through multiple layers of management, Premier specialists are able to provide specific and constant training and education to assist managers and staff and improve process that raise service quality. Through helping staff provide

**CON Action Numbers: 10314 through 10323**

better care, Premier is able to achieve lower turnover and greater longevity of staff, which Premier states will result in consistency of care.

Premier will be retained by the Quality Assurance (QA) Committee to assist the QA Committee in its good faith efforts to identify quality deficiencies and improve care and quality of life, deal with quality concerns and help sustain a culture of quality improvements.

The applicant will implement and operate an ongoing, facility-wide Quality Assessment and Assurance Program(QAAP) designed to monitor and evaluate the quality of resident care, pursue methods to improve care quality and resolve identified problems. The purposes of the QAAP is to assure the highest quality and appropriateness of care:

- To provide a means to identify and resolve present and potential negative outcomes related to resident care safety
- To reinforce and build upon effective systems of services and positive care measures
- To provide a structure and process to correct identified quality deficiencies
- To establish and implement plans to correct deficiencies, and to monitor the effects of these action plans on resident outcome
- To help departments, consultants, and ancillary services that provide direct or indirect care to residents to communicate effectively, and to delineate lines of authority, responsibility, and accountability.
- To provide a means to centralize and coordinate comprehensive quality assessment and assurance activities in order to meet the needs of the residents and the facility
- To establish a system and process to maintain documentation relative to the QAAP, as a basis for demonstrating that there is an effective ongoing program

Agency records indicate that the applicant is a new entity and does not have any operational history for quality of care.

**Orange County Development LLC (CON #10318)** indicates that Genesis has a long and distinguished history of providing quality care to its patients. The applicant includes its awards and recognitions in Attachments 7-9 and its quality-related policies in Attachment 38 of CON application #10318.

OCD includes a survey history of Genesis's nine Florida nursing homes since it acquired them from Sun Health in 2012. The applicant believes that it is important to note that there have been no deficiencies with a G or higher since its ownership began in December 2012.

**CON Action Numbers: 10314 through 10323**

The applicant maintains that PowerBack Rehabilitation locations have used a measurable scale to analyze and document the quality outcomes associated with its unique model of care. OCD describes the Barthel Activities of Daily Living Index--an original scale used to measure performance in activities of daily living with 10 variables.

The applicant asserts that the PowerBack Rehabilitation model has provided excellent results in relation to the Modified Barthel Index (MBI) scores for its patients. OCD reports that the average improvement in MBI scores associated with the PowerBack Rehabilitation model is at 61 percent, much higher than the national benchmark of 46 percent. OCD declares that the PowerBack Rehabilitation facilities are having significant results in rehabilitating patients and providing them the health, well-being and resources to be allowed to return home and not linger in a SNF, or to be hospitalized and that this same level of quality will be provided in Orange County.

Agency complaint records indicate that the affiliated nursing home associated with the parent company, for the three-year period ending November 19, 2014, had 61 substantiated complaints at its nine facilities. A single complaint can encompass multiple complaint categories. The substantiated complaint categories are listed below:

<b>Substantiated Complaint Categories for the Past 36 Months</b>	
<b>Complaint Category</b>	<b>Number Substantiated</b>
Quality of Care/Treatment	21
Resident/Patient/Client Rights	10
Administration/Personnel	8
Physical Environment	6
Dietary Services	4
Nursing Services	4
Resident/Patient/Client Assessment	3
Infection Control	2
Resident/Patient/Client Abuse	2
Physician Services	1

Source: Agency for Health Care Administration Complaint Records

**Orange Park NH, LLC (CON #10319)** indicates that the proposed facility will be managed by an experienced nursing home operator, as parent company Greystone currently runs 25 successful nursing facilities in Florida. Orange Park maintains that as a testament to quality, nine Greystone Healthcare Management facilities were awarded the Bronze Award for Outstanding Quality Care from the American Health Care Association and National Center for Assisted Living (AHCA/NCAL) in 2012 and two other facilities were awarded the same honor in 2013. The applicant states that all Greystone facilities have high occupancy rates, provide the best services for all their patients and have a reputation of providing the highest quality of care.

**CON Action Numbers: 10314 through 10323**

The applicant states that it has taken advantage of the Florida Health Care Association (FHCA) Quality Credentialing Program. The FHCA's credentialing process includes an internal and external review process of quality issues. Copies of Greystone's Quality Improvement Programs, Risk Management/Quality Assurance Standards and Guidelines and Quarterly Systems Review Forms are included in Exhibit 4-3 of CON application #10319.

The applicant also explains its commitment to voluntary quality improvement programs that guide Greystone facilities. Orange Park states that Greystone has developed and implemented organization-specific programs, beyond those required by law, to promote the delivery of quality care. The applicant asserts that it will be guided by these voluntary programs, which include:

- Believed balanced assessment
- Operation make a difference
- Care line
- Greystone Culture of CARE
- Focus leveling monitoring steps
- Quality assurance/risk management standards and guidelines
- Dining with distinction
- Resident council

The applicant provides a summary of Greystone's Quality Assurance and Performance Improvement Plan in Exhibit 4-11 of CON application #10319.

Agency complaint records indicate that the affiliated nursing homes associated with the parent company, for the three-year period ending November 19, 2014, had 143 substantiated complaints at 26 facilities. A single complaint can encompass multiple complaint categories. The substantiated complaint categories are listed below:



**CON Action Numbers: 10314 through 10323**

<b>Substantiated Complaint Categories for the Past 36 Months</b>	
<b>Complaint Category</b>	<b>Number Substantiated</b>
Quality of Care/Treatment	65
Resident/Patient/Client Assessment	13
Administration/Personnel	12
Physical Environment	11
Resident/Patient/Client Rights	9
Nursing Services	7
Admission, Transfer and Discharge Rights	5
Infection Control	4
Resident/Patient/Client Abuse	4
Unqualified Personnel	4
Dietary Services	3
Falsification of Records/Reports	3
Physician Services	2
Billing Refunds	1
State Licensure	1

Source: Florida Agency for Health Care Administration Complaint Records

**Orange SNF, LLC (CON #10320)** states it is a newly created entity developed for the purpose of submitting this CON application and does not hold a license for a nursing facility. The applicant indicates its response is submitted in regard to its ultimate management company Consulate.

The applicant maintains that at the core of all its policies, procedures and programs are Quality Assurance and Quality Improvement (QAQI) structures as well as Root Cause Analysis (RCA). Orange SNF declares that Consulate's efforts to continuously improve quality of care and patient outcomes have been incorporated into nine best practice programs. The applicant provides Exhibit 12: Best Practices At-A-Glance on pages 50 to 51 of CON application #10320.

Orange SNF declares that four of Consulate's care centers in Florida have met the criteria and are eligible to submit an application to the Agency to become a Gold Seal Facility. The reviewer notes these four facilities are not currently Gold Seal Facilities per Floridahealthfinder.gov.

The applicant provides a detailed discussion of each of the following programs and policies related to quality of care:

- Consulate is organized to focus on quality of care
- Policies and procedures affecting quality of care
- The use of quality of care data at Consulate
- Quality of care for patients
- Avoidable hospital readmissions prevention
- Quality initiatives in programs and services
- Awards and recognition of Consulate's Care Centers
- Quality of Consulate's staff

**CON Action Numbers: 10314 through 10323**

Agency complaint records indicate that the affiliated nursing homes associated with the parent company, for the three-year period ending November 19, 2014, had 411 substantiated complaints at its 76 facilities. A single complaint can encompass multiple complaint categories. The substantiated complaint categories are listed below:

<b>Substantiated Complaint Categories for the Past 36 Months</b>	
<b>Complaint Category</b>	<b>Number Substantiated</b>
Quality of Care/Treatment	221
Resident/Patient/Client Rights	83
Administration/Personnel	64
Nursing Services	48
Resident/Patient/Client Assessment	45
Physical Environment	35
Infection Control	25
Admission, Transfer, and Discharge Rights	24
Dietary Services	22
Resident/Patient/Client Abuse	13
Resident/Patient/Client Neglect	8
Physician Services	6
Falsification of Records/Reports	4
Misappropriation of Property	4
State Licensure	4
Billing/Refunds	2
Life Safety Code	1
Quality of Life	1
Unqualified Personnel	1

Source: Agency for Health Care Administration Complaint Records

**Orlando Lutheran Towers (CON #10321)** includes quality indicators and surveys in Attachment 15 of CON application #10321. The applicant also includes a copy of its policy and procedure manual, specific to quality assessment and assurance in Attachment 22 of CON application #10321.

Orlando Lutheran Towers is not a Gold Seal Program nor is it on the Nursing Home Watch List. The most recent Agency inspection indicates Orlando Lutheran Towers received an overall four star rating out of a possible five stars. The Agency’s Nursing Home Guide was last updated November 2014. Orlando Lutheran had one substantiated complaint during November 19, 2011 to November 19, 2014 in the complaint category of infection control.

**Presbyterian Retirement Communities, Inc. d/b/a Westminster Towers (CON #10322)** states that it has been providing quality care to skilled nursing residents for over 35 years. The applicant notes that as a not-for-profit organization, its mission is to provide the highest quality of services and care to residents. Westminster Towers asserts that any excess funds are put back in the community in the way of capital projects and programs.

**CON Action Numbers: 10314 through 10323**

The applicant states that Westminster Towers has maintained licensure requirements for many years. The applicant indicates that Presbyterian Retirement Communities of Florida, its parent organization, has operated SNFs for over 50 years in Florida—it currently operates eight skilled nursing facilities with a total of 751 beds.

Westminster Towers is not a Gold Seal Program nor is it on the Nursing Home Watch List. The most recent Agency inspection indicates Westminster Towers received an overall five star rating out of a possible five stars. The Agency’s Nursing Home Guide was last updated November 2014. Westminster Towers had zero substantiated complaints during November 19, 2011 to November 19, 2014.

Agency complaint records indicate that the affiliated nursing home associated with the parent company, for the three-year period ending November 19, 2014, had four substantiated complaints at three of six facilities. A single complaint can encompass multiple complaint categories. The substantiated complaint categories are listed below:

<b>Substantiated Complaint Categories for the Past 36 Months</b>	
<b>Complaint Category</b>	<b>Number Substantiated</b>
Physical Environment	1
Quality of Care/Treatment	1
Admission, Transfer and Discharge Rights	1
Nursing Services	1

Source: Florida Agency for Healthcare Administration Complaint Records

**Tri-County Nursing and Rehabilitation Center, Inc. (CON #10323)**

notes that although it is a newly formed entity, ACC has strong and successful experience operating nursing homes in Florida and other states. The applicant includes ACC quality of care policies/procedures and guidelines in Appendix 16 of CON application #10323.

The applicant provides the following table illustrating its quality rankings for Florida and for CMS.

**Adventist Care Centers Florida Facility Quality Summary  
December 2014 Reports**

<b>Facility</b>	<b>City</b>	<b>Beds</b>	<b>Florida</b>	<b>Medicare</b>
Sunbelt Health and Rehab Center	Apopka	120	Four Stars	Four Stars
East Orlando Health and Rehab	Orlando	120	Two Stars	Three Stars
Adventist Care Center-Courtland	Orlando	120	Three Stars	Three Stars
Florida Living Nursing Center	Apopka	222*	One Star	One Star
Zephyr Haven Health and Rehab	Zephyrhills	120	Three Stars	Three Stars
Zephyrhills Health and Rehab	Zephyrhills	115	Five Stars	Five Stars

\*The reviewer notes that the applicant incorrectly reported the number of licensed beds for this facility--which should be 202 beds according to FloridaHealthFinder.gov

Source: CON application #10323, page 70

**CON Action Numbers: 10314 through 10323**

Tri-County points out that the one Adventist facility that has not been rated at least at the average level is Florida Living. The applicant notes that this is primarily due to survey deficiencies from 2012. Tri-County asserts that a new administrator was put in place in early 2013 and the facility has improved substantially in its survey results. Tri-County notes that Florida Living has recently been named a Bronze Award recipient from the National Quality Award Program. The applicant contends that this significant improvement in survey history demonstrates ACC's commitment to ensuring and improving quality and regulatory compliance.

The applicant asserts that coordination of care is a crucial component of providing quality care. Tri-County notes that Adventist Health System has implemented EMRs, developed iNetwork and begun participating in and connecting to the statewide Florida Health Information Exchange. The applicant anticipates that all Adventist Health System facilities will have implemented these programs by 2015 and that the proposed facility will have all of the EMR and interconnectivity capabilities of other ACC facilities upon its opening.

Agency complaint records indicate that the affiliated nursing homes associated with the parent company, for the three-year period ending November 19, 2014, had 14 substantiated complaints at five of its six facilities. A single complaint can encompass multiple complaint categories. The substantiated complaint categories are listed below:

<b>Substantiated Complaint Categories for the Past 36 Months</b>	
<b>Complaint Category</b>	<b>Number Substantiated</b>
Quality of Care/Treatment	10
Administration/Personnel	1
Dietary Services	1
Physical Environment	1
State Licensure	1

Source: Florida Agency for Healthcare Administration Complaint Records

- c. What resources, including health manpower, management personnel and funds for capital and operating expenditures, are available for project accomplishment and operation? ss. 408.035 (1)(d), Florida Statutes.**

**HSP Citrus, LLC (CON #10314):**

**Analysis:**

The purpose of our analysis for this section is to determine if the applicant has access to the funds necessary to fund this and all capital projects. Our review includes an analysis of the short and long-term position of the applicant, parent or other related parties who will fund the project. The analysis of the short and long-term position is intended

**CON Action Numbers: 10314 through 10323**

to provide some level of objective assurance in the likelihood that funding will be available. The stronger the short-term position, the more likely cash on hand or cash flows could be used to fund the project. The stronger the long-term position, the more likely that debt financing could be achieved if necessary to fund the project. We also calculate working capital (current assets less current liabilities) a measure of excess liquidity that could be used to fund capital projects.

Historically we have compared all applicant financial ratios regardless of type to bench marks established from financial ratios collected from Florida acute care hospitals. While not always a perfect match to a particular CON project it is a reasonable proxy for health care related entities. The applicant is a development stage company with no operations to date. The below is an analysis of the audited financial statements of The Sovereign Group (parent of the applicant) where the short-term and long-term measures fall on the scale (highlighted in gray) for the most recent year.

<b>The Sovereign Group</b>		
	<b>Current Year</b>	<b>Previous Year</b>
Current Assets	\$59,605,098	\$56,354,529
Total Assets	\$83,606,825	\$80,368,180
Current Liabilities	\$56,472,352	\$54,338,997
Total Liabilities	\$78,173,837	\$74,245,174
Net Assets	<b>\$5,432,988</b>	<b>\$6,123,006</b>
Total Revenues	\$311,237,899	\$284,974,550
Excess of Revenues Over Expenses	\$17,564,982	\$14,260,233
Cash Flow from Operations	\$19,115,257	\$16,030,073
<b>Short-Term Analysis</b>		
Current Ratio (CA/CL)	1.1	1.0
Cash Flow to Current Liabilities (CFO/CL)	33.85%	29.50%
<b>Long-Term Analysis</b>		
Long-Term Debt to Net Assets (TL-CL/NA)	399.4%	325.1%
Total Margin (ER/TR)	5.64%	5.00%
<b>Measure of Available Funding</b>		
Working Capital	<b>\$3,132,746</b>	<b>\$2,015,532</b>

**CON Action Numbers: 10314 through 10323**

<b>Position</b>	<b>Strong</b>	<b>Good</b>	<b>Adequate</b>	<b>Moderately Weak</b>	<b>Weak</b>
Current Ratio	above 3	3 - 2.3	2.3 - 1.7	1.7 – 1.0	< 1.0
Cash Flow to Current Liabilities	>150%	150%-100%	100% - 50%	50% - 0%	< 0%
Debt to Equity	0% - 10%	10%-35%	35%-65%	65%-95%	> 95% or < 0%
Total Margin	> 12%	12% - 8.5%	8.5% - 5.5%	5.5% - 0%	< 0%

**Capital Requirements and Funding:**

The applicant lists \$63,617,700 for capital projects including this application and two other CON applications currently under review (10307, 10314 – each CON project listed at \$21,205,900). Funding for this project will be provided by cash on hand and a third-party loan. A letter of interest was provided by Regions Healthcare Banking Group to fund up to \$25 million for this project. A letter of interest is not a firm commitment to lend. Based on our analysis above, the applicant has a relatively weak financial position and is highly leveraged. However, operating cash flows on an annual basis are just under the project costs. Given this, funding for this project is likely attainable. Acquiring debt funding simultaneously for all three CON applications may be difficult to achieve.

**Conclusion:**

Funding for this project is likely, but not guaranteed; however, funding for the entire capital budget is in question.

**LP Orlando, LLC (CON #10315):**

**Analysis:**

The purpose of our analysis for this section is to determine if the applicant has access to the funds necessary to fund this and all capital projects. Our review includes an analysis of the short and long-term position of the applicant, parent or other related parties who will fund the project. The applicant is a development stage company, meaning there is no operational data to be analyzed for the purposes of this review. The applicant indicated that funding will be provided by a third-party source.

**Capital Requirements and Funding:**

The applicant provided a development stage audit. The audit indicates that the applicant has no assets, liabilities, net worth or revenue. The applicant indicates on Schedule 2 capital projects totaling \$25,640,000

## **CON Action Numbers: 10314 through 10323**

which includes this project and routine capital. On Schedule 3 of its application, the applicant indicates that funding for the project will be provided by related (SHC LP Holdings, LLC) and non-related company financing. The applicant provided an audit opinion for Signature Healthcare, LLC and Signature Holdings II, LLC but failed to include the audited financial statements for these companies in the application. However, included in the audit opinion was evidence that Signature Healthcare, LLC and Signature Holdings II, LLC had cash reserves and available credit facilities totaling approximately \$10,700,000. However, no liabilities were provided. A letter of consideration was provided by Capital One Commercial Banking. The letter states that the Parent has a \$95,000,000 revolving line of credit. However, no available balance on the line of credit was provided.

The applicant provided a letter from Mainstreet Investments indicating a commitment to fund this project. The applicant provided audited financial statements of Mainstreet affiliates (Mainstreet Asset Management, Inc. and Mainstreet Property Group, LLC). The letter was specific to this project and in general mentioned funding 50 projects in 2015. Mainstreet is cited as a funding source for several CONs in this batching cycle. Mainstreet is not a traditional bank or lender but rather is in the business of funding and acquiring funding from various investors, lenders, and various Real Estate Investment Trusts (REITs) to build facilities and lease and or sell them to operators of healthcare facilities. To that point, a letter of interest was provided by PNC Real Estate to provide funding for upcoming Mainstreet projects (it should be noted that a letter of interest is not considered a firm commitment to lend).

The structure and nature of these type of entities makes it difficult to determine ability to fund any given project due to both the complexity and variety of funding options and the turnover of projects. However, this is not an uncommon method of funding skilled nursing facility construction and operation. We reviewed the Mainstreet affiliated audits and the primary entity appears to be sound and has been in existence for over 10 years. While the letter of interest from PNC cannot be relied on as a commitment, the letter did acknowledge a preexisting lending relationship that supports the business conducted by Mainstreet as described in its commitment letter and audits. Based on that analysis, it is likely that Mainstreet would be able to fund this project.

### **Conclusion:**

Funding for this project is not guaranteed but appears likely.

**MF Orange, LLC (CON #10316):**

**Analysis:**

The purpose of our analysis for this section is to determine if the applicant has access to the funds necessary to fund this and all capital projects. Our review includes an analysis of the short and long-term position of the applicant, parent or other related parties who will fund the project. The analysis of the short and long-term position is intended to provide some level of objective assurance in the likelihood that funding will be available. The stronger the short-term position, the more likely cash on hand or cash flows could be used to fund the project. The stronger the long-term position, the more likely that debt financing could be achieved if necessary to fund the project. We also calculate working capital (current assets less current liabilities) a measure of excess liquidity that could be used to fund capital projects.

Historically we have compared all applicant financial ratios regardless of type to bench marks established from financial ratios collected from Florida acute care hospitals. While not always a perfect match to a particular CON project it is a reasonable proxy for health care related entities. The below is an analysis of the audited financial statements of Omega Healthcare Investors, Inc., (3<sup>rd</sup> party) and where the two short-term and long-term measures fall on the scale (highlighted in gray) for the most recent year.

<b>Omega Healthcare Investors, Inc.</b>		
	<b>Dec-13</b>	<b>Dec-12</b>
Current Assets	\$150,120,000	\$126,891,000
Total Assets	\$3,462,216,000	\$2,982,005,000
Current Liabilities	\$5,000,000	\$0
Total Liabilities	\$2,162,113,000	\$1,970,676,000
Net Assets	<b>\$1,300,103,000</b>	<b>\$1,011,329,000</b>
Total Revenues	\$418,714,000	\$350,460,000
Excess of Revenues Over Expenses	\$172,521,000	\$120,698,000
Cash Flow from Operations	\$279,949,000	\$208,271,000
<b>Short-Term Analysis</b>		
Current Ratio (CA/CL)	30.0	N/A
Cash Flow to Current Liabilities (CFO/CL)	5598.98%	N/A
<b>Long-Term Analysis</b>		
Long-Term Debt to Net Assets (TL-CL/NA)	165.9%	194.9%
Total Margin (ER/TR)	41.20%	34.44%
<b>Measure of Available Funding</b>		
Working Capital	<b>\$145,120,000</b>	<b>\$126,891,000</b>



**CON Action Numbers: 10314 through 10323**

<b>Position</b>	<b>Strong</b>	<b>Good</b>	<b>Adequate</b>	<b>Moderately Weak</b>	<b>Weak</b>
Current Ratio	above 3	3 - 2.3	2.3 - 1.7	1.7 – 1.0	< 1.0
Cash Flow to Current Liabilities	>150%	150%-100%	100% - 50%	50% - 0%	< 0%
Debt to Equity	0% - 10%	10%-35%	35%-65%	65%-95%	> 95% or < 0%
Total Margin	> 12%	12% - 8.5%	8.5% - 5.5%	5.5% - 0%	< 0%

**Capital Requirements and Funding:**

The applicant provided a development stage audit. The audit indicates that the applicant has very little assets, liabilities, net worth and no revenue. The applicant indicates on Schedule 2 capital projects totaling \$19,382,800 which includes this project. The applicant indicates on Schedule 3 of its application that funding for the project will be provided by cash on hand and non-related company financing. The applicant provided a letter from Omega committing to funding this project. Omega submitted their audited financial statements as proof of available funding. Overall, Omega has a strong financial position and is likely to either fund through existing capital or raise the capital necessary to meet the commitments set forth in various CON applications in this batching cycle.

**Conclusion:**

Funding for this project should be available as needed.

**Orange County CON, LLC (CON #10317):**

**Analysis:**

The purpose of our analysis for this section is to determine if the applicant has access to the funds necessary to fund this and all capital projects. Our review includes an analysis of the short and long-term position of the applicant, parent or other related parties who will fund the project. The applicant is a development stage company, meaning there is no operational data to be analyzed for the purposes of this review. The applicant indicated that funding will be provided by a third-party source.

**Capital Requirements and Funding:**

The applicant indicates on Schedule 2 capital projects totaling \$23,544,045 which includes this project, routine capital, and maturities of long-term debt. The applicant indicates on Schedule 3 of its application that funding for the project will be provided by non-related company financing. The applicant’s parent company currently has three

## **CON Action Numbers: 10314 through 10323**

CON applications under review including this one. Tunic Capital provided a letter of interest in financing this project. A letter of interest does not constitute a firm commitment to lend. In addition, Tunic Capital, LLC provided no proof that they have the funds to support this project. In the absence of a firm commitment to lend, we would rely on an analysis of the applicant or parent audit to assess the financial stability and therefore likelihood of the applicant to obtain debt financing. In this case the applicant is a development stage company with no operations to evaluate. Therefore we do not have sufficient evidence to determine likelihood of funding this project.

Given that the funding is supported by a letter of interest, we have no basis to conclude that funding will be available for this project.

### **Conclusion:**

Funding for this project is in question.

### **Orange County Development LLC (CON #10318):**

#### **Analysis:**

The purpose of our analysis for this section is to determine if the applicant has access to the funds necessary to fund this and all capital projects. Our review includes an analysis of the short and long-term position of the applicant, parent or other related parties who will fund the project. The analysis of the short and long-term position is intended to provide some level of objective assurance in the likelihood that funding will be available. The stronger the short-term position, the more likely cash on hand or cash flows could be used to fund the project. The stronger the long-term position, the more likely that debt financing could be achieved if necessary to fund the project. We also calculate working capital (current assets less current liabilities) a measure of excess liquidity that could be used to fund capital projects.

Historically we have compared all applicant financial ratios regardless of type to bench marks established from financial ratios collected from Florida acute care hospitals. While not always a perfect match to a particular CON project it is a reasonable proxy for health care related entities. The below is an analysis of the audited financial statements of Omega Healthcare Investors, Inc., (3<sup>rd</sup> party), and Genesis Healthcare, LLC (Parent), and where the two short-term and long-term measures fall on the scale (highlighted in gray) for the most recent year.

**CON Action Numbers: 10314 through 10323**

<b>Omega Healthcare Investors, Inc.</b>		
	<b>Dec-13</b>	<b>Dec-12</b>
Current Assets	\$150,120,000	\$126,891,000
Total Assets	\$3,462,216,000	\$2,982,005,000
Current Liabilities	\$5,000,000	\$0
Total Liabilities	\$2,162,113,000	\$1,970,676,000
Net Assets	<b>\$1,300,103,000</b>	<b>\$1,011,329,000</b>
Total Revenues	\$418,714,000	\$350,460,000
Excess of Revenues Over Expenses	\$172,521,000	\$120,698,000
Cash Flow from Operations	\$279,949,000	\$208,271,000
<b>Short-Term Analysis</b>		
Current Ratio (CA/CL)	30.0	N/A
Cash Flow to Current Liabilities (CFO/CL)	5598.98%	N/A
<b>Long-Term Analysis</b>		
Long-Term Debt to Net Assets (TL-CL/NA)	165.9%	194.9%
Total Margin (ER/TR)	41.20%	34.44%
<b>Measure of Available Funding</b>		
Working Capital	\$145,120,000	\$126,891,000

<b>Position</b>	<b>Strong</b>	<b>Good</b>	<b>Adequate</b>	<b>Moderately Weak</b>	<b>Weak</b>
Current Ratio	above 3	3 - 2.3	2.3 - 1.7	1.7 - 1.0	< 1.0
Cash Flow to Current Liabilities	>150%	150%-100%	100% - 50%	50% - 0%	< 0%
Debt to Equity	0% - 10%	10%-35%	35%-65%	65%-95%	> 95% or < 0%
Total Margin	> 12%	12% - 8.5%	8.5% - 5.5%	5.5% - 0%	< 0%

**CON Action Numbers: 10314 through 10323**

<b>Genesis Healthcare, LLC and Subsidiaries</b>		
	<b>Dec-13</b>	<b>Dec-12</b>
Current Assets	\$927,027,000	\$876,012,000
Total Assets	\$5,137,005,000	\$5,248,119,000
Current Liabilities	\$685,683,000	\$640,255,000
Total Liabilities	\$5,320,886,000	\$5,246,100,000
Net Assets	(\$183,881,000)	\$2,019,000
Total Revenues	\$4,749,754,000	\$3,078,949,000
Excess of Revenues Over Expenses	(\$176,970,000)	(\$171,722,000)
Cash Flow from Operations	\$82,149,000	\$9,972,000
<b>Short-Term Analysis</b>		
Current Ratio (CA/CL)	1.4	1.4
Cash Flow to Current Liabilities (CFO/CL)	11.98%	1.56%
<b>Long-Term Analysis</b>		
Long-Term Debt to Net Assets (TL-CL/NA)	-2520.8%	228125.1%
Total Margin (ER/TR)	-3.73%	-5.58%
<b>Measure of Available Funding</b>		
Working Capital	\$241,344,000	\$235,757,000

<b>Position</b>	<b>Strong</b>	<b>Good</b>	<b>Adequate</b>	<b>Moderately Weak</b>	<b>Weak</b>
Current Ratio	above 3	3 - 2.3	2.3 - 1.7	1.7 - 1.0	< 1.0
Cash Flow to Current Liabilities	>150%	150%-100%	100% - 50%	50% - 0%	< 0%
Debt to Equity	0% - 10%	10%-35%	35%-65%	65%-95%	> 95% or < 0%
Total Margin	> 12%	12% - 8.5%	8.5% - 5.5%	5.5% - 0%	< 0%

**Capital Requirements and Funding:**

The applicant is a development stage company. The applicant indicates on Schedule 2 capital projects totaling \$26,074,329 which includes this project. The applicant indicates on Schedule 3 of its application that funding for the project will be provided by related and non-related company financing. The applicant's parent company currently has four CON applications under review including this one. The applicant provided a letter from Omega committing to funding this project. Omega submitted their audited financial statements as proof of available funding. Overall, Omega has a strong financial position and is likely to either fund through existing capital or raise the capital necessary to meet the commitments set forth in various CON applications in this batching cycle. Genesis HealthCare, LLC (Parent) provided a letter, along with Audited Financial Statements, committing to fund pre-opening costs and

**CON Action Numbers: 10314 through 10323**

working capital. Given that Omega Healthcare Investors has \$145 million in working capital and that Genesis Healthcare, LLC has \$241 million in working capital, the necessary funding should be available.

**Conclusion:**

Funding for this project should be available as needed.

**Orange Park NH, LLC (CON #10319):**

**Analysis:**

The purpose of our analysis for this section is to determine if the applicant has access to the funds necessary to fund this and all capital projects. Our review includes an analysis of the short and long-term position of the applicant, parent or other related parties who will fund the project. The analysis of the short and long-term position is intended to provide some level of objective assurance in the likelihood that funding will be available. The stronger the short-term position, the more likely cash on hand or cash flows could be used to fund the project. The stronger the long-term position, the more likely that debt financing could be achieved if necessary to fund the project. We also calculate working capital (current assets less current liabilities) a measure of excess liquidity that could be used to fund capital projects.

Historically we have compared all applicant financial ratios regardless of type to bench marks established from financial ratios collected from Florida acute care hospitals. While not always a perfect match to a particular CON project it is a reasonable proxy for health care related entities. The below is an analysis of the audited financial statements of Greystone Healthcare Holdings II, LLC, (3<sup>rd</sup> party) and where the two short-term and long-term measures fall on the scale (highlighted in gray) for the most recent year.

**CON Action Numbers: 10314 through 10323**

<b>Greystone Healthcare Holdings II, LLC</b>	
<b>Dec-13</b>	
Current Assets	\$7,528,748
Total Assets	\$39,337,343
Current Liabilities	\$22,208,936
Total Liabilities	\$41,842,348
Net Assets	(\$2,505,005)
Total Revenues	\$46,905,292
Excess of Revenues Over Expenses	(\$258,138)
Cash Flow from Operations	\$2,242,483
<b>Short-Term Analysis</b>	
Current Ratio (CA/CL)	0.3
Cash Flow to Current Liabilities (CFO/CL)	10.10%
<b>Long-Term Analysis</b>	
Long-Term Debt to Net Assets (TL-CL/NA)	-783.8%
Total Margin (ER/TR)	-0.55%
<b>Measure of Available Funding</b>	
Working Capital	(\$14,680,188)

<b>Position</b>	<b>Strong</b>	<b>Good</b>	<b>Adequate</b>	<b>Moderately Weak</b>	<b>Weak</b>
Current Ratio	above 3	3 - 2.3	2.3 - 1.7	1.7 - 1.0	< 1.0
Cash Flow to Current Liabilities	>150%	150%-100%	100% - 50%	50% - 0%	< 0%
Debt to Equity	0% - 10%	10%-35%	35%-65%	65%-95%	> 95% or < 0%
Total Margin	> 12%	12% - 8.5%	8.5% - 5.5%	5.5% - 0%	< 0%

**Capital Requirements and Funding:**

The applicant provided a development stage audit. The audit indicates that the applicant has very little assets, liabilities, net worth and no revenue. The applicant indicates on Schedule 2 capital projects totaling \$22,877,084 which includes this project. The applicant indicates on Schedule 3 of its application that funding for the project will be provided by cash on hand (\$4,575,414) and non-related company financing (Greystone Healthcare Holdings II, LLC). The applicant's parent company currently has six CON applications under review including this one. The applicant provided a letter from Greystone committing to fund this project. Greystone submitted their Audited Financial Statements as proof of available funding. As of 12/31/2013 Greystone Healthcare Holdings II, LLC had insufficient cash and cash flow from operations

## **CON Action Numbers: 10314 through 10323**

(\$4,671,581) to fund the cash on hand reported on Schedule 3 for all the proposed projects. The Private Bank provided a letter of interest. A letter of interest does not constitute a firm commitment to lend. With that in mind, the parent's negative equity position could limit additional borrowing.

### **Conclusion:**

Funding for this project is in question.

### **Orange SNF, LLC (CON #10320):**

#### **Analysis:**

The purpose of our analysis for this section is to determine if the applicant has access to the funds necessary to fund this and all capital projects. Our review includes an analysis of the short and long-term position of the applicant, parent or other related parties who will fund the project. The applicant is a development stage company, meaning there is no operational data to be analyzed for the purposes of this review. The applicant indicated that funding will be provided by a third-party source.

#### **Capital Requirements and Funding:**

The applicant provided a development stage audit. The audit indicates that the applicant has very little assets, liabilities, net worth and no revenue. The applicant indicates on Schedule 2 capital projects totaling \$16,941,414 which includes this project. The applicant indicates on Schedule 3 of its application that funding for the project will be provided by non-related company financing. The applicant's parent company currently has six CON applications under review including this one. The applicant provided a letter from Mainstreet Investments indicating a commitment to fund this project. The applicant provided audited financial statements of Mainstreet affiliates (Mainstreet Asset Management, Inc. and Mainstreet Property Group, LLC). The letter was specific to this project and in general mentioned funding 50 projects in 2015. Mainstreet is cited as a funding source for several CONs in this batching cycle. Mainstreet is not a traditional bank or lender but rather is in the business of funding and acquiring funding from various investors, lenders, and various Real Estate Investment Trusts (REITs) to build facilities and lease and or sell them to operators of healthcare facilities. To that point, a letter of interest was provided by PNC Real Estate to provide funding for upcoming Mainstreet projects (it should be noted that a letter of interest is not considered a firm commitment to lend).

## **CON Action Numbers: 10314 through 10323**

The structure and nature of these type of entities makes it difficult to determine ability to fund any given project due to both the complexity and variety of funding options and the turnover of projects. However, this is not an uncommon method of funding skilled nursing facility construction and operation. We reviewed the Mainstreet affiliated audits and the primary entity appears to be sound and has been in existence for over 10 years. While the letter of interest from PNC cannot be relied on as a commitment, the letter did acknowledge a preexisting lending relationship that supports the business conducted by Mainstreet as described in its commitment letter and audits. Based on that analysis, it is likely that Mainstreet would be able to fund this project.

### **Conclusion:**

Funding for this project is not guaranteed but appears likely.

### **Orlando Lutheran Towers (CON #10321):**

#### **Analysis:**

The purpose of our analysis for this section is to determine if the applicant has access to the funds necessary to fund this and all capital projects. Our review includes an analysis of the short and long-term position of the applicant, parent or other related parties who will fund the project. The analysis of the short and long-term position is intended to provide some level of objective assurance in the likelihood that funding will be available. The stronger the short-term position, the more likely cash on hand or cash flows could be used to fund the project. The stronger the long-term position, the more likely that debt financing could be achieved if necessary to fund the project. We also calculate working capital (current assets less current liabilities) a measure of excess liquidity that could be used to fund capital projects.

Historically we have compared all applicant financial ratios regardless of type to bench marks established from financial ratios collected from Florida acute care hospitals. While not always a perfect match to a particular CON project it is a reasonable proxy for health care related entities. The below is an analysis of the audited financial statements of the Applicant, and where the two short-term and long-term measures fall on the scale (highlighted in gray) for the most recent year.



**CON Action Numbers: 10314 through 10323**

<b>Orlando Lutheran Towers, Inc. and Subsidiaries</b>		
	<b>Dec-13</b>	<b>Dec-12</b>
Current Assets	\$12,036,235	\$12,995,854
Total Assets	\$72,100,732	\$72,458,718
Current Liabilities	\$6,723,892	\$6,462,344
Total Liabilities	\$77,360,758	\$77,994,399
Net Assets	(\$5,260,026)	(\$5,535,681)
Total Revenues	\$33,950,947	\$33,922,532
Excess of Revenues Over Expenses	\$139,893	(\$48,225)
Cash Flow from Operations	\$3,770,877	\$5,416,527
<b>Short-Term Analysis</b>		
Current Ratio (CA/CL)	1.8	2.0
Cash Flow to Current Liabilities (CFO/CL)	56.08%	83.82%
<b>Long-Term Analysis</b>		
Long-Term Debt to Net Assets (TL-CL/NA)	-1342.9%	-1292.2%
Total Margin (ER/TR)	0.41%	-0.14%
<b>Measure of Available Funding</b>		
Working Capital	\$5,312,343	\$6,533,510

<b>Position</b>	<b>Strong</b>	<b>Good</b>	<b>Adequate</b>	<b>Moderately Weak</b>	<b>Weak</b>
Current Ratio	above 3	3 - 2.3	2.3 - 1.7	1.7 - 1.0	< 1.0
Cash Flow to Current Liabilities	>150%	150%-100%	100% - 50%	50% - 0%	< 0%
Debt to Equity	0% - 10%	10%-35%	35%-65%	65%-95%	> 95% or < 0%
Total Margin	> 12%	12% - 8.5%	8.5% - 5.5%	5.5% - 0%	< 0%

**Capital Requirements and Funding:**

The applicant indicates on Schedule 2 capital projects totaling \$4,928,888 which includes this project, maturities of long-term debt, and misc. The applicant indicates on Schedule 3 of its application that funding for the project will be provided by cash on hand. Cash and cash equivalents was \$3,984,930, cash flow from operations was \$3,770,877 and working capital was \$5,312,343 as of 12/31/13, per the Audited Financial Statements.

**Conclusion:**

Funding for this project should be available as needed.

**CON Action Numbers: 10314 through 10323**

**Analysis:** (Partial Request)

The purpose of our analysis for this section is to determine if the applicant has access to the funds necessary to fund this and all capital projects. Our review includes an analysis of the short and long-term position of the applicant, parent or other related parties who will fund the project. The analysis of the short and long-term position is intended to provide some level of objective assurance in the likelihood that funding will be available. The stronger the short-term position, the more likely cash on hand or cash flows could be used to fund the project. The stronger the long-term position, the more likely that debt financing could be achieved if necessary to fund the project. We also calculate working capital (current assets less current liabilities) a measure of excess liquidity that could be used to fund capital projects.

Historically we have compared all applicant financial ratios regardless of type to bench marks established from financial ratios collected from Florida acute care hospitals. While not always a perfect match to a particular CON project it is a reasonable proxy for health care related entities. The below is an analysis of the audited financial statements of the Applicant, and where the two short-term and long-term measures fall on the scale (highlighted in gray) for the most recent year.

<b>Orlando Lutheran Towers, Inc. and Subsidiaries</b>		
	<b>Dec-13</b>	<b>Dec-12</b>
Current Assets	\$12,036,235	\$12,995,854
Total Assets	\$72,100,732	\$72,458,718
Current Liabilities	\$6,723,892	\$6,462,344
Total Liabilities	\$77,360,758	\$77,994,399
Net Assets	(\$5,260,026)	(\$5,535,681)
Total Revenues	\$33,950,947	\$33,922,532
Excess of Revenues Over Expenses	\$139,893	(\$48,225)
Cash Flow from Operations	\$3,770,877	\$5,416,527
<b>Short-Term Analysis</b>		
Current Ratio (CA/CL)	1.8	2.0
Cash Flow to Current Liabilities (CFO/CL)	56.08%	83.82%
<b>Long-Term Analysis</b>		
Long-Term Debt to Net Assets (TL-CL/NA)	-1342.9%	-1292.2%
Total Margin (ER/TR)	0.41%	-0.14%
<b>Measure of Available Funding</b>		
Working Capital	\$5,312,343	\$6,533,510

**CON Action Numbers: 10314 through 10323**

<b>Position</b>	<b>Strong</b>	<b>Good</b>	<b>Adequate</b>	<b>Moderately Weak</b>	<b>Weak</b>
Current Ratio	above 3	3 - 2.3	2.3 - 1.7	1.7 - 1.0	< 1.0
Cash Flow to Current Liabilities	>150%	150%-100%	100% - 50%	50% - 0%	< 0%
Debt to Equity	0% - 10%	10%-35%	35%-65%	65%-95%	> 95% or < 0%
Total Margin	> 12%	12% - 8.5%	8.5% - 5.5%	5.5% - 0%	< 0%

**Capital Requirements and Funding:**

The applicant indicates on Schedule 2 capital projects totaling \$3,894,455 which includes this project, maturities of long-term debt, and misc. The applicant indicates on Schedule 3 of its application that funding for the project will be provided by cash on hand. Cash and cash equivalents were \$3,984,930, cash flow from operations was \$3,770,877 and working capital was \$5,312,343 as of 12/31/13, per the Audited Financial Statements.

**Conclusion:**

Funding for this project should be available as needed.

**Presbyterian Retirement Communities, Inc. d/b/a Westminster Towers (CON #10322):**

**Analysis:**

The purpose of our analysis for this section is to determine if the applicant has access to the funds necessary to fund this and all capital projects. Our review includes an analysis of the short and long-term position of the applicant, parent or other related parties who will fund the project. The analysis of the short and long-term position is intended to provide some level of objective assurance in the likelihood that funding will be available. The stronger the short-term position, the more likely cash on hand or cash flows could be used to fund the project. The stronger the long-term position, the more likely that debt financing could be achieved if necessary to fund the project. We also calculate working capital (current assets less current liabilities) a measure of excess liquidity that could be used to fund capital projects.

Historically we have compared all applicant financial ratios regardless of type to bench marks established from financial ratios collected from Florida acute care hospitals. While not always a perfect match to a particular CON project it is a reasonable proxy for health care related entities. The below is an analysis of the audited financial statements of

**CON Action Numbers: 10314 through 10323**

The Obligated Group, which includes Presbyterian Retirement Communities, Inc., and where the two short-term and long-term measures fall on the scale (highlighted in gray) for the most recent year.

<b>The Obligated Group</b>		
	<b>Mar-14</b>	<b>Mar-13</b>
Current Assets	\$41,136,157	\$29,860,693
Total Assets	\$492,039,073	\$459,512,711
Current Liabilities	\$37,907,101	\$26,650,398
Total Liabilities	\$370,423,433	\$345,253,186
Net Assets	<b>\$121,615,640</b>	<b>\$114,259,525</b>
Total Revenues	\$146,805,324	\$136,825,996
Excess of Revenues Over Expenses	\$3,920,958	\$7,609,508
Cash Flow from Operations	\$44,908,227	\$27,695,293
<b>Measure of Available Funding</b>		
Working Capital	<b>\$3,229,056</b>	<b>\$3,210,295</b>

<b>Position</b>	<b>Strong</b>	<b>Good</b>	<b>Adequate</b>	<b>Moderately Weak</b>	<b>Weak</b>
Current Ratio	above 3	3 - 2.3	2.3 - 1.7	1.7 – 1.0	< 1.0
Cash Flow to Current Liabilities	>150%	150%-100%	100% - 50%	50% - 0%	< 0%
Debt to Equity	0% - 10%	10%-35%	35%-65%	65%-95%	> 95% or < 0%
Total Margin	> 12%	12% - 8.5%	8.5% - 5.5%	5.5% - 0%	< 0%

**Capital Requirements and Funding:**

There are no capital requirements for this project. The applicant is converting 59 existing sheltered nursing beds. Therefore, minimal costs are projected for this CON. The only cost associated with this CON is project development cost of \$25,225. The applicant has \$3.2 million in working capital. The applicant’s parent company currently has two CON applications under review including this one.

**Conclusion:**

Funding for this project should be available as needed.

**Tri-County Nursing and Rehabilitation Center, Inc. (CON #10323):**

**Analysis:** The purpose of our analysis for this section is to determine if the applicant has access to the funds necessary to fund this and all capital projects. Our review includes an analysis of the short and long-term position of the applicant, parent or other related parties who will fund the project. The analysis of the short and long-term position is

**CON Action Numbers: 10314 through 10323**

intended to provide some level of objective assurance in the likelihood that funding will be available. The stronger the short-term position, the more likely cash on hand or cash flows could be used to fund the project. The stronger the long-term position, the more likely that debt financing could be achieved if necessary to fund the project. We also calculate working capital (current assets less current liabilities) a measure of excess liquidity that could be used to fund capital projects.

Historically we have compared all applicant financial ratios regardless of type to bench marks established from financial ratios collected from Florida acute care hospitals. While not always a perfect match to a particular CON project it is a reasonable proxy for health care related entities. The below is an analysis of the audited financial statements of Adventist Health System (Parent) and where the two short-term and long-term measures fall on the scale (highlighted in gray) for the most recent year.

<b>Adventist Health System</b>		
	<b>Dec-13</b>	<b>Dec-12</b>
Current Assets	\$5,711,434,000	\$5,066,359,000
Total Assets	\$11,708,294,000	\$10,645,095,000
Current Liabilities	\$1,424,876,000	\$1,277,318,000
Total Liabilities	\$5,387,886,000	\$4,889,188,000
Net Assets	<b>\$6,320,408,000</b>	<b>\$5,755,907,000</b>
Total Revenues	\$7,666,256,000	\$7,345,338,000
Excess of Revenues Over Expenses	\$578,241,000	\$507,786,000
Cash Flow from Operations	\$1,153,648,000	\$978,176,000
<b>Short-Term Analysis</b>		
Current Ratio (CA/CL)	<b>4.0</b>	<b>4.0</b>
Cash Flow to Current Liabilities (CFO/CL)	<b>80.96%</b>	<b>76.58%</b>
<b>Long-Term Analysis</b>		
Long-Term Debt to Net Assets (TL-CL/NA)	<b>62.7%</b>	<b>62.8%</b>
Total Margin (ER/TR)	<b>7.54%</b>	<b>6.91%</b>
<b>Measure of Available Funding</b>		
Working Capital	<b>\$4,286,558,000</b>	<b>\$3,789,041,000</b>

**CON Action Numbers: 10314 through 10323**

<b>Position</b>	<b>Strong</b>	<b>Good</b>	<b>Adequate</b>	<b>Moderately Weak</b>	<b>Weak</b>
Current Ratio	above 3	3 - 2.3	2.3 - 1.7	1.7 - 1.0	< 1.0
Cash Flow to Current Liabilities	>150%	150%-100%	100% - 50%	50% - 0%	< 0%
Debt to Equity	0% - 10%	10%-35%	35%-65%	65%-95%	> 95% or < 0%
Total Margin	> 12%	12% - 8.5%	8.5% - 5.5%	5.5% - 0%	< 0%

**Capital Requirements and Funding:**

The applicant provided a development stage audit. The audit indicates that the applicant has very little assets, liabilities, net worth, and no revenue. The applicant indicates on Schedule 2 capital projects totaling \$88,664,000 which includes this project, CON 10323, and CON 10335. The applicant indicates on Schedule 3 of its application that funding for the project will be provided by Adventist Health System. The applicant’s parent company currently has four CON applications under review including this one totaling \$114,750,000. The applicant provided a letter from Adventist Health System committing to funding this project. Adventist submitted their Audited Financial Schedules as proof of available funding. As indicated above, Adventist Health System has 4.3 billion dollars in working capital. Therefore, funds should be available as needed.

**Conclusion:**

Funding for this project should be available as needed.

- d. What is the immediate and long-term financial feasibility of the proposal? ss. 408.035 (1) (f), Florida Statutes.**

**HSP Citrus, LLC (CON #10314):**

**Analysis:**

The immediate and long-term financial feasibility of the project is tied to expected profitability. The purpose of our analysis for this section is to evaluate the reasonableness of the applicant’s profitability projections and ultimately whether profitability is achievable for this project. Our analysis includes an evaluation of net revenue per patient day (NRPD), cost per patient day (CPD), nurse staffing ratios and profitability. We compared the NRPD, CPD and profitability to actual operating results from SNFs as reported on Medicaid cost reports (2012 and 2013 cost report years). For our comparison group, we selected SNFs with similar

**CON Action Numbers: 10314 through 10323**

Medicaid utilizations to the utilization projected by the applicant on a per patient day basis (PPD). Comparison group data was adjusted for inflation to match the second year projection (Inflation factor was based on the New CMS Market Basket Price Index as published in the 3rd Quarter 2014, Health Care Cost Review).

NRPD, CPD, and profitability or operating margin that fall within the group range are considered reasonable projections. Below is the result of our analysis.

	PROJECTIONS PER APPLICANT		COMPARATIVE GROUP VALUES PPD		
	Total	PPD	Highest	Median	Lowest
Net Revenues	13,161,580	363	396	308	232
Total Expenses	12,411,595	342	392	301	211
Operating Income	749,985	21	36	7	-34
Operating Margin	5.70%		Comparative Group Values		
	Days	Percent	Highest	Median	Lowest
Occupancy	36,241	82.74%	98.01%	92.50%	62.90%
Medicaid/MDCD HMO	24,282	67.00%	79.92%	68.44%	60.17%
Medicare	10,871	30.00%	36.16%	16.99%	5.61%

**Staffing:**

Section 400.23(3)(a)(1), Florida Statutes, specifies a minimum certified nursing assistant staffing of 2.5 hours of direct care per resident per day and a minimum licensed nursing staffing of 1.0 hour of direct resident care per resident day. Based on the information provided in Schedule 6, the applicant’s projected staffing meets this requirement.

Schedule 7 has math errors in the total column for each type of revenue. It is unknown whether the total column is correct. For the purposes of this review, staff used the individual columns rather than the totals listed on Schedule 7.

The projected NRPD, CPD and profit fall within the group range and are considered reasonable. In addition, the total cost appears to include at least the minimum staffing required. Therefore, the overall profitability appears achievable.

**Conclusion:**

This project appears to be financially feasible based on the projections provided by the applicant.

**CON Action Numbers: 10314 through 10323**

**LP Orlando, LLC (CON #10315):**

**Analysis:** The immediate and long-term financial feasibility of the project is tied to expected profitability. The purpose of our analysis for this section is to evaluate the reasonableness of the applicant’s profitability projections and ultimately whether profitability is achievable for this project. Our analysis includes an evaluation of net revenue per patient day (NRPD), cost per patient day (CPD), nurse staffing ratios and profitability. We compared the NRPD, CPD and profitability to actual operating results from SNFs as reported on Medicaid cost reports (2012 and 2013 cost report years). For our comparison group, we selected SNFs with similar Medicaid utilizations to the utilization projected by the applicant on a per patient day basis (PPD). Comparison group data was adjusted for inflation to match the second year projection (Inflation factor was based on the new CMS Market Basket Price Index as published in the 3rd Quarter 2014, Health Care Cost Review).

NRPD, CPD and profitability or operating margin that fall within the group range are considered reasonable projections. Below is the result of our analysis.

	PROJECTIONS PER APPLICANT		COMPARATIVE GROUP VALUES PPD		
	Total	PPD	Highest	Median	Lowest
Net Revenues	15,073,574	357	470	365	283
Total Expenses	14,504,902	344	467	357	296
Operating Income	568,672	13	29	10	-29
Operating Margin	3.77%		<b>Comparative Group Values</b>		
	Days	Percent	Highest	Median	Lowest
Occupancy	42,222	64.26%	99.48%	88.96%	62.35%
Medicaid/MDCD HMO	15,149	35.88%	50.03%	45.97%	30.87%
Medicare	15,678	37.13%	58.06%	36.42%	17.01%

**Staffing:**

Section 400.23(3)(a)(1), Florida Statutes, specifies a minimum certified nursing assistant staffing of 2.5 hours of direct care per resident per day and a minimum licensed nursing staffing of 1.0 hour of direct resident care per resident day. Based on the information provided in Schedule 6, the applicant’s projected staffing meets this requirement.

The projected NRPD, CPD and profit fall within the group range and are considered reasonable. In addition, the total cost appears to include at least the minimum staffing required. Therefore, the overall profitability appears achievable.



**Conclusion:**

This project appears to be financially feasible based on the projections provided by the applicant.

**MF Orange, LLC (CON #10316):**

**Analysis:**

The immediate and long-term financial feasibility of the project is tied to expected profitability. The purpose of our analysis for this section is to evaluate the reasonableness of the applicant’s profitability projections and, ultimately, whether profitability is achievable for this project. Our analysis includes an evaluation of net revenue per patient day (NRPD), cost per patient day (CPD), nurse staffing ratios and profitability. We compared the NRPD, CPD and profitability to actual operating results from SNFs as reported on Medicaid cost reports (2012 and 2013 cost report years). For our comparison group, we selected SNFs with similar Medicaid utilizations to the utilization projected by the applicant on a per patient day basis (PPD). Comparison group data was adjusted for inflation to match the second year projection (inflation factor was based on the new CMS Market Basket Price Index as published in the 3rd Quarter 2014, Health Care Cost Review).

NRPD, CPD and profitability or operating margin that fall within the group range are considered reasonable projections. Below is the result of our analysis.

	PROJECTIONS PER APPLICANT		COMPARATIVE GROUP VALUES PPD		
	Total	PPD	Highest	Median	Lowest
Net Revenues	11,836,200	400	1,754	442	297
Total Expenses	11,176,600	378	1,663	430	304
Operating Income	659,600	22	186	17	-173
Operating Margin	5.57%		<b>Comparative Group Values</b>		
	Days	Percent	Highest	Median	Lowest
Occupancy	29,565	90.00%	97.64%	90.75%	55.01%
Medicaid	8,278	28.00%	39.10%	30.43%	20.69%
Medicare	16,852	57.00%	62.12%	38.55%	10.01%

**Staffing:**

Section 400.23(3)(a)(1), Florida Statutes, specifies a minimum certified nursing assistant staffing of 2.5 hours of direct care per resident per day and a minimum licensed nursing staffing of 1.0 hour of direct resident care per

**CON Action Numbers: 10314 through 10323**

resident day. Based on the information provided in Schedule 6, the applicant’s projected staffing meets this requirement.

The projected NRPD, CPD and profit fall within the group range and are considered reasonable. Therefore, the overall profitability appears achievable.

**Conclusion:**

This project appears to be financially feasible based on the projections provided by the applicant.

**Orange County CON, LLC (CON #10317):**

**Analysis:**

The immediate and long-term financial feasibility of the project is tied to expected profitability. The purpose of our analysis for this section is to evaluate the reasonableness of the applicant’s profitability projections and ultimately whether profitability is achievable for this project. Our analysis includes an evaluation of net revenue per patient day (NRPD), cost per patient day (CPD), nurse staffing ratios and profitability. We compared the NRPD, CPD and profitability to actual operating results from SNFS as reported on Medicaid cost reports (2012 and 2013 cost report years). For our comparison group, we selected SNFs with similar Medicaid utilizations to the utilization projected by the applicant on a per patient day basis (PPD). Comparison group data was adjusted for inflation to match the second year projection (Inflation factor was based on the new CMS Market Basket Price Index as published in the 3rd Quarter 2014, Health Care Cost Review).

NRPD, CPD and profitability or operating margin that fall within the group range are considered reasonable projections. Below is the result of our analysis.

	PROJECTIONS PER APPLICANT		COMPARATIVE GROUP VALUES PPD		
	Total	PPD	Highest	Median	Lowest
Net Revenues	13,050,348	321	425	319	254
Total Expenses	12,580,221	310	422	313	234
Operating Income	470,127	12	37	7	-34
Operating Margin	3.60%		<b>Comparative Group Values</b>		
	Days	Percent	Highest	Median	Lowest
Occupancy	40,604	92.70%	99.40%	92.69%	62.90%
Medicaid/MDCD HMO	25,915	63.82%	69.89%	60.63%	49.97%
Medicare	10,309	25.39%	40.36%	19.33%	2.63%

**Staffing:**

Section 400.23(3)(a)(1), Florida Statutes, specifies a minimum certified nursing assistant staffing of 2.5 hours of direct care per resident per day and a minimum licensed nursing staffing of 1.0 hour of direct resident care per resident day. Based on the information provided in Schedule 6, neither the nursing assistant staffing, nor the nursing staffing meet this requirement. The projected nursing assistant staffing is 2.44 hours, which is less than the 2.5 hour requirement. The projected nursing staffing is 0.98 hours, which is less than the 1.0 hour requirement.

The projected NRPD, CPD and profit fall within the group range and are considered reasonable. However, the total cost appears understated due to the lack of sufficient staffing as outlined above. Therefore, the overall profitability of the nursing home appears to be overstated.

**Conclusion:**

This project appears to be financially feasible based on the projections provided by the applicant.

**Orange County Development LLC (CON #10318):**

**Analysis:**

The immediate and long-term financial feasibility of the project is tied to expected profitability. The purpose of our analysis for this section is to evaluate the reasonableness of the applicant's profitability projections and, ultimately, whether profitability is achievable for this project. Our analysis includes an evaluation of net revenue per patient day (NRPD), cost per patient day (CPD), nurse staffing ratios and profitability. We compared the NRPD, CPD and profitability to actual operating results from SNFs as reported on Medicaid cost reports (2012 and 2013 cost report years). For our comparison group, we selected SNFs with similar Medicaid utilizations to the utilization projected by the applicant on a per patient day basis (PPD). Comparison group data was adjusted for inflation to match the second year projection (inflation factor was based on the new CMS Market Basket Price Index as published in the 3rd Quarter 2014, Health Care Cost Review).

NRPD, CPD and profitability or operating margin that fall within the group range are considered reasonable projections. Below is the result of our analysis.

**CON Action Numbers: 10314 through 10323**

	PROJECTIONS PER APPLICANT		COMPARATIVE GROUP VALUES PPD		
	Total	PPD	Highest	Median	Lowest
Net Revenues	20,850,716	501	513	460	320
Total Expenses	19,605,672	471	510	423	349
Operating Income	1,245,044	30	54	33	-25
Operating Margin	5.97%		<b>Comparative Group Values</b>		
	Days	Percent	Highest	Median	Lowest
Occupancy	41,610	95.00%	99.86%	91.31%	60.95%
Medicaid/MDCD HMO	0	0.00%	29.95%	22.37%	12.57%
Medicare	18,250	43.86%	85.89%	59.23%	7.73%

**Staffing:**

Section 400.23(3)(a)(1), Florida Statutes, specifies a minimum certified nursing assistant staffing of 2.5 hours of direct care per resident per day and a minimum licensed nursing staffing of 1.0 hour of direct resident care per resident day. Based on the information provided in Schedule 6, the applicant’s projected staffing meets this requirement.

The projected NRPD, CPD and profit fall within the group range and are considered reasonable. In addition, the total cost appears to include at least the minimum staffing required. Therefore, the overall profitability appears achievable.

**Conclusion:**

This project appears to be financially feasible based on the projections provided by the applicant.

**Orange Park NH, LLC (CON #10319):**

**Analysis:**

The immediate and long-term financial feasibility of the project is tied to expected profitability. The purpose of our analysis for this section is to evaluate the reasonableness of the applicant’s profitability projections and, ultimately, whether profitability is achievable for this project. Our analysis includes an evaluation of net revenue per patient day (NRPD), cost per patient day (CPD), nurse staffing ratios and profitability. We compared the NRPD, CPD and profitability to actual operating results from SNFs as reported on Medicaid cost reports (2012 and 2013 cost report years). For our comparison group, we selected SNFs with similar Medicaid utilizations to the utilization projected by the applicant on a per patient day basis (PPD). Comparison group data was adjusted for inflation to match the second year projection (inflation factor was based

**CON Action Numbers: 10314 through 10323**

on the new CMS Market Basket Price Index as published in the 3rd Quarter 2014, Health Care Cost Review).

NRPD, CPD, and profitability or operating margin that fall within the group range are considered reasonable projections. Below is the result of our analysis.

	PROJECTIONS PER APPLICANT		COMPARATIVE GROUP VALUES PPD		
	Total	PPD	Highest	Median	Lowest
Net Revenues	16,233,974	394	602	381	264
Total Expenses	14,310,848	347	583	373	277
Operating Income	1,923,126	47	112	9	-64
Operating Margin	11.85%		<b>Comparative Group Values</b>		
	Days	Percent	Highest	Median	Lowest
Occupancy	41,245	94.17%	99.58%	92.71%	75.37%
Medicaid/MDCD HMO	14,600	35.40%	50.02%	41.97%	29.95%
Medicare	15,330	37.17%	61.01%	35.64%	3.48%

**Staffing:**

Section 400.23(3)(a)(1), Florida Statutes, specifies a minimum certified nursing assistant staffing of 2.5 hours of direct care per resident per day and a minimum licensed nursing staffing of 1.0 hour of direct resident care per resident day. Based on the information provided in Schedule 6, the applicant’s projected staffing meets this requirement.

The projected NRPD, CPD and profit fall within the group range and are considered reasonable. In addition, the total cost appears to include at least the minimum staffing required. Therefore, the overall profitability appears achievable.

**Conclusion:**

This project appears to be financially feasible based on the projections provided by the applicant.

**Orange SNF, LLC (CON #10320):**

**Analysis:**

The immediate and long-term financial feasibility of the project is tied to expected profitability. The purpose of our analysis for this section is to evaluate the reasonableness of the applicant’s profitability projections and ultimately whether profitability is achievable for this project. Our analysis includes an evaluation of net revenue per patient day (NRPD), cost per patient day (CPD), nurse staffing ratios and profitability. We

**CON Action Numbers: 10314 through 10323**

compared the NRPD, CPD and profitability to actual operating results from SNFs as reported on Medicaid cost reports (2012 and 2013 cost report years). For our comparison group, we selected SNFs with similar Medicaid utilizations to the utilization projected by the applicant on a per patient day basis (PPD). Comparison group data was adjusted for inflation to match the second year projection (Inflation factor was based on the new CMS Market Basket Price Index as published in the 3rd Quarter 2014, Health Care Cost Review).

NRPD, CPD and profitability or operating margin that fall within the group range are considered reasonable projections. Below is the result of our analysis.

	PROJECTIONS PER APPLICANT		COMPARATIVE GROUP VALUES PPD		
	Total	PPD	Highest	Median	Lowest
Net Revenues	14,406,654	360	585	370	256
Total Expenses	13,983,182	350	566	363	269
Operating Income	423,472	11	112	9	-64
Operating Margin	2.94%		<b>Comparative Group Values</b>		
	Days	Percent	Highest	Median	Lowest
Occupancy	39,976	91.27%	99.58%	92.71%	75.37%
Medicaid/MDCD HMO	15,886	39.74%	50.02%	41.97%	29.95%
Medicare	20,440	51.13%	61.01%	35.64%	3.48%

**Staffing:**

Section 400.23(3)(a)(1), Florida Statutes, specifies a minimum certified nursing assistant staffing of 2.5 hours of direct care per resident per day and a minimum licensed nursing staffing of 1.0 hour of direct resident care per resident day. Based on the information provided in Schedule 6, neither the nursing assistant staffing, nor the nursing staffing meet this requirement. The projected nursing assistant staffing is 2.13 hours, which is less than the 2.5 hour requirement. The projected nursing staffing is 0.78 hours, which is less than the 1.0 hour requirement.

The projected NRPD, CPD and profit fall within the group range and are considered reasonable. However, the total cost appears understated due to the lack of sufficient staffing as outlined above. Therefore, the overall profitability of the nursing home appears to be overstated.

**Conclusion:**

This project appears to be financially feasible based on the projections provided by the applicant.

**Orlando Lutheran Towers (CON #10321):**

**Analysis:**

The immediate and long-term financial feasibility of the project is tied to expected profitability. The purpose of our analysis for this section is to evaluate the reasonableness of the applicant’s profitability projections and, ultimately, whether profitability is achievable for this project. Our analysis includes an evaluation of net revenue per patient day (NRPD), cost per patient day (CPD), nurse staffing ratios and profitability. We compared the NRPD, CPD and profitability to actual operating results from SNFs as reported on Medicaid cost reports (2012 and 2013 cost report years). For our comparison group, we selected SNFs with similar Medicaid utilizations to the utilization projected by the applicant on a per patient day basis (PPD). Comparison group data was adjusted for inflation to match the second year projection (inflation factor was based on the new CMS Market Basket Price Index as published in the 3rd Quarter 2014, Health Care Cost Review).

NRPD, CPD and profitability or operating margin that fall within the group range are considered reasonable projections. Below is the result of our analysis.

	PROJECTIONS PER APPLICANT		COMPARATIVE GROUP VALUES PPD		
	Total	PPD	Highest	Median	Lowest
Net Revenues	18,299,299	322	411	350	279
Total Expenses	15,839,536	279	395	339	283
Operating Income	2,459,763	43	44	8	-22
Operating Margin	13.44%		<b>Comparative Group Values</b>		
	Days	Percent	Highest	Median	Lowest
Occupancy	56,800	88.92%	99.48%	89.88%	62.35%
Medicaid/MDCD HMO	28,400	50.00%	60.04%	51.33%	40.72%
Medicare	14,768	26.00%	42.37%	24.58%	10.76%

**Staffing:**

Section 400.23(3)(a)(1), Florida Statutes, specifies a minimum certified nursing assistant staffing of 2.5 hours of direct care per resident per day and a minimum licensed nursing staffing of 1.0 hour of direct resident care per resident day. Based on the information provided in Schedule 6, the applicant’s projected staffing meets this requirement.

**CON Action Numbers: 10314 through 10323**

Schedule 7 has math errors on the combined worksheets. For the purposes of this review, staff used the worksheets for Lutheran Towers “without project”, and added the “40 additional beds only” to arrive at the correct amounts.

The projected NRPD and profit fall within the group range and are considered reasonable. CPD is slightly below the lowest value in the control group. Expenses may be slightly understated. In addition, the total cost appears to include at least the minimum staffing required. Therefore, the overall profitability appears achievable.

**Conclusion:**

This project appears to be financially feasible based on the projections provided by the applicant.

**Analysis:** (Partial Request)

The immediate and long-term financial feasibility of the project is tied to expected profitability. The purpose of our analysis for this section is to evaluate the reasonableness of the applicant’s profitability projections and, ultimately, whether profitability is achievable for this project. Our analysis includes an evaluation of net revenue per patient day (NRPD), cost per patient day (CPD), nurse staffing ratios and profitability. We compared the NRPD, CPD and profitability to actual operating results from SNFs as reported on Medicaid cost reports (2012 and 2013 cost report years). For our comparison group, we selected SNFs with similar Medicaid utilizations to the utilization projected by the applicant on a per patient day basis (PPD). Comparison group data was adjusted for inflation to match the second year projection (inflation factor was based on the new CMS Market Basket Price Index as published in the 3rd Quarter 2014, Health Care Cost Review).

NRPD, CPD and profitability or operating margin that fall within the group range are considered reasonable projections. Below is the result of our analysis.



**CON Action Numbers: 10314 through 10323**

	PROJECTIONS PER APPLICANT		COMPARATIVE GROUP VALUES PPD		
	Total	PPD	Highest	Median	Lowest
Net Revenues	17,524,446	322	411	350	279
Total Expenses	15,331,708	282	395	339	283
Operating Income	2,192,738	40	44	8	-22
Operating Margin	12.51%		<b>Comparative Group Values</b>		
	Days	Percent	Highest	Median	Lowest
Occupancy	54,400	96.16%	99.48%	89.88%	62.35%
Medicaid/MDCD HMO	27,200	50.00%	60.04%	51.33%	40.72%
Medicare	14,144	26.00%	42.37%	24.58%	10.76%

**Staffing:**

Section 400.23(3)(a)(1), Florida Statutes, specifies a minimum certified nursing assistant staffing of 2.5 hours of direct care per resident per day and a minimum licensed nursing staffing of 1.0 hour of direct resident care per resident day. Based on the information provided in Schedule 6, the applicant’s projected staffing meets this requirement.

Schedule 7 has math errors on the combined worksheets. For the purposes of this review, staff used the worksheets for Lutheran Towers “without project”, and added the “20 additional beds only” to arrive at the correct amounts.

The projected NRPD and profit fall within the group range and are considered reasonable. CPD is slightly below the lowest value in the control group. Expenses may be slightly understated. In addition, the total cost appears to include at least the minimum staffing required. Therefore, the overall profitability appears achievable.

**Conclusion:**

This project appears to be financially feasible based on the projections provided by the applicant.

**Presbyterian Retirement Communities, Inc. d/b/a Westminster Towers (CON #10322):**

**Analysis:**

The immediate and long-term financial feasibility of the project is tied to expected profitability. The purpose of our analysis for this section is to evaluate the reasonableness of the applicant’s profitability projections and, ultimately, whether profitability is achievable for this project. Our analysis includes an evaluation of net revenue per patient day (NRPD),

**CON Action Numbers: 10314 through 10323**

cost per patient day (CPD), nurse staffing ratios and profitability. We compared the NRPD, CPD and profitability to actual operating results from SNFs as reported on Medicaid cost reports (2012 and 2013 cost report years). For our comparison group, we selected SNFs with similar Medicaid utilizations to the utilization projected by the applicant on a per patient day basis (PPD). Comparison group data was adjusted for inflation to match the second year projection (inflation factor was based on the new CMS Market Basket Price Index as published in the 3rd Quarter 2014, Health Care Cost Review).

NRPD, CPD and profitability or operating margin that fall within the group range are considered reasonable projections. Below is the result of our analysis.

	PROJECTIONS PER APPLICANT		COMPARATIVE GROUP VALUES PPD		
	Total	PPD	Highest	Median	Lowest
Net Revenues	10,688,645	257	560	354	245
Total Expenses	10,600,752	255	542	347	258
Operating Income	87,893	2	112	9	-64
Operating Margin	0.82%		<b>Comparative Group Values</b>		
	Days	Percent	Highest	Median	Lowest
Occupancy	41,602	95.0%	99.58%	92.71%	75.37%
Medicaid	16,190	38.9%	50.02%	41.97%	29.95%
Medicare	5,723	13.8%	61.01%	35.64%	3.48%

The applicant nursing home is part of a CCRC. A CCRC is made up of residential units, an assisted living facility, and a nursing home and is regulated as a type of insurance arrangement. The idea is that CCRC residents buy into the community and transition through life from residential, to assisted living, and finally to skilled nursing. Skilled nursing is also available for rehabilitation to residents. The business model for a CCRC in general shows the skilled nursing component as a loss with the residential living and assisted living generating enough profit to cover the loss. In this case, the nursing home is currently operating at a loss on a standalone basis and is projected in the application to basically break even. The applicant projected an overall profit when the net earnings of the rest of the CCRC are included.

CCRCs are regulated by the Florida Office of Insurance Regulation (OIR). OIR requires CCRCs to maintain a minimum liquid reserve and file financial statements on a regular basis. The existence of a Certificate of Authority issued by OIR and maintenance of a minimum liquid reserve indicates stability of the CCRC. The applicant CCRC has both.

**Staffing:**

Section 400.23(3)(a)(1), Florida Statutes, specifies a minimum certified nursing assistant staffing of 2.5 hours of direct care per resident per day and a minimum licensed nursing staffing of 1.0 hour of direct resident care per resident day. Based on the information provided in Schedule 6, the applicant's projected nursing staffing meets this requirement. However, the projected nursing assistant staffing is 2.46, less than the 2.5 requirement.

The projected CPD falls below the lowest within the group range. NRPD and operating income fall within the group range and is considered reasonable. However, the total cost appears to fall short of the minimum staffing required. Therefore, the overall profitability of the nursing home on a stand-alone basis appears to be overstated.

**Conclusion:**

This project appears to be financially feasible as part of the larger CCRC model.

**Tri-County Nursing and Rehabilitation Center, Inc. (CON #10323):**

**Analysis:** The immediate and long-term financial feasibility of the project is tied to expected profitability. The purpose of our analysis for this section is to evaluate the reasonableness of the applicant's profitability projections and, ultimately, whether profitability is achievable for this project. Our analysis includes an evaluation of net revenue per patient day (NRPD), cost per patient day (CPD), nurse staffing ratios and profitability. We compared the NRPD, CPD and profitability to actual operating results from SNFs as reported on Medicaid cost reports (2012 and 2013 cost report years). For our comparison group, we selected SNFs with similar Medicaid utilizations to the utilization projected by the applicant on a per patient day basis (PPD). Comparison group data was adjusted for inflation to match the second year projection (inflation factor was based on the new CMS Market Basket Price Index as published in the 3rd Quarter 2014, Health Care Cost Review).

NRPD, CPD, and profitability or operating margin that fall within the group range are considered reasonable projections. Below is the result of our analysis.

**CON Action Numbers: 10314 through 10323**

	PROJECTIONS PER APPLICANT		COMPARATIVE GROUP VALUES PPD		
	Total	PPD	Highest	Median	Lowest
Net Revenues	12,478,566	305	423	318	254
Total Expenses	11,699,301	286	421	312	233
Operating Income	779,265	19	37	7	-34
Operating Margin	6.24%		<b>Comparative Group Values</b>		
	Days	Percent	Highest	Median	Lowest
Occupancy	40,864	93.30%	99.40%	92.69%	62.90%
Medicaid/MDCD HMO	22,794	55.78%	69.89%	60.63%	49.97%
Medicare	14,510	35.51%	40.36%	19.33%	2.63%

**Staffing:**

Section 400.23(3)(a)(1), Florida Statutes, specifies a minimum certified nursing assistant staffing of 2.5 hours of direct care per resident per day and a minimum licensed nursing staffing of 1.0 hour of direct resident care per resident day. Based on the information provided in Schedule 6, the applicant’s projected staffing meets this requirement.

The projected NRPD, CPD and profit fall within the group range and are considered reasonable. In addition, the total cost appears to include at least the minimum staffing required. Therefore, the overall profitability appears achievable.

**Conclusion:**

This project appears to be financially feasible based on the projections provided by the applicant.

- e. Will the proposed project foster competition to promote quality and cost-effectiveness? ss. 408.035 (1)(e) and (g), Florida Statutes.**

**Analysis:**

The type of competition that would result in increased efficiencies, service and quality is limited in health care. Cost-effectiveness through competition is typically achieved via a combination of competitive pricing that forces more efficient cost to remain profitable and offering higher quality and additional services to attract patients from competitors. Since Medicare and Medicaid are the primary payers in the nursing home industry, price-based competition is limited. With a large portion of the revenue stream essentially fixed on a per patient basis, the available margin to increase quality and offer additional services is limited. In addition, competitive forces truly do not begin to take shape until existing business’ market share is threatened. The publication of

need in this area suggests that there is an unmet and untapped customer base for a new entrant to absorb. Since nursing home services are limited to available beds and the need formula suggest excess capacity in the market to fill those beds, the impact on market share would be limited. The combination of the existing health care system's barrier to price-based competition via fixed price payers and the existence of unmet need in the district limits any significant gains in cost-effectiveness and quality that would be generated from competition.

**Conclusion:**

These projects are not likely to have a material impact on competition to promote quality and cost-effectiveness.

- f. Are the proposed costs and methods of construction reasonable? Do they comply with statutory and rule requirements? ss. 408.035 (1) (h), Florida Statutes; Ch. 59A-4, Florida Administrative Code.**

**HSP Citrus, LLC (CON #10314):** The applicant has submitted all information and documentation necessary to demonstrate compliance with the architectural review criteria. The cost estimate for the propose project provided in Schedule 9, Table A and the project completion forecast provided in Schedule 10 appear to be reasonable. A review of the architectural plans, narratives and other supporting documents did not reveal any deficiencies that are likely to have a significant impact on either construction costs or the proposed completion schedule.

The plans submitted with this application were schematic in detail with the expectation that they will be necessarily revised and refined prior to being submitted for full plan review. The architectural review of this application shall not be construed as an in-depth effort to determine complete compliance with all applicable codes and standards. The final responsibility for facility compliance ultimately rests with the applicant owner. Approval from the Agency for Health Care Administration's Office of Plans and Construction is required before the commencement of any construction.

**LP Orlando, LLC (CON #10315):** The applicant has submitted all information and documentation necessary to demonstrate compliance with the architectural review criteria. The cost estimate for the propose project provided in Schedule 9, Table A and the project completion forecast provided in Schedule 10 appear to be reasonable. A review of the architectural plans, narratives and other supporting documents did not reveal any deficiencies that are likely to have a significant impact on either construction costs or the proposed completion schedule.

**CON Action Numbers: 10314 through 10323**

The plans submitted with this application were schematic in detail with the expectation that they will be necessarily revised and refined prior to being submitted for full plan review. The architectural review of this application shall not be construed as an in-depth effort to determine complete compliance with all applicable codes and standards. The final responsibility for facility compliance ultimately rests with the applicant owner. Approval from the Agency for Health Care Administration's Office of Plans and Construction is required before the commencement of any construction.

**MF Orange, LLC (CON #10316):** The construction type is not listed but building materials are described as non-combustible and comply with the requirements of the applicable codes.

The applicant has submitted all information and documentation necessary to demonstrate compliance with the architectural review criteria. The cost estimate for the proposed project provided in Schedule 9, Table A and the project completion forecast provided in Schedule 10 appear to be reasonable. A review of the architectural plans, narratives and other supporting documents did not reveal any deficiencies that are likely to have a significant impact on either construction costs or the proposed completion schedule.

The plans submitted with this application were schematic in detail with the expectation that they will be necessarily revised and refined prior to being submitted for full plan review. The architectural review of this application shall not be construed as an in-depth effort to determine complete compliance with all applicable codes and standards. The final responsibility for facility compliance ultimately rests with the applicant owner. Approval from the Agency for Health Care Administration's Office of Plans and Construction is required before the commencement of any construction.

**Orange County CON, LLC (CON #10317):** The applicant has submitted all information and documentation necessary to demonstrate compliance with the architectural review criteria. The cost estimate for the proposed project provided in Schedule 9, Table A and the project completion forecast provided in Schedule 10 appear to be reasonable. A review of the architectural plans, narratives and other supporting documents did not reveal any deficiencies that are likely to have a significant impact on either construction costs or the proposed completion schedule.

The plans submitted with this application were schematic in detail with the expectation that they will be necessarily revised and refined prior to being submitted for full plan review. The architectural review of this application shall not be construed as an in-depth effort to determine

**CON Action Numbers: 10314 through 10323**

complete compliance with all applicable codes and standards. The final responsibility for facility compliance ultimately rests with the applicant owner. Approval from the Agency for Health Care Administration's Office of Plans and Construction is required before the commencement of any construction.

**Orange County Development LLC (CON #10318):** The construction type is not listed but building materials are described as non-combustible and comply with the requirements of the applicable codes. The applicant has submitted all information and documentation necessary to demonstrate compliance with the architectural review criteria. The cost estimate for the proposed project provided in Schedule 9, Table A and the project completion forecast provided in Schedule 10 appear to be reasonable. A review of the architectural plans, narratives and other supporting documents did not reveal any deficiencies that are likely to have a significant impact on either construction costs or the proposed completion schedule.

The plans submitted with this application were schematic in detail with the expectation that they will be necessarily revised and refined prior to being submitted for full plan review. The architectural review of this application shall not be construed as an in-depth effort to determine complete compliance with all applicable codes and standards. The final responsibility for facility compliance ultimately rests with the applicant owner. Approval from the Agency for Health Care Administration's Office of Plans and Construction is required before the commencement of any construction.

**Orange Park NH, LLC (CON #10319):** The applicant has submitted all information and documentation necessary to demonstrate compliance with the architectural review criteria. The cost estimate for the proposed project provided in Schedule 9, Table A and the project completion forecast provided in Schedule 10 appear to be reasonable. A review of the architectural plans, narratives and other supporting documents did not reveal any deficiencies that are likely to have a significant impact on either construction costs or the proposed completion schedule.

The plans submitted with this application were schematic in detail with the expectation that they will be necessarily revised and refined prior to being submitted for full plan review. The architectural review of this application shall not be construed as an in-depth effort to determine complete compliance with all applicable codes and standards. The final responsibility for facility compliance ultimately rests with the applicant owner. Approval from the Agency for Health Care Administration's Office of Plans and Construction is required before the commencement of any construction.

**CON Action Numbers: 10314 through 10323**

**Orange SNF, LLC (CON #10320):** The applicant has submitted all information and documentation necessary to demonstrate compliance with the architectural review criteria. The cost estimate for the proposed project provided in Schedule 9, Table A and the project completion forecast provided in Schedule 10 appear to be reasonable. A review of the architectural plans, narratives and other supporting documents did not reveal any deficiencies that are likely to have a significant impact on either construction costs or the proposed completion schedule.

The plans submitted with this application were schematic in detail with the expectation that they will be necessarily revised and refined prior to being submitted for full plan review. The architectural review of this application shall not be construed as an in-depth effort to determine complete compliance with all applicable codes and standards. The final responsibility for facility compliance ultimately rests with the applicant owner. Approval from the Agency for Health Care Administration's Office of Plans and Construction is required before the commencement of any construction.

**Orlando Lutheran Towers (CON #10321):** The applicant has submitted all information and documentation necessary to demonstrate compliance with the architectural review criteria. The cost estimate for the proposed project provided in Schedule 9, Table A and the project completion forecast provided in Schedule 10 appear to be reasonable. A review of the architectural plans, narratives and other supporting documents did not reveal any deficiencies that are likely to have a significant impact on either construction costs or the proposed completion schedule.

The plans submitted with this application were schematic in detail with the expectation that they will be necessarily revised and refined prior to being submitted for full plan review. The architectural review of this application shall not be construed as an in-depth effort to determine complete compliance with all applicable codes and standards. The final responsibility for facility compliance ultimately rests with the applicant owner. Approval from the Agency for Health Care Administration's Office of Plans and Construction is required before the commencement of any construction.

**Presbyterian Retirement Communities, Inc. d/b/a Westminster Towers (CON #10322):** The Office of Plans and Construction notes that the codes and standards regulating the design and construction of SNFs are the same for beds licensed as sheltered beds and community beds.



**CON Action Numbers: 10314 through 10323**

It is the position of the Office of Plans and Construction that a review of the architectural submissions for this project is unnecessary since the existing nursing beds have already been reviewed and approved by the Agency for use as skilled nursing beds in accordance with Florida Statutes 400.232 and Florida Administrative Code 59A-4.133.

The reviewer notes that any modifications or alterations of the physical plant due to a conversion would need to be reviewed by the Office of Plans and Construction.

**Tri-County Nursing and Rehabilitation Center, Inc. (CON #10323):**

The applicant has submitted all information and documentation necessary to demonstrate compliance with the architectural review criteria. The cost estimate for the proposed project provided in Schedule 9, Table A and the project completion forecast provided in Schedule 10 appear to be reasonable. A review of the architectural plans, narratives and other supporting documents did not reveal any deficiencies that are likely to have a significant impact on either construction costs or the proposed completion schedule.

The plans submitted with this application were schematic in detail with the expectation that they will be necessarily revised and refined prior to being submitted for full plan review. The architectural review of this application shall not be construed as an in-depth effort to determine complete compliance with all applicable codes and standards. The final responsibility for facility compliance ultimately rests with the applicant owner. Approval from the Agency for Health Care Administration's Office of Plans and Construction is required before the commencement of any construction.

- g. Does the applicant have a history of and propose the provision of health services to Medicaid patients and the medically indigent? Does the applicant propose to provide health services to Medicaid patients and the medically indigent? ss. 408.035 (1) (i), Florida Statutes.**

A five-year history of Medicaid patient days and occupancy for the subdistrict, district and state is provided in the table below.

**CON Action Numbers: 10314 through 10323**

**Medicaid Patient Days and Medicaid Occupancy in Orange County,  
District 7 and Florida**

<b>Medicaid Patient Days</b>					
<b>Facility/Area</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>
Orange County	794,619	814,845	828,454	824,000	826,827
District 7	1,664,492	1,762,965	1,771,754	1,768,611	1,758,966
Florida	15,411,373	15,530,575	15,612,015	15,733,318	15,700,197
<b>Medicaid Occupancy</b>					
<b>Facility/Area</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>
Orange County	61.45%	61.67%	62.41%	62.32%	62.09%
District 7	59.92%	60.05%	60.18%	60.26%	60.14%
Florida	61.26%	61.33%	61.56%	61.85%	61.66%

Source: Florida Nursing Home Bed Need Projections by District and Subdistrict, October 2014 Batching Cycle

**HSP Citrus, LLC (CON #10314)** states that SHCM provides care on a non-discriminatory basis, accepting all SNF-appropriate patient referrals without regard to race, religion, national origin, age, sex, disability, marital status or source of payment.

The applicant's Schedule 7 estimates 67 percent Medicaid Managed Care bed utilization and 1.2 percent charity care/uncollectable net patient revenues. HSP Citrus states this data is evidence that the proposed project will serve Medicaid and medically indigent patients. See the tables below.

<b>Projected Payor Source</b>		
	<b>Year One</b>	<b>Year Two</b>
Medicare Part A	24%	24%
Medicaid Managed Care	67%	67%
Private and Other Payors	3%	3%
Medicare Part C	6%	6%
<b>Total</b>	100%	100%

Source: CON application # 10314 Schedule 7 page 69

<b>Forecasted Revenue Per Patient Day</b>		
	<b>Year One</b>	<b>Year Two</b>
Medicare Part A*	\$579	\$614
Medicaid Managed Care	\$272	\$269
Private and Other Payors	\$278	\$288
Medicare Part C	\$440	\$454
<b>Weighted Average</b>	\$356	\$363

Source: CON application # 10314 Schedule 7 page 69

\*Applicant's Note: Medicare and Medicaid revenues are presented net of contractual adjustments. Medicare Part A rate excludes Part B revenues for resident whose payor type is other than Part A.

The reviewer compiled the following Medicaid occupancy data for SHCM managed Florida facilities for July 1, 2013 through June 2014. See the table below.

**CON Action Numbers: 10314 through 10323**

**SHCM Florida Medicaid Occupancy  
July 1, 2013-June 30, 2014**

<b>Facility Name</b>	<b>Medicaid Days</b>	<b>Total Days</b>	<b>Medicaid Occupancy</b>
Arbor Trail Rehab and Skilled Nursing Center	24,618	39,210	62.79%
Atlantic Shores Nursing and Rehab Center	25,195	37,961	66.66%
Bayshore Pointe Nursing and Rehab Center	22,818	37,696	60.53%
Bonifay Nursing and Rehab Center	45,846	56,651	80.93%
Boulevard Rehabilitation Center	29,352	53,770	54.59%
Boynton Beach Rehabilitation Center	32,864	50,768	64.73%
Braden River Rehabilitation Center	39,815	57,105	69.72%
Crestview Rehabilitation Center	31,069	44,300	70.13%
Fort Walton Rehabilitation Center	17,477	34,993	49.94%
Hunters Creek Nursing and Rehab Center	21,393	42,340	50.53%
Jacksonville Nursing and Rehab Center	43,859	56,684	77.37%
Macclenny Nursing and Rehab Center	28,192	39,757	70.91%
Medicana Nursing and Rehab Center	24,561	31,224	78.66%
Metro West Nursing and Rehab Center	27,105	41,277	65.67%
Moultrie Creek Nursing and Rehab Center	17,774	38,892	45.74%
Ocala Oaks Rehabilitation Center	28,224	40,105	70.38%
Orange City Nursing and Rehab Center	19,387	39,624	48.93%
Palm City Nursing and Rehab Center	23,373	37,890	61.69%
Pinellas Point Nursing and Rehab Center	14,591	19,465	74.96%
Port Orange Nursing and Rehab Center	15,787	37,590	42.00%
River Valley Rehabilitation Center	23,120	31,748	72.82%
Riviera Palms Rehabilitation Center	28,545	39,589	72.10%
Royal Oaks Nursing and Rehab Center	17,624	39,574	44.53%
Sarasota Point Rehabilitation Center (Inactive 09/13/11-08/13/13)	3,576	6,575	54.40%
Tiffany Hall Nursing and Rehab Center	21,789	38,089	57.21%
Tuskawilla Nursing and Rehab Center	13,302	32,252	41.24%
<b>Total</b>	<b>641,256</b>	<b>1,025,129</b>	<b>61.83%</b>

Source: Florida Nursing Home Bed Need Projections by District and Subdistrict, October 2014 Batching Cycle

The applicant's Schedule 7 indicates that Medicaid and self-pay represent 67.0 percent and 3.0 percent, respectively, of year one and two annual total patient days. The reviewer notes that the applicant did not include a charity allowance on its Schedule 8, but does specify that line 29 indicates 1.2 percent in charity care/uncollectable billings.

**LP Orlando, LLC (CON #10315)** states that it operates 25 facilities in Florida and has a long history of providing skilled nursing care to Medicaid patients. The applicant states that its 2014 average Florida Medicaid occupancy percentage is 64 percent. The reviewer notes that the applicant did not include a time period for this data or a source.

The reviewer compiled the following Medicaid occupancy data for Signature HealthCARE's Florida facilities for July 1, 2013 through June 2014. The reviewer notes that for these facilities, the average Medicaid occupancy percentage was 67.14 percent. See the table below.

**CON Action Numbers: 10314 through 10323**

<b>Signature HealthCARE Florida Medicaid Occupancy July 1, 2013-June 30, 2014</b>			
<b>Facility Name</b>	<b>Medicaid Days</b>	<b>Total Days</b>	<b>Medicaid Occupancy</b>
Anchor Care and Rehabilitation Center	25,195	37,961	66.67%
Chautauqua Rehabilitation and Nursing Center	30,346	49,497	61.31%
Golfview Healthcare Center	9,660	17,018	56.76%
Golfcrest Healthcare Center	13,721	22,584	60.76%
Gulfport Rehabilitation Center	1,463	3,419	42.79%
Heritage Park Care and Rehabilitation Center	28,967	41,340	70.07%
Kenilworth Care and Rehabilitation Center	14,375	28,744	50.01%
Peninsula Care and Rehabilitation Center	28,971	40,650	71.27%
Signature HealthCARE at College Park	17,466	25,881	67.49%
Signature HealthCARE at The Courtyard	28,977	41,442	69.92%
Signature HealthCARE Center of Waterford	54,676	73,715	74.17%
Signature HealthCARE of Brookwood Gardens	34,453	48,471	66.95%
Signature HealthCARE of Gainesville	22,075	36,952	59.74%
Signature HealthCARE of Jacksonville	43,221	53,454	80.86%
Signature HealthCARE of North Florida	42,417	55,741	76.10%
Signature HealthCARE of Orange Park	21,921	35,154	62.36%
Signature HealthCARE of Ormond	8,091	18,729	43.20%
Signature HealthCARE of Palm Beach	19,454	36,630	53.11%
Signature HealthCARE of Pinellas Park	24,584	40,542	60.64%
Signature HealthCARE of Port Charlotte	32,566	49,761	65.44%
Southern Pines Healthcare Center	20,240	32,822	61.67%
Surrey Place Care Center	13,345	20,625	64.70%
The Bridge at Bay St. Joe	29,172	40,071	72.80%
Washington Rehabilitation and Nursing Center	45,035	56,084	85.36%
Winter Park Care and Rehabilitation Center	20,594	32,530	63.31%
<b>Total</b>	<b>630,985</b>	<b>939,817</b>	<b>67.14%</b>

Source: Florida Nursing Home Bed Need Projections by District and Subdistrict, October 2014 Batching Cycle

Signature states the project will continue to serve the needs of the Medicaid population. The applicant provides the following payer forecast for the first two years of operation of the proposed facility, indicating it is based on historical utilization of the applicant's affiliates and other similarly-sized facilities within the subdistrict. Signature notes that it expects that the proposed new facility will attract many Medicare and privately insured patients for short-term rehabilitation resulting in a lower percentage of Medicaid patients in its initial years of operation than that of existing Signature facilities. See the table below.

**CON Action Numbers: 10314 through 10323**

**Projected Admissions and Patient Days  
for LP Orlando, LLC**

Payer	Year 1			Year 2		
	Admission	Patient Days	Percent	Admission	Patient Days	Percent
Medicaid	116	3,530	35.9%	503	15,259	36.1%
Medicare	25	3,205	32.6%	47	15,149	35.9%
Self-Pay	8	861	8.7%	31	3,459	8.2%
Insurance/HMO	51	1,008	10.2%	212	4,193	9.9%
Other/Hospice	16	1,234	12.5%	54	4,162	9.9%
<b>Total</b>	<b>216</b>	<b>9,837</b>	<b>100%</b>	<b>847</b>	<b>42,222</b>	<b>100%</b>

Source: CON application #10315, page 65

The applicant's Schedule 7 indicates that Medicaid and self-pay represent 32.6 percent and 8.7 percent, respectively, of year one and 35.9 percent and 8.2 percent, respectively, of year two annual total patient days.

**MF Orange, LLC (CON #10316)** states the current Medicaid occupancy rate for all community nursing homes in Orlando County is 63.5%. The forecast below is based on historical utilization of the applicant's affiliates and other similarly sized facilities within the subdistrict.

**Forecasted Admissions and Patient Days for MF Orange, LLC  
First Two Years of Operation**

Payer	Year One: July 2017		Year Two: July 2018	
	Patient Days	Percent	Patient Days	Percent
Medicare	8,968	57.0%	16,852	57.0%
Medicaid	4,405	28.0%	8,278	28.0%
Private Pay	472	3.0%	887	3.0%
Other Payers	1,888	12.0%	3,548	12.0%
Total	15,733	100.0%	29,565	100.0%

Source: CON application #10316, page 9-3

The reviewer compiled the following Medicaid occupancy data for Gulf Coast Health Care Florida facilities for July 1, 2013 to June 30, 2014. See the table below.

**CON Action Numbers: 10314 through 10323**

**Medicaid Occupancy and Total Occupancy Rates for Gulf Coast Health Care  
Skilled Nursing Facilities in Florida  
July 2013-June 2014**

District	County	Facility Name	July 2013-June2014	
			Medicaid Occupancy	Total Occupancy
1	Escambia	Arcadia Health and Rehabilitation Center	61.4%	88.7%
1	Escambia	Bayside Health and Rehabilitation Center	70.6%	91.5%
1	Escambia	Rosewood Health and Rehabilitation Center	80.9%	93.8%
1	Escambia	Specialty Health and Rehabilitation Center	63.5%	94.4%
1	Okaloosa	Silvercrest Health and Rehabilitation Center	70.65%	94.9%
1	Santa Rosa	Bay Breeze Senior Living and Rehabilitation Center	60.6%	91.3%
1	Walton	Grand Boulevard Health and Rehabilitation Center	50.05%	83.6%
2	Bay	GlenCove Health and Rehabilitation Center	60.1%	93.6%
2	Bay	Panama City Health and Rehabilitation Center	13.9%	96.4%
2	Gadsden	Riverchase Health and Rehabilitation Center	83.2%	94.9%
2	Jackson	Chipola Health and Rehabilitation Center	60.3%	89.5%
2	Jefferson	Brynwood Health and Rehabilitation Center	75.4%	88.9%
3	Bradford	Windsor	71.1%	93.0%
3	Lake	Lake Eustis Health and Rehabilitation Center	61.2%	92.3%
3	Suwannee	Suwannee Health and Rehabilitation Center	77.7%	92.6%
4	Flagler	Flagler Health and Rehabilitation Center	52.0%	92.3%
4	Volusia	Costal Health and Rehabilitation Center	80.9%	98.2%
4	Volusia	DeBary Health and Rehabilitation Center	68.1%	93.5%
4	Volusia	Seaside Health and Rehabilitation Center	85.5%	68.8%
4	Volusia	Parkside Health and Rehabilitation Center	81.4%	89.0%
5	Pasco	Heritage Health and Rehabilitation Center	70.1%	94.4%
5	Pinellas	Glen Oaks Health and Rehabilitation Center	84.5%	90.6%
6	Highlands	Lake Placid Health and Rehabilitation Center	65.0%	94.1%
6	Hillsborough	Accentia Health and Rehabilitation Center	77.9%	84.4%
7	Brevard	Wave Crest Health and Rehabilitation Center	75.4%	81.3%
7	Orange	The Rehabilitation Center of Winter Park	65.8%	79.5%
7	Osceola	Oaks of Kissimmee Health and Rehabilitation Center	56.4%	91.0%
7	Seminole	Longwood Health and Rehabilitation Center	69.6%	94.1%
8	Hendry	Oakbrook Health and Rehabilitation Center	69.4%	87.3%
9	Martin	Salerno Bay Health and Rehabilitation Center	70.1%	90.6%
9	Palm Beach	Boynton Health and Rehabilitation Center	64.7%	82.8%
9	Palm Beach	Royal Palm Beach Health and Rehabilitation Center	76.9%	97.0%
10	Broward	Margate Health and Rehabilitation Center	58.7%	93.6%

Source: AHCA publication, Florida Nursing Home Utilization by District and Subdistrict

MF Oranges indicates that it is aware of all aspects of the newly implemented Statewide Medicaid Managed Care Long-Term Care program (SMMC LTC) and will form a provider agreement with one of the LTC plans available in Region 7.

The applicant notes that following the September 2014 initiation of SMMC LTC in Region 7, the four SMMC LTC plans operating enrolled approximately 9,300 individuals. MF Orange maintains that it will enroll in, and continue to provide timely and accurate provider information to the Agency Provider Master List. The applicant asserts that it will also collaborate with the chosen LTC plan to identify and implement quality and performance measures to monitor the facility's clinical performance on an ongoing basis. MF Orange provides a summary of the three available Medicaid SMMC LTC plans operating in Region 7.

**CON Action Numbers: 10314 through 10323**

The applicant's Schedule 7 indicates that Medicaid and self-pay represent 28 and three percent, respectively, of year one and year two annual total patient days.

**Orange County CON, LLC (CON #10317)** is a new entity and proposes to provide health services to Medicaid and medically indigent patients. The reviewer created the following chart from the applicant's Schedule 7. See the table below.

**Projected Admissions and Patient Days  
for Orange County CON, LLC**

Payer	Year One			Year Two		
	Admission	Patient Days	Percent	Admission	Patient Days	Percent
Medicaid	87	19,120	69.53%	12	25,915	63.82%
Medicare	247	6,469	23.52%	346	10,309	25.39%
Self-Pay	9	1,911	6.95%	4	4,380	10.79%
<b>Total</b>	<b>343</b>	<b>27,500</b>	<b>100%</b>	<b>362</b>	<b>40,604</b>	<b>100%</b>

Source: CON application #10317, Schedule 7

The applicant's Schedule 7 indicates that Medicaid and self-pay represent 69.53 percent and 6.95 percent, respectively, of year one and 63.82 percent and 10.79 percent, respectively, of year two annual total patient days.

**Orange County Development LLC (CON #10318)** Genesis states it has a history of providing health services to all patients that require nursing home care, without regard to age, sex, race, ethnic group, diagnosis, or ability to pay. The chart below presents the payor mix of Genesis existing facilities in Florida. The reviewer confirms this data in the Agency's *Florida Nursing Home Bed Need Projections by District and Subdistrict* publications for the October 2014 Batching Cycle.

**Genesis Facilities' Payor Mix: June 2013-July 2014**

Genesis Facility	Medicaid	All-Other Payors%
Oakhurst Center	63.6%	36.4%
Orchard Ridge	60.9%	39.1%
Bay Tree Center	65.9%	34.1%
West Bay of Tampa	62.5%	37.5%
Sunset Point	57.1%	42.9%
Huntington Place	58.0%	42.0%
Springwood Center	85.7%	14.3%
Pinebrook Center	62.7%	37.3%
Lakeside Pavilion	74.6%	25.4%
<b>Total</b>	<b>65.6%</b>	<b>34.4%</b>

Source: Florida Nursing Home Bed Need-CON application #10318 pg. 90

OCD states the payor mix will differ from that of Genesis' other Florida nursing homes because of unique nature of the PowerBack Rehabilitation and its focus on short-stay, post-acute care. The applicant notes that patients suitable are generally covered primarily by Medicare and managed care and for dually eligible patients, Medicare

**CON Action Numbers: 10314 through 10323**

covers the first 100 days of skilled nursing care in whole or part. OCD indicates that Medicaid will be a secondary payor during the first 100 days and that most patients will experience lengths of stay far below the 100-day limit of Medicare coverage. OCD states that it will also serve younger patients for whom Medicaid is the primary payor as well as medically indigent patients. The reviewer notes that the applicant has no provision for Medicaid on its Schedule 7 and one percent of revenues for bad debt on its Schedule 8. The reviewer further notes that the applicant does not explain or give any details regarding provisions to younger patients.

The applicant discusses its intention to create a local network in Orange County so that patients requiring short-term can be served at OCD while those requiring long-term care will be referred to existing providers in Orange County offering longer-term nursing services.

OCD's Schedule 7 indicates that Medicaid and self-pay represent 0.0 percent and 0.0 percent, respectively, of year one and year two annual total patient days.

**Orange Park NH, LLC (CON #10319)** provides Greystone's most recent three years total facility utilization and Medicaid utilization to show the historical demand of Medicaid patients at Greystone facilities in Florida. The applicant reports its overall percent Medicaid occupancy at 57.89 percent, 56.51 percent and 55.94 percent for FY 2012, FY 2013 and FY 2014, respectively.

The applicant insists that its data demonstrate that the majority of Greystone facilities have over half of total patient days accounted for by Medicaid patients. Orange Park indicates that for each of the past three FYs, there have been more than 558,000 Medicaid patient days at Greystone facilities, with 56 to 58 percent of patient days accounted for by Medicaid patients.

The applicant provides the following table below reflecting the projected patient days by payor for Orange Park. Orange Park affirms that there will not be any economic barriers to obtaining care.

**Projected Patient Days by Payor for Orange Park**

Payor	Percent of Total Patient Days	
	Year 1	Year 2
Medicare	38.70%	37.17%
Medicaid	34.52%	35.40%
Managed Care	13.81%	14.16%
Other Payers	6.40%	6.19%
Self-Pay	6.90%	7.08%

Source: CON application # 10319 page 5, Schedule B



**CON Action Numbers: 10314 through 10323**

The reviewer compiled the following Medicaid occupancy data for Greystone Florida facilities for July 1, 2013 to June 30, 2014. See the table below.

<b>Greystone Florida Medicaid Occupancy July 1, 2013-June 30, 2014</b>			
<b>Facility Name</b>	<b>Medicaid Days</b>	<b>Total Patient Days</b>	<b>Medicaid Occupancy</b>
Alhambra Health and Rehabilitation Center	10913	20860	52.3%
Apollo Health and Rehabilitation Center	19859	33518	59.25%
Carlton Shores Health and Rehabilitation Center	13768	36151	38.08%
Citrus Hills Health and Rehabilitation Center	30326	43258	71.44%
Club Health and Rehabilitation Center at The Villages	24265	39549	61.35%
The Gardens Health and Rehabilitation Center	20641	38570	53.52%
Greenbriar Rehabilitation and Nursing Center	8240	21596	38.16%
Isle Health and Rehabilitation Center	22985	38801	59.24%
Lady Lake Specialty Care Center	17532	47343	37.03%
Lehigh Acres Health and Rehabilitation Center	19555	35539	55.02%
Lexington Health and Rehabilitation Center	54248	27995	51.61%
The Lodge Health and Rehabilitation Center	19066	33511	56.89%
North Beach Rehabilitation Center	18036	33099	54.49%
North Rehabilitation Center	4998	14012	35.67%
Park Meadows Health and Rehabilitation Center	31532	47630	66.20%
Ridgecrest Nursing and Rehabilitation Center	25100	46601	53.86%
Riverwood Health and Rehabilitation Center	27430	42300	64.85%
Rockledge Health and Rehabilitation Center	15865	35422	44.79%
Sunset Lake Health and Rehabilitation Center	18924	41145	45.99%
Terrace Health and Rehabilitation Center	23109	43014	53.72%
Unity Health and Rehabilitation Center	85135	97534	87.29%
Viera Health and Rehabilitation Center	7990	32482	24.60%
Villa Health and Rehabilitation Center	25790	43305	59.55%
Village Place Health and Rehabilitation Center	17050	33898	50.30%
Wilton Manors Health and Rehabilitation Center	24761	47555	52.07%
Woodland Grove Health and Rehabilitation Center	24447	42604	57.45%

Source: AHCA publication, Florida Nursing Home Utilization by District and Subdistrict

The applicant's Schedule 7 indicates that Medicaid and self-pay represent 34.52 percent and 6.90 percent, respectively, of year one and 35.40 percent and 7.08 percent, respectively, of year two annual total patient days.

**Orange SNF, LLC (CON #10320)** notes that it is a newly created entity developed for the purpose of submitting this CON application and does not hold a license for a nursing facility. The applicant maintains that Consulate owns or operates 80 care centers in Florida and has identified 13 of its SNFs as indicators for the need for this CON application and project. The applicant states that utilization data from the Agency's FNP back-up reports for the aforementioned Consulate Florida 13 are presented as Attachment 5 and a summary of the data regarding occupancy rates for total patients and Medicaid patients is shown as

**CON Action Numbers: 10314 through 10323**

Exhibit Eight of CON application #10320. The reviewer confirms this data in the Agency’s *Florida Nursing Home Bed Need Projections by District and Subdistrict* publications for the October 2012, 2013 and 2014 Batching Cycles. However, the applicant includes annual change columns that cannot be confirmed by the reviewer.

The applicant summarizes the major observations of this data:

- The total occupancy rate at the Consulate Florida 13 SNFs of 96.2 percent is higher than the state’s rate of 87.3 percent
- The Medicaid occupancy rate of eight of the 13 Consulate care centers is higher than the state’s rate of 62.1 percent, but on a total basis, Medicaid occupancy at the Consulate Florida 13 of 52.9 percent is lower than the state’s figure
- For the 11 months of January to November 2014, the 80 consulate care centers provided approximately 2 million days of care to Medicaid patients
- Nevertheless, the utilization data documents that Consulate care centers are available, and utilized by Medicaid and medically indigent persons

The reviewer compiled the following Medicaid occupancy data for the Consulate 13 facilities for July 1, 2013 through June 2014. The reviewer notes that for these facilities, the average Medicaid occupancy percentage was 52.99 percent. See the table below.

**Consulate 13, Florida Medicaid Occupancy  
July 1, 2013-June 30, 2014**

<b>Facility Name</b>	<b>Medicaid Days</b>	<b>Total Days</b>	<b>Medicaid Occupancy</b>
Baya Pointe Nursing and Rehabilitation Center	17,060	30,261	56.38%
Brandon Health and Rehabilitation Center	14,957	42,669	35.05%
Consulate Health Care of Brandon	23,437	42,520	55.12%
Consulate Health Care of Jacksonville	22,577	40,378	55.91%
Fletcher Health and Rehabilitation Center	27,427	42,084	65.17%
Grand Oaks Health and Rehabilitation Center	17,800	42,347	42.03%
Consulate Health Care of Kissimmee	27,222	43,116	63.14%
Lake Mary Health and Rehabilitation	16,138	42,313	37.14%
Franco Nursing and Rehabilitation	30,127	41,198	73.13%
Oakbridge Health Care	19,338	42,364	45.65%
Osprey Point Nursing Home	11,269	20,649	54.57%
Consulate Health Care at West Altamonte	24,501	41,355	59.25%
North Florida Rehabilitation and Specialty Care	41,933	19,439	46.36%
<b>Total</b>	<b>293,786</b>	<b>490,693</b>	<b>52.99%</b>

Source: Florida Nursing Home Bed Need Projections by District and Subdistrict, October 2014 Batching Cycle

Orange SNF projects that the two key payer groups identified by this Agency rule preference are self-pay and Managed Medicaid. See the table below.

**CON Action Numbers: 10314 through 10323**

**Orange SNF, LLC Medicaid**

<b>Payer</b>	<b>Percent of Total Patient Days</b>	
	<b>Year One</b>	<b>Year Two</b>
Medicaid Managed Care	35.1%	39.7%
Self-Pay	8.1%	9.1%
Total	43.2%	48.8%

Source: CON application #10320, page 80

The applicant's Schedule 7 indicates that Medicaid and self-pay represent 35.1 and 8.1 percent, respectively, of year one and 39.7 percent and 9.1 percent, respectively, of year two annual total patient days.

**Orlando Lutheran Towers (CON #10321)** states that it had a Medicaid occupancy of 77.52 percent for the six months ending December 2013 and 81.56 percent for the six months ending June 2014. The reviewer confirms this data for the facility's 60 community nursing home beds in the Agency's *Florida Nursing Home Bed Need Projections by District and Subdistrict* publications for the October 2014 Batching Cycle. The reviewer notes that Medicaid occupancy data is not published by the Agency for sheltered beds (the remaining 75 beds at the facility).

The applicant presents audited financial statements that show a provision for bad debts (indigents) of \$377,976, with a total of \$242,000 being booked in the first ten months of 2014. Orlando Lutheran Towers notes that charity care is reflected in the self-pay data in Schedule 7, and was forecasted at 0.2 percent of patient days for both years.

The applicant's Schedule 7 indicates that Medicaid and self-pay represent 50 percent and seven percent, respectively, for year one and year two annual total patient days.

**Presbyterian Retirement Communities, Inc. d/b/a Westminster Towers (CON #10322)** asserts that it has been providing care to Medicaid patients and the medically indigent throughout its 32-year history. The applicant states that the proposed conversion will increase the access to quality care for Medicaid patients and medically indigent.

The reviewer compiled the following Medicaid occupancy data for the applicant's five Florida SNFs for July 1, 2013 through June 2014. See the table below.

**CON Action Numbers: 10314 through 10323**

**Presbyterian Retirement Communities Florida Medicaid Occupancy  
July 1, 2013-June 30, 2014**

<b>Facility Name</b>	<b>Medicaid Days</b>	<b>Total Days</b>	<b>Medicaid Occupancy</b>
Westminster Communities of Bradenton Westminster Manor	7,447	13,380	87.28%
Westminster Oaks of Tallahassee	22,818	37,696	60.53%
Westminster Towers	15,782	22,052	71.57%
Westminster Towers and Shores of Bradenton	10,534	20,075	52.47%
Winter Park Towers	13,201	27,547	82.03%
<b>Total</b>	<b>69,782</b>	<b>120,750</b>	<b>73.04%</b>

Source: Florida Nursing Home Bed Need Projections by District and Subdistrict, October 2014 Batching Cycle

The applicant’s Schedule 7 indicates that Medicaid and self-pay represents 38.94 percent and 37.80 percent of year one and 38.92 percent and 37.51 percent of year two annual total patient days.

**Tri-County Nursing and Rehabilitation Center, Inc. (CON #10323)** is a new entity and has no history but states that its parent company ACC, has a history of providing care to Medicare, Medicaid, and medically indigent patients. Tri-County affirms that ACC facilities are highly accessible and accept a wide range of residents—some of which are not accepted by other nursing homes in the area, including low income residents and medically-complex residents. As an ACC facility and faith-based not-for-profit organization, Tri-County states the proposed facility will be equally accessible to all people, including the elderly, low income, racial and ethnic minorities, women, handicapped persons and other underserved groups.

The applicant maintains that ACC Florida facilities provided between 54 and 68 percent of total patient days to Medicaid patients during the six months ending June 2014. Tri-County notes that the percentage of average census of charity patients increased from 3.9 percent to 4.8 percent from 2011 through year-to-date 2014 in Central Florida ACC facilities. See the tables below.

**CON Action Numbers: 10314 through 10323**

**Adventist Care Centers Florida  
Percentage of Medicaid Days  
Six Months Ending June 2014**

<b>Facility</b>	<b>County</b>	<b>Beds</b>	<b>%Medicaid Days</b>
Sunbelt Health and Rehab Center-Apopka	Orange	120	54.7%
Adventist Care Centers Courtland	Orange	120	53.6%
East Orlando Health and Rehab Center	Orange	120	59.2%
Florida Living Nursing Center	Seminole	222	66.3%
Zephyr Haven Health and Rehab Center	Pasco	120	67.9%
Zephyrhills Health and Rehab Center	Pasco	115	53.75

<b>Average Daily Census of Charity/Indigent Residents Aventis Care Centers In Orlando Area 2011 through Year-to-Date 2014</b>				
	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>
Charity/Indigent Average Daily Census	21	23	28	26
Average Daily Census	545	542	539	541
<b>Charity/Indigent as % of ADC</b>	<b>3.9%</b>	<b>4.2%</b>	<b>5.2%</b>	<b>4.8%</b>

Source: CON application 10323 page 19

The reviewer compiled the following Medicaid occupancy data for Adventist operated Florida facilities for July 1, 2013 to June 30, 2014. See the table below.

**Adventist Care Centers, Florida Medicaid Occupancy  
July 1, 2013 to June 30, 2014**

<b>Facility</b>	<b>Medicaid Days</b>	<b>Total Days</b>	<b>Medicaid Occupancy</b>
Sunbelt Health and Rehab Center	23,432	42,193	55.54%
East Orlando Health and Rehab	24,798	42,283	58.65%
Adventist Care Center-Courtland	23,215	41,485	55.96%
Florida Living Nursing Center	70,387	47,269	67.16%
Zephyr Haven Health and Rehab Center	29,074	42,125	69.02%
Zephyrhills Health and Rehab Center	19,237	35,979	53.47%
<b>Total</b>	<b>190,143</b>	<b>251,334</b>	<b>59.97%</b>

Source: Florida Nursing Home Bed Need Projections by District and Subdistrict, October 2014 Batching Cycle

The applicant's Schedule 7 indicates that Medicaid and self-pay represent 50.8 percent and 12.3 percent, respectively, in year one and 55.8 percent and 8.7 percent, respectively, in year two.

**F. SUMMARY**

**HSP Citrus, LLC (CON #10314)** proposes to establish a new 120-bed community nursing home in Subdistrict 7-2, Orange County. HSP Citrus, LLC will be managed by SHCM.

SHCM operates 26 SNFs throughout Florida including Tuskawilla Nursing and Rehab Center which is a Gold Seal Facility.

**CON Action Numbers: 10314 through 10323**

The project involves 82,220 GSF of new construction. The construction cost is \$15,865,800. Total project cost is \$21,205,900. Project cost includes land, building, equipment, project development, financing and start-up costs.

The applicant proposes six conditions on its Schedule C.

**LP Orlando, LLC (CON #10315)** a wholly owned subsidiary of Signature Holdings II LP Holdings proposes to establish a new 180-bed community nursing home in District 7, Subdistrict 7-2, Orange County.

Signature currently operates 25 facilities with 3,146 beds in Florida.

The project involves 97,749 GSF of new construction. The construction cost is \$15,745,801. Total project cost is \$25,590,006. Project cost includes land, building, equipment, project development, financing and start-up costs.

The applicant does not wish to accept any conditions for the proposed project.

**MF Orange, LLC (CON #10316)** proposes to establish a new 90-bed community nursing home through the de-licensure of 30 beds from The Rehabilitation Center of Winter Park, an existing licensed nursing home within the same Subdistrict and 60 beds from the fixed need pool in Subdistrict 7-2, Orange County.

MF Orange, LLC is an affiliate of parent company Gulf Coast Health Care, LLC. The applicant states the parent company owns and operates 33 SNFs and ALFs in Florida.

The project involves 69,044 GSF of new construction. The construction cost is \$13,885,300. Total project cost is \$19,632,800. Project cost includes: building, equipment and project development costs.

The applicant does not wish to accept any conditions for the proposed project.

**Orange County CON, LLC (CON #10317)** proposes to establish a new 120-bed community nursing home in District 7, Subdistrict 7-2, Orange County. The applicant is a new entity and does not operate any other SNFs in Florida. The reviewer notes that letters of support state that Reliant Health Care Services (whom the applicant maintains will be the management company for the proposed facility) operates the Courtyards of Orlando in Orange County.

**CON Action Numbers: 10314 through 10323**

The project involves 80,080 gross square feet (GSF) of new construction. The construction cost is \$14,000,000. Total project cost is \$22,745,000. Project cost includes land, building, equipment, project development, financing and start-up costs.

The applicant does not wish to accept any conditions for the proposed project.

**Orange County Development LLC (CON #10318)** proposes to establish a new 120-bed community nursing home in District 7, Subdistrict 7-2, Orange County. OCD is an affiliate of Genesis HealthCare.

Genesis HealthCare operates nine SNFs in Florida.

The project involves 91,400 GSF of new construction. The construction cost is \$17,867,940. Total project cost is \$25,597,354. Project cost includes land, building, equipment, project development, financing and start-up costs.

The applicant proposes three conditions on its Schedule C.

**Orange Park NH, LLC (CON #10319)** proposes to establish a new 120-bed community nursing home in District 7, Subdistrict 7-2, Orange County. Orange Park will be managed by Greystone.

Greystone operates 25 SNFs in Florida.

The project involves 83,558 GSF of new construction. The construction cost is 15,458,230. Total project cost is 22,877,084. Project cost includes land, building, equipment, project development, financing and start-up costs.

The applicant does not wish to accept any conditions for the proposed project.

**Orange SNF, LLC (CON #10320)** an affiliate of Consulate Healthcare, proposes to establish a new 120-bed community nursing home in Subdistrict 7-2, Orange County.

Consulate Healthcare operates 76 SNFs in Florida.

**CON Action Numbers: 10314 through 10323**

The project involves 74,052 GSF of new construction. The construction cost is \$12,004,151. Total project cost is \$16,941,414. Project cost includes land, building, equipment, project development and financing costs.

The applicant proposes twelve conditions on its Schedule C.

**Orlando Lutheran Towers (CON #10321)** proposes to add 40 community nursing home beds or a partial request to add 20 beds to an existing assisted living building in Orange County. The reviewer notes that the applicant is proposing to add beds to a SNF license of an existing facility but to locate those beds in another facility still located on the campus of the CCRC.

The Commons at Orlando Lutheran Towers is a 135-bed facility with 60 community nursing home beds and 75 sheltered beds. The proposed addition would not be located in the existing facility, but across the street on the sixth and seventh floor of the existing ALF.

The project involves 21,500 GSF of renovation. The renovation cost is \$1,823,296. Total project cost is \$2,631,535. Project cost includes land, building, equipment, project development, financing and start-up costs.

Partial award involves 11,605 GSF of renovation. The renovation cost is \$1,121,584. Total project cost is \$1,597,102. Project cost includes land, building, equipment, project development, financing and start-up costs.

The applicant proposes five conditions on its Schedule C.

**Presbyterian Retirement Communities, Inc. d/b/a Westminster Towers (CON #10322)** proposes to add 59 community nursing home beds at Westminster Towers through conversion of 59 sheltered nursing home beds at Westminster Towers in Subdistrict 7-2, Orange County.

Westminster Towers is a 120-bed SNF with 59 community nursing home beds and 61 sheltered nursing home beds. It is located on the campus of a CCRC that provides housing and services to over 450 residents.

The applicant operates five SNFs in Florida.

The proposed project is a conversion of existing licensed beds and will involve no construction or renovation. The applicant states that the only project costs are those costs associated with the CON process, a total of \$25,225.

The applicant proposes one condition on its Schedule C.



**Tri-County Nursing and Rehabilitation Center, Inc. (CON #10323)**

proposes to establish a new 120-bed community nursing home in Subdistrict 7-2, Orange County.

The project involves 85,700 GSF of new construction. The construction cost is \$22,645,000. Total project cost is \$29,460,000. Project cost includes land, building, equipment, project development, financing and start-up costs.

The applicant is affiliated with six SNFs in Florida.

The applicant proposes seven conditions on its Schedule C.

**Need:**

In Volume 40, Number 193 of the Florida Administrative Register dated October 3, 2014, a fixed need pool of 218 beds was published for Subdistrict 7-2 for the July 2017 Planning Horizon.

As of November 19, 2014, Subdistrict 7-2 had 4,074 licensed and zero approved community nursing home beds. During the 12-month period ending June 30, 2014, Subdistrict 7-2 experienced 88.74 percent utilization at 33 existing facilities.

**HSP Citrus, LLC (CON #10314)** states that it is best positioned to address the skilled nursing facility needs for residents in Orange County based on the following:

- An experienced, local community nursing home management team will establish and operate the proposed 120-bed community nursing home.
- The applicant will provide proven, high quality post-acute care programs and services, including rehabilitation and recovery services for hard-to place and/or medically complex patients
- The project will enhance geographic access for hard-to place and /or medically complex post-acute patients by providing a local alternative for these patients to remain close to home
- The project's proposed facility is uniquely designed to support the intensive, high quality rehabilitation and recovery programs and culture of the applicant, and includes a significant number of private rooms.

The applicant's Schedule 7 indicates that the ALOS will be 57.6 days for year one and 57.5 days for year two of operation.

**CON Action Numbers: 10314 through 10323**

**LP Orlando, LLC (CON #10315)** believes a new, 180-bed skilled nursing facility will benefit the community and meet the growing demand in the county. The applicant discovered that there were a limited number of parcels of sufficient size at a price that would allow for the financial feasibility of the project. Signature contends that due to land prices its strong preference to build one-story nursing facilities with private rooms; a 180-bed facility is the optimum size for a facility in Subdistrict 7-2.

The applicant believes a key service that is needed to improve care deliver in the subdistrict is palliative care skilled nursing services. Signature has designed a 16-bed palliative care unit based on discussions with local hospital case managers and hospices. Signature notes that based on 2012 hospice data, Orange County needed 22,075 inpatient care days—or an average daily census of 60.5. Signature states that the purposed 180 facility fill have all private rooms with 164 beds for short or long-term based on needs of the community at any given time and 16 beds in a dedicated unit for palliative care patients. The reviewer notes that the applicant did not condition the approval of the application to a 16-bed palliative care unit.

The applicant predicts that the proposed facility will have 216 admissions and an ADC of 26.9 in year one (2017) and 847 admissions and an ADC of 115.7 in year two (2018).

**MF Orange, LLC (CON #10316)** states that the proposed project will create the following advantages:

- Creates a new physical plant built to current code that embraces culture change to improve quality
- Allows for the delicensing and relocation of 30 beds to more advantageous location and the remodeling of acquired space to add improvements and amenities
- Focus will be placed on rehabilitation to return residents to their home environment
- Facility will contain a variety of spaces that are intended to promote resident activity, socialization, entertainment, independence and well-being
- Being developed by an applicant and its affiliated parent with significant experience in the development and operation of quality long-term care facilities
- The applicant is local to the project planning area with one existing facility in Orange County and a total of four facilities within District 7 and is able to keep the project on track and on budget

**CON Action Numbers: 10314 through 10323**

The applicant notes the followings enhancements that The Rehabilitation Center of Winter Park will enjoy if the proposed project is approved:

- Conversion of semi-private rooms into private suites
- Provide space for a dining room/café area for rehabilitation customers to enjoy a relaxing dining experience without having to leave the rehabilitation unit
- Provide private area for the use of computers and internet access
- Allow expansion of the rehabilitation area for additional treatment modalities and state-of-the-art equipment

MF Orange's Schedule 7 indicates that the ALOS will be 36.33 days for year one and 36.4 days for year two of operation.

**Orange County CON, LLC (CON #10317)** states that the proposed facility will be located in an underserved area of Orange County, District 7, Subdistrict 2, which includes, but is not limited to the following ZIP Codes: Azalea (32807), Conway (32812) and Orlando (32822, 32825, 32828, and 32829).

The applicant states that the proposed PSA:

- Is currently served by five highly utilized nursing homes with 658 beds which were occupied at 90.2 percent in the 12 months ended June 2014, which was higher than the county wide average of 89.2 percent.
- Has greater demand for nursing home services as indicated by projected growth rates in elderly 65 to 74 and 75 and over populations than the overall subdistrict.
- Consists of ZIP Codes with a lower bed to elderly population ratio, which indicates that the PSA is relatively underserved compared to other areas in subdistrict.
- The proposed facility will improve access to residents of eastern Orange County. While PSA is not in a medically underserved area as defined by rule and statute, it is adjacent to and contains part of eastern Orange County ZIP Codes which do not have a skilled nursing home provider.

The applicant's Schedule 7 indicates that ALOS will be 80.17 days for year one and 112.16 days for year two of operation.

**Orange County Development LLC (CON #10318)** proposes to implement Genesis' unique brand of short-term post-acute rehabilitation services, known as PowerBack Rehabilitation, in Orange County. OCD states some of the unique features of its PowerBack Rehabilitation project include:

- A 120-bed, three story facility with all private rooms designed and developed specifically to meet short-term, post-acute care needs
- An experienced operator of nursing facilities, Genesis HealthCare, with the track record and Florida experience to develop and operate the proposed project
- A proven and highly effective clinical model for quickly restoring patients to maximum health status and physical ability to return home with short lengths of stay
- A unique staffing structure with greater nursing, therapy, and physician staff ratios to quickly assess patients and design a plan of care to return them to maximum functional levels as soon as possible
- A distinctive model of care that is in the forefront of industry trends and Florida's goals and objectives to ensure patients are cared for in the most cost-effective and least restrictive setting

The applicant's Schedule 7 indicates that ALOS will be 18.95 days for year one and 18.50 days for year two of operation.

**Orange Park NH, LLC (CON #10319)** states the facility will be constructed with a combination of private and semi-private rooms configured in a "culture change" design to better serve the rehabilitation patients in the area. The facility will be staffed with people that possess the clinical expertise to care for residents with a wide range of needs for rehabilitation care. The physical plant design will permit the applicant to have the space and equipment needed for rehabilitation including 6,000+ square feet for the therapy suite with separate areas for physical therapy, speech therapy, and occupational therapy, separate therapy gyms and an occupational therapy track located within one of the exterior courtyards. An interdisciplinary team provides an array of services in accordance with each resident's care plan.

Orange Park states it will provide both short-term rehabilitation services and long-term care services that will deliver full range of care to treat and support each patient and resident. The applicant maintains that the proposed facility responds to the statutory criterion of "need" and enhances both access and availability of skilled nursing care within the service area.

**CON Action Numbers: 10314 through 10323**

The applicant's Schedule 7 indicates that ALOS will be 29.86 days for year one and 30.04 days for year two of operation.

**Orange SNF, LLC (CON #10320)** indicates that it has the interest, ability and commitment to provide effective solutions for the needs of the subdistrict. Consulate maintains that the proposed project is needed due to three factors:

- The demographic trends of an aging population whose numbers and growth rates are greater than the total population of other age groups
- The episodes of care requiring inpatient admission which are characterized by more chronic conditions and co-morbidities as well as a higher case mix which is indicative of a higher level of severity of illness
- The requirements of the major payers for SNF and health care services--namely government and managed care organizations--for cost-effective, high quality services

The applicant provides a comparative analysis of key demographic and resident hospital utilization metrics for Orange County.

Orange SNF indicates that the ALOS used for the development of the projected patient days in Schedule 5 and 7 are based on the recent Consulate Florida 13 and listed below by the major payer categories. The reviewer notes that the applicant did not provide projected admissions in Schedule 7.

**Orange SNF, ALOS by Payer**

<b>Payer</b>	<b>ALOS in Days</b>
Medicare	32.3
Managed Care: Commercial, Managed Medicare and Managed Medicaid	20
Private	49
Medicaid	284

Source: CON application #10320, page 26

**Orlando Lutheran Towers (CON #10321)** states that there are several reasons to approve the proposed project, including:

- Orland Lutheran Towers is an established not-for-profit organization
- Approximately 85 percent of Orlando Lutheran Towers' admissions are referral from either Orlando Regional Medical Center or Florida Hospital

**CON Action Numbers: 10314 through 10323**

- The Commons at Orlando Lutheran Towers offers a commitment to care with a full range of internists and specialty physicians
- Orange County is currently underserved in skilled nursing and rehabilitation beds—as evidenced by publication of a need for 218 skilled nursing home beds--the proposed project represents 18 percent of the projected need

Orlando Lutheran Towers believes approval of the proposed project will help fill the critical need of the aging population for skilled and rehabilitative services as well as providing high paying skilled service worker jobs to the Downtown Orlando market. The applicant states the proposed services enhance the daily quality of their residents' lives:

- Executive chef
- 3000-square foot therapy gym
- Massage therapy
- Valet parking and buses
- Walking distance to Sunrail, Lynx, Lake Eola, Amway Theater, Dr. Phillips Performing Arts Center, farmers market

The applicant concludes their identification of need by stating “with our strong continuum of care, residents who come in to the Assisted Living and Independent Living units, feel secure in knowing that the Skilled Nursing and Rehabilitative services are on the same property when needed by themselves or their loved ones”.

The applicant's Schedule 7 did not provide admissions for the project but contends that its facility will have 5,200 incremental patient days with the full award for year one and 8,800 incremental patient days in year two. For the partial award, the applicant shows 5,200 incremental days in year one and 6,400 incremental days in year two. The reviewer notes that the applicant did not submit the number of admissions for the proposed facility in Schedule 7.

**Presbyterian Retirement Communities, Inc. d/b/a Westminster Towers (CON #10322)** states the proposed conversion of sheltered beds to community beds will allow more residents from the surrounding community to participate in our mission to provide quality care for older adults.

The applicant states that it will be putting into place a “Rapid Rehab Program” that will provide care to individuals with a variety of medical issues. Presbyterian Retirement Communities, Inc. indicates that the goal of the Rapid Rehab Program is to have residents back to their homes or assisted living in the shortest period of time—reducing medical costs to all parties.

Presbyterian Retirement Communities asserts that its reputation in the Orlando area has required other providers in the service area to obtain the applicant's standards to remain competitive.

The applicant did not provide any utilization for the existing sheltered beds or how many of these beds are utilized by continuing care contract residents. The applicant makes no indication of provisions to ensure access to nursing home beds for residents of the CCRC in its application. It is unclear how approval of the proposed conversion, which includes all 59 of the applicant's sheltered beds, would improve availability and accessibility to skilled nursing care for residents of the CCRC.

**Tri-County Nursing and Rehabilitation Center, Inc. (CON #10323)**

lists several factors supporting the need for the proposed project:

- As a not-for-profit nursing home, Tri-County will focus its programs/services/investments on community needs rather than investor returns
- With all private beds, in both the long-term and short-term rehabilitation portions of the nursing home--the new facility will ensure that each resident in the facility will have the individual space and privacy needed to support optimal resident care and resident recovery
- The linkage and coordination of care that will be offered by the proposed facility, with a broad range of community providers both within and outside the Adventist Health System, will ensure a full continuum of care is available for Orange County residents requiring post-acute care support
- ACC has already contracted with all four of the Managed Medicaid Providers servicing facilities in Region 7--American Eldercare, Coventry, Sunshine and United. Once the new facility is opened, Adventist Care Centers will only need to have an addendum to the existing contract to add this new facility in the region
- With a number of facilities still operating three or four bed rooms, the proposed all private room facility investment in the community will provide for a significant enhancement in resident care available and other benefits to local patients

Tri-County indicates that the ALOS for the proposed facility is bi-modal and dependent upon whether a patient is treated in the long-term care of the sub-acute care portion of the facility. The applicant states that the ALOS is expected to be in the one year or greater range for patients in the long-term care portion. The applicant notes that the expected ALOS for traditional Medicare patients is 28 days and for Medicare HMO patients it is 14 days.

**Quality of Care:**

Each of the 10 applicants described their ability to provide quality care.

**HSP Citrus, LLC (CON #10314):** The applicant's controlling interest had 67 substantiated complaints at 24 of its 26 Florida SNFs during November 19, 2011 to November 19, 2014.

**LP Orlando, LLC (CON #10315):** The applicant's controlling interest had 54 substantiated complaints at 17 of its 25 Florida SNFs during November 19, 2011 to November 19, 2014.

**MF Orange, LLC (CON #10316):** The applicant's controlling interest had 46 substantiated complaints at its 33 Florida SNFs during November 19, 2011 to November 19, 2014.

**Orange County CON, LLC (CON #10317):** Agency records indicate that the applicant is a new entity and does not have any operational history for quality of care.

**Orange County Development LLC (CON #10318):** The applicant's controlling interest had 61 substantiated complaints at its nine Florida SNFs during November 19, 2011 to November 19, 2014.

**Orange Park NH, LLC (CON #10319):** The applicant's controlling interest had 143 substantiated complaints at its 26 Florida SNFs during November 19, 2011 to November 19, 2014.

**Orange SNF, LLC (CON #10320):** The applicant's controlling interest had 411 substantiated complaints at its 76 Florida SNFs during November 19, 2011 to November 19, 2014.

**Orlando Lutheran Towers (CON #10321):** For the most recent rating period, the existing facility had four out of a possible five-star quality inspection rating.

Orlando Lutheran Towers had one substantiated complaint during November 19, 2011 to November 19, 2014.

**Presbyterian Retirement Communities, Inc. d/b/a Presbyterian Retirement Communities, Inc. d/b/a Westminster Towers (CON #10322):** For the most recent rating period, the existing facility had five out of a possible five-star quality inspection rating.



**CON Action Numbers: 10314 through 10323**

The applicant's controlling interest had four substantiated complaints at three of its six Florida SNFs during November 19, 2011 to November 19, 2014.

**Tri-County Nursing and Rehabilitation Center, Inc. (CON #10323):**

The applicant's controlling interest had 14 substantiated complaints at five of its six Florida SNFs during November 19, 2011 to November 19, 2014.

**Financial Feasibility/Availability of Funds:**

**HSP Citrus, LLC (CON #10314):** Funding for this project is likely, but not guaranteed; however, funding for the entire capital budget is in question. Based on the information provided in Schedule 6, the applicant's projected staffing meets this requirement. This project appears to be financially feasible based on the projections provided by the applicant.

This project is not likely to have a material impact on competition to promote quality and cost-effectiveness.

**LP Orlando, LLC (CON #10315):** Funding for this project is not guaranteed but appears likely. Based on the information provided in Schedule 6, the applicant's projected staffing meets this requirement. This project appears to be financially feasible based on the projections provided by the applicant.

This project is not likely to have a material impact on competition to promote quality and cost-effectiveness.

**MF Orange, LLC (CON #10316):** Funding for this project should be available as needed. Based on the information provided in Schedule 6, the applicant's projected staffing meets this requirement. This project appears to be financially feasible based on the projections provided by the applicant.

This project is not likely to have a material impact on competition to promote quality and cost-effectiveness.

**Orange County CON, LLC (CON #10317):** Funding for this project is in question. Based on the information provided in Schedule 6, neither the nursing assistant staffing, nor the nursing staffing meet this requirement. This project appears to be financially feasible based on the projections provided by the applicant.

**CON Action Numbers: 10314 through 10323**

This project is not likely to have a material impact on competition to promote quality and cost-effectiveness.

**Orange County Development LLC (CON #10318):** Funding for this project should be available as needed. Based on the information provided in Schedule 6, the applicant's projected staffing meets this requirement. This project appears to be financially feasible based on the projections provided by the applicant.

This project is not likely to have a material impact on competition to promote quality and cost-effectiveness.

**Orange Park NH, LLC (CON #10319):** Funding for this project is in question. Based on the information provided in Schedule 6, the applicant's projected staffing meets this requirement. This project appears to be financially feasible based on the projections provided by the applicant.

This project is not likely to have a material impact on competition to promote quality and cost-effectiveness.

**Orange SNF, LLC (CON #10320):** Funding for this project is not guaranteed but appears likely. Based on the information provided in Schedule 6, neither the nursing assistant staffing, nor the nursing staffing meet this requirement. The projected nursing assistant staffing is 2.13 hours, which is less than the 2.5 hour requirement. The projected nursing staffing is 0.78 hours, which is less than the 1.0 hour requirement. This project appears to be financially feasible based on the projections provided by the applicant.

This project is not likely to have a material impact on competition to promote quality and cost-effectiveness.

**Orlando Lutheran Towers (CON #10321):** Funding for this project should be available as needed. Based on the information provided in Schedule 6, the applicant's projected staffing meets this requirement. This project appears to be financially feasible based on the projections provided by the applicant.

This project is not likely to have a material impact on competition to promote quality and cost-effectiveness.

**Partial Reward-** Funding for this project should be available as needed. Based on the information provided in Schedule 6, the applicant's projected staffing meets this requirement. This project appears to be financially feasible based on the projections provided by the applicant.

**CON Action Numbers: 10314 through 10323**

This project is not likely to have a material impact on competition to promote quality and cost-effectiveness.

**Presbyterian Retirement Communities, Inc. d/b/a Presbyterian Retirement Communities, Inc. d/b/a Westminster Towers (CON #10322):** Funding for this project should be available as needed. Based on the information provided in Schedule 6, the applicant's projected nursing staffing meets this requirement. However, the projected nursing assistant staffing is 2.46, less than the 2.5 requirement. This project appears to be financially feasible as part of the larger CCRC model.

This project is not likely to have a material impact on competition to promote quality and cost-effectiveness.

**Tri-County Nursing and Rehabilitation Center, Inc. (CON #10323):** Funding for this project should be available as needed. Based on the information provided in Schedule 6, the applicant's projected staffing meets this requirement. This project appears to be financially feasible based on the projections provided by the applicant.

This project is not likely to have a material impact on competition to promote quality and cost-effectiveness.

**Medicaid/Charity Care:**

**HSP Citrus, LLC (CON #10314)** does not propose to condition project approval to a percentage of Medicaid days.

The applicant's Schedule 7 indicates that Medicaid and self-pay represent 67.0 percent and 3.0 percent, respectively, of year one and two annual total patient days.

**LP Orlando, LLC (CON #10315)** does not propose to condition project approval to a percentage of Medicaid days.

The applicant's Schedule 7 indicates that Medicaid and self-pay represents 32.6 percent and 8.7 percent in year one and 35.9 percent and 8.2 percent in year two annual total patient days.

**MF Orange, LLC (CON #10316)** does not propose to condition project approval to a percentage of Medicaid days.

The applicant's Schedule 7 indicates that Medicaid and self-pay represents 28.0 percent and 3.0 percent, respectively, of year one and two annual total patient days.

**CON Action Numbers: 10314 through 10323**

**Orange County CON, LLC (CON #10317)** does not propose to condition project approval to a percentage of Medicaid days.

The applicant's Schedule 7 indicates that Medicaid and self-pay represent 69.53 percent and 6.95 percent, respectively, of year one and 63.82 percent and 10.79 percent, respectively, of year two annual total patient days.

**Orange County Development LLC (CON #10318)** does not propose to condition project approval to a percentage of Medicaid days.

The applicant's Schedule 7 indicates that Medicaid and self-pay represent 0.0 percent and 0.0 percent, respectively, of year one and year two annual total patient days.

**Orange Park NH, LLC (CON #10319)** does not propose to condition project approval to a percentage of Medicaid days.

The applicant's Schedule 7 indicates that Medicaid and self-pay represent 34.52 percent and 6.90 percent, respectively, of year one and 35.40 percent and 7.08 percent, respectively, of year two annual total patient days.

**Orange SNF, LLC (CON #10320)** proposes to condition project approval to 28.0 percent in the first year and 42.0 annually thereafter of the 120-bed facility's total annual patient days being provided to Medicaid patients.

The applicant's Schedule 7 indicates that Medicaid and self-pay represent 35.1 and 8.1 percent, respectively, of year one and 39.7 percent and 9.1 percent, respectively, of year two annual total patient days.

**Orlando Lutheran Towers (CON #10321)** does not propose to condition project approval to a percentage of Medicaid days.

The applicant presents audited financial statements that show a provision for bad debts (indigents) of \$377,976, with a total of \$242,000 being booked in the first ten months of 2014.

The applicant's Schedule 7 indicates that Medicaid and self-pay represent 50 percent and seven percent, respectively, for year one and year two annual total patient days.

**Presbyterian Retirement Communities, Inc. d/b/a Westminster Towers (CON #10322)** does not propose to condition project approval to a percentage of Medicaid days.

The applicant's Schedule 7 indicates that Medicaid and self-pay represent 38.94 percent and 37.80 percent, respectively, of year one and 38.92 percent and 37.51 percent, respectively, of year two annual total patient days.

**Tri-County Nursing and Rehabilitation Center, Inc. (CON #10323)** does not propose to condition project approval to a percentage of Medicaid days.

The applicant's Schedule 7 indicates that Medicaid and self-pay represent 50.8 percent and 12.3 percent, respectively, of year one and 55.8 percent and 8.7 percent, respectively, of year two annual total patient days.

**Architectural:**

**HSP Citrus, LLC (CON #10314):** The cost estimate and the project completion forecast appear to be reasonable. A review of the architectural plans, narratives and other supporting documents did not reveal any deficiencies that are likely to have a significant impact on either construction costs or the proposed completion schedule.

**LP Orlando, LLC (CON #10315):** The cost estimate and the project completion forecast appear to be reasonable. A review of the architectural plans, narratives and other supporting documents did not reveal any deficiencies that are likely to have a significant impact on either construction costs or the proposed completion schedule.

**MF Orange, LLC (CON #10316):** The cost estimate and the project completion forecast appear to be reasonable. A review of the architectural plans, narratives and other supporting documents did not reveal any deficiencies that are likely to have a significant impact on either construction costs or the proposed completion schedule.

**Orange County CON, LLC (CON #10317):** The cost estimate and the project completion forecast appear to be reasonable. A review of the architectural plans, narratives and other supporting documents did not reveal any deficiencies that are likely to have a significant impact on either construction costs or the proposed completion schedule.

**CON Action Numbers: 10314 through 10323**

**Orange County Development LLC (CON #10318):** The cost estimate and the project completion forecast appear to be reasonable. A review of the architectural plans, narratives and other supporting documents did not reveal any deficiencies that are likely to have a significant impact on either construction costs or the proposed completion schedule.

**Orange Park NH, LLC (CON #10319):** The cost estimate and the project completion forecast appear to be reasonable. A review of the architectural plans, narratives and other supporting documents did not reveal any deficiencies that are likely to have a significant impact on either construction costs or the proposed completion schedule.

**Orange SNF, LLC (CON #10320):** The cost estimate and the project completion forecast appear to be reasonable. A review of the architectural plans, narratives and other supporting documents did not reveal any deficiencies that are likely to have a significant impact on either construction costs or the proposed completion schedule.

**Orlando Lutheran Towers (CON #10321):** The cost estimate and the project completion forecast appear to be reasonable. A review of the architectural plans, narratives and other supporting documents did not reveal any deficiencies that are likely to have a significant impact on either construction costs or the proposed completion schedule.

**Presbyterian Retirement Communities, Inc. d/b/a Westminster Towers (CON#10322):** The Office of Plans and Construction notes that the codes and standards regulating the design and construction of skilled nursing facilities are the same for beds licensed as sheltered beds and community beds.

Therefore, a review of the architectural submissions for this project was deemed unnecessary since the existing nursing beds have already been reviewed and approved by the Agency for use as skilled nursing beds in accordance with Florida Statutes 400.232 and Florida Administrative Code 59A-4.133.

**Tri-County Nursing and Rehabilitation Center, Inc. (CON #10323):** The cost estimate and the project completion forecast appear to be reasonable. A review of the architectural plans, narratives and other supporting documents did not reveal any deficiencies that are likely to have a significant impact on either construction costs or the proposed completion schedule.

**G. RECOMMENDATION**

Approve CON #10315 to establish a 180-bed community nursing home in District 7, Subdistrict 2, Orange County. The total project cost is \$25,590,006. The project involves 97,749 GSF of new construction and a construction cost of \$15,745,895.

Approve CON #10321P to add 20 community nursing home beds in District 7, Subdistrict 2, Orange County. The total project cost is \$1,597,102. The project involves 11,605 GSF of renovation and a renovation cost of \$1,121,584.

**CONDITIONS:**

- All additional rooms will be private
- The project will include two isolation rooms and adjacent staff area
- The facility will be equipped to handle trachs, vents, IVs, specialized cardiac drips, wound vacs/specialized wound care, extensive rehabilitation including state of art gym
- The applicant will offer “Rapid Rehab” program described in CON application #10321 Schedule B, Attachment 12
- Will be located at Windsor Place, 404 Mariposa Avenue Orlando , Florida 32801

Deny CON #10314, CON #10316, CON #10317, CON #10318, CON #10319, CON #10320 CON #10321, CON #10322 and CON #10323.

**AUTHORIZATION FOR AGENCY ACTION**

Authorized representatives of the Agency for Health Care Administration adopted the recommendation contained herein and released the State Agency Action Report.

DATE: \_\_\_\_\_

\_\_\_\_\_  
Marisol Fitch  
**Health Services and Facilities Consultant Supervisor**  
**Certificate of Need**