

Message

From: Jean Maes [/O=REHABCARE GROUP, INC./OU=CORPORATE/CN=RECIPIENTS/CN=JLMAES]
Sent: 6/13/2010 1:48:50 AM
To: CT-Brighton Gardens of Bellaire [/O=REHABCARE GROUP, INC./OU=Corporate/cn=Recipients/cn=CT2191]
CC: Brian Sloane [/O=REHABCARE GROUP, INC./OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=BTSloane]; Linda Kurland [/O=REHABCARE GROUP, INC./OU=CORPORATE/cn=RECIPIENTS/cn=LRKURLAND]
Subject: financials

Hey Amir - It looks like you're running \$15-20k ahead of budgeted revenue last month and this month and really doing a nice job of controlling labor cost to exceed CM budget. Great job!

Couple of things I'd like for you to focus on:

- MCA util % right now is only 0.98. This seems to fluctuate a lot there.... Was 1.14 last month and 0.99 the month before. Try hard to keep this at or > 1.00.
- Concurrent to group transition - Looking at your average concurrent % for first Quarter of this year - it was 14.49%. Your target to reduce this by 30% by July 1 would be 10.14%, but the program is going the wrong direction on this. Looking at the report I received from corp on Thurs., you were at 16% in April, went up to 17.79% in May, and now up to 19.32% in June. This is a big picture issue, where you have really done very well with this program financially, but in order to be able to keep doing well past the third quarter of this year, you're going to have to get your therapists to move the time they are treating in a concurrent manner over to individual and group sessions. You just have two and half weeks left prior to July 1 to reduce your concurrent mins by 9.18%, or a reduction of almost 4% per week between now and July 1. This takes going therapist by therapist to look at DIFs and scheduling and get them to not treat as much in a concurrent manner. The big picture reason is because the MDS 3.0 will only allow half of the concurrent mins to be counted on the MDS, we have to reduce the amount of time we're providing therapy in a concurrent manner. I know Brian has been talking with you about this, but I think it's going to take pretty aggressive measures to reduce this in two and a half weeks, and our target for Oct. 1 is a 50% reduction of your baseline number.
- Productivity looks good, but labor mix is top heavy on the OT side. I think we should look at this going forward and see if we can increase COTA hours while decreasing OT hours.

Thanks for your work on these issues.

Jean

Jean Maes, M.S., CCC-SLP

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