

Gulf Coast Health Care, LLC
Chapter 11 Bankruptcy
Case No. 21-11336

Claimant – Brett Barnett
Claim No. 20037
Claim Amount - \$101,350.00
Claim Information for TRUSTEE and JUDGE to Support Bonus Owed to Claimant (Brett Barnett)

INTRODUCTION:

The Trustee denied the claim for Brett Barnett's 2020 bonus on the basis that insufficient documentation in the Debtor's records existed to support the claim. Trustee's position is unsupported by the facts in the Debtor's possession, as shown below. For instance, in this letter, I provide reference to emails and contacts, in addition to the attachments I am providing, which substantiate not only that the bonus was earned, but also that the Company was well aware of that fact (i.e., the attachment from Scott DiLoretto where he specifically notes that my bonus is pending). If I understand the Trustee's application to deny our claims correctly, it is because the Company's own books and records did not support the claim for the bonus. As detailed in this response to the objection, as well as is contained in the emails and other company records which will necessarily be part of my case, the Company was well aware that it owed these amounts. Further, the evidence is indisputable that the bonuses were earned, as evidenced by my achieving the specific metrics and goals enumerated in the Plan.

Based on the information contained in this letter, it is difficult to understand how the Trustee can assert that it lacks sufficient documentation to support the claim for the Bonus. While I am in possession of a limited record set, and have access to certain individuals who can support the claims, the entirety of the evidence is in the Company's own systems, which the Trustee presumably has unfettered access to. This evidence will support not only that the specific bonus components were earned, but also that the Company was well aware of the obligation to pay them and simply chose to disregard this obligation. That is the entire basis for a claim in bankruptcy court, to my understanding.

INFORMATION TO SUPPORT THE CLAIM:

Employment Information - Brett Barnett/Gulf Coast Health Care (GCHC)

B. Barnett employed with GCHC from September 1999 to December 2021 (Attachment 1 - Resume)
B. Barnett was President of GCHC from August 2019 – December 2021

Reason for Claim/Objection to Trustee Denying Bonus Amount:

1. Claim is for 2020 Annual Bonus owed to B. Barnett (Bonus Plan Attached - President 2020 Annual Bonuses Plan). While there are Bonuses owed to B. Barnett for both 2020 and 2021 Quarterly Bonus Amounts, I am pursuing only 2020 Annual Bonus amounts owed.
2. Several of the areas listed on the 2020 Bonus Plan were achieved (Attachment 2 - President 2020 Bonus Plan). Attached are company (GCHC) documents and letters/emails from other

outside parties to support this claim and show that certain areas of the bonus plan were achieved and owed.

3. The Annual Bonus payment date reflected on the 2020 President Bonus Plan in *Disclaimer Section* (Attachment 3) is March 2021 (although sometimes delayed by a few weeks). B. Barnett was still employed during at this time. In fact, B. Barnett was employed with GCHC until December of 2021.
4. Attached is a copy of GCHC *Total 2020 Bonus Outstanding* (Attachment 4). This document was created by Scott DiLoreto (Director of Financial Strategies for GCHC). This document clearly shows 2020 Bonus Amounts owed or *PENDING* for various employees. GCHC personnel listed on this document include GCHC the Nurse Consultants, Director of Clinical Services, Director of Operations (DOs), other personnel, and the Chief Financial Officer (Sheryl Wolf) and Brett Barnett (President). The specific 2020 Annual Bonus amounts for the employees listed on this document were never paid. The section of this document reflecting 2020 Annual Bonus *PENDING* for both Sheryl Wolf/CFO and B. Barnett were also never paid. 2020 Annual Bonuses were earned by every employee on this document listed *Total 2020 Annual Bonus Outstanding*. Scott DiLoreto (Director of Financial Strategies for GCHC) will confirm a 2020 Bonus was due to be paid to every employee listed on this document including the President/B. Barnett and CFO/Sheryl Wolf. Scott DiLoreto will verify/validate this information (Cell number is 850-287-1222).
5. Attached please find an email from Brett Barnett to Julie Gutzmann on February 24, 2021 (Attachment 5). The purpose of this email was to provide J. Gutzmann a self-evaluation on the 2020 Bonus Plan Goals/Areas achieved for bonus payout. J. Gutzmann requested that both the CFO and President provide this self-evaluation to show accomplishments and 2020 Bonus Plan areas achieved/earned. Also, attached is a copy of the CFO's Self-Evaluation/2020 Accomplishments submitted to J. Gutzmann as well (Attachment 6).

2020 Bonus Plan Sections Achieved by Claimant – (GCHC President 2020 Bonus Plan Attached):

SECTION 1 - Managed Care Transition - \$20K

Plan Goal – Lead efforts to coordinate a successful transition between managed care providers (US Managed Care and Managed Care Consultants) during 2020

Achievement – B. Barnett/President successfully transitioned managed care services from US Managed Care to Managed Care Consultants. Please see attached letter from the President/CEO Destiny Quinones of Managed Care Consultants of Florida dated February 10, 2023 validating this achievement (Attachment 7). Destiny Quinones will verify/validate this information (Cell number 407-484-9490/Email Dquinones@mccfl.us).

SECTION 2 - Optum Program Expansion - \$20K

Plan Goal – Lead efforts to successfully rollout the Optum program at the following GCHC centers during 2020.

Achievement – B. Barnett/President successfully rolled out the Optum program at centers listed on bonus plan. Please see attached email from the Complex Care Management Vice President of Optum Jim Hotten dated February 9, 2023 reflecting specific center launch dates and

validating this achievement (Attachment 8). At no fault of the President, Optum has to delay rollout of Boyington and Dixie (Boyington and Dixie White House/name changed to Pass Christian were moved to the 2021 President Bonus Plan/See Attached 2021 President Bonus Plan reflecting these two centers – Attachment 9). Optum was not able to add Ventura for various reasons. Jim Hotten will verify/validate this information (Cell number 205-470-6421/Email Jim.hotten@Optum.com)

SECTION 3 - GCHC Culture - \$20K

Plan Goal – Lead efforts within GCHC to *Start* rebuilding our company culture by engaging team throughout all levels of our organization.

Achievement - Please see attached copy of email from Brett Barnett to Julie Gutzmann dated February 24, 2021 – Section *GCHC Culture* - regarding work done to *Start* rebuilding company culture to validate this achievement (Attachment 10). Health Care Success and previous Chief People Officer for GCHC (Kim Warnecke) available to verify/validate this information/achievement.

SECTION 4 - Other Strategic Initiatives - \$20K

Plan Goal – Determined by President

Achievement - Please see attached copy of email from Brett Barnett to Julie Gutzmann dated February 24, 2021 – Section *Other Strategic Initiatives* - regarding work done on two very important areas (Attachment 11). Led team through Covid 19 Pandemic and Sale of 20 GCHC Centers in 2020 (Visit Website - Skilled Nursing News Article ([skillednursingnews.com](https://www.skillednursingnews.com) - dated November 17, 2020 - \$317M Eagle Arc Portfolio Buy Marks Deal for Capital Funding's Credit Arm)

SECTION 5 - Regulatory/Deficiency Free Survey/AHCA Gold Awards/JCAHO Accreditation - \$20K

Plan Goal – Regulatory no substandard tag or higher/substantial compliance upon follow up/Deficiency Free Survey/AHCA Gold or JCHAO Accreditation at Center(s).

Achievement - Either one below triggers Bonus Payment

- A. Deficiency Free Survey Achieved at Rosewood Healthcare and Rehabilitation Center on 12/9/20 (Please see attached Summary Statement of Deficiencies – No health Deficiencies Found – Attachment 12))
- B. JCHAO (Joint Commission Accreditation) achieved at Viera del Mar on March 12, 2020 (See attached GCHC – 2021 Upcoming Annual Survey and Joint Commission Due Date Report – Attachment 13).

TOTAL AMOUNT OWED TO BRETT BARNETT FROM 2020 BONUS PLAN – AMENDED CLAIM AMOUNT OWED \$100K

(No Claim submitted for 2020 and 2021 Quarterly Bonuses Owed)

BRETT W. BARNETT

308 Wahoo Road #27286, Panama City Beach, FL 32408
(850) 776-7069 Cell
(850) 960-2165 Alt. Cell
Email: Bbarnett850@gehc.com

SUMMARY:

Creative, energetic C suite leader searching for an opportunity to successfully lead a SNF organization utilizing strategic vision, associate engagement and accountability systems to meet the current and future challenges in the regulatory, reimbursement, and workforce landscapes.

PROFESSIONAL EXPERIENCE:

President, Gulf Coast Health Care – 8/19-Present | 2 | 2 |

Responsible for leading Gulf Coast Health Care which consists of 28 skilled nursing and rehabilitation centers. Gulf Coast Health Care is one of the leading and most successful providers in Florida, Mississippi, and Georgia. Previously provided oversight for 45 Gulf Coast Health Care centers/5400 beds/6500+ associates and 14 South Atlantic Health Care centers/1450 beds/2000+ associates. Annual revenue between the two SNF organizations - \$700+ million.

Vice-President of Operations, Gulf Coast Health Care - 9/15-7/19

Responsible for leading the operations of 43 skilled nursing and rehabilitation centers within Gulf Coast Health Care. Gulf Coast Health Care is one of the leading and most successful providers in Florida and Mississippi.

Director of Operations, Gulf Coast Health Care (Delta) - 9/04-9/15

Responsible for leading one of the six regions for company (Region 6). The region consisted of 7 skilled nursing and rehabilitation centers. Various responsibilities included oversight of each center's budget, census, A/R, worker's compensation, State and Federal regulatory compliance, turnover, personnel, risk management, and others.

Administrator, Gulf Coast Health Care (Delta) – 7/99-9/04

Directed the operation of this 115 bed skilled nursing and rehabilitation center. Various responsibilities included budget compliance, census growth, A/R, worker's compensation, State and Federal regulatory compliance, turnover, personnel, risk management, and others.

President/Owner, Southern Medical Transportation – 10/98-7/99

President/owner of non-emergency medical transportation company. Southern Medical Transportation became the largest privately owned medical transportation provider in Bay County, FL in less than a year. Medical transportation contracts were established with local hospitals, skilled nursing and rehab centers, assisted living facilities, home health agencies, hospice organizations, and other local providers.

Mortgage Broker, First Franklin Mortgage Corporation – 10/98-9/03

Responsible for mortgage loan operations in Bay and Walton County, Florida. Duties included loan origination, loan submission, program development, and compliance with state and federal regulations. Licensed mortgage broker in Florida.

Administrator, National Health Care – 6/94-10/98

Directed the operations of 120 bed skilled nursing and rehabilitation center in Panama City, Florida, 120 bed skilled nursing and rehabilitation center in Citrus County, FL, and 180 bed skilled nursing and rehabilitation center in Palatka, Florida. Various responsibilities included budget compliance, census growth, A/R, worker's compensation, State and Federal regulatory compliance, turnover, personnel, risk management, and others.

Other Experience:

- *FL Board of Nursing Home Admin. (Chair/Vice-Chair) 2000-2009
- *Branch Manager/Asst Branch Manager, Regions Bank – 1991-1994
- *Started and owned other successful businesses (High-end Wine and Spirits retail chain and Health and Fitness Club)

EDUCATION:

University of Alabama at Birmingham

Birmingham, Alabama

Bachelor of Science Degree in Marketing and Financial Management

Samford University

Birmingham, Alabama

Master's Degree in Business Administration (MBA)

Regions Bank Commercial Credit Training Program

Birmingham, Alabama (First Alabama Bank/Regions Bank)

Emphasis: Accounting and Financial Statement Analysis and Commercial Credit Analysis



PRESIDENT 2020 BONUS PLAN

QUARTERLY		ANNUAL	
Exceed budgeted total census	\$5K	Managed Care Transition Lead efforts to coordinate a successful transition between managed care providers (US Managed Care to Managed Care Consultants) during 2020	\$20K
Exceed budgeted Medicare/managed care census	\$5K	Optum Program Expansion Lead efforts to successfully rollout the Optum program at the following GCHC centers during 2020 FLORIDA MISSISSIPPI Bay Breeze Boyington Ventura Singing River Grand Blvd Ocean Springs Specialty Dixie White House	\$20K
Exceed budgeted EBITDA	\$5K	GCHC Culture Lead efforts within GCHC to start rebuilding our company culture by engaging team throughout all levels of our organization	\$20K
Reduce open positions by 20% each quarter (measurement TBD) or reduce shift bonuses by 20% (2019 quarterly average)	\$5K	Other Strategic Initiatives	\$20K
14.5% or less RTH for region or reduce RTH by 15% from 2019	\$5K	Regulatory no substandard tag or higher/substantial compliance upon follow up/Deficiency Free Survey/AHCA Gold or JCAHO Accreditation at Center(s)	\$20K
Quarterly potential	\$25K		
Total Quarterly Potential	\$100K	Total Annual Potential	\$100K
*Calculated by Region		TOTAL BONUS POTENTIAL	\$200K



Disclaimer:

- Must be employed the day bonus checks are distributed and not be in a notice period.
- Must work the entire calendar quarter to be eligible.
- Annual bonus will be prorated for length of employment for calendar year.
- Any CMPs/dpna incurred will be deducted from bonus.
- Adjustments to goals will be done annually.
- Significant changes in reimbursement system will be excluded.
- Quarterly bonus amounts will be paid within 45 days (may vary).
- Annual bonus amount will be paid by March 2021 (may vary).



Disclaimer:

- Must be employed the day bonus checks are distributed and not be in a notice period.
- Must work the entire calendar quarter to be eligible.
- Annual bonus will be prorated for length of employment for calendar year.
- Any CMPs/dpna incurred will be deducted from bonus.
- Adjustments to goals will be done annually.
- Significant changes in reimbursement system will be excluded.
- Quarterly bonus amounts will be paid within 45 days (may vary).
- Annual bonus amount will be paid by March 2021 (may vary).



PRESIDENT 2020 BONUS PLAN

QUARTERLY		ANNUAL	
Exceed budgeted total census	\$5K	Managed Care Transition Lead efforts to coordinate a successful transition between managed care providers (US Managed Care to Managed Care Consultants) during 2020	\$20K
Exceed budgeted Medicare/managed care census	\$5K	Optum Program Expansion Lead efforts to successfully rollout the Optum program at the following GCHC centers during 2020 FLORIDA MISSISSIPPI Bay Breeze Boyington Ventura Singing River Grand Blvd Ocean Springs Specialty Dixie White House	\$20K
Exceed budgeted EBITDA	\$5K	GCHC Culture Lead efforts within GCHC to start rebuilding our company culture by engaging team throughout all levels of our organization	\$20K
Reduce open positions by 20% each quarter (measurement TBD) or reduce shift bonuses by 20% (2019 quarterly average)	\$5K	Other Strategic Initiatives	\$20K
14.5% or less RTH for region or reduce RTH by 15% from 2019	\$5K	Regulatory no substandard tag or higher/substantial compliance upon follow up/Deficiency Free Survey/AHCA Gold or JCAHO Accreditation at Center(s)	\$20K
Quarterly potential	\$25K		
Total Quarterly Potential	\$100K	Total Annual Potential	\$100K
*Calculated by Region		TOTAL BONUS POTENTIAL	\$200K

Total 2020 Bonus Outstanding

ATTACHMENT 4

Nurse Consultant Annual Bonus

2020 - Annual

Center	Cntr Num	Rg	Bank	PR Cycle	Employee ID	Employee Name	Bonus Amount	Type
Region 1	601	1	N	A	404806	Jeanfreau, Nicole	10,125.00	NC
Region 2 & 3	601	2	N	A	403376	Chambers, Michael	12,000.00	NC
Region 2 & 3	601	3	N	A	404545	Tuten, Kristen	12,000.00	NC
Region 2 & 3	601	3	N	A	403495	Creighton, Rosita	9,500.00	NC
Total DO Performance Bonus							43,625.00	

Director of Clinical Services

2020 - Annual

Center	Cntr Num	Rg	Bank	PR Cycle	Employee ID	Employee Name	Bonus Amount	Type
Corporate	601	Corp	N	A	400385	Cooper, Angela	18,000.00	Dr Cl Svc

DO Annual Bonus

2020 - Annual

Center	Cntr Num	Rg	Bank	PR Cycle	Employee ID	Employee Name	Bonus Amount	Type
Region 1	601	1	N	A	404472	Drake, Kris	24,000.00	DO
Region 2	601	2	N	A	403669	Triplett, Matt	30,000.00	DO
Region 3	601	3	N	A	400656	Wesolowski, Kathleen	20,000.00	DO
Total DO Performance Bonus							74,000.00	

Other Annual Bonus

2020 - Annual

Center	Cntr Num	Rg	Bank	PR Cycle	Employee ID	Employee Name	Bonus Amount	Type
Corporate	601		N	A	403725	Davidson, Ron	15,000.00	Corp
Corporate	601		N	A	401395	DiLoreto, Scott	10,000.00	Corp
Total DO Performance Bonus							25,000.00	

Total 2020 Bonus Outstanding 160,625.00

Corporate	601		N	A	401872	Wolf, Sheryl	Pending	Corp
Corporate	601		N	A	400334	Barnett, Brett	Pending	Corp

ATTACHMENT 5

BRETT

Brett Barnett

From: Brett Barnett
Sent: Wednesday, February 24, 2021 4:27 PM
To: Julie Gutzmann (HCN)
Subject: 2020 GCHC President Bonus Plan
Attachments: PRESIDENT.pdf

TRANSITIONED
 TO MCC
 BY 12/15/20

Hey Julie

Per your request, please find below a brief summary of my evaluation re: my 2020 performance/annual bonus plan:

2020 was an extremely challenging/busy year for GCHC! Despite these challenges, I'm very proud of the team's accomplishments during 2020!

2020 BONUS

Managed Care Transition

Successfully transitioned from US Managed Care to Managed Care Consultants (MCC) during 2020. We successfully moved these services to MCC including successfully converting all managed care contracts to MCC. This has been a great partnership thus far in many ways including better service and support, improved rates, and newly acquired managed care contracts needed in certain markets.

Optum ISNP Program Expansion

Successfully implemented the Optum program at the following centers Bay Breeze

Ventura
 Grand Blvd
 Specialty
 Singing River
 Ocean Springs

Bay Breeze

EXCEEDED GOALS MAINTAINED
 GOAL & BUDGET

OPTUM ISNP PROGRAM
 LAUNCH

We are still working through a few issues with Memorial Hospital/Optum to implement ISNP program at Boyington and Pass Christian (Dixie). Rollout planned for 2021.

GCHC Culture

While Covid 19 disrupted some of our plans on culture initiatives, we have started efforts to develop new GCHC Core Values and a new Mission and Vision Statement. The GCHC team is working with Kim Grogan and Health Care Success on this project. We established a GCHC peer committee during 2020 to develop core values. Core values were established and being shared/discussed with the GCHC team. Working with Health Care Success to use core values to create new Mission/Vision Statement. (We currently have no core values and our current Mission/Vision statement needs to be updated). This project is currently in progress. We also plan to resume other culture initiatives during 2021

Other Strategic Initiatives

The two primary initiatives that come to mind during 2020 are Covid 19 efforts and the Argent sale. Thought our team did a super job in both areas!

Led the team through 5 named hurricanes during an already hectic year (2020)!

ATTACHMENT 5

Regulatory/Joint Commission/AHCA Quality Awards/Deficiency Free Surveys FL exceeds 5 Star Rating Miss in line with state average

134 Covid 19 AHCA Infection Control surveys with only two minor tags.

Joint Commission schedule for 2020 disrupted due to Covid 19. However, Viera did achieve Joint Commission accreditation AHCA Bronze 2020 Award recipients - Shelby and Pass Christian AHCA Silver 2020 Award recipients - Greenbough, Bay Breeze, Grand Blvd, Winter Park, and Silvercrest Deficiency Free Survey at Rosewood in 2020 One blemish - Winter Park received IJ for not timely discharging tube for a patient admitted with it

It may be easier to discuss in more detail over the phone but wanted to get this to you for review.

Thank you!

Brett



Sheryl Wolf - 2020 Accomplishments

- 1) COVID-19 accounting and Grant accounting – developed methods and approach to report and account for this new unknown. Also secured several contracts for COVID-19 testing (Sparrow Healthcare, Capstone Healthcare, Curative, Base-10), decontamination vendors, storage units for PPE, and air scrubber rentals for the centers.
- 2) Hired, trained, and stabilized the Accounting Team after turnover in key positions (controller, regional accountant, and corporate accounting manager) during working remotely in the pandemic. Leveraged technology (Zoom, Cisco Jabber, WebEx) to improve interaction and communication to meet deadlines and hold associates accountable.
- 3) Established shared services for providing accounting, guidance, advisement to South Atlantic Health Care. Provided policies and best practices and develop/trained accounting staff to support all areas. Improved the monthly accounting close process by two business days for AR.
- 4) Hired and on-boarded a replacement for the Director of Business Office Services 10/2020. During 2020, supervised and guided the GCHC 5 Financial Consultants until this new Director was hired.
- 5) Argent Sale Transaction – provided support and financial information for the due diligence to successfully transitioned the 17 Argent centers to new owners and the acquisition of Cobblestone Rehabilitation and Healthcare Center from South Atlantic Health Care to the Gulf Coast Health Care portfolio.

~~Attachment 7~~

MANAGED CARE CONSULTANTS OF FLORIDA

02/10/2023

To Whom It May Concern:

The purpose of this letter is to outline the relationship and timeline between Managed Care Consultants of Florida (MCCFL) and Gulf Coast Health Care, LLC:

- Brett Barnett and team with Gulf Coast Health Care, LLC approached MCCFL in 2019 to potentially take over managed care contracting, credentialing and education needs for the Florida, Mississippi, and Georgia skilled nursing facilities under the Gulf Coast umbrella.
- The relationship was solidified and fully contracted on 02/20/2020. MCCFL was charged to work with Brett and his team to properly on-board the centers regarding managed care contracting/credentialing, work on new insurance requests, secure new managed care partnerships and help the center level staff understand their part in the managed care continuum.
- MCCFL continued to supply the above said services through the end of the bankruptcy date 03/31/2022.

If there are any questions on the above, please feel free to reach out to me via email Dquinones@mccfl.us or by cell phone (407-484-9490).

Thank you,

Destiny Quinones

Destiny Quinones
President/CEO
Managed Care Consultants of Florida
Email: Dquinones@mccfl.us
O: 855-446-2235 ext 4004
C: 407-484-9490

2313 E. Fort King St. Ste. 200 ♦ Ocala, Florida
34471 Phone: 855-446-2235 ♦ Fax: 844-401-8630

To: Bbarnett850@yahoo.com <bbarnett850@yahoo.com>

Sent: Thursday, February 9, 2023, 10:58:07 AM CST

Subject: Optum - Gulf Coast Info

Brett, below I've listed the Effective / Go-Live dates for Optum ISNP in the former Gulf Coast homes.

We were not able to launch in Boyington / Ventura or Dixie Whitehouse because the Memorial Physician group refused to allow their PCPs to collaborate with Optum nurse practitioners. We had originally planned to launch both homes in 2020, but our discussions with Memorial were delayed until higher level hospital contracting negotiations between Memorial and United Healthcare could be completed. Optum began direct discussions with Memorial leadership in Q4 2020. Memorial's ultimate refusal to work with Optum clinicians was not made clear until March 2021.

We eventually pivoted to discussions about contracting with Memorial to provide elements of the Optum clinical program but were unable to move forward prior to Gulf Coast filing bankruptcy.

I've attached a couple emails from 2021 that provide some context for interactions between Memorial, Optum and Gulf Coast. I've highlighted a statement I wrote in May of 2021 that documents your continued involvement and support for efforts to launch the program in Boyington / Ventura and Dixie.

Launch Dates:

Ocean Springs – May 2020

Bay Breeze – May 2020

Singin River – June 2020

Specialty – June 2020

Grand Boulevard – October 2020

Please let me know if there is other information I can provide.

Jim

Jim Hotten

Vice President - AL, MS, TN | Senior Community Care

O [1-205-948-1828](tel:1-205-948-1828)

M [1-205-470-6421](tel:1-205-470-6421)

F [1-855-857-6491](tel:1-855-857-6491)

Jim.hotten@optum.com

APPENDMENT 8

2700 Corporate Dr

Suite 200

Birmingham, AL 35242

Optum Home & Community Care

From: Hotten, James J <jim.hotten@optum.com>
Sent: Tuesday, May 18, 2021 10:59 AM
To: MB
Subject: Memorial Update

I met with the Memorial VP last week. He is interested in contracting with Optum to deliver clinical components of our model. I gave him a list of delegated activities to review. We agreed to speak again this week. A few things that came out of our discussion:

1. Memorial has participated in an ACO for the past two years. They begin to assume risk for the first time this year.
2. He is familiar with STAR measures and management.
3. I was forthright about the success of our program depending on the elimination of unnecessary hospital transfers and asked him if their hospital-owned PCP group could support this objective. He said Memorial shared the same goal and explained that they deployed their PCPs into the local SNFs several years ago for this purpose. He described acute utilization management tactics that mirror some of our own.
4. I suggested that the opportunity to work together could extend beyond the two Gulf Coast homes. He quickly replied (as if he had already been thinking about it) that if we worked well together, he would want to bring us into the two other homes that Memorial manages. These two SNFs are in two separate adjacent counties and would require us to obtain additional licenses. We briefly discussed other homes in the current footprint where Memorial has presence. They are also attempting to enter a couple other SNFs in the area.

Next Steps:

1. I would like to have a follow up meeting to include Optum and Memorial clinical leaders to discuss clinical management details. Who should represent Optum clinical?
2. Lisa C. has us scheduled for a follow-up meeting with Governance tomorrow morning and is asking if we want to keep it or reschedule??

I spoke with Brett Barnett last week and let him know that we intended to explore the hybrid model with Memorial. He was glad to hear it and remains committed to moving forward in the two SNFs.

Jim Hotten | Optum

Complex Care Management

Vice President – AL, MS, TN

T 205-470-6421F [855-857-6491](tel:855-857-6491)

jim.hotten@optum.com



----- Forwarded Message -----

From: Hotten, James J <jim.hotten@optum.com>



**PRESIDENT
2021 BONUS PLAN**

QUARTERLY		ANNUAL	
Exceed budgeted total census	\$5K	GCHC Optum Program <ul style="list-style-type: none"> - Lead efforts to successfully rollout the Optum ISNP program at the following centers: <ul style="list-style-type: none"> • Lake Eustis • Silvercrest • Boyington • Pass Christian 	\$20K
Exceed budgeted Medicare/managed care census	\$5K	SAHC Optum Program Implementation <ul style="list-style-type: none"> - Support efforts to successfully rollout the Optum ISNP program at the following centers: <ul style="list-style-type: none"> • Patewood • Simpsonville • Poinset • Southern Oaks 	\$20K
Exceed budgeted EBITDA	\$5K	SAHC Agency Reduction <ul style="list-style-type: none"> - Support efforts to reduce agency usage in SAHC centers. 	\$15K
		SAHC Integration Project	\$10K
Reduce open positions by 20% each quarter (measurement TBD) or reduce shift bonuses by 20% (2020 quarterly average)	\$5K	COVID 19 Initiatives <ul style="list-style-type: none"> - Continue to lead efforts to address and support COVID 19 initiatives. 	\$20K
14.5% or less RTH for region or reduce RTH by 15% from 2020	\$5K	Regulatory no substandard tag or higher/substantial compliance upon follow up/Deficiency Free Survey/AHCA Gold or JCAHO Accreditation at Center(s)	\$15K
Quarterly potential	\$25K		
Total Quarterly Potential	\$100K	Total Annual Potential	\$100K
*Calculated by Region		TOTAL BONUS POTENTIAL	\$200K



Disclaimer:

- Must be employed the day bonus checks are distributed and not be in a notice period.
- Must work the entire calendar quarter to be eligible.
- Annual bonus will be prorated for length of employment for calendar year.
- Any CMPs/dpna incurred will be deducted from bonus.
- Adjustments to goals will be done annually.
- Significant changes in reimbursement system will be excluded.
- Quarterly bonus amounts will be paid within 45 days (may vary).
- Annual bonus amount will be paid by March 2022 (may vary).
- Quarter 1 and Quarter 2 bonus payout will be determined by either past quarterly payout percent or actual performance.
- Quarter 3 and Quarter 4 will be evaluated if needed.

BRETT

Brett Barnett

From: Brett Barnett
Sent: Wednesday, February 24, 2021 4:27 PM
To: Julie Gutzmann (HCN)
Subject: 2020 GCHC President Bonus Plan
Attachments: PRESIDENT.pdf

TRANSFERRED
 TO REMOTE
 OF 02/25/21

Hey Julie

Per your request, please find below a brief summary of my evaluation re: my 2020 performance/annual bonus plan:

2020 was an extremely challenging/busy year for GCHC! Despite these challenges, I'm very proud of the team's accomplishments during 2020!

2020 BONUS

Managed Care Transition

Successfully transitioned from US Managed Care to Managed Care Consultants (MCC) during 2020. We successfully moved these services to MCC including successfully converting all managed care contracts to MCC. This has been a great partnership thus far in many ways including better service and support, improved rates, and newly acquired managed care contracts needed in certain markets.

Optum ISNP Program Expansion

Successfully implemented the Optum program at the following centers Bay Breeze

Ventura
 Grand Blvd
 Specialty
 Singing River
 Ocean Springs

Bay Breeze

EXCEEDED GOALS AND BENCHMARKS
 GOAL A EXCEEDED
 OPTUM FINANCIAL
 LAUNCH

We are still working through a few issues with Memorial Hospital/Optum to implement ISNP program at Boyington and Pass Christian (Dixie). Rollout planned for 2021.

GCHC Culture

While Covid 19 disrupted some of our plans on culture initiatives, we have started efforts to develop new GCHC Core Values and a new Mission and Vision Statement. The GCHC team is working with Kim Grogan and Health Care Success on this project. We established a GCHC peer committee during 2020 to develop core values. Core values were established and being shared/discussed with the GCHC team. Working with Health Care Success to use core values to create new Mission/Vision Statement. (We currently have no core values and our current Mission/Vision statement needs to be updated). This project is currently in progress. We also plan to resume other culture initiatives during 2021

Other Strategic Initiatives

The two primary initiatives that come to mind during 2020 are Covid 19 efforts and the Argent sale. Thought our team did a super job in both areas!

Led the team through 5 named hurricanes during an already hectic year (2020)!

ATTACHMENT 10

Regulatory/Joint Commission/AHCA Quality Awards/Deficiency Free Surveys FL exceeds 5 Star Rating Miss in line with state average

134 Covid 19 AHCA Infection Control surveys with only two minor tags.

Joint Commission schedule for 2020 disrupted due to Covid 19. However, Viera did achieve Joint Commission accreditation AHCA Bronze 2020 Award recipients - Shelby and Pass Christian AHCA Silver 2020 Award recipients - Greenbough, Bay Breeze, Grand Blvd, Winter Park, and Silvercrest Deficiency Free Survey at Rosewood in 2020 One blemish - Winter Park received IJ for not timely discharging tube for a patient admitted with it

It may be easier to discuss in more detail over the phone but wanted to get this to you for review.

Thank you!

Brett

ATTACHMENT 11
Brett

Brett Barnett

From: Brett Barnett
Sent: Wednesday, February 24, 2021 4:27 PM
To: Julie Gutzmann (HCN)
Subject: 2020 GCHC President Bonus Plan
Attachments: PRESIDENT.pdf

TRANSFERRED
TO BRET
BY RUTHERS

Hey Julie

Per your request, please find below a brief summary of my evaluation re: my 2020 performance/annual bonus plan:

2020 was an extremely challenging/busy year for GCHC! Despite these challenges, I'm very proud of the team's accomplishments during 2020!

2020 BONUS

Managed Care Transition

Successfully transitioned from US Managed Care to Managed Care Consultants (MCC) during 2020. We successfully moved these services to MCC including successfully converting all managed care contracts to MCC. This has been a great partnership thus far in many ways including better service and support, improved rates, and newly acquired managed care contracts needed in certain markets.

Optum ISNP Program Expansion

Successfully implemented the Optum program at the following centers Bay Breeze

Ventura
 Grand Blvd
 Specialty
 Singing River
 Ocean Springs

Bay Breeze

EXCEEDED GOALS ME BUSHZP
 GOAL & BUSHZP
 OPTUM FITNESS PROGRAM LAUNCH

We are still working through a few issues with Memorial Hospital/Optum to implement ISNP program at Boyington and Pass Christian (Dixie). Rollout planned for 2021.

GCHC Culture

While Covid 19 disrupted some of our plans on culture initiatives, we have started efforts to develop new GCHC Core Values and a new Mission and Vision Statement. The GCHC team is working with Kim Grogan and Health Care Success on this project. We established a GCHC peer committee during 2020 to develop core values. Core values were established and being shared/discussed with the GCHC team. Working with Health Care Success to use core values to create new Mission/Vision Statement. (We currently have no core values and our current Mission/Vision statement needs to be updated). This project is currently in progress. We also plan to resume other culture initiatives during 2021

Other Strategic Initiatives

The two primary initiatives that come to mind during 2020 are Covid 19 efforts and the Argent sale. Thought our team did a super job in both areas!

Led the team through 5 named hurricanes during an already hectic year (2020)!

Regulatory/Joint Commission/AHCA Quality Awards/Deficiency Free Surveys FL exceeds 5 Star Rating Miss in line with state average

134 Covid 19 AHCA Infection Control surveys with only two minor tags.

Joint Commission schedule for 2020 disrupted due to Covid 19. However, Viera did achieve Joint Commission accreditation AHCA Bronze 2020 Award recipients - Shelby and Pass Christian AHCA Silver 2020 Award recipients - Greenbough, Bay Breeze, Grand Blvd, Winter Park, and Silvercrest Deficiency Free Survey at Rosewood in 2020 One blemish - Winter Park received IJ for not timely discharging tube for a patient admitted with it

It may be easier to discuss in more detail over the phone but wanted to get this to you for review.

Thank you!

Brett

Department of Health & Human Services
Centers for Medicare & Medicaid Services

Printed: 02/06/2023
Form Approved OMB
No. 0938-0391

STATEMENT OF DEFICIENCIES AND PLAN OF CORRECTION	(X1) PROVIDER/SUPPLIER/CLIA IDENTIFICATION NUMBER: 105747	(X2) MULTIPLE CONSTRUCTION A. Building B. Wing	(X3) DATE SURVEY COMPLETED 12/09/2020
NAME OF PROVIDER OR SUPPLIER Rosewood Healthcare and Rehabilitation Center		STREET ADDRESS, CITY, STATE, ZIP CODE 3107 North H Street Pensacola, FL 32501	
For information on the nursing home's plan to correct this deficiency, please contact the nursing home or the state survey agency.			
(X4) ID PREFIX TAG	SUMMARY STATEMENT OF DEFICIENCIES (Each deficiency must be preceded by full regulatory or LSC identifying information)		
Level of Harm - Unknown Residents Affected - Unknown	No health deficiencies found		

Any deficiency statement ending with an asterisk (*) denotes a deficiency which the institution may be excused from correcting providing it is determined that other safeguards provide sufficient protection to the patients. (See instructions.) Except for nursing homes, the findings stated above are disclosable 90 days following the date of survey whether or not a plan of correction is provided. For nursing homes, the above findings and plans of correction are disclosable 14 days following the date these documents are made available to the facility. If deficiencies are cited, an approved plan of correction is requisite to continued program participation.

LABORATORY DIRECTOR'S OR PROVIDER/SUPPLIER
REPRESENTATIVE'S SIGNATURE

TITLE

(X6) DATE

GCHC - 2021 Upcoming Annual Survey and Joint Commission Due Dates

No	Reg	Center	State	Last Survey Date	Window Opens	JC Accreditation Due By:	JC Survey (Ready) Date	Date JC Accredited
1	MS	Ocean Springs	MS	6/28/2019	3/30/2020			
2	MS	Pass Christian	MS	9/5/2019	6/7/2020			
3	WR	Cobblestone	GA	9/6/2020	6/9/2021			
4	MS	Pine View	MS	9/12/2019	6/14/2020			
5	MS	Greenbough	MS	10/3/2019	7/5/2020			
6	MS	Shelby	MS	10/11/2019	7/13/2020			
7	MS	Singing River	MS	11/14/2019	8/16/2020			
8	MS	Lakeside	MS	2/19/2020	11/21/2020			
9	ER	Winter Park*** (for 2nd)	FL	2/18/2021	5/25/2021			
10	WR	Specialty	FL	11/19/2020	8/22/2021			
11	ER	Suwannee	FL	12/3/2020	9/5/2021			
12	WR	Rosewood	FL	12/9/2020	9/11/2021			
13	ER	Viera del Mar	FL	1/14/2021	10/17/2021			
14	WR	Bayside*** (for 3rd)	FL	7/29/2021	11/2/2021			
15	ER	Wave Crest*** (for 2nd)	FL	8/5/2021	11/9/2021			
16	WR	Arcadia	FL	2/11/2021	11/14/2021			
17	ER	Rehab of Lake City	FL	2/24/2021	11/27/2021			
18	ER	Margate	FL	3/18/2021	12/19/2021			
19	MS	Boyington	MS	4/23/2021	1/24/2022			
20	WR	Grand Boulevard	FL	5/26/2021	2/26/2022			
21	WR	Olive Branch	FL	6/17/2021	3/20/2022			
22	WR	Silvercrest	FL	6/30/2021	4/2/2022			
23	WR	Bay Breeze	FL	7/15/2021	4/17/2022			
24	WR	Lake Eustis	FL	7/22/2021	4/24/2022			
25	WR	De Luna	FL	9/2/2021	6/5/2022			
26	WR	Chipola	FL	9/29/2021	7/2/2022			

***q6m survey cycle due to IJs

The Joint Commission (TJC): Highlighted **RED** cell is the Joint Commission survey ready date. Highlighted **BLUE** cell is the scheduled survey date.

No	Reg	ALF FACILITY	ST	Last Biennial ALF Survey	Date Opens	ECC	LNS	LMH
1	WR	Southern Lifestyle ALF	FL	9/18/2019	6/20/2021	N/A	6/17/21	N/A
2	WR	Grand Blvd ALF	FL	11/14/2019	8/16/2021	N/A	N/A	N/A
3	WR	Bay Breeze ALF	FL	12/23/2019	9/24/2021	N/A	N/A	N/A

BRETT W. BARNETT

308 Wahoo Road #27286, Panama City Beach, FL 32408
(850) 776-7069 Cell
(850) 960-2165 Alt. Cell
Email: Bbarnett850@gehc.com

SUMMARY:

Creative, energetic C suite leader searching for an opportunity to successfully lead a SNF organization utilizing strategic vision, associate engagement and accountability systems to meet the current and future challenges in the regulatory, reimbursement, and workforce landscapes.

PROFESSIONAL EXPERIENCE:

President, Gulf Coast Health Care – 8/19-Present | 2 | 2 |

Responsible for leading Gulf Coast Health Care which consists of 28 skilled nursing and rehabilitation centers. Gulf Coast Health Care is one the leading and most successful providers in Florida, Mississippi, and Georgia. Previously provided oversight for 45 Gulf Coast Health Care centers/5400 beds/6500+ associates and 14 South Atlantic Health Care centers/1450 beds/2000+ associates. Annual revenue between the two SNF organizations - \$700+ million.

Vice-President of Operations, Gulf Coast Health Care - 9/15-7/19

Responsible for leading the operations of 43 skilled nursing and rehabilitation centers within Gulf Coast Health Care. Gulf Coast Health Care is one of the leading and most successful providers in Florida and Mississippi.

Director of Operations, Gulf Coast Health Care (Delta) - 9/04-9/15

Responsible for leading one of the six regions for company (Region 6). The region consisted of 7 skilled nursing and rehabilitation centers. Various responsibilities included oversight of each center's budget, census, A/R, worker's compensation, State and Federal regulatory compliance, turnover, personnel, risk management, and others.

Administrator, Gulf Coast Health Care (Delta) – 7/99-9/04

Directed the operation of this 115 bed skilled nursing and rehabilitation center. Various responsibilities included budget compliance, census growth, A/R, worker's compensation, State and Federal regulatory compliance, turnover, personnel, risk management, and others.

President/Owner, Southern Medical Transportation – 10/98-7/99

President/owner of non-emergency medical transportation company. Southern Medical Transportation became the largest privately owned medical transportation provider in Bay County, FL in less than a year. Medical transportation contracts were established with local hospitals, skilled nursing and rehab centers, assisted living facilities, home health agencies, hospice organizations, and other local providers.

Mortgage Broker, First Franklin Mortgage Corporation – 10/98-9/03

Responsible for mortgage loan operations in Bay and Walton County, Florida. Duties included loan origination, loan submission, program development, and compliance with state and federal regulations. Licensed mortgage broker in Florida.

Administrator, National Health Care – 6/94-10/98

Directed the operations of 120 bed skilled nursing and rehabilitation center in Panama City, Florida, 120 bed skilled nursing and rehabilitation center in Citrus County, FL, and 180 bed skilled nursing and rehabilitation center in Palatka, Florida. Various responsibilities included budget compliance, census growth, A/R, worker's compensation, State and Federal regulatory compliance, turnover, personnel, risk management, and others.

Other Experience:

- *FL Board of Nursing Home Admin. (Chair/Vice-Chair) 2000-2009**
- *Branch Manager/Asst Branch Manager, Regions Bank – 1991-1994**
- *Started and owned other successful businesses (High-end Wine and Spirits retail chain and Health and Fitness Club)**

EDUCATION:

University of Alabama at Birmingham

Birmingham, Alabama

Bachelor of Science Degree in Marketing and Financial Management

Samford University

Birmingham, Alabama

Master's Degree in Business Administration (MBA)

Regions Bank Commercial Credit Training Program

Birmingham, Alabama (First Alabama Bank/Regions Bank)

Emphasis: Accounting and Financial Statement Analysis and Commercial Credit Analysis



PRESIDENT 2020 BONUS PLAN

QUARTERLY		ANNUAL	
Exceed budgeted total census	\$5K	Managed Care Transition Lead efforts to coordinate a successful transition between managed care providers (US Managed Care to Managed Care Consultants) during 2020	\$20K
Exceed budgeted Medicare/managed care census	\$5K	Optum Program Expansion Lead efforts to successfully rollout the Optum program at the following GCHC centers during 2020 FLORIDA MISSISSIPPI Bay Breeze Boyington Ventura Singing River Grand Blvd Ocean Springs Specialty Dixie White House	\$20K
Exceed budgeted EBITDA	\$5K	GCHC Culture Lead efforts within GCHC to start rebuilding our company culture by engaging team throughout all levels of our organization	\$20K
Reduce open positions by 20% each quarter (measurement TBD) or reduce shift bonuses by 20% (2019 quarterly average)	\$5K	Other Strategic Initiatives	\$20K
14.5% or less RTH for region or reduce RTH by 15% from 2019	\$5K	Regulatory no substandard tag or higher/substantial compliance upon follow up/Deficiency Free Survey/AHCA Gold or JCAHO Accreditation at Center(s)	\$20K
Quarterly potential	\$25K		
Total Quarterly Potential	\$100K	Total Annual Potential	\$100K
*Calculated by Region		TOTAL BONUS POTENTIAL	\$200K



Disclaimer:

- Must be employed the day bonus checks are distributed and not be in a notice period.
- Must work the entire calendar quarter to be eligible.
- Annual bonus will be prorated for length of employment for calendar year.
- Any CMPs/dpna incurred will be deducted from bonus.
- Adjustments to goals will be done annually.
- Significant changes in reimbursement system will be excluded.
- Quarterly bonus amounts will be paid within 45 days (may vary).
- Annual bonus amount will be paid by March 2021 (may vary).



Disclaimer:

- Must be employed the day bonus checks are distributed and not be in a notice period.
- Must work the entire calendar quarter to be eligible.
- Annual bonus will be prorated for length of employment for calendar year.
- Any CMPs/dpna incurred will be deducted from bonus.
- Adjustments to goals will be done annually.
- Significant changes in reimbursement system will be excluded.
- Quarterly bonus amounts will be paid within 45 days (may vary).
- Annual bonus amount will be paid by March 2021 (may vary).



PRESIDENT 2020 BONUS PLAN

QUARTERLY		ANNUAL	
Exceed budgeted total census	\$5K	Managed Care Transition Lead efforts to coordinate a successful transition between managed care providers (US Managed Care to Managed Care Consultants) during 2020	\$20K
Exceed budgeted Medicare/managed care census	\$5K	Optum Program Expansion Lead efforts to successfully rollout the Optum program at the following GCHC centers during 2020 FLORIDA MISSISSIPPI Bay Breeze Boyington Ventura Singing River Grand Blvd Ocean Springs Specialty Dixie White House	\$20K
Exceed budgeted EBITDA	\$5K	GCHC Culture Lead efforts within GCHC to start rebuilding our company culture by engaging team throughout all levels of our organization	\$20K
Reduce open positions by 20% each quarter (measurement TBD) or reduce shift bonuses by 20% (2019 quarterly average)	\$5K	Other Strategic Initiatives	\$20K
14.5% or less RTH for region or reduce RTH by 15% from 2019	\$5K	Regulatory no substandard tag or higher/substantial compliance upon follow up/Deficiency Free Survey/AHCA Gold or JCAHO Accreditation at Center(s)	\$20K
Quarterly potential	\$25K		
Total Quarterly Potential	\$100K	Total Annual Potential	\$100K
*Calculated by Region		TOTAL BONUS POTENTIAL	\$200K

Nurse Consultant Annual Bonus**2020 - Annual**

Center	Cntr Num	Rg	Bank	PR Cycle	Employee ID	Employee Name	Bonus Amount	Type
Region 1	601	1	N	A	404806	Jeanfreau, Nicole	10,125.00	NC
Region 2 & 3	601	2	N	A	403376	Chambers, Michael	12,000.00	NC
Region 2 & 3	601	3	N	A	404545	Tuten, Kristen	12,000.00	NC
Region 2 & 3	601	3	N	A	403495	Creighton, Rosita	9,500.00	NC
Total DO Performance Bonus							43,625.00	

Director of Clinical Services**2020 - Annual**

Center	Cntr Num	Rg	Bank	PR Cycle	Employee ID	Employee Name	Bonus Amount	Type
Corporate	601	Corp	N	A	400385	Cooper, Angela	18,000.00	Dr Cl Svc

DO Annual Bonus**2020 - Annual**

Center	Cntr Num	Rg	Bank	PR Cycle	Employee ID	Employee Name	Bonus Amount	Type
Region 1	601	1	N	A	404472	Drake, Kris	24,000.00	DO
Region 2	601	2	N	A	403669	Triplett, Matt	30,000.00	DO
Region 3	601	3	N	A	400656	Wesolowski, Kathleen	20,000.00	DO
Total DO Performance Bonus							74,000.00	

Other Annual Bonus**2020 - Annual**

Center	Cntr Num	Rg	Bank	PR Cycle	Employee ID	Employee Name	Bonus Amount	Type
Corporate	601		N	A	403725	Davidson, Ron	15,000.00	Corp
Corporate	601		N	A	401395	DiLoreto, Scott	10,000.00	Corp
Total DO Performance Bonus							25,000.00	

Total 2020 Bonus Outstanding 160,625.00

Corporate	601		N	A	401872	Wolf, Sheryl	Pending	Corp
Corporate	601		N	A	400334	Barnett, Brett	Pending	Corp

ATTACHMENT 5

BRETT

Brett Barnett

From: Brett Barnett
Sent: Wednesday, February 24, 2021 4:27 PM
To: Julie Gutzmann (HCN)
Subject: 2020 GCHC President Bonus Plan
Attachments: PRESIDENT.pdf

TRANSITIONED
 TO MCC
 BY 12/31/20

Hey Julie

Per your request, please find below a brief summary of my evaluation re: my 2020 performance/annual bonus plan:

2020 was an extremely challenging/busy year for GCHC! Despite these challenges, I'm very proud of the team's accomplishments during 2020!

2020 BONUS

Managed Care Transition

Successfully transitioned from US Managed Care to Managed Care Consultants (MCC) during 2020. We successfully moved these services to MCC including successfully converting all managed care contracts to MCC. This has been a great partnership thus far in many ways including better service and support, improved rates, and newly acquired managed care contracts needed in certain markets.

Optum ISNP Program Expansion

Successfully implemented the Optum program at the following centers Bay Breeze

- Ventura
- Grand Blvd
- Specialty
- Singing River
- Ocean Springs

Bay Breeze

EXCEEDED GOALS FOR 2020
 GOAL 1: 100% LAUNCH
 GOAL 2: 100% LAUNCH

We are still working through a few issues with Memorial Hospital/Optum to implement ISNP program at Boyington and Pass Christian (Dixie). Rollout planned for 2021.

GCHC Culture

While Covid 19 disrupted some of our plans on culture initiatives, we have started efforts to develop new GCHC Core Values and a new Mission and Vision Statement. The GCHC team is working with Kim Grogan and Health Care Success on this project. We established a GCHC peer committee during 2020 to develop core values. Core values were established and being shared/discussed with the GCHC team. Working with Health Care Success to use core values to create new Mission/Vision Statement. (We currently have no core values and our current Mission/Vision statement needs to be updated). This project is currently in progress. We also plan to resume other culture initiatives during 2021

Other Strategic Initiatives

The two primary initiatives that come to mind during 2020 are Covid 19 efforts and the Argent sale. Thought our team did a super job in both areas!

Led the team through 5 named hurricanes during an already hectic year (2020)!

ATTACHMENT 5

Regulatory/Joint Commission/AHCA Quality Awards/Deficiency Free Surveys FL exceeds 5 Star Rating Miss in line with state average

134 Covid 19 AHCA Infection Control surveys with only two minor tags.

Joint Commission schedule for 2020 disrupted due to Covid 19. However, Viera did achieve Joint Commission accreditation AHCA Bronze 2020 Award recipients - Shelby and Pass Christian AHCA Silver 2020 Award recipients - Greenbough, Bay Breeze, Grand Blvd, Winter Park, and Silvercrest Deficiency Free Survey at Rosewood in 2020 One blemish - Winter Park received IJ for not timely discharging tube for a patient admitted with it

It may be easier to discuss in more detail over the phone but wanted to get this to you for review.

Thank you!

Brett

SHERYL



Sheryl Wolf - 2020 Accomplishments

- 1) COVID-19 accounting and Grant accounting – developed methods and approach to report and account for this new unknown. Also secured several contracts for COVID-19 testing (Sparrow Healthcare, Capstone Healthcare, Curative, Base-10), decontamination vendors, storage units for PPE, and air scrubber rentals for the centers.
- 2) Hired, trained, and stabilized the Accounting Team after turnover in key positions (controller, regional accountant, and corporate accounting manager) during working remotely in the pandemic. Leveraged technology (Zoom, Cisco Jabber, WebEx) to improve interaction and communication to meet deadlines and hold associates accountable.
- 3) Established shared services for providing accounting, guidance, advisement to South Atlantic Health Care. Provided policies and best practices and develop/trained accounting staff to support all areas. Improved the monthly accounting close process by two business days for AR.
- 4) Hired and on-boarded a replacement for the Director of Business Office Services 10/2020. During 2020, supervised and guided the GCHC 5 Financial Consultants until this new Director was hired.
- 5) Argent Sale Transaction – provided support and financial information for the due diligence to successfully transitioned the 17 Argent centers to new owners and the acquisition of Cobblestone Rehabilitation and Healthcare Center from South Atlantic Health Care to the Gulf Coast Health Care portfolio.

Attachment 7

MANAGED CARE CONSULTANTS OF FLORIDA

02/10/2023

To Whom It May Concern:

The purpose of this letter is to outline the relationship and timeline between Managed Care Consultants of Florida (MCCFL) and Gulf Coast Health Care, LLC:

- Brett Barnett and team with Gulf Coast Health Care, LLC approached MCCFL in 2019 to potentially take over managed care contracting, credentialing and education needs for the Florida, Mississippi, and Georgia skilled nursing facilities under the Gulf Coast umbrella.
- The relationship was solidified and fully contracted on 02/20/2020. MCCFL was charged to work with Brett and his team to properly on-board the centers regarding managed care contracting/credentialing, work on new insurance requests, secure new managed care partnerships and help the center level staff understand their part in the managed care continuum.
- MCCFL continued to supply the above said services through the end of the bankruptcy date 03/31/2022.

If there are any questions on the above, please feel free to reach out to me via email Dquinones@mccfl.us or by cell phone (407-484-9490).

Thank you,

Destiny Quinones

Destiny Quinones
President/CEO
Managed Care Consultants of Florida
Email: Dquinones@mccfl.us
O: 855-446-2235 ext 4004
C: 407-484-9490

To: Bbarnett850@yahoo.com <bbarnett850@yahoo.com>

Sent: Thursday, February 9, 2023, 10:58:07 AM CST

Subject: Optum - Gulf Coast Info

Brett, below I've listed the Effective / Go-Live dates for Optum ISNP in the former Gulf Coast homes.

We were not able to launch in Boyington / Ventura or Dixie Whitehouse because the Memorial Physician group refused to allow their PCPs to collaborate with Optum nurse practitioners. We had originally planned to launch both homes in 2020, but our discussions with Memorial were delayed until higher level hospital contracting negotiations between Memorial and United Healthcare could be completed. Optum began direct discussions with Memorial leadership in Q4 2020. Memorial's ultimate refusal to work with Optum clinicians was not made clear until March 2021.

We eventually pivoted to discussions about contracting with Memorial to provide elements of the Optum clinical program but were unable to move forward prior to Gulf Coast filing bankruptcy.

I've attached a couple emails from 2021 that provide some context for interactions between Memorial, Optum and Gulf Coast. I've highlighted a statement I wrote in May of 2021 that documents your continued involvement and support for efforts to launch the program in Boyington / Ventura and Dixie.

Launch Dates:

Ocean Springs – May 2020

Bay Breeze – May 2020

Singin River – June 2020

Specialty – June 2020

Grand Boulevard – October 2020

Please let me know if there is other information I can provide.

Jim

Jim Hotten

Vice President - AL, MS, TN | Senior Community Care

O [1-205-948-1828](tel:1-205-948-1828)

M [1-205-470-6421](tel:1-205-470-6421)

F [1-855-857-6491](tel:1-855-857-6491)

Jim.hotten@optum.com

2700 Corporate Dr

Suite 200

Birmingham, AL 35242

Optum Home & Community Care

From: Hotten, James J <jim.hotten@optum.com>
Sent: Tuesday, May 18, 2021 10:59 AM
To: MB
Subject: Memorial Update

I met with the Memorial VP last week. He is interested in contracting with Optum to deliver clinical components of our model. I gave him a list of delegated activities to review. We agreed to speak again this week. A few things that came out of our discussion:

1. Memorial has participated in an ACO for the past two years. They begin to assume risk for the first time this year.
2. He is familiar with STAR measures and management.
3. I was forthright about the success of our program depending on the elimination of unnecessary hospital transfers and asked him if their hospital-owned PCP group could support this objective. He said Memorial shared the same goal and explained that they deployed their PCPs into the local SNFs several years ago for this purpose. He described acute utilization management tactics that mirror some of our own.
4. I suggested that the opportunity to work together could extend beyond the two Gulf Coast homes. He quickly replied (as if he had already been thinking about it) that if we worked well together, he would want to bring us into the two other homes that Memorial manages. These two SNFs are in two separate adjacent counties and would require us to obtain additional licenses. We briefly discussed other homes in the current footprint where Memorial has presence. They are also attempting to enter a couple other SNFs in the area.

Next Steps:

1. I would like to have a follow up meeting to include Optum and Memorial clinical leaders to discuss clinical management details. Who should represent Optum clinical?
2. Lisa C. has us scheduled for a follow-up meeting with Governance tomorrow morning and is asking if we want to keep it or reschedule??

I spoke with Brett Barnett last week and let him know that we intended to explore the hybrid model with Memorial. He was glad to hear it and remains committed to moving forward in the two SNFs.

Jim Hotten | Optum

Complex Care Management

Vice President – AL, MS, TN

T 205-470-6421F [855-857-6491](tel:855-857-6491)

jim.hotten@optum.com



----- Forwarded Message -----

From: Hotten, James J <jim.hotten@optum.com>

ATTACHMENT 7 9



PRESIDENT 2021 BONUS PLAN

QUARTERLY		ANNUAL	
Exceed budgeted total census	\$5K	GCHC Optum Program <ul style="list-style-type: none"> Lead efforts to successfully rollout the Optum ISNP program at the following centers: <ul style="list-style-type: none"> Lake Eustis Silvercrest Boyington Pass Christian 	\$20K
Exceed budgeted Medicare/managed care census	\$5K	SAHC Optum Program Implementation <ul style="list-style-type: none"> Support efforts to successfully rollout the Optum ISNP program at the following centers: <ul style="list-style-type: none"> Patewood Simpsonville Poinset Southern Oaks 	\$20K
Exceed budgeted EBITDA	\$5K	SAHC Agency Reduction <ul style="list-style-type: none"> Support efforts to reduce agency usage in SAHC centers. 	\$15K
		SAHC Integration Project	\$10K
Reduce open positions by 20% each quarter (measurement TBD) or reduce shift bonuses by 20% (2020 quarterly average)	\$5K	COVID 19 Initiatives <ul style="list-style-type: none"> Continue to lead efforts to address and support COVID 19 initiatives. 	\$20K
14.5% or less RTH for region or reduce RTH by 15% from 2020	\$5K	Regulatory no substandard tag or higher/substantial compliance upon follow up/Deficiency Free Survey/AHCA Gold or JCAHO Accreditation at Center(s)	\$15K
Quarterly potential	\$25K		
Total Quarterly Potential	\$100K	Total Annual Potential	\$100K
*Calculated by Region		TOTAL BONUS POTENTIAL	\$200K



Disclaimer:

- Must be employed the day bonus checks are distributed and not be in a notice period.
- Must work the entire calendar quarter to be eligible.
- Annual bonus will be prorated for length of employment for calendar year.
- Any CMPs/dpna incurred will be deducted from bonus.
- Adjustments to goals will be done annually.
- Significant changes in reimbursement system will be excluded.
- Quarterly bonus amounts will be paid within 45 days (may vary).
- Annual bonus amount will be paid by March 2022 (may vary).
- Quarter 1 and Quarter 2 bonus payout will be determined by either past quarterly payout percent or actual performance.
- Quarter 3 and Quarter 4 will be evaluated if needed.

BRETT

Brett Barnett

From: Brett Barnett
Sent: Wednesday, February 24, 2021 4:27 PM
To: Julie Gutzmann (HCN)
Subject: 2020 GCHC President Bonus Plan
Attachments: PRESIDENT.pdf

TRANSFERRED
 TO REMOTE
 OF 02/25/21

Hey Julie

Per your request, please find below a brief summary of my evaluation re: my 2020 performance/annual bonus plan:

2020 was an extremely challenging/busy year for GCHC! Despite these challenges, I'm very proud of the team's accomplishments during 2020!

2020 BONUS

Managed Care Transition

Successfully transitioned from US Managed Care to Managed Care Consultants (MCC) during 2020. We successfully moved these services to MCC including successfully converting all managed care contracts to MCC. This has been a great partnership thus far in many ways including better service and support, improved rates, and newly acquired managed care contracts needed in certain markets.

Optum ISNP Program Expansion

Successfully implemented the Optum program at the following centers Bay Breeze'

Ventura
 Grand Blvd
 Specialty
 Singing River
 Ocean Springs

Bay Breeze

EXCEEDED GOALS AND BENCHMARK
 GOALS AND BENCHMARK
 OPTUM ISNP PROGRAM LAUNCH

We are still working through a few issues with Memorial Hospital/Optum to implement ISNP program at Boyington and Pass Christian (Dixie). Rollout planned for 2021.

GCHC Culture

While Covid 19 disrupted some of our plans on culture initiatives, we have started efforts to develop new GCHC Core Values and a new Mission and Vision Statement. The GCHC team is working with Kim Grogan and Health Care Success on this project. We established a GCHC peer committee during 2020 to develop core values. Core values were established and being shared/discussed with the GCHC team. Working with Health Care Success to use core values to create new Mission/Vision Statement. (We currently have no core values and our current Mission/Vision statement needs to be updated). This project is currently in progress. We also plan to resume other culture initiatives during 2021

Other Strategic Initiatives

The two primary initiatives that come to mind during 2020 are Covid 19 efforts and the Argent sale. Thought our team did a super job in both areas!

Led the team through 5 named hurricanes during an already hectic year (2020)!

ATTACHMENT 10

Regulatory/Joint Commission/AHCA Quality Awards/Deficiency Free Surveys FL exceeds 5 Star Rating Miss in line with state average

134 Covid 19 AHCA Infection Control surveys with only two minor tags.

Joint Commission schedule for 2020 disrupted due to Covid 19. However, Viera did achieve Joint Commission accreditation AHCA Bronze 2020 Award recipients - Shelby and Pass Christian AHCA Silver 2020 Award recipients - Greenbough, Bay Breeze, Grand Blvd, Winter Park, and Silvercrest Deficiency Free Survey at Rosewood in 2020 One blemish - Winter Park received IJ for not timely discharging tube for a patient admitted with it

It may be easier to discuss in more detail over the phone but wanted to get this to you for review.

Thank you!

Brett

BRETT**Brett Barnett**

From: Brett Barnett
Sent: Wednesday, February 24, 2021 4:27 PM
To: Julie Gutzmann (HCN)
Subject: 2020 GCHC President Bonus Plan
Attachments: PRESIDENT.pdf

TRANSFERRED
TO READER
OF RUTHERFORD

Hey Julie

Per your request, please find below a brief summary of my evaluation re: my 2020 performance/annual bonus plan:

2020 was an extremely challenging/busy year for GCHC! Despite these challenges, I'm very proud of the team's accomplishments during 2020!

2020 BONUS

Managed Care Transition

Successfully transitioned from US Managed Care to Managed Care Consultants (MCC) during 2020. We successfully moved these services to MCC including successfully converting all managed care contracts to MCC. This has been a great partnership thus far in many ways including better service and support, improved rates, and newly acquired managed care contracts needed in certain markets.

Optum ISNP Program Expansion

Successfully implemented the Optum program at the following centers Bay Breeze'

Ventura
Grand Blvd
Specialty
Singing River
Ocean Springs

Bay Breeze

EXCEEDED GOALS AND BUDGET
GOAL & BUDGET CENTER
OPTUM FITNESS PROGRAM
LAUNCH

We are still working through a few issues with Memorial Hospital/Optum to implement ISNP program at Boyington and Pass Christian (Dixie). Rollout planned for 2021.

GCHC Culture

While Covid 19 disrupted some of our plans on culture initiatives, we have started efforts to develop new GCHC Core Values and a new Mission and Vision Statement. The GCHC team is working with Kim Grogan and Health Care Success on this project. We established a GCHC peer committee during 2020 to develop core values. Core values were established and being shared/discussed with the GCHC team. Working with Health Care Success to use core values to create new Mission/Vision Statement. (We currently have no core values and our current Mission/Vision statement needs to be updated). This project is currently in progress. We also plan to resume other culture initiatives during 2021

Other Strategic Initiatives

The two primary initiatives that come to mind during 2020 are Covid 19 efforts and the Argent sale. Thought our team did a super job in both areas!

Led the team through 5 named hurricanes during an already hectic year (2020)!

Regulatory/Joint Commission/AHCA Quality Awards/Deficiency Free Surveys FL exceeds 5 Star Rating Miss in line with state average

134 Covid 19 AHCA Infection Control surveys with only two minor tags.

Joint Commission schedule for 2020 disrupted due to Covid 19. However, Viera did achieve Joint Commission accreditation AHCA Bronze 2020 Award recipients - Shelby and Pass Christian AHCA Silver 2020 Award recipients - Greenbough, Bay Breeze, Grand Blvd, Winter Park, and Silvercrest Deficiency Free Survey at Rosewood in 2020 One blemish - Winter Park received IJ for not timely discharging tube for a patient admitted with it

It may be easier to discuss in more detail over the phone but wanted to get this to you for review.

Thank you!

Brett

Department of Health & Human Services
Centers for Medicare & Medicaid Services

Printed: 02/06/2023
Form Approved OMB
No. 0938-0391

STATEMENT OF DEFICIENCIES AND PLAN OF CORRECTION	(X1) PROVIDER/SUPPLIER/CLIA IDENTIFICATION NUMBER: 105747	(X2) MULTIPLE CONSTRUCTION A. Building B. Wing	(X3) DATE SURVEY COMPLETED 12/09/2020
NAME OF PROVIDER OR SUPPLIER Rosewood Healthcare and Rehabilitation Center		STREET ADDRESS, CITY, STATE, ZIP CODE 3107 North H Street Pensacola, FL 32501	
For information on the nursing home's plan to correct this deficiency, please contact the nursing home or the state survey agency.			
(X4) ID PREFIX TAG	SUMMARY STATEMENT OF DEFICIENCIES (Each deficiency must be preceded by full regulatory or LSC identifying information)		
Level of Harm - Unknown Residents Affected - Unknown	No health deficiencies found		

Any deficiency statement ending with an asterisk (*) denotes a deficiency which the institution may be excused from correcting providing it is determined that other safeguards provide sufficient protection to the patients. (See instructions.) Except for nursing homes, the findings stated above are disclosable 90 days following the date of survey whether or not a plan of correction is provided. For nursing homes, the above findings and plans of correction are disclosable 14 days following the date these documents are made available to the facility. If deficiencies are cited, an approved plan of correction is requisite to continued program participation.

LABORATORY DIRECTOR'S OR PROVIDER/SUPPLIER
REPRESENTATIVE'S SIGNATURE

TITLE

(X6) DATE

GCHC - 2021 Upcoming Annual Survey and Joint Commission Due Dates

No	Reg	Center	State	Last Survey Date	Window Opens	JC Accreditation Due By:	JC Survey (Ready) Date	Date JC Accredited
1	MS	Ocean Springs	MS	6/28/2019	3/30/2020			
2	MS	Pass Christian	MS	9/5/2019	6/7/2020			
3	WR	Cobblestone	GA	9/6/2020	6/9/2021			
4	MS	Pine View	MS	9/12/2019	6/14/2020			
5	MS	Greenbough	MS	10/3/2019	7/5/2020			
6	MS	Shelby	MS	10/11/2019	7/13/2020			
7	MS	Singing River	MS	11/14/2019	8/16/2020			
8	MS	Lakeside	MS	2/19/2020	11/21/2020			
9	ER	Winter Park*** (for 2nd)	FL	2/18/2021	5/25/2021			
10	WR	Specialty	FL	11/19/2020	8/22/2021			
11	ER	Suwannee	FL	12/3/2020	9/5/2021			
12	WR	Rosewood	FL	12/9/2020	9/11/2021			
13	ER	Viera del Mar	FL	1/14/2021	10/17/2021			
14	WR	Bayside*** (for 3rd)	FL	7/29/2021	11/2/2021			
15	ER	Wave Crest*** (for 2nd)	FL	8/5/2021	11/9/2021			
16	WR	Arcadia	FL	2/11/2021	11/14/2021			
17	ER	Rehab of Lake City	FL	2/24/2021	11/27/2021			
18	ER	Margate	FL	3/18/2021	12/19/2021			
19	MS	Boyington	MS	4/23/2021	1/24/2022			
20	WR	Grand Boulevard	FL	5/26/2021	2/26/2022			
21	WR	Olive Branch	FL	6/17/2021	3/20/2022			
22	WR	Silvercrest	FL	6/30/2021	4/2/2022			
23	WR	Bay Breeze	FL	7/15/2021	4/17/2022			
24	WR	Lake Eustis	FL	7/22/2021	4/24/2022			
25	WR	De Luna	FL	9/2/2021	6/5/2022			
26	WR	Chipola	FL	9/29/2021	7/2/2022			

***q6m survey cycle due to IJs

The Joint Commission (TJC): Highlighted **RED** cell is the Joint Commission survey ready date. Highlighted **BLUE** cell is the scheduled survey date.

No	Reg	ALF FACILITY	ST	Last Biennial ALF Survey	Date Opens	ECC	LNS	LMH
1	WR	Southern Lifestyle ALF	FL	9/18/2019	6/20/2021	N/A	6/17/21	N/A
2	WR	Grand Blvd ALF	FL	11/14/2019	8/16/2021	N/A	N/A	N/A
3	WR	Bay Breeze ALF	FL	12/23/2019	9/24/2021	N/A	N/A	N/A