



DRAFT



**STATE OF ILLINOIS  
HEALTH FACILITIES AND SERVICES REVIEW BOARD**

**LONG-TERM CARE SUBCOMMITTEE WORKGROUP MEETING**

**MEETING**

**FEBRUARY 21, 2012**

**RECEIVED**

**FEB 28 2012**

**HEALTH FACILITIES &  
SERVICES REVIEW BOARD**

***ORIGINAL***

**NATIONWIDE SCHEDULING**

**OFFICES**

**MISSOURI** Springfield Jefferson City Kansas City Columbia Rolla Cape Girardeau

**KANSAS** Overland Park **ILLINOIS** Springfield Champaign Chicago

**HEADQUARTERS: 711 North Eleventh Street, ST. Louis, Missouri 63101**

**800.280.3376**

**www.midwestlitigation.com**

1  
2  
3  
4  
5  
6  
7  
8  
9  
10  
11  
12  
13  
14  
15  
16  
17  
18  
19  
20  
21  
22  
23  
24

STATE OF ILLINOIS  
HEALTH FACILITIES and SERVICES REVIEW BOARD  
525 West Jefferson Street, 2nd Floor  
Springfield, Illinois 62761  
217.782.3516

LONG-TERM CARE SUBCOMMITTEE WORKGROUP MEETING

The meeting of the State of Illinois, Health  
Facilities and Services Review Board, Long-Term Care  
Subcommittee Workgroup, was held by telephone  
conference call, on February 21, 2012, scheduled to  
begin at the hour of 4:00 P.M.

1 MEMBERS PRESENT:

Timothy Phillippe, Chairman

2 Phyllis Mitzen

Patricia O'Dae-Evans

3 Eli Pick

Dave Lowitzki (not present at roll call)

4 Teri Dederer (not present at roll call)

5 Stephanie Altman (not present at roll call)

6

7 Also PRESENT:

8 Frank Urso, HFSRB Legal Counsel

9 Michael Waxman

10 Michael Constantino

11 Claire Burman

12 Jason Speaks

13 Bob Green

14 Terry Sullivan

15 Kirk Riva

16

17 Reported BY:

18 Robin A. Enstrom, RPR, CSR

19 Illinois CSR #084-002046

20 Midwest Litigation Services

21 15 S. Old State Capitol Plaza

22 Springfield, Illinois 62701

23 217.522.2211

24 800.280.3376

1  
2  
3  
4  
5  
6  
7  
8  
9  
10  
11  
12  
13  
14  
15  
16  
17  
18  
19  
20  
21  
22  
23  
24

AGENDA

1. Roll Call
2. Approval of Agenda
3. Approval of January 17, 2012, Meeting Minutes
4. Public Participation
5. Operational Beds and Long-Term Care Questionnaire - Mike Constantino
6. Provider Association Presentation, Bed Buying and Selling - Terry Sullivan and Jason Speaks
7. Bed Buying and Selling Options in Other States - Claire Burman
8. Issues in Bed Buying and Selling Strategies - Tim Phillippe
9. Open Discussion
10. Other Business
11. Next Meeting
12. Adjournment

1 START TIME: 4:02 P.M.

2

3 CHAIRMAN PHILLIPPE: First, I'll start,  
4 then, the roll call.

5 This is Tim Phillippe, and I'm chairing  
6 this meeting.

7 UNIDENTIFIED MALE: Do we have a list that  
8 somebody could go through?

9 CHAIRMAN PHILLIPPE: And I'd like people  
10 just to go over and list their names first for the  
11 court reporter.

12 MS. MITZEN: Phyllis Mitzen.

13 CHAIRMAN PHILLIPPE: Okay. Enter Phyllis  
14 Mitzen.

15 MS. O'DAE-EVANS: Pat O'Dae-Evans.

16 MR. WAXMAN: Mike Waxman.

17 MR. SULLIVAN: Terry Sullivan.

18 COURT REPORTER: We have to do this one at  
19 a time.

20 CHAIRMAN PHILLIPPE: Let me start -- let  
21 me start with a list. This is Tim again to interrupt.  
22 Let me start with a list I have and call names and  
23 then see who else is out there.

24 COURT REPORTER: All right.

1                   CHAIRMAN PHILLIPPE: Okay. This is Tim  
2 Phillippe. Actually on the call with me is Crystal  
3 Divert (sp.), my assistant. She's -- I asked her to  
4 help me take notes for me just so I can remember  
5 action items.

6                   UNIDENTIFIED FEMALE: And thanks, Crystal,  
7 for all of her e-mails. They're very helpful.

8                   CHAIRMAN PHILLIPPE: Yes. She helps a  
9 lot.

10                   Claire Burman?

11                   MS. BURMAN: Yes.

12                   CHAIRMAN PHILLIPPE: Dave Lowitzki? Not  
13 yet.

14                   Eli Pick? Eli's on there. I just heard  
15 him.

16                   Frank Urso? Is Frank on?

17                   MR. URSO: I am here.

18                   CHAIRMAN PHILLIPPE: Okay. Jason Speaks?

19                   MR. SPEAKS: Yes.

20                   CHAIRMAN PHILLIPPE: Okay.

21                   MR. SPEAKS: And Kirk Riva is here.

22                   CHAIRMAN PHILLIPPE: Okay. Kirk Riva.

23                   Michael Waxman is on.

24                   MR. WAXMAN: Yes, I'm here.

1 CHAIRMAN PHILLIPPE: Pat O'Dae? Not yet.

2 MS. O'DAE-EVANS: I'm sorry. I was on  
3 mute. I'm here.

4 CHAIRMAN PHILLIPPE: Oh, you are here.  
5 All right.

6 Phyllis Mitzen we heard.

7 MS. MITZEN: Here.

8 CHAIRMAN PHILLIPPE: Stephanie Altman? Is  
9 Stephanie on? No.

10 Teri Dederer? Okay. And Teri's not on  
11 yet.

12 And Terry Sullivan.

13 MR. SULLIVAN: Terry Sullivan's here.

14 CHAIRMAN PHILLIPPE: Okay. And then  
15 anyone else needs to speak up.

16 UNIDENTIFIED MALE: Mike Constantino, are  
17 you there?

18 MR. CONSTANTINO: I'm here.

19 CHAIRMAN PHILLIPPE: Oh, here we go.  
20 Mike, yep.

21 MR. GREEN: Bob Green.

22 UNIDENTIFIED MALE: Courtney?

23 MR. GREEN: No. She had another meeting  
24 to attend over at the Capitol.

1 UNIDENTIFIED MALE: I can't imagine about  
2 what.

3 CHAIRMAN PHILLIPPE: Okay. And I think  
4 everyone on the call knows who the others are  
5 except, I think, Bob Green, you're in the -- could you  
6 explain your role?

7 MR. GREEN: Yeah. I'm the long-term care  
8 analyst working for the board, employed by IDPH.

9 CHAIRMAN PHILLIPPE: Okay.

10 MR. GREEN: And I was asked to sit in  
11 because of the long-term care questionnaire.

12 CHAIRMAN PHILLIPPE: Yes. We appreciate  
13 it. We heard -- I've heard you are the expert on  
14 this. The great authority.

15 Anyone else on the call that hasn't spoken  
16 up yet?

17 Okay. We'll go to the approval of the  
18 agenda. Do I have a motion to approve the agenda?

19 MS. MITZEN: So moved.

20 CHAIRMAN PHILLIPPE: And who is this?

21 MS. MITZEN: Phyllis.

22 CHAIRMAN PHILLIPPE: Second?

23 MS. O'DAE-EVANS: Pat O'Dae. Second.

24 CHAIRMAN PHILLIPPE: Thank you. All in

1 favor say "Aye."

2 ("Ayes" heard.)

3 CHAIRMAN PHILLIPPE: Any opposed?

4 (No response.)

5 CHAIRMAN PHILLIPPE: Okay. Because it's  
6 on my agenda, we have approval of the minutes of the  
7 January 17th minute -- meeting.

8 Do I have any corrections for that?

9 (No response.)

10 CHAIRMAN PHILLIPPE: If not, I'll take a  
11 motion to accept those.

12 UNIDENTIFIED FEMALE: So moved. Such a  
13 quiet group.

14 COURT REPORTER: Who is that?

15 CHAIRMAN PHILLIPPE: And second was who?

16 MR. WAXMAN: This is Mike. I'll second.

17 CHAIRMAN PHILLIPPE: All right. All

18 approve say "Aye."

19 ("Ayes" heard.)

20 CHAIRMAN PHILLIPPE: Opposed?

21 (No response.)

22 CHAIRMAN PHILLIPPE: All right.

23 Item 4: Public participation.

24 I think I built this in in the beginning

1 because the last time we asked people who were not  
2 officially part of the workgroup or the subcommittee,  
3 either one, who -- to make comments at the end and  
4 maybe we waited too long. I noticed our last  
5 subcommittee meeting we -- there were -- our  
6 illustrious chair allowed time at the beginning, and  
7 so I wanted to allow some time in the beginning for  
8 anybody on for public participation of any issue on  
9 the items we have or others that -- before we start on  
10 the items.

11 Is there anyone who would like to comment?

12 (No response.)

13 CHAIRMAN PHILLIPPE: I'll take that as a  
14 "no."

15 And we'll move on, then, to operational  
16 beds and the long-term care questionnaire.

17 Mike has -- and with Bob's help there --  
18 has -- I'm not sure who did it, but through Mike you  
19 sent us information about that that was very helpful,  
20 and you have some explanation for us.

21 MR. CONSTANTINO: Yeah. What I sent you  
22 is our current definitions that we use for hospital  
23 beds. We have physical available beds, reserve beds,  
24 and transitional beds.

1                   And then we go on to define physically  
2 available beds are those beds that are physically set  
3 up.

4                   Reserve beds: Beds that are not set up  
5 for inpatients but could be made available within 72  
6 hours.

7                   And then we have a category called  
8 transitional which essentially is beds approved by CON  
9 but not yet operational.

10                  CHAIRMAN PHILLIPPE: Okay. Thank you.  
11 That's very helpful.

12                  MR. CONSTANTINO: Then Bob was going to  
13 give a very short overview of the long-term care  
14 survey that we do every year. So I'll turn it over to  
15 Mr. Green.

16                  CHAIRMAN PHILLIPPE: And, Bob, before you  
17 do that, I just want to remind people why we're  
18 talking about this. I think in our discussions it  
19 came up that the number of licensed beds may be very  
20 different than the number of operational beds out in  
21 the field. And so at times, for public policy  
22 purposes but also from a provider submitting an  
23 application, the census on the -- based on licensed  
24 beds may show there's no bed need but, in actual fact,

1 there's not enough operational beds, and so it  
2 confuses the issue.

3 MR. GREEN: Well, I know on the  
4 questionnaire we've got three -- four categories that  
5 we used in regards to beds: One is licensed beds.  
6 Then there's peak beds set up of the licensed beds and  
7 then the peak beds occupied. And then there's a  
8 fourth one which is beds set up on the last day of the  
9 year, and the fifth one is bed -- beds occupied on the  
10 last day of the year.

11 So it gives us two operational times which  
12 is the number of beds occupied on the last day of the  
13 year, peak beds occupied, as well as the beds set up  
14 on those two days, and then the number of actual  
15 licensed beds.

16 So somewhere in between is -- may be  
17 the -- what you classify as the operational beds,  
18 which I'm not quite sure what you want to use as  
19 operational beds.

20 CHAIRMAN PHILLIPPE: And I don't know that  
21 we have a definition. We've just been discussing the  
22 current state of the industry. Could you explain peak  
23 beds used a little more clearly? I don't understand  
24 what that is.

1 MR. GREEN: Well, the peak beds occupied  
2 is the highest number of beds occupied on any day of  
3 the year, and then there's a peak beds set up, which  
4 is closely related to that, is the peak beds that you  
5 had set up in the entire year. Any day of the year  
6 you could have peak beds set up or peak beds occupied.  
7 Doesn't -- doesn't matter when that is. And that  
8 number may or may not be the number of licensed beds.

9 CHAIRMAN PHILLIPPE: Okay. I -- I --  
10 Go ahead. I'm sorry. Go ahead.

11 MR. SULLIVAN: This is Terry Sullivan. I  
12 think Mike has struggled with the same question that  
13 the subcommittee has struggled with except Mike's been  
14 struggling with it for 30 years, and I think, quite  
15 frankly, I appreciate Mike's approach because I think  
16 just saying what operational beds is -- again, we're  
17 all trying to get at the same thing, but it might be a  
18 little too simplistic.

19 I think Mike's approach, although a little  
20 more elaborate, probably gives us the slicing and  
21 dicing and the picture we're looking for because it  
22 does tell us, during your heaviest time, how many beds  
23 do you have set up; during your heaviest time, how  
24 many of those beds are being used; as well as his

1 definition is not operational beds but at the end of  
2 the year what, in fact -- how many beds are set up of  
3 your licensed beds and how many of those setup beds  
4 are occupied.

5 So, yes, we do get different occupancy  
6 estimates as low as 77 percent in 2010 of occupancy to  
7 licensed beds, and then you get, you know, a more  
8 realistic picture of 82, 83 percent of occupancy based  
9 on what's actually set up.

10 CHAIRMAN PHILLIPPE: Bob, could I ask you  
11 a question just to understand because I think the  
12 material you sent that Terry was referencing was  
13 actually very useful. You or Mike or whoever put it  
14 together, it's very useful.

15 On the peak beds used, I was trying to  
16 get -- because it shows -- if I understand the second  
17 column, it's really showing the occupancy on -- for  
18 that, and so, like, it was 91.5 percent for peak beds  
19 used. Are those the peak -- each peak day for every  
20 individual facility around the state? And so on the  
21 questionnaire they're picking the one day during the  
22 year they had the most beds set up?

23 MR. GREEN: Yes. That's exactly the way  
24 we've intended that to be. It doesn't matter what day

1 it is, but every facility can tell us what their  
2 highest number of beds used in the year and the  
3 highest number of beds set up.

4 MS. O'DAE-EVANS: May I ask a question?

5 MR. GREEN: Yes.

6 COURT REPORTER: Everybody is talking at  
7 once. I don't know who's talking.

8 MS. O'DAE-EVANS: This is Pat O'Dae-Evans.

9 CHAIRMAN PHILLIPPE: Could I ask a  
10 question? Could people put their phones on mute. I  
11 think there's some background noise on somebody's  
12 phone.

13 MS. O'DAE-EVANS: What I would like to  
14 inquire about is these are completed at once a year;  
15 is that correct?

16 MR. GREEN: Correct.

17 MS. O'DAE-EVANS: And then the data -- is  
18 it available on the website? Like, could I look up  
19 this data?

20 MR. GREEN: Yes, ma'am.

21 MS. O'DAE-EVANS: Okay. So we could look  
22 at what -- is there an aggregate of the data?

23 MR. GREEN: Aggregate for the state as a  
24 whole?

1 MS. O'DAE-EVANS: Yeah.

2 MR. GREEN: Yes, ma'am.

3 MS. O'DAE-EVANS: Okay. Is that available  
4 on the website too?

5 MR. GREEN: Yes, ma'am.

6 MS. O'DAE-EVANS: On the IDPH website?

7 MR. GREEN: Yes.

8 MS. O'DAE-EVANS: Okay. Thank you.

9 CHAIRMAN PHILLIPPE: So if -- trying to  
10 understand. If we use the peak data, you know, when  
11 we talk about operational -- what's in operation in  
12 any one day versus the licensed capacity, if we go to  
13 peak beds used, then, really, within the state in the  
14 year 2010, peak beds used actually had an occupancy of  
15 over 91 percent. Is that the way to interpret this?

16 MR. SULLIVAN: Except not at the same  
17 time.

18 CHAIRMAN PHILLIPPE: Right. They're all  
19 different times based on the individual buildings.  
20 The one day when they have the most set up.

21 MR. SULLIVAN: And, again, I think Mike --  
22 this is Terry Sullivan. I think Mike, who has been  
23 dealing with this for many years, has the good  
24 two-part solution: That on December 31st, for every

1 single facility in the state, what's the average of  
2 beds set up and what's the occupancy and what's the  
3 licensed beds.

4 But, then, he's also approached it with,  
5 for each individual facility, what's happening at your  
6 peak times. And, yes, peak times is an indication of  
7 when in your particular area or your particular  
8 facility what's -- what's the highest rate of  
9 occupancy. However, if on that particular day you  
10 looked at every single facility, obviously, the  
11 numbers would be lower statewide, you know.

12 So I think it's a good approach to say,  
13 yes, on peak days it's up -- for facilities making  
14 good market decisions, it's 91 percent; but on  
15 average, on December 31st, it's 77 percent although  
16 I've also seen the figures of 82, 83 percent in terms  
17 of what the federal certification surveys show, which  
18 is also a snapshot of one day on your annual survey.

19 So it is -- it's all over the board. I  
20 don't think -- for those who want the perfect answer  
21 of tell us what the operational beds are, the answer  
22 is pick a date. You know, pick a -- we're never going  
23 to get to it.

24 CHAIRMAN PHILLIPPE: But there is one

1 point here is -- if I understand, Bob -- I mean, I  
2 would ask you the question -- or Michael -- but if the  
3 peak beds set up were 95,000, so at the -- the most --  
4 if you took that one day for each building where they  
5 set up the most beds for them that year for their  
6 building, that means there's really 6,000 -- about  
7 6,000 that are totally unused.

8 MR. GREEN: Correct.

9 CHAIRMAN PHILLIPPE: Okay. And then --  
10 and then the peak -- so, really, there's just that  
11 small number, really, that are not being used sometime  
12 during the year, according to the self-report.

13 MR. GREEN: Yeah. That's true. Because  
14 theoretically you could use the -- the beds -- let me  
15 see. The peak beds set up and then the licensed beds  
16 and subtract that, and that would possibly be a number  
17 that -- you know, beds that aren't actually being  
18 used.

19 CHAIRMAN PHILLIPPE: Okay.

20 MR. SULLIVAN: This is Terry Sullivan. So  
21 the question, Mike, is it seems like there are about  
22 6,000 beds that are almost held in reserve, they are  
23 not used ever during the year, but on average on any  
24 one day, we could have 22,000 beds that are not being

1 utilized.

2 MR. GREEN: Let me -- yeah.

3 MR. SULLIVAN: And that one day is  
4 December 31st. I mean, that's what I'm basing the --  
5 you know, on December 31st, where it's 77 percent  
6 average occupancy or 22,000 beds not being utilized,  
7 but if everybody ran peak every day, we'd only have  
8 6,000 beds empty.

9 MR. GREEN: That's true.

10 COURT REPORTER: Who was that?

11 MR. GREEN: That was Bob Green.

12 COURT REPORTER: Thank you.

13 CHAIRMAN PHILLIPPE: Bob and Terry,  
14 because you know so much more than everybody else here  
15 about this issue -- you and Michael probably and  
16 Bob -- because you've been dealing with it for a long  
17 time, I want to make sure I allow time for the rest of  
18 the workgroup to ask questions too.

19 MR. SULLIVAN: Sure. I appreciate it.

20 I am just in admiration of everything that  
21 Bob has done over the past 30 years. I just want to  
22 make that clear.

23 MR. GREEN: Terry, I haven't been doing it  
24 for 30 years. It just seems like it to everybody.

1                   CHAIRMAN PHILLIPPE: So any other  
2 questions from the workgroup understanding this issue  
3 of operational beds?

4                   I'm not sure where we should take it for  
5 now. One other question on this, Bob or Michael, is  
6 that I'm assuming this is all self-report.

7                   MR. GREEN: Absolutely.

8                   CHAIRMAN PHILLIPPE: This is as accurate  
9 as self-report would be accurate. They're not -- this  
10 is not based on cost reports or information that has  
11 real data.

12                  MR. GREEN: No. You're absolutely right.

13                  MR. PICK: This is Eli. If I can ask, the  
14 number that's in the licensed bed category -- that's  
15 not based on the number of beds that the state has  
16 issued licenses for? That's a self-reported number?

17                  MR. GREEN: No, no, no. That coincides  
18 with the -- the number of licensed beds that we at  
19 Public Health have for each facility.

20                  MR. PICK: So, Bob, if I understand --  
21 it's Eli again -- the 101,679 are the number of beds  
22 that the Department of Public Health has licensed and  
23 issued licenses for?

24                  MR. GREEN: Yes.

1 MR. PICK: All the other data -- all the  
 2 rest of the data is self-reported?

3 MR. GREEN: Yeah. Peak beds set up, peak  
 4 beds used, beds set up, and beds in use are numbers  
 5 that are self-reported, yes.

6 MR. PICK: Okay.

7 CHAIRMAN PHILLIPPE: On the 12-31 numbers,  
 8 are those also self-reported or those come off a  
 9 report?

10 COURT REPORTER: I'm sorry. Could you  
 11 repeat that and who you are?

12 CHAIRMAN PHILLIPPE: This is Tim  
 13 Phillippe. The columns that talk about beds set up  
 14 and beds in use on 12-31 -- is that a self-report from  
 15 the questionnaire or is that pulled from other  
 16 information?

17 MR. GREEN: It's -- no, it's pulled -- it  
 18 is self-reported information. Beds in use on the last  
 19 day of the year.

20 CHAIRMAN PHILLIPPE: Okay.

21 MR. SULLIVAN: This is Terry Sullivan.  
 22 Just for informational purposes, the three sources of  
 23 data that we have about census and beds come from the  
 24 IDPH self -- annual self-report, both day of survey

1 and day -- and December 31st and peak bed day.

2 We also have the annual certification  
3 survey that takes place where you do have to report,  
4 on that day at least once a year, what your census is  
5 and how many beds you have.

6 And, then, the third area, which is  
7 probably the most specifically accurate because it's  
8 audited, is the HFS cost reports which reports patient  
9 days for the year, and so you know the average patient  
10 days for that facility over the year although you  
11 don't know peak times and you don't know a specific  
12 date.

13 So we do have -- we do have a lot of data.  
14 We don't have a simplistic answer.

15 MR. GREEN: Yeah, but, Terry, you're --  
16 and this is Bob again. You're tossing information in  
17 there that we don't have any control of.

18 MR. SULLIVAN: Correct.

19 MR. GREEN: And that's the cost report  
20 data.

21 MR. SULLIVAN: Right. No. No. And I'm  
22 saying, for those of us outside of IDPH, those are the  
23 numbers that we all use: the HFS cost reports, the  
24 671 certification data, and your reports. All three,

1 I think, give a good picture of what's going on, but  
2 for those people who want a simple answer of tell me  
3 what -- how many operational beds there are, there's  
4 not a quick, easy answer. It's all, like, what's  
5 your -- what day? What average? What are you looking  
6 for? I mean, it's --

7 MS. O'DAE-EVANS: This is Pat O'Dae-Evans.  
8 You know, it's great to have a lot of data, and it's  
9 very helpful, but the data does have to be analyzed.  
10 That's what it is -- it's just a bunch of data. So is  
11 it our intention for this group to look at this data  
12 and make -- draw some conclusions from this data and  
13 do that analysis? Is there other groups that have  
14 already done that analysis?

15 MR. SULLIVAN: This is Terry Sullivan,  
16 and, again, I wallow in this stuff, I'm sorry to say.  
17 The answer to your question is depends on what you  
18 want. And at various times you can say here's the  
19 average occupancy statewide -- from high to low, it's  
20 all average -- and that comes from the HFS cost  
21 reports. Or you can say at peak times all but 6,000  
22 beds in the state are used during facilities' peak  
23 times, but those peak times are not on the same day;  
24 or on December 31st we have a 70 percent -- 77 percent

1 occupancy in the state.

2 So you -- you do get to see various  
3 average figures anywhere from 77 to 83 percent, all of  
4 which are accurate based on whether you're talking  
5 about a specific day or year-long average.

6 MS. O'DAE-EVANS: Right. But it also  
7 doesn't include, which has been brought up before --  
8 this is Pat O'Dae-Evans again -- you know, use of, you  
9 know -- it doesn't really look at the payer source for  
10 those beds; correct?

11 MR. SULLIVAN: No.

12 MS. O'DAE-EVANS: And so, you know, that's  
13 why we run into situations where we have no available  
14 Medicaid beds, for example, at any given time.

15 MR. GREEN: Pat?

16 MS. O'DAE-EVANS: Uh-huh.

17 MR. GREEN: This is Bob. I'm not so sure  
18 that -- I challenge your statement there a little bit  
19 in the fact that on --

20 MR. SULLIVAN: Terry Sullivan. I support  
21 Bob.

22 MR. GREEN: Pardon me?

23 MR. SULLIVAN: This is Terry Sullivan. I  
24 support Bob on that.

1 MR. GREEN: Because of the fact that our  
2 report tells us that, for nursing care Medicare beds,  
3 the statewide average for the year was 16.8 percent.  
4 Medicaid beds were 56.4 percent. So from that you  
5 know pretty well that there's a lot of beds still out  
6 there to use.

7 MS. O'DAE-EVANS: Right, but I -- for  
8 example, I was just talking to a large chain, you  
9 know, yesterday, and they said, yeah, they are full in  
10 certain parts of their market and other parts of their  
11 market they have a huge need to fill beds. So,  
12 obviously, you know, I'm not going to get my family  
13 that lives in Northbrook to drive to the south side of  
14 Chicago to place their elderly parent there.

15 MR. SULLIVAN: That's why we have market  
16 areas and breakdowns of HSAs and exact -- exactly.  
17 And so we can talk about statewide averages, but that  
18 doesn't reflect what's happening in a local area.

19 MS. O'DAE-EVANS: Right. Excuse me. This  
20 is Pat. Because what our role is to try to figure out  
21 how, if somebody's wanting to fill beds in a market  
22 area, how we're going to treat, you know, that  
23 specific area; correct?

24 CHAIRMAN PHILLIPPE: Pat, this is Tim. I

1 understand the question. I don't think it's the right  
2 time to discuss it when we're looking at this topic of  
3 operational license and because -- because it's  
4 actually more complicated.

5 what could also be happening is buildings  
6 have Medicaid beds available; they just won't fill  
7 them.

8 MS. O'DAE-EVANS: True.

9 CHAIRMAN PHILLIPPE: They don't take  
10 additional Medicaid people right now. They make those  
11 choices.

12 MS. O'DAE-EVANS: I agree with that  
13 statement. But, again, the question really goes back  
14 to how are we analyzing the data. So we're analyzing  
15 it on a statewide basis. That's what I'm hearing.

16 CHAIRMAN PHILLIPPE: Right now --

17 MR. GREEN: Also looked at, too, Pat, for  
18 HSAs and planning service areas. So those are --  
19 those reports are out there as well.

20 MR. SULLIVAN: And the same thing with the  
21 cost reports. And, Pat -- I'm sorry. Terry Sullivan.  
22 Pat, there is -- there is a wealth of data out there.  
23 There is no -- there is not a lack of collection of  
24 the issues. You can always answer the question with a

1 lot of data analysis, but it all comes down to what,  
2 in fact, is the question. And you can get a statewide  
3 answer, you can get a regional answer, and they're all  
4 going to be different. We're always dealing with how  
5 do you want to slice and dice the data, and there are  
6 three sources of collection, and it all depends on the  
7 question, and I -- you know, what can I say? It's --  
8 the data is there. You can do -- you can make  
9 assumptions and come up with policy pronouncements,  
10 and I would always counsel don't come up based on  
11 statewide data, take a look at the regions,  
12 particularly if you want to do service-oriented  
13 solutions. It's, like, what are you looking for?  
14 It's always --

15 CHAIRMAN PHILLIPPE: Terry? Terry, I  
16 don't think we're going to get our topics cover if we  
17 get off on SIGUS (phon.). It sounds like, though, the  
18 question here -- this is Tim. The question is this is  
19 statewide, it's not by region, and I think Pat's  
20 comment is the issues are very different from region  
21 to region.

22 MS. O'DEA-EVANS: Yes.

23 CHAIRMAN PHILLIPPE: And the question  
24 is -- and I think, we actually -- probably time to

1 kind of move from this topic.

2 Does someone actually -- is that, Pat,  
3 something you want to look up to see if it's  
4 available -- the difference between regions?

5 MS. O'DAE-EVANS: What I really wanted to  
6 know is I -- it's great that we have -- I just wanted  
7 to say it's great we have this data, but who's  
8 analyzing it? That's really my question.

9 CHAIRMAN PHILLIPPE: Well, right. I'm  
10 sure everybody has their own purpose for analyzing it,  
11 but for our workgroup, if I understood the task of our  
12 workgroup, we are just analyzing it for the issue of  
13 is there a vast difference between operational beds  
14 that are really in practice and the licensed beds and  
15 does that play a role in the certificate of need  
16 process.

17 UNIDENTIFIED MALE: I think you're right  
18 on target.

19 CHAIRMAN PHILLIPPE: I think that was the  
20 question for our group. That's what we're limited to.

21 MS. MITZEN: It's Phyllis. Can you state  
22 that again?

23 CHAIRMAN PHILLIPPE: For the purposes of  
24 our workgroup, as a workgroup for the subcommittee

1 that's tied to really the health facilities' planning  
2 and the certificate of need process, we have actually  
3 a very limited role here. And our role, as we were  
4 assigned, is to look at the certificate of need  
5 application process and the formula that's being used,  
6 the bed-need formula. The bed-need formula for us for  
7 long-term care includes licensed beds, and there has  
8 been discussion that there were a number of beds out  
9 there that are licensed but are not -- they're not put  
10 in use. And so is the operational bed issue important  
11 for our group to talk about, the difference between --  
12 and so it's really the difference between licensed and  
13 operational.

14                   And one of the issues here in the report  
15 that was very good for us, it shows, is that a  
16 facility peak set up beds is not very different from  
17 licensed beds. That sometime during the year, you  
18 know, more than 95 percent of those beds are being set  
19 up. That's what I take from -- Bob; is that correct?

20                   MR. GREEN: That's what they're reporting.

21                   CHAIRMAN PHILLIPPE: That's based on  
22 self-report.

23                   MR. GREEN: Yeah, and I -- I think the  
24 more closer-to-the-honest number is closer probably to

1 the peak beds used. If you looked at several years --  
2 and this isn't something that I've actually done, but  
3 I would seem to think that, if you looked at the peak  
4 beds used and looked at that over several years, you  
5 would come at what is adding 5- to 6,000 to that  
6 number might be the closer number to actually what the  
7 peak beds are. That would be my supposition. I don't  
8 know that to be true.

9 CHAIRMAN PHILLIPPE: Okay. That's  
10 helpful. So but right now we don't have any accurate  
11 way of knowing, really.

12 MR. GREEN: Because we do not go out and  
13 audit any of the information.

14 CHAIRMAN PHILLIPPE: right. And it's --  
15 right.

16 MR. SULLIVAN: Tim, this is Terry  
17 Sullivan. If I may -- and I think you've stated it  
18 well right in the beginning: That, you know, there's  
19 about -- at peak times there's about 6,000 beds that  
20 are held in reserve out of the -- you know, the entire  
21 hundred thousand beds that we have. But on average we  
22 have about 22,000 empty beds; so -- and that says that  
23 the marketplace is very dynamic and that providers are  
24 very dynamic in that they use their licensed beds as

1 the need arises on an ongoing basis. And so to say  
2 why don't I reduce my beds by 20 percent, it's sort of  
3 like but, yeah, but in February and March I use just  
4 about all of my licensed beds. I don't want to do  
5 that.

6 So when people say, look, we have 22,000  
7 unoccupied beds on average and it's a 77 percent  
8 occupancy or 82 percent occupancy, why wouldn't you  
9 want to get rid of these beds, the answer is January  
10 and February I need them. And --

11 CHAIRMAN PHILLIPPE: This is Tim. I'm  
12 going to leave this topic unless there's another  
13 question or comment from the official members of the  
14 workgroup.

15 MR. PICK: Tim, this is Eli. It's Eli.  
16 The only observation I would make is that we're --  
17 we're defining a range, and somewhere in the range of  
18 6- to 12,000 seems to be a close guesstimate of beds  
19 that may be in excess of what's needed.

20 CHAIRMAN PHILLIPPE: That's a good  
21 comment. Good. And in -- and in understanding that  
22 and changing it is a very complicated process --

23 MR. PICK: Yes.

24 CHAIRMAN PHILLIPPE: -- involve a lot of

1 people.

2 Okay. So we also -- I want to move on to  
3 the next topic before we run out of time.

4 And we did ask Jason Speaks and Terry to  
5 comment on the -- kind of the history of the  
6 associations, and because Jason's been quiet -- Jason  
7 and Kirk Riva, who's also very involved in this -- I'm  
8 going to ask them to speak first and just to pro --  
9 and I think the -- if I understood, people wanted, in  
10 our subcommittee, a couple things: One is a little  
11 bit of history, you know, of the process -- or the  
12 issues, at least. Maybe not the history, but the  
13 issues identified. And then I think people were  
14 trying to understand why the -- if this whole idea of  
15 relocating beds through bed buying and selling was  
16 proposed by the associations, do you have any idea why  
17 it was not in the Senate committee's recommendation.  
18 Or not -- they weren't a Senate committee, but the  
19 task force recommendations.

20 MR. SPEAKS: Yeah. And remembering back  
21 now, it's been over two years, I believe, when all  
22 those discussions were taking place. Terry, myself, a  
23 number of other individuals were involved in a lot of  
24 different research, a lot of different meetings

1 bimonthly, sometimes monthly, a lot of conference  
2 calls. We spoke with other states, brought in some  
3 other associations, other state -- regulatory staff  
4 from other states that have current programs in place  
5 to get their experience.

6 I believe, when it came down to the task  
7 force and the actual legislation, Senate Bill 1905,  
8 and why that bed buying and such issues were not  
9 included, it didn't appear that there was a clear  
10 consensus between all the groups involved as far as  
11 what -- what a program would look like and what  
12 support is behind such a program from the different  
13 associations.

14 Terry, I don't know if you agree with that  
15 or not. I know you were heavily involved in most of  
16 those meetings and attended every one on down to the  
17 last one. But that's kind of the way --

18 MR. SULLIVAN: I think --

19 CHAIRMAN PHILLIPPE: Wait. Wait. Wait.  
20 Before -- let me get Jason's full information before  
21 Terry's.

22 MR. SULLIVAN: Okay.

23 CHAIRMAN PHILLIPPE: Because I want to  
24 make sure I give both sides equal time.

1 MR. SPEAKS: Yeah.

2 CHAIRMAN PHILLIPPE: Now -- and make sure  
3 I'm clear on what you're saying. Are you saying that  
4 the three assoc -- that there was not enough agreement  
5 in a proposal of the three associations and that was  
6 what was holding it back, or there were other  
7 stakeholders that disagreed?

8 MR. SPEAKS: Well, I think --

9 CHAIRMAN PHILLIPPE: I'm sorry. The  
10 associations.

11 MR. SPEAKS: -- just between anyone that  
12 was attending these meetings not a clear consensus.  
13 Now, that's on my side.

14 Terry, I don't know if you have a  
15 different view or not, and I approached you as well.

16 MR. SULLIVAN: Yeah. I mean -- and I  
17 wasn't involved in all the meetings, but, I mean, you  
18 know, as you know, I mean, when you talk about a bed  
19 buying concept, that's just a terminology. The devil  
20 is always in the details of something like this.

21 And the states that have it, they -- they  
22 vary, from what I understand -- and Jason may know  
23 what other states have done a little more than I --  
24 but they vary from state to state as far as, you know,

1 what the occupancy rates must be, the geographic  
2 region that the bed buying can take place, the number  
3 of beds, you know, whether it's done, as I said,  
4 geographically -- same county, adjacent county,  
5 statewide. I mean, there's a lot of variables that go  
6 into a bed buying plan, and I don't -- from my  
7 experience or from my memory, I don't recall that  
8 there was a strong consensus on -- on -- on that  
9 direction.

10 CHAIRMAN PHILLIPPE: Okay. Any questions  
11 for Jason or Kirk?

12 Terry, is that the way you saw it  
13 or anything --

14 MR. SULLIVAN: No. Jason, you have  
15 anything else to add?

16 MR. SPEAKS: Not really. That's kind of a  
17 brief view of our --

18 MR. SULLIVAN: Yeah. And I agree with  
19 Jason. I think the concept was -- the concept was  
20 endorsed by all three associations, but the devil is  
21 in the details. And the overall legislative committee  
22 wasn't ready to deal with the details, and so,  
23 basically, they punted to the long-term -- to this  
24 committee, the long-term care advisory committee, to

1 discuss the details.

2                   And Jason is absolutely correct and Tim is  
3 too -- there are in each state variables and everyone  
4 approaches it differently, and Jason did an excellent  
5 job in looking at the different variables and I -- you  
6 know, I -- in my mind, as I look at it from a public  
7 policy perspective -- and I sent that e-mail out --  
8 there are a lot of advantages -- and I won't spend too  
9 much time on it -- to a bed recycling or bed  
10 relocation program in terms of encouraging downsizing,  
11 which is what -- you know, is a good public policy  
12 approach. But rather than do it with a heavy-handed  
13 state approach of saying you're at 70 percent  
14 occupancy, you lose 15 beds, which is a financial  
15 disaster for that facility because they still have  
16 mortgage and -- and their ability to sell is based on  
17 licensed beds, this provides a marketplace approach to  
18 accomplish it where there is capital going to the  
19 selling facility but also allows unused beds to be  
20 used by somebody who has a good marketplace approach  
21 to say this is something that's needed.

22                   It allows more flexibility in the system  
23 and not just I have to close or sell my entire  
24 facility. If I have 30 unused beds and I don't think

1 I'm going to fill it, it allows me to sell 15 or 20 of  
2 them, convert to private rooms, have the capital to  
3 upgrade and improve my aging facility -- because right  
4 now the whole system is based on bring a brand new  
5 facility into an area and all the other facilities  
6 from the 1970 can die on the vine. This is -- it's  
7 not a great approach of -- yes, let's bring in a new  
8 facility, but let's allow the existing facilities that  
9 have a consistent care staff, that have a reputation  
10 in the facility, allow them to have the capital to  
11 upgrade.

12 So it's a -- it's a flexible approach that  
13 allows the whole system to improve and not just be  
14 dominated by brand new facilities that put the other  
15 facilities out of business. So if they -- it's a  
16 collaborative approach, and it's one that has been  
17 tried for ten years in at least two states, and I  
18 think, you know, Jason and I are most familiar with  
19 Missouri and Ohio. And, yes, they have different  
20 approaches.

21 I don't know if you want me to go -- I --  
22 just in terms of thinking, I took Tim's questions and  
23 summarized what I thought, based on the experiences  
24 that I saw, and there is a very -- there's a wide

1 variety of approaches that -- particularly in Missouri  
2 and Ohio, and, Claire, please, chime in if there are  
3 other states that have as much experience as Missouri  
4 and Ohio. And they both tweaked their system in the  
5 past ten years based on experience. So we have -- we  
6 have a lot to learn from them.

7 Claire, is -- are there other state's  
8 doing this?

9 MS. BURMAN: Yes.

10 CHAIRMAN PHILLIPPE: Terry?

11 MR. SULLIVAN: Yes.

12 CHAIRMAN PHILLIPPE: I would rather not  
13 get into the pros and cons of it right now and  
14 debating the issue.

15 MR. SULLIVAN: Okay.

16 CHAIRMAN PHILLIPPE: I would kind of --  
17 because in a conference call, it's kind of hard to do  
18 all that. So I'd like to kind of stay on task.

19 And so I think the major issue issue,  
20 really -- the question that some people brought up in  
21 the subcommittee, that was an excellent question, is  
22 why -- if this was a good idea or was a possible idea,  
23 why did the task force not approve it.

24 What I'm hearing, as a summary, is because

1 the providers' association representatives couldn't  
2 even agree on it. And so it was not a -- there was  
3 not a unified detailed proposal.

4 MR. SULLIVAN: There was not an identified  
5 detailed proposal.

6 MR. PICK: Yeah. Tim, this is Eli. You  
7 know, as a participant in the -- both the workgroups  
8 and the presen -- and participated in the presentation  
9 to the task force, I think your conclusion slightly  
10 mischaracterizes.

11 CHAIRMAN PHILLIPPE: Go ahead.

12 MR. PICK: Yeah. I think that there was  
13 general consensus that the idea of a buying and  
14 selling of beds was a good -- was acceptable. Where  
15 the disagreement and lack of consensus occurred was  
16 how to do it.

17 CHAIRMAN PHILLIPPE: Okay. That's what I  
18 meant to say but I -- that's what I meant, but that's  
19 a good clarification.

20 So the concept was -- but the devil is in  
21 the detail here.

22 MR. PICK: Correct.

23 CHAIRMAN PHILLIPPE: And so, because it  
24 was too detailed, there was not a clear understanding.

1 Then it was easier just to leave this issue alone for  
2 the task force.

3 I want to clarify what Terry said, also,  
4 in terms of the task force punting to this group. I  
5 think, if I understood Claire's summary of the laws  
6 and the rules we have for our subcommittee, we're  
7 really -- that was not really assigned to us, if I  
8 understand correctly. It's something, I guess, if we  
9 choose to talk about, we could propose to the full  
10 board and, if they chose to propose it, it would be,  
11 you know, one way of trying to advocate for a legal  
12 change. But it was not identified for us as a task,  
13 something we could decide.

14 MR. PICK: Yeah. Tim, this is Eli. I  
15 would agree with your statement that, based on Frank's  
16 report and Claire's report, the entire subcommittee  
17 was given to understand -- to understand that there  
18 were no JCAR rules and there were no administrative  
19 steps put in place to enable the subcommittee to move  
20 ahead on making some decision.

21 CHAIRMAN PHILLIPPE: Okay. But that  
22 doesn't mean we can't talk about it and propose  
23 something.

24 MR. PICK: Correct.

1 CHAIRMAN PHILLIPPE: What I'd like to do  
2 is move to Claire's -- go ahead. Somebody else?

3 I'd like to go to Claire's point, then,  
4 because she did actually look at the states for us and  
5 sent out information on that, and I would like to give  
6 an opportunity just to mention that.

7 And as a preface, I'll say this is a very  
8 complex issue we cannot really debate in conference  
9 call because, like you say, the devil's in the  
10 details. So what I'm hoping we can do is at least  
11 clarify the major issues, and one of them is, you  
12 know, the other states that do this and how are they  
13 different. I ask Claire just to point out a few of  
14 the more outstanding features that she noticed in her  
15 survey of the states that was sent to us.

16 MS. BURMAN: All right. This is Claire.  
17 Hopefully, you've had time to read through the  
18 summaries. Even the rules themselves aren't that long  
19 and detailed.

20 Starting with Florida, they do have a  
21 moratorium, but if the moratorium were not in place, a  
22 HELIT (phon.) permit would be required for what they  
23 call relocation. It would have to involve an existing  
24 long-term care facility selling to another existing

1 long-term care facility within the same planning area.

2 Those are common features for most of the  
3 states that I looked at.

4 And, in Florida, the selling facility has  
5 to certify that the license for the beds will be  
6 removed and the buyer of the beds will certify that  
7 the purchased beds will be accepted and licensed. So  
8 that's -- that's the main thing about Florida.

9 Michigan was very interesting. Someone --  
10 someone told me that they allow the sale of beds, but  
11 when I talked to the agency there, they were very  
12 emphatic about the fact that in their statute it  
13 states that Michigan will not allow the sale of  
14 licensed beds. They do allow the transfer of beds  
15 from one existing facility to another. In other  
16 words, you can't -- if you have too many beds, you can  
17 donate them to someone who needs them --

18 (Laughing.)

19 MS. BURMAN: -- existing long-term  
20 facilities in the same planning area.

21 CHAIRMAN PHILLIPPE: Actually, Claire, I  
22 thought about that because I looked at this earlier,  
23 and one point of that is, for corporations, it would  
24 allow them to transfer their beds between their

1 buildings.

2 MS. BURMAN: Yes.

3 CHAIRMAN PHILLIPPE: So it is a different  
4 kind of feature, but for multisite organizations, they  
5 would be able to transfer them. So it's not just like  
6 giving your beds to somebody, but it would not be of  
7 an advantage for someone who has only one site or very  
8 few location.

9 MS. BURMAN: No. No. The other  
10 interesting thing they have in place are requirements  
11 that allow an applicant who is selling to not have to  
12 meet the bed-need formula requirements if they meet a  
13 number of requirements that are listed here for you to  
14 look at. The same is true of the facility that's  
15 purchasing the beds. If they can comply with a number  
16 of requirements that are listed, then, they also can  
17 forgo the requirement for meeting the existing bed  
18 determination.

19 But, you know, if you look at the  
20 requirements, it's -- they're pretty exacting, and I  
21 think it would be a lot to accomplish. You know, you  
22 may relocate no more than 50 percent of the beds and  
23 -- oh, let's see what else. All right. You don't  
24 have to have an ownership relationship. So that

1 part's okay. Has to be in the same planning area.  
2 You shouldn't have any relocation going on within the  
3 last seven years. So different states have time  
4 frames for the frequency of how often you can get  
5 involved in relocation.

6 Moving on to Missouri, which has had this  
7 in place for a while, they call this their bed  
8 expansion, and there is a minimum occupancy  
9 requirement, but certain applicants can qualify for an  
10 exemption to that. Again, they have -- they have  
11 different requirements, but they are minimal. They've  
12 put together a purchase agreement form that everybody  
13 fills out, and it's not very detailed, and it's really  
14 informational. There's not really an assessment that  
15 is performed on that. And let's see. What was the  
16 other thing I wanted pointed out? Oh. They do  
17 look -- they do look at -- let's see. Yeah. You can  
18 increase the licensed bed capacity. A letter of  
19 intent to expand is required, and the facility that  
20 wants to sell should have no patient care class one  
21 deficiencies within the last 18 months and should have  
22 maintained a 90 percent average occupancy rate for the  
23 previous six quarters.

24 CHAIRMAN PHILLIPPE: You mean buyer.

1 MS. BURMAN: Yes. Buyer. Buyer. And  
2 then the purchase -- the purchaser has to go for  
3 licensure for the beds. The license from the seller,  
4 of course, goes away. And an interesting point that  
5 they have is, if no agreement is reached between the  
6 selling and buying entities, then, there are options  
7 for the facility that wants to expand to acquire some  
8 beds, and it's based on the size of the bed facility  
9 and what their occupancy rates have been for the last  
10 six quarters. So they have three different categories  
11 for that.

12 CHAIRMAN PHILLIPPE: Claire?

13 MS. BURMAN: Yes.

14 CHAIRMAN PHILLIPPE: Just interrupt you  
15 briefly. I keep hearing beeps on the phone. There's  
16 one. So I don't know if that's somebody phone's they  
17 can fix or not. I just want to mention it.

18 UNIDENTIFIED FEMALE: It's my phone and I  
19 can't -- I --

20 CHAIRMAN PHILLIPPE: Okay. Well, good  
21 luck. As long as we know and you're working on it,  
22 that's fine.

23 UNIDENTIFIED MALE: Hang up and call back.

24 MS. BURMAN: To wrap up Missouri, the

1 relocations -- if you -- if you are able to  
2 participate in one, you have to wait for five years  
3 before you come in for another relocation. Okay. So  
4 that -- that, in a nutshell, is Missouri. I think  
5 that overall everyone is satisfied with the way that  
6 this works in Missouri. There don't seem to be any  
7 issues that anyone was sharing with me.

8           So that moves us on to New Jersey. (BEEP)  
9 I gave you all of the rules in that one section of the  
10 rules for New Jersey, and I highlighted the applicable  
11 ones in yellow. Those are the ones that are  
12 specifically aimed at this relocation idea.

13           And they also -- they put a hold on the  
14 license (BEEP) category of beds that is proposed for  
15 relocation. What the -- the head guy at that agency  
16 told me is that, if they could go back in time, they  
17 would, as he said, put the genie back in the bottle  
18 because what has happened is, because they were in a  
19 hurry and put all the requirements together recently  
20 that exist right now, what's happened is there have  
21 been a couple of major chains that have bought up  
22 numbers of mom-and-pop nursing homes, and they convert  
23 those beds temporarily into what they call paper beds,  
24 which are held in a holding company.

1 UNIDENTIFIED FEMALE: Oh, wow.

2 MS. BURMAN: And then once -- once they  
3 get whatever number they're trying to acquire, then,  
4 they open a new facility, and there's not a lot of  
5 restrictions on how that's handled.

6 One thing that the state does look at,  
7 when the relocation is processed, is that they do not  
8 want anything to reduce the access of good care to the  
9 medically underserved, and they don't want anything to  
10 adversely affect quality of care at either the sending  
11 or receiving facility, and all minimum and maximum bed  
12 and unit size requirements must be held and maintained  
13 at both facilities. And let's see. Oh. And they do  
14 not -- it's strictly stated that they will not allow  
15 relocation from one licensed facility to another in  
16 another planning area. So that's important to them.

17 MR. PICK: Tim, this is Eli. If I can  
18 jump in?

19 CHAIRMAN PHILLIPPE: Go ahead.

20 MR. PICK: Is this scheduled for one hour?

21 COURT REPORTER: I'm sorry?

22 MR. PICK: Is the call scheduled for an  
23 hour?

24 CHAIRMAN PHILLIPPE: I didn't set it up.

1 It was set up through the state.

2 MR. URSO: The agenda -- this is Frank  
3 Urso. The agenda says one hour from 4:00 P.M. to 5:00  
4 P.M.

5 MR. PICK: That's the beeping. The  
6 beeping is telling us that our hour is almost up.

7 UNIDENTIFIED MALE: Starts a little early.

8 UNIDENTIFIED MALE: Yeah, it sure did  
9 start early.

10 MS. MITZEN: Sure did start early.

11 MS. BURMAN: Maybe we got on a little too  
12 early.

13 MS. MITZEN: Yeah. Consistent.

14 CHAIRMAN PHILLIPPE: Okay.

15 Ms. MITZEN: Persistent.

16 CHAIRMAN PHILLIPPE: Okay. And then does  
17 it just go dead?

18 UNIDENTIFIED MALE: Yep.

19 CHAIRMAN PHILLIPPE: Does it just go dead  
20 at the end of an hour?

21 UNIDENTIFIED MALE: Tim, I don't know.

22 UNIDENTIFIED MALE: I don't know, Tim.

23 CHAIRMAN PHILLIPPE: Claire, are we  
24 missing any other states?

1 MS. BURMAN: Yes. I still have Ohio,  
2 Virginia, and Washington.

3 CHAIRMAN PHILLIPPE: Well, I would think  
4 maybe we should, if we could tolerate the beeps, to  
5 get through the three states, and then maybe we've  
6 done enough for today.

7 MS. BURMAN: All right. All right.

8 COURT REPORTER: I just want to let you  
9 know that every time it beeps I'm missing a word;  
10 so --

11 MS. BURMAN: Okay.

12 CHAIRMAN PHILLIPPE: Oh, that's not good,  
13 is it?

14 COURT REPORTER: No. No.

15 CHAIRMAN PHILLIPPE: So I think we're  
16 going to need to end the call then, and then the next  
17 call maybe we should reserve more time just to make  
18 sure we have plenty of time if we go a little over an  
19 hour.

20 UNIDENTIFIED FEMALE: I would agree, and  
21 I've never been on a call that starts beeping ten  
22 minutes and consistently beeps ten minutes before the  
23 end of a call.

24 MR. GREEN: This is the first time we've

1 ever had this happen.

2 UNIDENTIFIED FEMALE: I've never -- yeah.

3 I mean, I've never (BEEP) that before.

4 CHAIRMAN PHILLIPPE: I haven't either

5 but --

6 UNIDENTIFIED FEMALE: I mean, somebody

7 needs to complain because that's just terrible.

8 Anyway, go ahead. Sorry.

9 CHAIRMAN PHILLIPPE: So a pretty good  
10 comment. So I think, if that's okay, I appreciate  
11 what everybody wrote. It was very helpful. For  
12 Michael and Bob, I appreciate the work you did. That  
13 summary was great. It helps us understand the issue.  
14 And Claire's information and really Terry and Jason  
15 attending. And we will just, then, end this call, and  
16 I think we have one scheduled or do we have a date?

17 UNIDENTIFIED FEMALE: It's out today for  
18 March 5th.

19 CHAIRMAN PHILLIPPE: So we're shooting for  
20 March 5th, 4:00 o'clock. The invitation's gone out,  
21 and then when we set up the call, we'll allow more  
22 time for the next meeting.

23 I would encourage people to read the  
24 information, then, about the transfer of beds just to

1 have a better background on the issue before we talk  
2 next time.

3 UNIDENTIFIED FEMALE: And if you could,  
4 when you send out the meeting announcement, send the  
5 (BEEP) so that we'll have it all in one place so that  
6 we can look at it right before the meeting. That  
7 would be helpful.

8 CHAIRMAN PHILLIPPE: Okay.

9 MS. BURMAN: Good.

10 CHAIRMAN PHILLIPPE: Good. Thank you,  
11 everyone.

12 END TIME: 5:01 P.M.

13

14

15

16

17

18

19

20

21

22

23

24

1  
2  
3  
4  
5  
6  
7  
8  
9  
10  
11  
12  
13  
14  
15  
16  
17  
18  
19  
20  
21  
22  
23  
24

CERTIFICATE OF REPORTER

STATE OF ILLINOIS )  
 ) ss.  
COUNTY OF SANGAMON )

I, ROBIN A. ENSTROM, a Registered Professional Reporter, Certified Shorthand Reporter, and Notary Public within and for the State of Illinois, do hereby certify that the foregoing proceedings were taken by me to the best of my ability and thereafter reduced to typewriting under my direction; that I am neither counsel for, related to, nor employed by any of the parties to the action in which these proceedings were taken; and further that I am not a relative or employee of any attorney or counsel employed by the parties thereto, nor financially or otherwise interested in the outcome of the action.

*Robin A. Enstrom*

\_\_\_\_\_  
Notary Public in and for  
the State of Illinois

<p style="text-align: center;"><b>A</b></p> <p><b>ability</b> 35:16 51:10</p> <p><b>able</b> 42:5 45:1</p> <p><b>about</b> 7:1 9:19 10:18 14:14 15:11 17:6,21 18:15 20:13,23 23:5 24:17 28:11 29:19,19 29:22 30:4 33:18 39:9,22 41:8,12,22 49:24</p> <p><b>absolutely</b> 19:7 19:12 35:2</p> <p><b>accept</b> 8:11</p> <p><b>acceptable</b> 38:14</p> <p><b>accepted</b> 41:7</p> <p><b>access</b> 46:8</p> <p><b>accomplish</b> 35:18 42:21</p> <p><b>according</b> 17:12</p> <p><b>accurate</b> 19:8,9 21:7 23:4 29:10</p> <p><b>acquire</b> 44:7 46:3</p> <p><b>action</b> 5:5 51:12 51:17</p> <p><b>actual</b> 10:24 11:14 32:7</p> <p><b>actually</b> 5:2 13:9 13:13 15:14 17:17 25:4 26:24 27:2 28:2 29:2,6 40:4 41:21</p> <p><b>add</b> 34:15</p> <p><b>adding</b> 29:5</p> <p><b>additional</b> 25:10</p> <p><b>adjacent</b> 34:4</p> <p><b>Adjournment</b> 3:19</p> <p><b>administrative</b> 39:18</p> <p><b>admiration</b></p>	<p>18:20</p> <p><b>advantage</b> 42:7</p> <p><b>advantages</b> 35:8</p> <p><b>adversely</b> 46:10</p> <p><b>advisory</b> 34:24</p> <p><b>advocate</b> 39:11</p> <p><b>affect</b> 46:10</p> <p><b>again</b> 4:21 12:16 15:21 19:21 21:16 22:16 23:8 25:13 27:22 43:10</p> <p><b>agency</b> 41:11 45:15</p> <p><b>agenda</b> 3:1,3 7:18,18 8:6 47:2,3</p> <p><b>aggregate</b> 14:22 14:23</p> <p><b>aging</b> 36:3</p> <p><b>agree</b> 25:12 32:14 34:18 38:2 39:15 48:20</p> <p><b>agreement</b> 33:4 43:12 44:5</p> <p><b>ahead</b> 12:10,10 38:11 39:20 40:2 46:19 49:8</p> <p><b>aimed</b> 45:12</p> <p><b>allow</b> 9:7 18:17 36:8,10 41:10 41:13,14,24 42:11 46:14 49:21</p> <p><b>allowed</b> 9:6</p> <p><b>allows</b> 35:19,22 36:1,13</p> <p><b>almost</b> 17:22 47:6</p> <p><b>alone</b> 39:1</p> <p><b>already</b> 22:14</p> <p><b>although</b> 12:19 16:15 21:10</p> <p><b>Altman</b> 2:5 6:8</p> <p><b>always</b> 25:24</p>	<p>26:4,10,14 33:20</p> <p><b>analysis</b> 22:13 22:14 26:1</p> <p><b>analyst</b> 7:8</p> <p><b>analyzed</b> 22:9</p> <p><b>analyzing</b> 25:14 25:14 27:8,10 27:12</p> <p><b>announcement</b> 50:4</p> <p><b>annual</b> 16:18 20:24 21:2</p> <p><b>another</b> 6:23 30:12 40:24 41:15 45:3 46:15,16</p> <p><b>answer</b> 16:20,21 21:14 22:2,4 22:17 25:24 26:3,3 30:9</p> <p><b>anybody</b> 9:8</p> <p><b>anyone</b> 6:15 7:15 9:11 33:11 45:7</p> <p><b>anything</b> 34:13 34:15 46:8,9</p> <p><b>Anyway</b> 49:8</p> <p><b>anywhere</b> 23:3</p> <p><b>appear</b> 32:9</p> <p><b>applicable</b> 45:10</p> <p><b>applicant</b> 42:11</p> <p><b>applicants</b> 43:9</p> <p><b>application</b> 10:23 28:5</p> <p><b>appreciate</b> 7:12 12:15 18:19 49:10,12</p> <p><b>approach</b> 12:15 12:19 16:12 35:12,13,17,20 36:7,12,16</p> <p><b>approached</b> 16:4 33:15</p> <p><b>approaches</b> 35:4 36:20 37:1</p> <p><b>approval</b> 3:3,4</p>	<p>7:17 8:6</p> <p><b>approve</b> 7:18 8:18 37:23</p> <p><b>approved</b> 10:8</p> <p><b>area</b> 16:7 21:6 24:18,22,23 36:5 41:1,20 43:1 46:16</p> <p><b>areas</b> 24:16 25:18</p> <p><b>arises</b> 30:1</p> <p><b>around</b> 13:20</p> <p><b>asked</b> 5:3 7:10 9:1</p> <p><b>assessment</b> 43:14</p> <p><b>assigned</b> 28:4 39:7</p> <p><b>assistant</b> 5:3</p> <p><b>assoc</b> 33:4</p> <p><b>association</b> 3:9 38:1</p> <p><b>associations</b> 31:6,16 32:3 32:13 33:5,10 34:20</p> <p><b>assuming</b> 19:6</p> <p><b>assumptions</b> 26:9</p> <p><b>attend</b> 6:24</p> <p><b>attended</b> 32:16</p> <p><b>attending</b> 33:12 49:15</p> <p><b>attorney</b> 51:14</p> <p><b>audit</b> 29:13</p> <p><b>audited</b> 21:8</p> <p><b>authority</b> 7:14</p> <p><b>available</b> 9:23 10:2,5 14:18 15:3 23:13 25:6 27:4</p> <p><b>average</b> 16:1,15 17:23 18:6 21:9 22:5,19 22:20 23:3,5 24:3 29:21 30:7 43:22</p>	<p><b>averages</b> 24:17</p> <p><b>away</b> 44:4</p> <p><b>Aye</b> 8:1,18</p> <p><b>Ayes</b> 8:2,19</p> <hr/> <p style="text-align: center;"><b>B</b></p> <p><b>back</b> 25:13 31:20 33:6 44:23 45:16,17</p> <p><b>background</b> 14:11 50:1</p> <p><b>based</b> 10:23 13:8 15:19 19:10,15 23:4 26:10 28:21 35:16 36:4,23 37:5 39:15 44:8</p> <p><b>basically</b> 34:23</p> <p><b>basing</b> 18:4</p> <p><b>basis</b> 25:15 30:1</p> <p><b>bed</b> 3:9,12,14 10:24 11:9 19:14 21:1 28:10 31:15 32:8 33:18 34:2,6 35:9,9 42:17 43:7,18 44:8 46:11</p> <p><b>beds</b> 3:7 9:16,23 9:23,23,24 10:2,2,4,4,8,19 10:20,24 11:1 11:5,5,6,6,7,8 11:9,12,13,13 11:15,17,19,23 12:1,2,3,4,6,6 12:8,16,22,24 13:1,2,3,3,7,15 13:18,22 14:2 14:3 15:13,14 16:2,3,21 17:3 17:5,14,15,15 17:17,22,24 18:6,8 19:3,15 19:18,21 20:3 20:4,4,4,13,14 20:18,23 21:5</p>
---	--	--	---	--

<p>22:3,22 23:10 23:14 24:2,4,5 24:11,21 25:6 27:13,14 28:7 28:8,16,17,18 29:1,4,7,19,21 29:22,24 30:2 30:4,7,9,18 31:15 34:3 35:14,17,19,24 38:14 41:5,6,7 41:10,14,14,16 41:24 42:6,15 42:22 44:3,8 45:14,23,23 49:24 <b>bed-need</b> 28:6,6 42:12 <b>BEEP</b> 45:8,14 49:3 50:5 <b>heeping</b> 47:5,6 48:21 <b>beeps</b> 44:15 48:4 48:9,22 <b>before</b> 9:9 10:16 23:7 31:3 32:20,20 45:3 48:22 49:3 50:1,6 <b>begin</b> 1:23 <b>beginning</b> 8:24 9:6,7 29:18 <b>behind</b> 32:12 <b>being</b> 12:24 17:11,17,24 18:6 28:5,18 <b>believe</b> 31:21 32:6 <b>best</b> 51:9 <b>better</b> 50:1 <b>between</b> 11:16 27:4,13 28:11 28:12 32:10 33:11 41:24 44:5 <b>Bill</b> 32:7 <b>bimonthly</b> 32:1</p>	<p><b>bit</b> 23:18 31:11 <b>board</b> 1:2,20 7:8 16:19 39:10 <b>Bob</b> 2:13 6:21 7:5 10:12,16 13:10 17:1 18:11,13,16,21 19:5,20 21:16 23:17,21,24 28:19 49:12 <b>Bob's</b> 9:17 <b>both</b> 20:24 32:24 37:4 38:7 46:13 <b>bottle</b> 45:17 <b>bought</b> 45:21 <b>brand</b> 36:4,14 <b>breakdowns</b> 24:16 <b>brief</b> 34:17 <b>briefly</b> 44:15 <b>bring</b> 36:4,7 <b>brought</b> 23:7 32:2 37:20 <b>building</b> 17:4,6 <b>buildings</b> 15:19 25:5 42:1 <b>built</b> 8:24 <b>bunch</b> 22:10 <b>Burman</b> 2:11 3:13 5:10,11 37:9 40:16 41:19 42:2,9 44:1,13,24 46:2 47:11 48:1,7,11 50:9 <b>business</b> 3:17 36:15 <b>buyer</b> 41:6 43:24 44:1,1 <b>buying</b> 3:10,12 3:14 31:15 32:8 33:19 34:2,6 38:13 44:6</p> <hr/> <p style="text-align: center;"><b>C</b></p> <hr/>	<p><b>call</b> 1:22 2:3,4,5 3:2 4:4,22 5:2 7:4,15 37:17 40:9,23 43:7 44:23 45:23 46:22 48:16,17 48:21,23 49:15 49:21 <b>called</b> 10:7 <b>calls</b> 32:2 <b>came</b> 10:19 32:6 <b>capacity</b> 15:12 43:18 <b>capital</b> 35:18 36:2,10 <b>Capitol</b> 2:21 6:24 <b>care</b> 1:11,20 3:7 7:7,11 9:16 10:13 24:2 28:7 34:24 36:9 40:24 41:1 43:20 46:8,10 <b>categories</b> 11:4 44:10 <b>category</b> 10:7 19:14 45:14 <b>census</b> 10:23 20:23 21:4 <b>certain</b> 24:10 43:9 <b>certificate</b> 27:15 28:2,4 51:1 <b>certification</b> 16:17 21:2,24 <b>Certified</b> 51:6 <b>certify</b> 41:5,6 51:8 <b>chain</b> 24:8 <b>chains</b> 45:21 <b>chair</b> 9:6 <b>chairing</b> 4:5 <b>Chairman</b> 2:1 4:3,9,13,20 5:1 5:8,12,18,20 5:22 6:1,4,8,14</p>	<p>6:19 7:3,9,12 7:20,22,24 8:3 8:5,10,15,17 8:20,22 9:13 10:10,16 11:20 12:9 13:10 14:9 15:9,18 16:24 17:9,19 18:13 19:1,8 20:7,12,20 24:24 25:9,16 26:15,23 27:9 27:19,23 28:21 29:9,14 30:11 30:20,24 32:19 32:23 33:2,9 34:10 37:10,12 37:16 38:11,17 38:23 39:21 40:1 41:21 42:3 43:24 44:12,14,20 46:19,24 47:14 47:16,19,23 48:3,12,15 49:4,9,19 50:8 50:10 <b>challenge</b> 23:18 <b>change</b> 39:12 <b>changing</b> 30:22 <b>Chicago</b> 24:14 <b>chime</b> 37:2 <b>choices</b> 25:11 <b>choose</b> 39:9 <b>chose</b> 39:10 <b>Claire</b> 2:11 3:13 5:10 37:2,7 40:13,16 41:21 44:12 47:23 <b>Claire's</b> 39:5,16 40:2,3 49:14 <b>clarification</b> 38:19 <b>clarify</b> 39:3 40:11 <b>class</b> 43:20 <b>classify</b> 11:17</p>	<p><b>clear</b> 18:22 32:9 33:3,12 38:24 <b>clearly</b> 11:23 <b>close</b> 30:18 35:23 <b>closely</b> 12:4 <b>closer</b> 28:24 29:6 <b>closer-to-the-h...</b> 28:24 <b>coincides</b> 19:17 <b>collaborative</b> 36:16 <b>collection</b> 25:23 26:6 <b>column</b> 13:17 <b>columns</b> 20:13 <b>come</b> 20:8,23 26:9,10 29:5 45:3 <b>comes</b> 22:20 26:1 <b>comment</b> 9:11 26:20 30:13,21 31:5 49:10 <b>comments</b> 9:3 <b>committee</b> 31:18 34:21,24,24 <b>committee's</b> 31:17 <b>common</b> 41:2 <b>company</b> 45:24 <b>complain</b> 49:7 <b>completed</b> 14:14 <b>complex</b> 40:8 <b>complicated</b> 25:4 30:22 <b>comply</b> 42:15 <b>CON</b> 10:8 <b>concept</b> 33:19 34:19,19 38:20 <b>conclusion</b> 38:9 <b>conclusions</b> 22:12 <b>conference</b> 1:22 32:1 37:17 40:8</p>
---	---	--	---	--

<p><b>confuses</b> 11:2  <b>cons</b> 37:13  <b>consensus</b> 32:10  33:12 34:8  38:13,15  <b>consistent</b> 36:9  47:13  <b>consistently</b>  48:22  <b>Constantino</b>  2:10 3:8 6:16  6:18 9:21  10:12  <b>control</b> 21:17  <b>convert</b> 36:2  45:22  <b>corporations</b>  41:23  <b>correct</b> 14:15,16  17:8 21:18  23:10 24:23  28:19 35:2  38:22 39:24  <b>corrections</b> 8:8  <b>correctly</b> 39:8  <b>cost</b> 19:10 21:8  21:19,23 22:20  25:21  <b>counsel</b> 2:8  26:10 51:11,15  <b>county</b> 34:4,4  51:4  <b>couple</b> 31:10  45:21  <b>course</b> 44:4  <b>court</b> 4:11,18,24  8:14 14:6  18:10,12 20:10  46:21 48:8,14  <b>Courtney</b> 6:22  <b>cover</b> 26:16  <b>Crystal</b> 5:2,6  <b>CSR</b> 2:18,19  <b>current</b> 9:22  11:22 32:4</p> <hr/> <p style="text-align: center;"><b>D</b></p>	<p><b>data</b> 14:17,19,22  15:10 19:11  20:1,2,23  21:13,20,24  22:8,9,10,11  22:12 25:14,22  26:1,5,8,11  27:7  <b>date</b> 16:22 21:12  49:16  <b>Dave</b> 2:3 5:12  <b>day</b> 11:8,10,12  12:2,5 13:19  13:21,24 15:12  15:20 16:9,18  17:4,24 18:3,7  20:19,24 21:1  21:1,4 22:5,23  23:5  <b>days</b> 11:14 16:13  21:9,10  <b>dead</b> 47:17,19  <b>deal</b> 34:22  <b>dealing</b> 15:23  18:16 26:4  <b>debate</b> 40:8  <b>debating</b> 37:14  <b>December</b> 15:24  16:15 18:4,5  21:1 22:24  <b>decide</b> 39:13  <b>decision</b> 39:20  <b>decisions</b> 16:14  <b>Dederer</b> 2:4  6:10  <b>deficiencies</b>  43:21  <b>define</b> 10:1  <b>defining</b> 30:17  <b>definition</b> 11:21  13:1  <b>definitions</b> 9:22  <b>Department</b>  19:22  <b>depends</b> 22:17  26:6  <b>detail</b> 38:21</p>	<p><b>detailed</b> 38:3,5  38:24 40:19  43:13  <b>details</b> 33:20  34:21,22 35:1  40:10  <b>determination</b>  42:18  <b>devil</b> 33:19  34:20 38:20  <b>devil's</b> 40:9  <b>dice</b> 26:5  <b>dicing</b> 12:21  <b>die</b> 36:6  <b>difference</b> 27:4  27:13 28:11,12  <b>different</b> 10:20  13:5 15:19  26:4,20 28:16  31:24,24 32:12  33:15 35:5  36:19 40:13  42:3 43:3,11  44:10  <b>differently</b> 35:4  <b>direction</b> 34:9  51:11  <b>disagreed</b> 33:7  <b>disagreement</b>  38:15  <b>disaster</b> 35:15  <b>discuss</b> 25:2  35:1  <b>discussing</b> 11:21  <b>discussion</b> 3:16  28:8  <b>discussions</b>  10:18 31:22  <b>Divert</b> 5:3  <b>doing</b> 18:23 37:8  <b>dominated</b>  36:14  <b>donate</b> 41:17  <b>done</b> 18:21  22:14 29:2  33:23 34:3  48:6</p>	<p><b>down</b> 26:1 32:6  32:16  <b>downsizing</b>  35:10  <b>draw</b> 22:12  <b>drive</b> 24:13  <b>during</b> 12:22,23  13:21 17:12,23  22:22 28:17  <b>dynamic</b> 29:23  29:24</p> <hr/> <p style="text-align: center;"><b>E</b></p> <hr/> <p><b>each</b> 13:19 16:5  17:4 19:19  35:3  <b>earlier</b> 41:22  <b>early</b> 47:7,9,10  47:12  <b>easier</b> 39:1  <b>easy</b> 22:4  <b>either</b> 9:3 46:10  49:4  <b>elaborate</b> 12:20  <b>elderly</b> 24:14  <b>Eli</b> 2:3 5:14  19:13,21 30:15  30:15 38:6  39:14 46:17  <b>Eli's</b> 5:14  <b>emphatic</b> 41:12  <b>employed</b> 7:8  51:12,15  <b>employee</b> 51:14  <b>empty</b> 18:8  29:22  <b>enable</b> 39:19  <b>encourage</b> 49:23  <b>encouraging</b>  35:10  <b>end</b> 9:3 13:1  47:20 48:16,23  49:15 50:12  <b>endorsed</b> 34:20  <b>enough</b> 11:1  33:4 48:6  <b>Enstrom</b> 2:18</p>	<p>51:5  <b>Enter</b> 4:13  <b>entire</b> 12:5  29:20 35:23  39:16  <b>entities</b> 44:6  <b>equal</b> 32:24  <b>essentially</b> 10:8  <b>estimates</b> 13:6  <b>even</b> 38:2 40:18  <b>ever</b> 17:23 49:1  <b>every</b> 10:14  13:19 14:1  15:24 16:10  18:7 32:16  48:9  <b>everybody</b> 14:6  18:7,14,24  27:10 43:12  49:11  <b>everyone</b> 7:4  35:3 45:5  50:11  <b>everything</b>  18:20  <b>exact</b> 24:16  <b>exacting</b> 42:20  <b>exactly</b> 13:23  24:16  <b>example</b> 23:14  24:8  <b>excellent</b> 35:4  37:21  <b>except</b> 7:5 12:13  15:16  <b>excess</b> 30:19  <b>Excuse</b> 24:19  <b>exemption</b> 43:10  <b>exist</b> 45:20  <b>existing</b> 36:8  40:23,24 41:15  41:19 42:17  <b>expand</b> 43:19  44:7  <b>expansion</b> 43:8  <b>experience</b> 32:5  34:7 37:3,5</p>
---	--	--	---	---

<p><b>experiences</b> 36:23  <b>expert</b> 7:13  <b>explain</b> 7:6              11:22  <b>explanation</b>              9:20  <b>e-mail</b> 35:7  <b>e-mails</b> 5:7</p> <hr/> <p style="text-align: center;"><b>F</b></p> <p><b>facilities</b> 1:2,20              16:13 22:22              28:1 36:5,8,14              36:15 41:20              46:13  <b>facility</b> 13:20              14:1 16:1,5,8              16:10 19:19              21:10 28:16              35:15,19,24              36:3,5,8,10              40:24 41:1,4              41:15 42:14              43:19 44:7,8              46:4,11,15  <b>fact</b> 10:24 13:2              23:19 24:1              26:2 41:12  <b>familiar</b> 36:18  <b>family</b> 24:12  <b>far</b> 32:10 33:24  <b>favor</b> 8:1  <b>feature</b> 42:4  <b>features</b> 40:14              41:2  <b>February</b> 1:22              30:3,10  <b>federal</b> 16:17  <b>FEMALE</b> 5:6              8:12 44:18              46:1 48:20              49:2,6,17 50:3  <b>few</b> 40:13 42:8  <b>field</b> 10:21  <b>fifth</b> 11:9  <b>figure</b> 24:20</p>	<p><b>figures</b> 16:16              23:3  <b>fill</b> 24:11,21 25:6              36:1  <b>fills</b> 43:13  <b>financial</b> 35:14  <b>financially</b>              51:16  <b>fine</b> 44:22  <b>first</b> 4:3,10 31:8              48:24  <b>five</b> 45:2  <b>fix</b> 44:17  <b>flexibility</b> 35:22  <b>flexible</b> 36:12  <b>Floor</b> 1:3  <b>Florida</b> 40:20              41:4,8  <b>force</b> 31:19 32:7              37:23 38:9              39:2,4  <b>foregoing</b> 51:8  <b>forgo</b> 42:17  <b>form</b> 43:12  <b>formula</b> 28:5,6,6              42:12  <b>four</b> 11:4  <b>fourth</b> 11:8  <b>frames</b> 43:4  <b>Frank</b> 2:8 5:16              5:16 47:2  <b>frankly</b> 12:15  <b>Frank's</b> 39:15  <b>frequency</b> 43:4  <b>from</b> 10:22 19:2              20:14,15,23              22:12,19,20              23:3 24:4              26:20 27:1              28:16,19 30:13              32:4,12 33:22              33:24 34:6,7              35:6 36:6 37:6              41:15 44:3              46:15 47:3  <b>full</b> 24:9 32:20              39:9</p>	<p><b>further</b> 51:13</p> <hr/> <p style="text-align: center;"><b>G</b></p> <p><b>gave</b> 45:9  <b>general</b> 38:13  <b>genie</b> 45:17  <b>geographic</b> 34:1  <b>geographically</b>              34:4  <b>give</b> 10:13 22:1              32:24 40:5  <b>given</b> 23:14              39:17  <b>gives</b> 11:11              12:20  <b>giving</b> 42:6  <b>go</b> 4:8,10 6:19              7:17 10:1              12:10,10 15:12              29:12 34:5              36:21 38:11              40:2,3 44:2              45:16 46:19              47:17,19 48:18              49:8  <b>goes</b> 25:13 44:4  <b>going</b> 10:12              16:22 22:1              24:12,22 26:4              26:16 30:12              31:8 35:18              36:1 43:2              48:16  <b>gone</b> 49:20  <b>good</b> 15:23              16:12,14 22:1              28:15 30:20,21              35:11,20 37:22              38:14,19 44:20              46:8 48:12              49:9 50:9,10  <b>great</b> 7:14 22:8              27:6,7 36:7              49:13  <b>Green</b> 2:13 6:21              6:21,23 7:5,7              7:10 10:15</p>	<p>11:3 12:1          13:23 14:5,16          14:20,23 15:2          15:5,7 17:8,13          18:2,9,11,11          18:23 19:7,12          19:17,24 20:3          20:17 21:15,19          23:15,17,22          24:1 25:17          28:20,23 29:12          48:24  <b>group</b> 8:13              22:11 27:20              28:11 39:4  <b>groups</b> 22:13              32:10  <b>guess</b> 39:8  <b>guesstimate</b>              30:18  <b>guy</b> 45:15</p> <hr/> <p style="text-align: center;"><b>H</b></p> <p><b>handled</b> 46:5  <b>Hang</b> 44:23  <b>happen</b> 49:1  <b>happened</b> 45:18              45:20  <b>happening</b> 16:5              24:18 25:5  <b>hard</b> 37:17  <b>head</b> 45:15  <b>health</b> 1:2,19              19:19,22 28:1  <b>heard</b> 5:14 6:6              7:13,13 8:2,19  <b>hearing</b> 25:15              37:24 44:15  <b>heaviest</b> 12:22              12:23  <b>heavily</b> 32:15  <b>heavy-handed</b>              35:12  <b>held</b> 1:21 17:22              29:20 45:24              46:12  <b>HELIT</b> 40:22</p>	<p><b>help</b> 5:4 9:17  <b>helpful</b> 5:7 9:19              10:11 22:9              29:10 49:11              50:7  <b>helps</b> 5:8 49:13  <b>her</b> 5:3,7 40:14  <b>HFS</b> 21:8,23              22:20  <b>HFSRB</b> 2:8  <b>high</b> 22:19  <b>highest</b> 12:2              14:2,3 16:8  <b>highlighted</b>              45:10  <b>him</b> 5:15  <b>history</b> 31:5,11              31:12  <b>hold</b> 45:13  <b>holding</b> 33:6              45:24  <b>homes</b> 45:22  <b>Hopefully</b> 40:17  <b>hoping</b> 40:10  <b>hospital</b> 9:22  <b>hour</b> 1:23 46:20              46:23 47:3,6              47:20 48:19  <b>hours</b> 10:6  <b>HSAs</b> 24:16              25:18  <b>huge</b> 24:11  <b>hundred</b> 29:21  <b>hurry</b> 45:19</p> <hr/> <p style="text-align: center;"><b>I</b></p> <p><b>idea</b> 31:14,16              37:22,22 38:13              45:12  <b>identified</b> 31:13              38:4 39:12  <b>IDPH</b> 7:8 15:6              20:24 21:22  <b>Illinois</b> 1:1,4,19              2:19,22 51:2,8              51:22  <b>illustrious</b> 9:6</p>
---	--	---	--	---

<p><b>imagine</b> 7:1  <b>important</b> 28:10              46:16  <b>improve</b> 36:3,13  <b>include</b> 23:7  <b>included</b> 32:9  <b>includes</b> 28:7  <b>increase</b> 43:18  <b>indication</b> 16:6  <b>individual</b> 13:20              15:19 16:5  <b>individuals</b>              31:23  <b>industry</b> 11:22  <b>information</b>              9:19 19:10              20:16,18 21:16              29:13 32:20              40:5 49:14,24  <b>informational</b>              20:22 43:14  <b>inpatients</b> 10:5  <b>inquire</b> 14:14  <b>intended</b> 13:24  <b>intent</b> 43:19  <b>intention</b> 22:11  <b>interested</b> 51:16  <b>interesting</b> 41:9              42:10 44:4  <b>interpret</b> 15:15  <b>interrupt</b> 4:21              44:14  <b>invitation's</b>              49:20  <b>involve</b> 30:24              40:23  <b>involved</b> 31:7,23              32:10,15 33:17              43:5  <b>issue</b> 9:8 11:2              18:15 19:2              27:12 28:10              37:14,19,19              39:1 40:8              49:13 50:1  <b>issued</b> 19:16,23  <b>issues</b> 3:14 25:24</p>	<p>26:20 28:14          31:12,13 32:8          40:11 45:7  <b>Item</b> 8:23  <b>items</b> 5:5 9:9,10</p> <hr/> <p style="text-align: center;"><b>J</b></p> <hr/> <p><b>January</b> 3:4 8:7              30:9  <b>Jason</b> 2:12 3:11              5:18 31:4,6              33:22 34:11,14              34:19 35:2,4              36:18 49:14  <b>Jason's</b> 31:6              32:20  <b>JCAR</b> 39:18  <b>Jefferson</b> 1:3  <b>Jersey</b> 45:8,10  <b>job</b> 35:5  <b>jump</b> 46:18  <b>just</b> 4:10 5:4,14              10:17 11:21              12:16 13:11              17:10 18:20,21              18:24 20:22              22:10 24:8              25:6 27:6,12              30:3 31:8              33:11,19 35:23              36:13,22 39:1              40:6,13 42:5              44:14,17 47:17              47:19 48:8,17              49:7,15,24</p> <hr/> <p style="text-align: center;"><b>K</b></p> <hr/> <p><b>keep</b> 44:15  <b>kind</b> 27:1 31:5              32:17 34:16              37:16,17,18              42:4  <b>Kirk</b> 2:15 5:21              5:22 31:7              34:11  <b>know</b> 11:3,20              13:7 14:7</p>	<p>15:10 16:11,22          17:17 18:5,14          21:9,11,11          22:8 23:8,9,12          24:5,9,12,22          26:7 27:6          28:18 29:8,18          29:20 31:11          32:14,15 33:14          33:18,18,22,24          34:3 35:6,11          36:18,21 38:7          39:11 40:12          42:19,21 44:16          44:21 47:21,22          48:9  <b>knowing</b> 29:11  <b>knows</b> 7:4</p> <hr/> <p style="text-align: center;"><b>L</b></p> <hr/> <p><b>lack</b> 25:23 38:15  <b>large</b> 24:8  <b>last</b> 9:1,4 11:8              11:10,12 20:18              32:17 43:3,21              44:9  <b>Laughing</b> 41:18  <b>laws</b> 39:5  <b>learn</b> 37:6  <b>least</b> 21:4 31:12              36:17 40:10  <b>leave</b> 30:12 39:1  <b>legal</b> 2:8 39:11  <b>legislation</b> 32:7  <b>legislative</b> 34:21  <b>let</b> 4:20,20,22              17:14 18:2              32:20 48:8  <b>letter</b> 43:18  <b>let's</b> 36:7,8 42:23              43:15,17 46:13  <b>license</b> 25:3 41:5              44:3 45:14  <b>licensed</b> 10:19              10:23 11:5,6              11:15 12:8              13:3,7 15:12</p>	<p>16:3 17:15          19:14,18,22          27:14 28:7,9          28:12,17 29:24          30:4 35:17          41:7,14 43:18          46:15  <b>licenses</b> 19:16,23  <b>licensure</b> 44:3  <b>like</b> 4:9 9:11              13:18 14:13,18              17:21 18:24              22:4 26:13,17              30:3 32:11              33:20 37:18              40:1,3,5,9 42:5  <b>limited</b> 27:20              28:3  <b>list</b> 4:7,10,21,22  <b>listed</b> 42:13,16  <b>Litigation</b> 2:20  <b>little</b> 11:23 12:18              12:19 23:18              31:10 33:23              47:7,11 48:18  <b>lives</b> 24:13  <b>local</b> 24:18  <b>location</b> 42:8  <b>long</b> 9:4 18:16              40:18 44:21  <b>long-term</b> 1:11              1:20 3:7 7:7,11              9:16 10:13              28:7 34:23,24              40:24 41:1,19  <b>look</b> 14:18,21              22:11 23:9              26:11 27:3              28:4 30:6              32:11 35:6              40:4 42:14,19              43:17,17 46:6              50:6  <b>looked</b> 16:10              25:17 29:1,3,4              41:3,22  <b>looking</b> 12:21</p>	<p>22:5 25:2          26:13 35:5  <b>lose</b> 35:14  <b>lot</b> 5:9 21:13              22:8 24:5 26:1              30:24 31:23,24              32:1 34:5 35:8              37:6 42:21              46:4  <b>low</b> 13:6 22:19  <b>lower</b> 16:11  <b>Lowitzki</b> 2:3              5:12  <b>luck</b> 44:21</p> <hr/> <p style="text-align: center;"><b>M</b></p> <hr/> <p><b>made</b> 10:5  <b>main</b> 41:8  <b>maintained</b>              43:22 46:12  <b>major</b> 37:19              40:11 45:21  <b>make</b> 9:3 18:17              18:22 22:12              25:10 26:8              30:16 32:24              33:2 48:17  <b>making</b> 16:13              39:20  <b>MALE</b> 4:7 6:16              6:22 7:1 27:17              44:23 47:7,8              47:18,21,22  <b>many</b> 12:22,24              13:2,3 15:23              21:5 22:3              41:16  <b>March</b> 30:3              49:18,20  <b>market</b> 16:14              24:10,11,15,21  <b>marketplace</b>              29:23 35:17,20  <b>material</b> 13:12  <b>matter</b> 12:7              13:24  <b>maximum</b> 46:11</p>
--	--	--	--	---

<p><b>may</b> 10:19,24 11:16 12:8,8 14:4 29:17 30:19 33:22 42:22 <b>maybe</b> 9:4 31:12 47:11 48:4,5 48:17 <b>ma'am</b> 14:20 15:2,5 <b>mean</b> 17:1 18:4 22:6 33:16,17 33:18 34:5 39:22 43:24 49:3,6 <b>means</b> 17:6 <b>meant</b> 38:18,18 <b>Medicaid</b> 23:14 24:4 25:6,10 <b>medically</b> 46:9 <b>Medicare</b> 24:2 <b>meet</b> 42:12,12 <b>meeting</b> 1:11,19 3:4,18 4:6 6:23 8:7 9:5 42:17 49:22 50:4,6 <b>meetings</b> 31:24 32:16 33:12,17 <b>members</b> 2:1 30:13 <b>memory</b> 34:7 <b>mention</b> 40:6 44:17 <b>Michael</b> 2:9,10 5:23 17:2 18:15 19:5 49:12 <b>Michigan</b> 41:9 41:13 <b>Midwest</b> 2:20 <b>might</b> 12:17 29:6 <b>Mike</b> 3:8 4:16 6:16,20 8:16 9:17,18 12:12 13:13 15:21,22 17:21</p>	<p><b>Mike's</b> 12:13,15 12:19 <b>mind</b> 35:6 <b>minimal</b> 43:11 <b>minimum</b> 43:8 46:11 <b>minute</b> 8:7 <b>minutes</b> 3:5 8:6 48:22,22 <b>mischaracteri...</b> 38:10 <b>missing</b> 47:24 48:9 <b>Missouri</b> 36:19 37:1,3 43:6 44:24 45:4,6 <b>Mitzen</b> 2:2 4:12 4:12,14 6:6,7 7:19,21 27:21 47:10,13,15 <b>mom-and-pop</b> 45:22 <b>monthly</b> 32:1 <b>months</b> 43:21 <b>moratorium</b> 40:21,21 <b>more</b> 11:23 12:20 13:7 18:14 25:4 28:18,24 33:23 35:22 40:14 42:22 48:17 49:21 <b>mortgage</b> 35:16 <b>most</b> 13:22 15:20 17:3,5 21:7 32:15 36:18 41:2 <b>motion</b> 7:18 8:11 <b>move</b> 9:15 27:1 31:2 39:19 40:2 <b>moved</b> 7:19 8:12 <b>moves</b> 45:8 <b>Moving</b> 43:6 <b>much</b> 18:14 35:9</p>	<p>37:3 <b>multisite</b> 42:4 <b>must</b> 34:1 46:12 <b>mute</b> 6:3 14:10 <b>myself</b> 31:22</p> <hr/> <p style="text-align: center;"><b>N</b></p> <hr/> <p><b>names</b> 4:10,22 <b>need</b> 10:24 24:11 27:15 28:2,4 30:1,10 48:16 <b>needed</b> 30:19 35:21 <b>needs</b> 6:15 41:17 49:7 <b>neither</b> 51:11 <b>never</b> 16:22 48:21 49:2,3 <b>new</b> 36:4,7,14 45:8,10 46:4 <b>next</b> 3:18 31:3 48:16 49:22 50:2 <b>noise</b> 14:11 <b>Northbrook</b> 24:13 <b>Notary</b> 51:7,21 <b>notes</b> 5:4 <b>noticed</b> 9:4 40:14 <b>number</b> 10:19 10:20 11:12,14 12:2,8,8 14:2,3 17:11,16 19:14 19:15,16,18,21 28:8,24 29:6,6 31:23 34:2 42:13,15 46:3 <b>numbers</b> 16:11 20:4,7 21:23 45:22 <b>nursing</b> 24:2 45:22 <b>nutshell</b> 45:4</p> <hr/> <p style="text-align: center;"><b>O</b></p> <hr/>	<p><b>observation</b> 30:16 <b>obviously</b> 16:10 24:12 <b>occupancy</b> 13:5 13:6,8,17 15:14 16:2,9 18:6 22:19 23:1 30:8,8 34:1 35:14 43:8,22 44:9 <b>occupied</b> 11:7,9 11:12,13 12:1 12:2,6 13:4 <b>occurred</b> 38:15 <b>off</b> 20:8 26:17 <b>official</b> 30:13 <b>officially</b> 9:2 <b>often</b> 43:4 <b>oh</b> 6:4,19 42:23 43:16 46:1,13 48:12 <b>Ohio</b> 36:19 37:2 37:4 48:1 <b>okay</b> 4:13 5:1,18 5:20,22 6:10 6:14 7:3,9,17 8:5 10:10 12:9 14:21 15:3,8 17:9,19 20:6 20:20 29:9 31:2 32:22 34:10 37:15 38:17 39:21 43:1 44:20 45:3 47:14,16 48:11 49:10 50:8 <b>Old</b> 2:21 <b>once</b> 14:7,14 21:4 46:2,2 <b>one</b> 4:18 9:3 11:5,8,9 13:21 15:12,20 16:18 16:24 17:4,24 18:3 19:5 28:14 31:10</p>	<p>32:16,17 36:16 39:11 40:11 41:15,23 42:7 43:20 44:16 45:2,9 46:6,15 46:20 47:3 49:16 50:5 <b>ones</b> 45:11,11 <b>ongoing</b> 30:1 <b>only</b> 18:7 30:16 42:7 <b>open</b> 3:16 46:4 <b>operation</b> 15:11 <b>operational</b> 3:7 9:15 10:9,20 11:1,11,17,19 12:16 13:1 15:11 16:21 19:3 22:3 25:3 27:13 28:10,13 <b>opportunity</b> 40:6 <b>opposed</b> 8:3,20 <b>options</b> 3:12 44:6 <b>organizations</b> 42:4 <b>other</b> 3:12,17 19:1,5 20:1,15 22:13 24:10 31:23 32:2,3,3 32:4 33:6,23 36:5,14 37:3,7 40:12 41:15 42:9 43:16 47:24 <b>others</b> 7:4 9:9 <b>otherwise</b> 51:16 <b>out</b> 4:23 10:20 24:5,20 25:19 25:22 28:8 29:12,20 31:3 35:7 36:15 40:5,13 43:13 43:16 49:17,20 50:4 <b>outcome</b> 51:16</p>
---	--	---	---	--

<b>outside</b> 21:22	23:15 24:20,24	11:20 12:9	34:2 39:19	<b>proposal</b> 33:5
<b>outstanding</b>	25:17,21,22	13:10 14:9	40:21 42:10	38:3.5
40:14	27:2	15:9,18 16:24	43:7 50:5	<b>propose</b> 39:9,10
<b>over</b> 4:10 6:24	<b>patient</b> 21:8,9	17:9,19 18:13	<b>plan</b> 34:6	39:22
10:14 15:15	43:20	19:1,8 20:7,12	<b>planning</b> 25:18	<b>proposed</b> 31:16
16:19 18:21	<b>Patricia</b> 2:2	20:13,20 24:24	28:1 41:1,20	45:14
21:10 29:4	<b>Pat's</b> 26:19	25:9,16 26:15	43:1 46:16	<b>pros</b> 37:13
31:21 48:18	<b>payer</b> 23:9	26:23 27:9,19	<b>play</b> 27:15	<b>provider</b> 3:9
<b>overall</b> 34:21	<b>peak</b> 11:6,7,13	27:23 28:21	<b>Plaza</b> 2:21	10:22
45:5	11:22 12:1,3,4	29:9,14 30:11	<b>please</b> 37:2	<b>providers</b> 29:23
<b>overview</b> 10:13	12:6,6 13:15	30:20,24 32:19	<b>plenty</b> 48:18	38:1
<b>own</b> 27:10	13:18,19,19	32:23 33:2,9	<b>point</b> 17:1 40:3	<b>provides</b> 35:17
<b>ownership</b> 42:24	15:10,13,14	34:10 37:10,12	40:13 41:23	<b>public</b> 3:6 8:23
<b>o'clock</b> 49:20	16:6,6,13 17:3	37:16 38:11,17	44:4	9:8 10:21
<b>O'Dae</b> 6:1 7:23	17:10,15 18:7	38:23 39:21	<b>pointed</b> 43:16	19:19,22 35:6
<b>O'Dae-Evans</b>	20:3,3 21:1,11	40:1 41:21	<b>policy</b> 10:21	35:11 51:7,21
2:2 4:15,15 6:2	22:21,22,23	42:3 43:24	26:9 35:7,11	<b>pulled</b> 20:15,17
7:23 14:4,8,8	28:16 29:1,3,7	44:12,14,20	<b>possible</b> 37:22	<b>punted</b> 34:23
14:13,17,21	29:19	46:19,24 47:14	<b>possibly</b> 17:16	<b>punting</b> 39:4
15:1,3,6,8 22:7	<b>people</b> 4:9 9:1	47:16,19,23	<b>practice</b> 27:14	<b>purchase</b> 43:12
22:7 23:6,8,12	10:17 14:10	48:3,12,15	<b>preface</b> 40:7	44:2
23:16 24:7,19	22:2 25:10	49:4,9,19 50:8	<b>presen</b> 38:8	<b>purchased</b> 41:7
25:8,12 27:5	30:6 31:1,9,13	50:10	<b>present</b> 2:1,3,4,5	<b>purchaser</b> 44:2
<b>O'DEA-EVANS</b>	37:20 49:23	<b>phon</b> 26:17	2:7	<b>purchasing</b>
26:22	<b>percent</b> 13:6,8	40:22	<b>presentation</b> 3:9	42:15
<hr/>	13:18 15:15	<b>phone</b> 14:12	38:8	<b>purpose</b> 27:10
<b>P</b>	16:14,15,16	44:15,18	<b>pretty</b> 24:5	<b>purposes</b> 10:22
<b>paper</b> 45:23	18:5 22:24,24	<b>phones</b> 14:10	42:20 49:9	20:22 27:23
<b>Pardon</b> 23:22	23:3 24:3,4	<b>phone's</b> 44:16	<b>previous</b> 43:23	<b>put</b> 13:13 14:10
<b>parent</b> 24:14	28:18 30:2,7,8	<b>Phyllis</b> 2:2 4:12	<b>private</b> 36:2	28:9 36:14
<b>part</b> 9:2	35:13 42:22	4:13 6:6 7:21	<b>pro</b> 31:8	39:19 43:12
<b>participant</b> 38:7	43:22	27:21	<b>probably</b> 12:20	45:13,17,19
<b>participate</b> 45:2	<b>perfect</b> 16:20	<b>physical</b> 9:23	18:15 21:7	<b>P.M</b> 1:23 4:1
<b>participated</b>	<b>performed</b>	<b>physically</b> 10:1	26:24 28:24	47:3,4 50:12
38:8	43:15	10:2	<b>proceedings</b>	<hr/>
<b>participation</b>	<b>permit</b> 40:22	<b>pick</b> 2:3 5:14	51:9,13	<b>Q</b>
3:6 8:23 9:8	<b>Persistent</b> 47:15	16:22,22 19:13	<b>process</b> 27:16	<b>qualify</b> 43:9
<b>particular</b> 16:7	<b>perspective</b> 35:7	19:20 20:1,6	28:2,5 30:22	<b>quality</b> 46:10
16:7,9	<b>Phillippe</b> 2:1	30:15,23 38:6	31:11	<b>quarters</b> 43:23
<b>particularly</b>	3:15 4:3,5,9,13	38:12,22 39:14	<b>processed</b> 46:7	44:10
26:12 37:1	4:20 5:1,2,8,12	39:24 46:17,20	<b>Professional</b>	<b>question</b> 12:12
<b>parties</b> 51:12,15	5:18,20,22 6:1	46:22 47:5	51:6	13:11 14:4,10
<b>parts</b> 24:10,10	6:4,8,14,19 7:3	<b>picking</b> 13:21	<b>program</b> 32:11	17:2,21 19:5
<b>part's</b> 43:1	7:9,12,20,22	<b>picture</b> 12:21	32:12 35:10	22:17 25:1,13
<b>past</b> 18:21 37:5	7:24 8:3,5,10	13:8 22:1	<b>programs</b> 32:4	25:24 26:2,7
<b>Pat</b> 4:15 6:1 7:23	8:15,17,20,22	<b>place</b> 21:3 24:14	<b>pronounceme...</b>	26:18,18,23
14:8 22:7 23:8	9:13 10:10,16	31:22 32:4	26:9	27:8,20 30:13

<p>37:20,21  <b>questionnaire</b>  3:8 7:11 9:16  11:4 13:21  20:15  <b>questions</b> 18:18  19:2 34:10  36:22  <b>quick</b> 22:4  <b>quiet</b> 8:13 31:6  <b>quite</b> 11:18  12:14</p> <hr/> <p style="text-align: center;"><b>R</b></p> <p><b>ran</b> 18:7  <b>range</b> 30:17,17  <b>rate</b> 16:8 43:22  <b>rates</b> 34:1 44:9  <b>rather</b> 35:12  37:12  <b>reached</b> 44:5  <b>read</b> 40:17 49:23  <b>ready</b> 34:22  <b>real</b> 19:11  <b>realistic</b> 13:8  <b>really</b> 13:17  15:13 17:6,10  17:11 23:9  25:13 27:5,8  27:14 28:1,12  29:11 34:16  37:20 39:7,7  40:8 43:13,14  49:14  <b>recall</b> 34:7  <b>receiving</b> 46:11  <b>recently</b> 45:19  <b>recommenda...</b>  31:17  <b>recommenda...</b>  31:19  <b>recycling</b> 35:9  <b>reduce</b> 30:2 46:8  <b>reduced</b> 51:10  <b>referencing</b>  13:12  <b>reflect</b> 24:18</p>	<p><b>regards</b> 11:5  <b>region</b> 26:19,20  26:21 34:2  <b>regional</b> 26:3  <b>regions</b> 26:11  27:4  <b>Registered</b> 51:5  <b>regulatory</b> 32:3  <b>related</b> 12:4  51:11  <b>relationship</b>  42:24  <b>relative</b> 51:14  <b>relocate</b> 42:22  <b>relocating</b> 31:15  <b>relocation</b> 35:10  40:23 43:2,5  45:3,12,15  46:7,15  <b>relocations</b> 45:1  <b>remember</b> 5:4  <b>remembering</b>  31:20  <b>remind</b> 10:17  <b>removed</b> 41:6  <b>repeat</b> 20:11  <b>report</b> 20:9 21:3  21:19 24:2  28:14 39:16,16  <b>Reported</b> 2:17  <b>reporter</b> 4:11,18  4:24 8:14 14:6  18:10,12 20:10  46:21 48:8,14  51:1,6,6  <b>reporting</b> 28:20  <b>reports</b> 19:10  21:8,8,23,24  22:21 25:19,21  <b>representatives</b>  38:1  <b>reputation</b> 36:9  <b>required</b> 40:22  43:19  <b>requirement</b>  42:17 43:9  <b>requirements</b></p>	<p>42:10,12,13,16  42:20 43:11  45:19 46:12  <b>research</b> 31:24  <b>reserve</b> 9:23  10:4 17:22  29:20 48:17  <b>response</b> 8:4,9  8:21 9:12  <b>rest</b> 18:17 20:2  <b>restrictions</b> 46:5  <b>Review</b> 1:2,20  <b>rid</b> 30:9  <b>right</b> 4:24 6:5  8:17,22 15:18  19:12 21:21  23:6 24:7,19  25:1,10,16  27:9,17 29:10  29:14,15,18  36:3 37:13  40:16 42:23  45:20 48:7,7  50:6  <b>Riva</b> 2:15 5:21  5:22 31:7  <b>Robin</b> 2:18 51:5  <b>role</b> 7:6 24:20  27:15 28:3,3  <b>roll</b> 2:3,4,5 3:2  4:4  <b>rooms</b> 36:2  <b>RPR</b> 2:18  <b>rules</b> 39:6,18  40:18 45:9,10  <b>run</b> 23:13 31:3</p> <hr/> <p style="text-align: center;"><b>S</b></p> <p><b>S</b> 2:21  <b>sale</b> 41:10,13  <b>same</b> 12:12,17  15:16 22:23  25:20 34:4  41:1,20 42:14  43:1  <b>SANGAMON</b>  51:4</p>	<p><b>satisfied</b> 45:5  <b>saw</b> 34:12 36:24  <b>saying</b> 12:16  21:22 33:3,3  35:13  <b>says</b> 29:22 47:3  <b>scheduled</b> 1:22  46:20,22 49:16  <b>second</b> 7:22,23  8:15,16 13:16  <b>section</b> 45:9  <b>see</b> 4:23 17:15  23:2 27:3  42:23 43:15,17  46:13  <b>seem</b> 29:3 45:6  <b>seems</b> 17:21  18:24 30:18  <b>seen</b> 16:16  <b>self</b> 20:24  <b>self-report</b> 17:12  19:6,9 20:14  20:24 28:22  <b>self-reported</b>  19:16 20:2,5,8  20:18  <b>sell</b> 35:16,23  36:1 43:20  <b>seller</b> 44:3  <b>selling</b> 3:10,12  3:14 31:15  35:19 38:14  40:24 41:4  42:11 44:6  <b>Senate</b> 31:17,18  32:7  <b>send</b> 50:4,4  <b>sending</b> 46:10  <b>sent</b> 9:19,21  13:12 35:7  40:5,15  <b>service</b> 25:18  <b>Services</b> 1:2,20  2:20  <b>service-oriented</b>  26:12  <b>set</b> 10:2,4 11:6,8</p>	<p>11:13 12:3,5,6  12:23 13:2,9  13:22 14:3  15:20 16:2  17:3,5,15 20:3  20:4,13 28:16  28:18 46:24  47:1 49:21  <b>setup</b> 13:3  <b>seven</b> 43:3  <b>several</b> 29:1,4  <b>sharing</b> 45:7  <b>shooting</b> 49:19  <b>short</b> 10:13  <b>Shorthand</b> 51:6  <b>show</b> 10:24  16:17  <b>showing</b> 13:17  <b>shows</b> 13:16  28:15  <b>side</b> 24:13 33:13  <b>sides</b> 32:24  <b>SIGUS</b> 26:17  <b>simple</b> 22:2  <b>simplistic</b> 12:18  21:14  <b>single</b> 16:1,10  <b>sit</b> 7:10  <b>site</b> 42:7  <b>situations</b> 23:13  <b>six</b> 43:23 44:10  <b>size</b> 44:8 46:12  <b>slice</b> 26:5  <b>slicing</b> 12:20  <b>slightly</b> 38:9  <b>small</b> 17:11  <b>snapshot</b> 16:18  <b>solution</b> 15:24  <b>solutions</b> 26:13  <b>some</b> 9:7,20  14:11 22:12  32:2 37:20  39:20 44:7  <b>somebody</b> 4:8  35:20 40:2  42:6 44:16  49:6</p>
--	---	--	--	---

<p><b>somebody's</b> 14:11 24:21 <b>someone</b> 27:2 41:9,10,17 42:7 <b>something</b> 27:3 29:2 33:20 35:21 39:8,13 39:23 <b>sometime</b> 17:11 28:17 <b>sometimes</b> 32:1 <b>somewhere</b> 11:16 30:17 <b>sorry</b> 6:2 12:10 20:10 22:16 25:21 33:9 46:21 49:8 <b>sort</b> 30:2 <b>sounds</b> 26:17 <b>source</b> 23:9 <b>sources</b> 20:22 26:6 <b>south</b> 24:13 <b>sp</b> 5:3 <b>speak</b> 6:15 31:8 <b>Speaks</b> 2:12 3:11 5:18,19 5:21 31:4,20 33:1,8,11 34:16 <b>specific</b> 21:11 23:5 24:23 <b>specifically</b> 21:7 45:12 <b>spend</b> 35:8 <b>spoke</b> 32:2 <b>spoken</b> 7:15 <b>Springfield</b> 1:4 2:22 ss 51:3 <b>staff</b> 32:3 36:9 <b>stakeholders</b> 33:7 <b>start</b> 4:1,3,20,21 4:22 9:9 47:9 47:10</p>	<p><b>Starting</b> 40:20 <b>starts</b> 47:7 48:21 <b>state</b> 1:1,19 2:21 11:22 13:20 14:23 15:13 16:1 19:15 22:22 23:1 27:21 32:3 33:24,24 35:3 35:13 46:6 47:1 51:2,7,22 <b>stated</b> 29:17 46:14 <b>statement</b> 23:18 25:13 39:15 <b>states</b> 3:13 32:2 32:4 33:21,23 36:17 37:3 40:4,12,15 41:3,13 43:3 47:24 48:5 <b>statewide</b> 16:11 22:19 24:3,17 25:15 26:2,11 26:19 34:5 <b>state's</b> 37:7 <b>statute</b> 41:12 <b>stay</b> 37:18 <b>Stephanie</b> 2:5 6:8,9 <b>steps</b> 39:19 <b>still</b> 24:5 35:15 48:1 <b>Strategies</b> 3:15 <b>Street</b> 1:3 <b>strictly</b> 46:14 <b>strong</b> 34:8 <b>struggled</b> 12:12 12:13 <b>struggling</b> 12:14 <b>stuff</b> 22:16 <b>subcommittee</b> 1:11,21 9:2,5 12:13 27:24 31:10 37:21 39:6,16,19 <b>submitting</b></p>	<p>10:22 <b>subtract</b> 17:16 <b>Sullivan</b> 2:14 3:10 4:17,17 6:12,13 12:11 12:11 15:16,21 15:22 17:20,20 18:3,19 20:21 20:21 21:18,21 22:15,15 23:11 23:20,20,23,23 24:15 25:20,21 29:16,17 32:18 32:22 33:16 34:14,18 37:11 37:15 38:4 <b>Sullivan's</b> 6:13 <b>summaries</b> 40:18 <b>summarized</b> 36:23 <b>summary</b> 37:24 39:5 49:13 <b>support</b> 23:20 23:24 32:12 <b>supposition</b> 29:7 <b>sure</b> 9:18 11:18 18:17,19 19:4 23:17 27:10 32:24 33:2 47:8,10 48:18 <b>survey</b> 10:14 16:18 20:24 21:3 40:15 <b>surveys</b> 16:17 <b>system</b> 35:22 36:4,13 37:4</p>	<p>24:17 28:11 33:18 39:9,22 50:1 <b>talked</b> 41:11 <b>talking</b> 10:18 14:6,7 23:4 24:8 <b>target</b> 27:18 <b>task</b> 27:11 31:19 32:6 37:18,23 38:9 39:2,4,12 <b>telephone</b> 1:21 <b>tell</b> 12:22 14:1 16:21 22:2 <b>telling</b> 47:6 <b>tells</b> 24:2 <b>temporarily</b> 45:23 <b>ten</b> 36:17 37:5 48:21,22 <b>Teri</b> 2:4 6:10 <b>Teri's</b> 6:10 <b>terminology</b> 33:19 <b>terms</b> 16:16 35:10 36:22 39:4 <b>terrible</b> 49:7 <b>Terry</b> 2:14 3:10 4:17 6:12,13 12:11 13:12 15:22 17:20 18:13,23 20:21 21:15 22:15 23:20,23 25:21 26:15,15 29:16 31:4,22 32:14 33:14 34:12 37:10 39:3 49:14 <b>Terry's</b> 32:21 <b>Thank</b> 7:24 10:10 15:8 18:12 50:10 <b>thanks</b> 5:6 <b>their</b> 4:10 14:1 14:10 17:5</p>	<p>24:10,10,14 27:10 29:24 32:5 35:16 37:4 41:12,24 41:24 43:7 44:9 <b>themselves</b> 40:18 <b>theoretically</b> 17:14 <b>thereto</b> 51:15 <b>thing</b> 12:17 25:20 41:8 42:10 43:16 46:6 <b>things</b> 31:10 <b>think</b> 7:3,5 8:24 10:18 12:12,14 12:15,19 13:11 14:11 15:21,22 16:12,20 22:1 25:1 26:16,19 26:24 27:17,19 28:23 29:3,17 31:9,13 32:18 33:8 34:19 35:24 36:18 37:19 38:9,12 39:5 42:21 45:4 48:3,15 49:10,16 <b>thinking</b> 36:22 <b>third</b> 21:6 <b>though</b> 26:17 <b>thought</b> 36:23 41:22 <b>thousand</b> 29:21 <b>three</b> 11:4 20:22 21:24 26:6 33:4,5 34:20 44:10 48:5 <b>through</b> 4:8 9:18 31:15 40:17 47:1 48:5 <b>tied</b> 28:1 <b>Tim</b> 3:15 4:5,21 5:1 20:12</p>
--	---	---	--	--

<p>24:24 26:18 29:16 30:11,15 35:2 38:6 39:14 46:17 47:21,22 <b>time</b> 4:1,19 9:1,6 9:7 12:22,23 15:17 18:17,17 23:14 25:2 26:24 31:3 32:24 35:9 40:17 43:3 45:16 48:9,17 48:18,24 49:22 50:2,12 <b>times</b> 10:21 11:11 15:19 16:6,6 21:11 22:18,21,23,23 29:19 <b>Timothy</b> 2:1 <b>Tim's</b> 36:22 <b>today</b> 48:6 49:17 <b>together</b> 13:14 43:12 45:19 <b>told</b> 41:10 45:16 <b>tolerate</b> 48:4 <b>topic</b> 25:2 27:1 30:12 31:3 <b>topics</b> 26:16 <b>tossing</b> 21:16 <b>totally</b> 17:7 <b>transfer</b> 41:14 41:24 42:5 49:24 <b>transitional</b> 9:24 10:8 <b>treat</b> 24:22 <b>tried</b> 36:17 <b>true</b> 17:13 18:9 25:8 29:8 42:14 <b>try</b> 24:20 <b>trying</b> 12:17 13:15 15:9 31:14 39:11 46:3</p>	<p><b>turn</b> 10:14 <b>tweaked</b> 37:4 <b>two</b> 11:11,14 31:21 36:17 <b>two-part</b> 15:24 <b>typewriting</b> 51:10</p> <hr/> <p style="text-align: center;"><b>U</b></p> <hr/> <p><b>Uh-huh</b> 23:16 <b>under</b> 51:10 <b>underserved</b> 46:9 <b>understand</b> 11:23 13:11,16 15:10 17:1 19:20 25:1 31:14 33:22 39:8,17 49:13 <b>understanding</b> 19:2 30:21 38:24 <b>understood</b> 27:11 31:9 39:5,17 <b>UNIDENTIFI...</b> 4:7 5:6 6:16,22 7:1 8:12 27:17 44:18,23 46:1 47:7,8,18,21 47:22 48:20 49:2,6,17 50:3 <b>unified</b> 38:3 <b>unit</b> 46:12 <b>unless</b> 30:12 <b>unoccupied</b> 30:7 <b>unused</b> 17:7 35:19,24 <b>upgrade</b> 36:3,11 <b>Urso</b> 2:8 5:16,17 47:2,3 <b>use</b> 9:22 11:18 15:10 17:14 20:4,14,18 21:23 23:8 24:6 28:10 29:24 30:3</p>	<p><b>used</b> 11:5,23 12:24 13:15,19 14:2 15:13,14 17:11,18,23 20:4 22:22 28:5 29:1,4 35:20 <b>useful</b> 13:13,14 <b>utilized</b> 18:1,6</p> <hr/> <p style="text-align: center;"><b>V</b></p> <hr/> <p><b>variables</b> 34:5 35:3,5 <b>variety</b> 37:1 <b>various</b> 22:18 23:2 <b>vary</b> 33:22,24 <b>vast</b> 27:13 <b>versus</b> 15:12 <b>very</b> 5:7 9:19 10:11,13,19 13:13,14 22:9 26:20 28:3,15 28:16 29:23,24 30:22 31:7 36:24 40:7 41:9,11 42:7 43:13 49:11 <b>view</b> 33:15 34:17 <b>vine</b> 36:6 <b>Virginia</b> 48:2</p> <hr/> <p style="text-align: center;"><b>W</b></p> <hr/> <p><b>wait</b> 32:19,19,19 45:2 <b>waited</b> 9:4 <b>wallow</b> 22:16 <b>want</b> 10:17 11:18 16:20 18:17,21 22:2 22:18 26:5,12 27:3 30:4,9 31:2 32:23 36:21 39:3 44:17 46:8,9 48:8 <b>wanted</b> 9:7 27:5</p>	<p>27:6 31:9 43:16 <b>wanting</b> 24:21 <b>wants</b> 43:20 44:7 <b>Washington</b> 48:2 <b>wasn't</b> 33:17 34:22 <b>Waxman</b> 2:9 4:16,16 5:23 5:24 8:16 <b>way</b> 13:23 15:15 29:11 32:17 34:12 39:11 45:5 <b>wealth</b> 25:22 <b>website</b> 14:18 15:4,6 <b>well</b> 11:3,13 12:1,24 24:5 25:19 27:9 29:18 33:8,15 44:20 48:3 <b>were</b> 9:1,5 17:3 24:4 28:3,8 31:13,22,23 32:8,15 33:6 39:18,18 40:21 41:11 45:18 51:9,13 <b>weren't</b> 31:18 <b>West</b> 1:3 <b>we'll</b> 7:17 9:15 49:21 50:5 <b>we're</b> 10:17 12:16,21 16:22 24:22 25:2,14 26:4,16 27:20 30:16,17 39:6 48:15 49:19 <b>we've</b> 11:4,21 13:24 48:5,24 <b>while</b> 43:7 <b>whole</b> 14:24 31:14 36:4,13 <b>wide</b> 36:24</p>	<p><b>word</b> 48:9 <b>words</b> 41:16 <b>work</b> 49:12 <b>workgroup</b> 1:11 1:21 9:2 18:18 19:2 27:11,12 27:24,24 30:14 <b>workgroups</b> 38:7 <b>working</b> 7:8 44:21 <b>works</b> 45:6 <b>wouldn't</b> 30:8 <b>wow</b> 46:1 <b>wrap</b> 44:24 <b>wrote</b> 49:11</p> <hr/> <p style="text-align: center;"><b>Y</b></p> <hr/> <p><b>yeah</b> 7:7 9:21 15:1 17:13 18:2 20:3 21:15 24:9 28:23 30:3 31:20 33:1,16 34:18 38:6,12 39:14 43:17 47:8,13 49:2 <b>year</b> 10:14 11:9 11:10,13 12:3 12:5,5 13:2,22 14:2,14 15:14 17:5,12,23 20:19 21:4,9 21:10 24:3 28:17 <b>years</b> 12:14 15:23 18:21,24 29:1,4 31:21 36:17 37:5 43:3 45:2 <b>year-long</b> 23:5 <b>yellow</b> 45:11 <b>yep</b> 6:20 47:18 <b>yesterday</b> 24:9</p> <hr/> <p style="text-align: center;">#</p> <hr/> <p>#084-002046</p>
--	--	---	--	---

2:19	5 3:7 29:5			
<hr/>	5th 49:18.20			
<b>1</b>	5:00 47:3			
1 3:2	5:01 50:12			
10 3:17	50 42:22			
101,679 19:21	525 1:3			
11 3:18	56.4 24:4			
12 3:19	<hr/>			
12,000 30:18	<b>6</b>			
12-31 20:7,14	6 3:9 30:18			
15 2:21 35:14	6,000 17:6,7,22			
36:1	18:8 22:21			
16.8 24:3	29:5,19			
17 3:4	62701 2:22			
17th 8:7	62761 1:4			
18 43:21	671 21:24			
1905 32:7	<hr/>			
1970 36:6	<b>7</b>			
<hr/>	7 3:12			
<b>2</b>	70 22:24 35:13			
2 3:3	72 10:5			
2nd 1:3	77 13:6 16:15			
20 30:2 36:1	18:5 22:24			
2010 13:6 15:14	23:3 30:7			
2012 1:22 3:4	<hr/>			
21 1:22	<b>8</b>			
217.522.2211	8 3:14			
2:23	800.280.3376			
217.782.3516 1:5	2:24			
22,000 17:24	82 13:8 16:16			
18:6 29:22	30:8			
30:6	83 13:8 16:16			
<hr/>	23:3			
<b>3</b>	<hr/>			
3 3:4	<b>9</b>			
30 12:14 18:21	9 3:16			
18:24 35:24	90 43:22			
31st 15:24 16:15	91 15:15 16:14			
18:4,5 21:1	91.5 13:18			
22:24	95 28:18			
<hr/>	95,000 17:3			
<b>4</b>				
4 3:6 8:23				
4:00 1:23 47:3				
49:20				
4:02 4:1				
<hr/>				
<b>5</b>				



**MIDWEST  
LITIGATION  
SERVICES**

**COURT REPORTING  
& VIDEO**

**DRAFT**

**RECEIVED**

FEB 28 2012

HEALTH FACILITIES &  
SERVICES REVIEW BOARD

**STATE OF ILLINOIS**

**HEALTH FACILITIES AND SERVICES REVIEW BOARD**

**LONG-TERM CARE SUBCOMMITTEE WORKGROUP MEETING  
MEETING**

**FEBUARY 21, 2011**

**ORIGINAL**

**NATIONWIDE SCHEDULING**

**OFFICES: MISSOURI Springfield Jefferson City Kansas City Columbia Rolla Cape Girardeau ■ KANSAS Overland Park ■ ILLINOIS Springfield**

**HEADQUARTERS: 711 NORTH ELEVENTH STREET, ST. LOUIS, MISSOURI 63101**

**800.280.3376**

**www.midwestlitigation.com**

1  
2  
3  
4  
5  
6  
7  
8  
9  
10  
11  
12  
13  
14  
15  
16  
17  
18  
19  
20  
21  
22  
23  
24

STATE OF ILLINOIS  
HEALTH FACILITIES and SERVICES REVIEW BOARD  
525 West Jefferson Street, 2nd Floor  
Springfield, Illinois 62761  
217.782.3516

LONG-TERM CARE SUBCOMMITTEE WORKGROUP MEETING

The meeting of the State of Illinois, Health  
Facilities and Services Review Board, Long-Term Care  
Subcommittee Workgroup, was held by telephone  
conference call, on February 21, 2012, scheduled to  
begin at the hour of 4:00 P.M.

1 MEMBERS PRESENT:

Timothy Phillippe, Chairman

2 Phyllis Mitzen

Patricia O'Dae-Evans

3 Eli Pick

Dave Lowitzki (not present at roll call)

4 Teri Dederer (not present at roll call)

5 Stephanie Altman (not present at roll call)

6

7 Also PRESENT:

8 Frank Urso, HFSRB Legal Counsel

9 Michael Waxman

10 Michael Constantino

11 Claire Burman

12 Jason Speaks

13 Bob Green

14 Terry Sullivan

15 Kirk Riva

16

17 Reported BY:

18 Robin A. Enstrom, RPR, CSR

19 Illinois CSR #084-002046

20 Midwest Litigation Services

21 15 S. Old State Capitol Plaza

22 Springfield, Illinois 62701

23 217.522.2211

24 800.280.3376

1  
2  
3  
4  
5  
6  
7  
8  
9  
10  
11  
12  
13  
14  
15  
16  
17  
18  
19  
20  
21  
22  
23  
24

AGENDA

1. Roll Call
2. Approval of Agenda
3. Approval of January 17, 2012, Meeting Minutes
4. Public Participation
5. Operational Beds and Long-Term Care Questionnaire - Mike Constantino
6. Provider Association Presentation, Bed Buying and Selling - Terry Sullivan and Jason Speaks
7. Bed Buying and Selling Options in Other States - Claire Burman
8. Issues in Bed Buying and Selling Strategies - Tim Phillippe
9. Open Discussion
10. Other Business
11. Next Meeting
12. Adjournment

1 START TIME: 4:02 P.M.

2

3 CHAIRMAN PHILLIPPE: First, I'll start,  
4 then, the roll call.

5 This is Tim Phillippe, and I'm chairing  
6 this meeting.

7 UNIDENTIFIED MALE: Do we have a list that  
8 somebody could go through?

9 CHAIRMAN PHILLIPPE: And I'd like people  
10 just to go over and list their names first for the  
11 court reporter.

12 MS. MITZEN: Phyllis Mitzen.

13 CHAIRMAN PHILLIPPE: Okay. Enter Phyllis  
14 Mitzen.

15 MS. O'DAE-EVANS: Pat O'Dae-Evans.

16 MR. WAXMAN: Mike Waxman.

17 MR. SULLIVAN: Terry Sullivan.

18 COURT REPORTER: We have to do this one at  
19 a time.

20 CHAIRMAN PHILLIPPE: Let me start -- let  
21 me start with a list. This is Tim again to interrupt.  
22 Let me start with a list I have and call names and  
23 then see who else is out there.

24 COURT REPORTER: All right.

1                   CHAIRMAN PHILLIPPE: Okay. This is Tim  
2 Phillippe. Actually on the call with me is Crystal  
3 Divert (sp.), my assistant. She's -- I asked her to  
4 help me take notes for me just so I can remember  
5 action items.

6                   UNIDENTIFIED FEMALE: And thanks, Crystal,  
7 for all of her e-mails. They're very helpful.

8                   CHAIRMAN PHILLIPPE: Yes. She helps a  
9 lot.

10                   Claire Burman?

11                   MS. BURMAN: Yes.

12                   CHAIRMAN PHILLIPPE: Dave Lowitzki? Not  
13 yet.

14                   Eli Pick? Eli's on there. I just heard  
15 him.

16                   Frank Urso? Is Frank on?

17                   MR. URSO: I am here.

18                   CHAIRMAN PHILLIPPE: Okay. Jason Speaks?

19                   MR. SPEAKS: Yes.

20                   CHAIRMAN PHILLIPPE: Okay.

21                   MR. SPEAKS: And Kirk Riva is here.

22                   CHAIRMAN PHILLIPPE: Okay. Kirk Riva.

23                   Michael Waxman is on.

24                   MR. WAXMAN: Yes, I'm here.

1 CHAIRMAN PHILLIPPE: Pat O'Dae? Not yet.

2 MS. O'DAE-EVANS: I'm sorry. I was on  
3 mute. I'm here.

4 CHAIRMAN PHILLIPPE: Oh, you are here.  
5 All right.

6 Phyllis Mitzen we heard.

7 MS. MITZEN: Here.

8 CHAIRMAN PHILLIPPE: Stephanie Altman? Is  
9 Stephanie on? No.

10 Teri Dederer? Okay. And Teri's not on  
11 yet.

12 And Terry Sullivan.

13 MR. SULLIVAN: Terry Sullivan's here.

14 CHAIRMAN PHILLIPPE: Okay. And then  
15 anyone else needs to speak up.

16 UNIDENTIFIED MALE: Mike Constantino, are  
17 you there?

18 MR. CONSTANTINO: I'm here.

19 CHAIRMAN PHILLIPPE: Oh, here we go.  
20 Mike, yep.

21 MR. GREEN: Bob Green.

22 UNIDENTIFIED MALE: Courtney?

23 MR. GREEN: No. She had another meeting  
24 to attend over at the Capitol.

1 UNIDENTIFIED MALE: I can't imagine about  
2 what.

3 CHAIRMAN PHILLIPPE: Okay. And I think  
4 everyone on the call knows who the others are  
5 except, I think, Bob Green, you're in the -- could you  
6 explain your role?

7 MR. GREEN: Yeah. I'm the long-term care  
8 analyst working for the board, employed by IDPH.

9 CHAIRMAN PHILLIPPE: Okay.

10 MR. GREEN: And I was asked to sit in  
11 because of the long-term care questionnaire.

12 CHAIRMAN PHILLIPPE: Yes. We appreciate  
13 it. We heard -- I've heard you are the expert on  
14 this. The great authority.

15 Anyone else on the call that hasn't spoken  
16 up yet?

17 Okay. We'll go to the approval of the  
18 agenda. Do I have a motion to approve the agenda?

19 MS. MITZEN: So moved.

20 CHAIRMAN PHILLIPPE: And who is this?

21 MS. MITZEN: Phyllis.

22 CHAIRMAN PHILLIPPE: Second?

23 MS. O'DAE-EVANS: Pat O'Dae. Second.

24 CHAIRMAN PHILLIPPE: Thank you. All in

1 favor say "Aye."

2 ("Ayes" heard.)

3 CHAIRMAN PHILLIPPE: Any opposed?

4 (No response.)

5 CHAIRMAN PHILLIPPE: Okay. Because it's  
6 on my agenda, we have approval of the minutes of the  
7 January 17th minute -- meeting.

8 Do I have any corrections for that?

9 (No response.)

10 CHAIRMAN PHILLIPPE: If not, I'll take a  
11 motion to accept those.

12 UNIDENTIFIED FEMALE: So moved. Such a  
13 quiet group.

14 COURT REPORTER: Who is that?

15 CHAIRMAN PHILLIPPE: And second was who?

16 MR. WAXMAN: This is Mike. I'll second.

17 CHAIRMAN PHILLIPPE: All right. All

18 approve say "Aye."

19 ("Ayes" heard.)

20 CHAIRMAN PHILLIPPE: Opposed?

21 (No response.)

22 CHAIRMAN PHILLIPPE: All right.

23 Item 4: Public participation.

24 I think I built this in in the beginning

1 because the last time we asked people who were not  
2 officially part of the workgroup or the subcommittee,  
3 either one, who -- to make comments at the end and  
4 maybe we waited too long. I noticed our last  
5 subcommittee meeting we -- there were -- our  
6 illustrious chair allowed time at the beginning, and  
7 so I wanted to allow some time in the beginning for  
8 anybody on for public participation of any issue on  
9 the items we have or others that -- before we start on  
10 the items.

11 Is there anyone who would like to comment?

12 (No response.)

13 CHAIRMAN PHILLIPPE: I'll take that as a  
14 "no."

15 And we'll move on, then, to operational  
16 beds and the long-term care questionnaire.

17 Mike has -- and with Bob's help there --  
18 has -- I'm not sure who did it, but through Mike you  
19 sent us information about that that was very helpful,  
20 and you have some explanation for us.

21 MR. CONSTANTINO: Yeah. What I sent you  
22 is our current definitions that we use for hospital  
23 beds. We have physical available beds, reserve beds,  
24 and transitional beds.

1                   And then we go on to define physically  
2 available beds are those beds that are physically set  
3 up.

4                   Reserve beds: Beds that are not set up  
5 for inpatients but could be made available within 72  
6 hours.

7                   And then we have a category called  
8 transitional which essentially is beds approved by CON  
9 but not yet operational.

10                  CHAIRMAN PHILLIPPE: Okay. Thank you.  
11 That's very helpful.

12                  MR. CONSTANTINO: Then Bob was going to  
13 give a very short overview of the long-term care  
14 survey that we do every year. So I'll turn it over to  
15 Mr. Green.

16                  CHAIRMAN PHILLIPPE: And, Bob, before you  
17 do that, I just want to remind people why we're  
18 talking about this. I think in our discussions it  
19 came up that the number of licensed beds may be very  
20 different than the number of operational beds out in  
21 the field. And so at times, for public policy  
22 purposes but also from a provider submitting an  
23 application, the census on the -- based on licensed  
24 beds may show there's no bed need but, in actual fact,

1 there's not enough operational beds, and so it  
2 confuses the issue.

3 MR. GREEN: Well, I know on the  
4 questionnaire we've got three -- four categories that  
5 we used in regards to beds: One is licensed beds.  
6 Then there's peak beds set up of the licensed beds and  
7 then the peak beds occupied. And then there's a  
8 fourth one which is beds set up on the last day of the  
9 year, and the fifth one is bed -- beds occupied on the  
10 last day of the year.

11 So it gives us two operational times which  
12 is the number of beds occupied on the last day of the  
13 year, peak beds occupied, as well as the beds set up  
14 on those two days, and then the number of actual  
15 licensed beds.

16 So somewhere in between is -- may be  
17 the -- what you classify as the operational beds,  
18 which I'm not quite sure what you want to use as  
19 operational beds.

20 CHAIRMAN PHILLIPPE: And I don't know that  
21 we have a definition. We've just been discussing the  
22 current state of the industry. Could you explain peak  
23 beds used a little more clearly? I don't understand  
24 what that is.

1 MR. GREEN: Well, the peak beds occupied  
2 is the highest number of beds occupied on any day of  
3 the year, and then there's a peak beds set up, which  
4 is closely related to that, is the peak beds that you  
5 had set up in the entire year. Any day of the year  
6 you could have peak beds set up or peak beds occupied.  
7 Doesn't -- doesn't matter when that is. And that  
8 number may or may not be the number of licensed beds.

9 CHAIRMAN PHILLIPPE: Okay. I -- I --  
10 Go ahead. I'm sorry. Go ahead.

11 MR. SULLIVAN: This is Terry Sullivan. I  
12 think Mike has struggled with the same question that  
13 the subcommittee has struggled with except Mike's been  
14 struggling with it for 30 years, and I think, quite  
15 frankly, I appreciate Mike's approach because I think  
16 just saying what operational beds is -- again, we're  
17 all trying to get at the same thing, but it might be a  
18 little too simplistic.

19 I think Mike's approach, although a little  
20 more elaborate, probably gives us the slicing and  
21 dicing and the picture we're looking for because it  
22 does tell us, during your heaviest time, how many beds  
23 do you have set up; during your heaviest time, how  
24 many of those beds are being used; as well as his

1 definition is not operational beds but at the end of  
2 the year what, in fact -- how many beds are set up of  
3 your licensed beds and how many of those setup beds  
4 are occupied.

5 So, yes, we do get different occupancy  
6 estimates as low as 77 percent in 2010 of occupancy to  
7 licensed beds, and then you get, you know, a more  
8 realistic picture of 82, 83 percent of occupancy based  
9 on what's actually set up.

10 CHAIRMAN PHILLIPPE: Bob, could I ask you  
11 a question just to understand because I think the  
12 material you sent that Terry was referencing was  
13 actually very useful. You or Mike or whoever put it  
14 together, it's very useful.

15 On the peak beds used, I was trying to  
16 get -- because it shows -- if I understand the second  
17 column, it's really showing the occupancy on -- for  
18 that, and so, like, it was 91.5 percent for peak beds  
19 used. Are those the peak -- each peak day for every  
20 individual facility around the state? And so on the  
21 questionnaire they're picking the one day during the  
22 year they had the most beds set up?

23 MR. GREEN: Yes. That's exactly the way  
24 we've intended that to be. It doesn't matter what day

1 it is, but every facility can tell us what their  
2 highest number of beds used in the year and the  
3 highest number of beds set up.

4 MS. O'DAE-EVANS: May I ask a question?

5 MR. GREEN: Yes.

6 COURT REPORTER: Everybody is talking at  
7 once. I don't know who's talking.

8 MS. O'DAE-EVANS: This is Pat O'Dae-Evans.

9 CHAIRMAN PHILLIPPE: Could I ask a  
10 question? Could people put their phones on mute. I  
11 think there's some background noise on somebody's  
12 phone.

13 MS. O'DAE-EVANS: What I would like to  
14 inquire about is these are completed at once a year;  
15 is that correct?

16 MR. GREEN: Correct.

17 MS. O'DAE-EVANS: And then the data -- is  
18 it available on the website? Like, could I look up  
19 this data?

20 MR. GREEN: Yes, ma'am.

21 MS. O'DAE-EVANS: Okay. So we could look  
22 at what -- is there an aggregate of the data?

23 MR. GREEN: Aggregate for the state as a  
24 whole?

1 MS. O'DAE-EVANS: Yeah.

2 MR. GREEN: Yes, ma'am.

3 MS. O'DAE-EVANS: Okay. Is that available  
4 on the website too?

5 MR. GREEN: Yes, ma'am.

6 MS. O'DAE-EVANS: On the IDPH website?

7 MR. GREEN: Yes.

8 MS. O'DAE-EVANS: Okay. Thank you.

9 CHAIRMAN PHILLIPPE: So if -- trying to  
10 understand. If we use the peak data, you know, when  
11 we talk about operational -- what's in operation in  
12 any one day versus the licensed capacity, if we go to  
13 peak beds used, then, really, within the state in the  
14 year 2010, peak beds used actually had an occupancy of  
15 over 91 percent. Is that the way to interpret this?

16 MR. SULLIVAN: Except not at the same  
17 time.

18 CHAIRMAN PHILLIPPE: Right. They're all  
19 different times based on the individual buildings.  
20 The one day when they have the most set up.

21 MR. SULLIVAN: And, again, I think Mike --  
22 this is Terry Sullivan. I think Mike, who has been  
23 dealing with this for many years, has the good  
24 two-part solution: That on December 31st, for every

1 single facility in the state, what's the average of  
2 beds set up and what's the occupancy and what's the  
3 licensed beds.

4 But, then, he's also approached it with,  
5 for each individual facility, what's happening at your  
6 peak times. And, yes, peak times is an indication of  
7 when in your particular area or your particular  
8 facility what's -- what's the highest rate of  
9 occupancy. However, if on that particular day you  
10 looked at every single facility, obviously, the  
11 numbers would be lower statewide, you know.

12 So I think it's a good approach to say,  
13 yes, on peak days it's up -- for facilities making  
14 good market decisions, it's 91 percent; but on  
15 average, on December 31st, it's 77 percent although  
16 I've also seen the figures of 82, 83 percent in terms  
17 of what the federal certification surveys show, which  
18 is also a snapshot of one day on your annual survey.

19 So it is -- it's all over the board. I  
20 don't think -- for those who want the perfect answer  
21 of tell us what the operational beds are, the answer  
22 is pick a date. You know, pick a -- we're never going  
23 to get to it.

24 CHAIRMAN PHILLIPPE: But there is one

1 point here is -- if I understand, Bob -- I mean, I  
2 would ask you the question -- or Michael -- but if the  
3 peak beds set up were 95,000, so at the -- the most --  
4 if you took that one day for each building where they  
5 set up the most beds for them that year for their  
6 building, that means there's really 6,000 -- about  
7 6,000 that are totally unused.

8 MR. GREEN: Correct.

9 CHAIRMAN PHILLIPPE: Okay. And then --  
10 and then the peak -- so, really, there's just that  
11 small number, really, that are not being used sometime  
12 during the year, according to the self-report.

13 MR. GREEN: Yeah. That's true. Because  
14 theoretically you could use the -- the beds -- let me  
15 see. The peak beds set up and then the licensed beds  
16 and subtract that, and that would possibly be a number  
17 that -- you know, beds that aren't actually being  
18 used.

19 CHAIRMAN PHILLIPPE: Okay.

20 MR. SULLIVAN: This is Terry Sullivan. So  
21 the question, Mike, is it seems like there are about  
22 6,000 beds that are almost held in reserve, they are  
23 not used ever during the year, but on average on any  
24 one day, we could have 22,000 beds that are not being

1 utilized.

2 MR. GREEN: Let me -- yeah.

3 MR. SULLIVAN: And that one day is  
4 December 31st. I mean, that's what I'm basing the --  
5 you know, on December 31st, where it's 77 percent  
6 average occupancy or 22,000 beds not being utilized,  
7 but if everybody ran peak every day, we'd only have  
8 6,000 beds empty.

9 MR. GREEN: That's true.

10 COURT REPORTER: Who was that?

11 MR. GREEN: That was Bob Green.

12 COURT REPORTER: Thank you.

13 CHAIRMAN PHILLIPPE: Bob and Terry,  
14 because you know so much more than everybody else here  
15 about this issue -- you and Michael probably and  
16 Bob -- because you've been dealing with it for a long  
17 time, I want to make sure I allow time for the rest of  
18 the workgroup to ask questions too.

19 MR. SULLIVAN: Sure. I appreciate it.

20 I am just in admiration of everything that  
21 Bob has done over the past 30 years. I just want to  
22 make that clear.

23 MR. GREEN: Terry, I haven't been doing it  
24 for 30 years. It just seems like it to everybody.

1                   CHAIRMAN PHILLIPPE: So any other  
2 questions from the workgroup understanding this issue  
3 of operational beds?

4                   I'm not sure where we should take it for  
5 now. One other question on this, Bob or Michael, is  
6 that I'm assuming this is all self-report.

7                   MR. GREEN: Absolutely.

8                   CHAIRMAN PHILLIPPE: This is as accurate  
9 as self-report would be accurate. They're not -- this  
10 is not based on cost reports or information that has  
11 real data.

12                  MR. GREEN: No. You're absolutely right.

13                  MR. PICK: This is Eli. If I can ask, the  
14 number that's in the licensed bed category -- that's  
15 not based on the number of beds that the state has  
16 issued licenses for? That's a self-reported number?

17                  MR. GREEN: No, no, no. That coincides  
18 with the -- the number of licensed beds that we at  
19 Public Health have for each facility.

20                  MR. PICK: So, Bob, if I understand --  
21 it's Eli again -- the 101,679 are the number of beds  
22 that the Department of Public Health has licensed and  
23 issued licenses for?

24                  MR. GREEN: Yes.

1 MR. PICK: All the other data -- all the  
 2 rest of the data is self-reported?

3 MR. GREEN: Yeah. Peak beds set up, peak  
 4 beds used, beds set up, and beds in use are numbers  
 5 that are self-reported, yes.

6 MR. PICK: Okay.

7 CHAIRMAN PHILLIPPE: On the 12-31 numbers,  
 8 are those also self-reported or those come off a  
 9 report?

10 COURT REPORTER: I'm sorry. Could you  
 11 repeat that and who you are?

12 CHAIRMAN PHILLIPPE: This is Tim  
 13 Phillippe. The columns that talk about beds set up  
 14 and beds in use on 12-31 -- is that a self-report from  
 15 the questionnaire or is that pulled from other  
 16 information?

17 MR. GREEN: It's -- no, it's pulled -- it  
 18 is self-reported information. Beds in use on the last  
 19 day of the year.

20 CHAIRMAN PHILLIPPE: Okay.

21 MR. SULLIVAN: This is Terry Sullivan.  
 22 Just for informational purposes, the three sources of  
 23 data that we have about census and beds come from the  
 24 IDPH self -- annual self-report, both day of survey

1 and day -- and December 31st and peak bed day.

2 We also have the annual certification  
3 survey that takes place where you do have to report,  
4 on that day at least once a year, what your census is  
5 and how many beds you have.

6 And, then, the third area, which is  
7 probably the most specifically accurate because it's  
8 audited, is the HFS cost reports which reports patient  
9 days for the year, and so you know the average patient  
10 days for that facility over the year although you  
11 don't know peak times and you don't know a specific  
12 date.

13 So we do have -- we do have a lot of data.  
14 We don't have a simplistic answer.

15 MR. GREEN: Yeah, but, Terry, you're --  
16 and this is Bob again. You're tossing information in  
17 there that we don't have any control of.

18 MR. SULLIVAN: Correct.

19 MR. GREEN: And that's the cost report  
20 data.

21 MR. SULLIVAN: Right. No. No. And I'm  
22 saying, for those of us outside of IDPH, those are the  
23 numbers that we all use: the HFS cost reports, the  
24 671 certification data, and your reports. All three,

1 I think, give a good picture of what's going on, but  
2 for those people who want a simple answer of tell me  
3 what -- how many operational beds there are, there's  
4 not a quick, easy answer. It's all, like, what's  
5 your -- what day? What average? What are you looking  
6 for? I mean, it's --

7 MS. O'DAE-EVANS: This is Pat O'Dae-Evans.  
8 You know, it's great to have a lot of data, and it's  
9 very helpful, but the data does have to be analyzed.  
10 That's what it is -- it's just a bunch of data. So is  
11 it our intention for this group to look at this data  
12 and make -- draw some conclusions from this data and  
13 do that analysis? Is there other groups that have  
14 already done that analysis?

15 MR. SULLIVAN: This is Terry Sullivan,  
16 and, again, I wallow in this stuff, I'm sorry to say.  
17 The answer to your question is depends on what you  
18 want. And at various times you can say here's the  
19 average occupancy statewide -- from high to low, it's  
20 all average -- and that comes from the HFS cost  
21 reports. Or you can say at peak times all but 6,000  
22 beds in the state are used during facilities' peak  
23 times, but those peak times are not on the same day;  
24 or on December 31st we have a 70 percent -- 77 percent

1 occupancy in the state.

2 So you -- you do get to see various  
3 average figures anywhere from 77 to 83 percent, all of  
4 which are accurate based on whether you're talking  
5 about a specific day or year-long average.

6 MS. O'DAE-EVANS: Right. But it also  
7 doesn't include, which has been brought up before --  
8 this is Pat O'Dae-Evans again -- you know, use of, you  
9 know -- it doesn't really look at the payer source for  
10 those beds; correct?

11 MR. SULLIVAN: No.

12 MS. O'DAE-EVANS: And so, you know, that's  
13 why we run into situations where we have no available  
14 Medicaid beds, for example, at any given time.

15 MR. GREEN: Pat?

16 MS. O'DAE-EVANS: Uh-huh.

17 MR. GREEN: This is Bob. I'm not so sure  
18 that -- I challenge your statement there a little bit  
19 in the fact that on --

20 MR. SULLIVAN: Terry Sullivan. I support  
21 Bob.

22 MR. GREEN: Pardon me?

23 MR. SULLIVAN: This is Terry Sullivan. I  
24 support Bob on that.

1 MR. GREEN: Because of the fact that our  
2 report tells us that, for nursing care Medicare beds,  
3 the statewide average for the year was 16.8 percent.  
4 Medicaid beds were 56.4 percent. So from that you  
5 know pretty well that there's a lot of beds still out  
6 there to use.

7 MS. O'DAE-EVANS: Right, but I -- for  
8 example, I was just talking to a large chain, you  
9 know, yesterday, and they said, yeah, they are full in  
10 certain parts of their market and other parts of their  
11 market they have a huge need to fill beds. So,  
12 obviously, you know, I'm not going to get my family  
13 that lives in Northbrook to drive to the south side of  
14 Chicago to place their elderly parent there.

15 MR. SULLIVAN: That's why we have market  
16 areas and breakdowns of HSAs and exact -- exactly.  
17 And so we can talk about statewide averages, but that  
18 doesn't reflect what's happening in a local area.

19 MS. O'DAE-EVANS: Right. Excuse me. This  
20 is Pat. Because what our role is to try to figure out  
21 how, if somebody's wanting to fill beds in a market  
22 area, how we're going to treat, you know, that  
23 specific area; correct?

24 CHAIRMAN PHILLIPPE: Pat, this is Tim. I

1 understand the question. I don't think it's the right  
2 time to discuss it when we're looking at this topic of  
3 operational license and because -- because it's  
4 actually more complicated.

5 what could also be happening is buildings  
6 have Medicaid beds available; they just won't fill  
7 them.

8 MS. O'DAE-EVANS: True.

9 CHAIRMAN PHILLIPPE: They don't take  
10 additional Medicaid people right now. They make those  
11 choices.

12 MS. O'DAE-EVANS: I agree with that  
13 statement. But, again, the question really goes back  
14 to how are we analyzing the data. So we're analyzing  
15 it on a statewide basis. That's what I'm hearing.

16 CHAIRMAN PHILLIPPE: Right now --

17 MR. GREEN: Also looked at, too, Pat, for  
18 HSAs and planning service areas. So those are --  
19 those reports are out there as well.

20 MR. SULLIVAN: And the same thing with the  
21 cost reports. And, Pat -- I'm sorry. Terry Sullivan.  
22 Pat, there is -- there is a wealth of data out there.  
23 There is no -- there is not a lack of collection of  
24 the issues. You can always answer the question with a

1 lot of data analysis, but it all comes down to what,  
2 in fact, is the question. And you can get a statewide  
3 answer, you can get a regional answer, and they're all  
4 going to be different. We're always dealing with how  
5 do you want to slice and dice the data, and there are  
6 three sources of collection, and it all depends on the  
7 question, and I -- you know, what can I say? It's --  
8 the data is there. You can do -- you can make  
9 assumptions and come up with policy pronouncements,  
10 and I would always counsel don't come up based on  
11 statewide data, take a look at the regions,  
12 particularly if you want to do service-oriented  
13 solutions. It's, like, what are you looking for?  
14 It's always --

15 CHAIRMAN PHILLIPPE: Terry? Terry, I  
16 don't think we're going to get our topics cover if we  
17 get off on SIGUS (phon.). It sounds like, though, the  
18 question here -- this is Tim. The question is this is  
19 statewide, it's not by region, and I think Pat's  
20 comment is the issues are very different from region  
21 to region.

22 MS. O'DEA-EVANS: Yes.

23 CHAIRMAN PHILLIPPE: And the question  
24 is -- and I think, we actually -- probably time to

1 kind of move from this topic.

2 Does someone actually -- is that, Pat,  
3 something you want to look up to see if it's  
4 available -- the difference between regions?

5 MS. O'DAE-EVANS: What I really wanted to  
6 know is I -- it's great that we have -- I just wanted  
7 to say it's great we have this data, but who's  
8 analyzing it? That's really my question.

9 CHAIRMAN PHILLIPPE: Well, right. I'm  
10 sure everybody has their own purpose for analyzing it,  
11 but for our workgroup, if I understood the task of our  
12 workgroup, we are just analyzing it for the issue of  
13 is there a vast difference between operational beds  
14 that are really in practice and the licensed beds and  
15 does that play a role in the certificate of need  
16 process.

17 UNIDENTIFIED MALE: I think you're right  
18 on target.

19 CHAIRMAN PHILLIPPE: I think that was the  
20 question for our group. That's what we're limited to.

21 MS. MITZEN: It's Phyllis. Can you state  
22 that again?

23 CHAIRMAN PHILLIPPE: For the purposes of  
24 our workgroup, as a workgroup for the subcommittee

1 that's tied to really the health facilities' planning  
2 and the certificate of need process, we have actually  
3 a very limited role here. And our role, as we were  
4 assigned, is to look at the certificate of need  
5 application process and the formula that's being used,  
6 the bed-need formula. The bed-need formula for us for  
7 long-term care includes licensed beds, and there has  
8 been discussion that there were a number of beds out  
9 there that are licensed but are not -- they're not put  
10 in use. And so is the operational bed issue important  
11 for our group to talk about, the difference between --  
12 and so it's really the difference between licensed and  
13 operational.

14 And one of the issues here in the report  
15 that was very good for us, it shows, is that a  
16 facility peak set up beds is not very different from  
17 licensed beds. That sometime during the year, you  
18 know, more than 95 percent of those beds are being set  
19 up. That's what I take from -- Bob; is that correct?

20 MR. GREEN: That's what they're reporting.

21 CHAIRMAN PHILLIPPE: That's based on  
22 self-report.

23 MR. GREEN: Yeah, and I -- I think the  
24 more closer-to-the-honest number is closer probably to

1 the peak beds used. If you looked at several years --  
2 and this isn't something that I've actually done, but  
3 I would seem to think that, if you looked at the peak  
4 beds used and looked at that over several years, you  
5 would come at what is adding 5- to 6,000 to that  
6 number might be the closer number to actually what the  
7 peak beds are. That would be my supposition. I don't  
8 know that to be true.

9 CHAIRMAN PHILLIPPE: Okay. That's  
10 helpful. So but right now we don't have any accurate  
11 way of knowing, really.

12 MR. GREEN: Because we do not go out and  
13 audit any of the information.

14 CHAIRMAN PHILLIPPE: right. And it's --  
15 right.

16 MR. SULLIVAN: Tim, this is Terry  
17 Sullivan. If I may -- and I think you've stated it  
18 well right in the beginning: That, you know, there's  
19 about -- at peak times there's about 6,000 beds that  
20 are held in reserve out of the -- you know, the entire  
21 hundred thousand beds that we have. But on average we  
22 have about 22,000 empty beds; so -- and that says that  
23 the marketplace is very dynamic and that providers are  
24 very dynamic in that they use their licensed beds as

1 the need arises on an ongoing basis. And so to say  
2 why don't I reduce my beds by 20 percent, it's sort of  
3 like but, yeah, but in February and March I use just  
4 about all of my licensed beds. I don't want to do  
5 that.

6 So when people say, look, we have 22,000  
7 unoccupied beds on average and it's a 77 percent  
8 occupancy or 82 percent occupancy, why wouldn't you  
9 want to get rid of these beds, the answer is January  
10 and February I need them. And --

11 CHAIRMAN PHILLIPPE: This is Tim. I'm  
12 going to leave this topic unless there's another  
13 question or comment from the official members of the  
14 workgroup.

15 MR. PICK: Tim, this is Eli. It's Eli.  
16 The only observation I would make is that we're --  
17 we're defining a range, and somewhere in the range of  
18 6- to 12,000 seems to be a close guesstimate of beds  
19 that may be in excess of what's needed.

20 CHAIRMAN PHILLIPPE: That's a good  
21 comment. Good. And in -- and in understanding that  
22 and changing it is a very complicated process --

23 MR. PICK: Yes.

24 CHAIRMAN PHILLIPPE: -- involve a lot of

1 people.

2 Okay. So we also -- I want to move on to  
3 the next topic before we run out of time.

4 And we did ask Jason Speaks and Terry to  
5 comment on the -- kind of the history of the  
6 associations, and because Jason's been quiet -- Jason  
7 and Kirk Riva, who's also very involved in this -- I'm  
8 going to ask them to speak first and just to pro --  
9 and I think the -- if I understood, people wanted, in  
10 our subcommittee, a couple things: One is a little  
11 bit of history, you know, of the process -- or the  
12 issues, at least. Maybe not the history, but the  
13 issues identified. And then I think people were  
14 trying to understand why the -- if this whole idea of  
15 relocating beds through bed buying and selling was  
16 proposed by the associations, do you have any idea why  
17 it was not in the Senate committee's recommendation.  
18 Or not -- they weren't a Senate committee, but the  
19 task force recommendations.

20 MR. SPEAKS: Yeah. And remembering back  
21 now, it's been over two years, I believe, when all  
22 those discussions were taking place. Terry, myself, a  
23 number of other individuals were involved in a lot of  
24 different research, a lot of different meetings

1 bimonthly, sometimes monthly, a lot of conference  
2 calls. We spoke with other states, brought in some  
3 other associations, other state -- regulatory staff  
4 from other states that have current programs in place  
5 to get their experience.

6 I believe, when it came down to the task  
7 force and the actual legislation, Senate Bill 1905,  
8 and why that bed buying and such issues were not  
9 included, it didn't appear that there was a clear  
10 consensus between all the groups involved as far as  
11 what -- what a program would look like and what  
12 support is behind such a program from the different  
13 associations.

14 Terry, I don't know if you agree with that  
15 or not. I know you were heavily involved in most of  
16 those meetings and attended every one on down to the  
17 last one. But that's kind of the way --

18 MR. SULLIVAN: I think --

19 CHAIRMAN PHILLIPPE: Wait. Wait. Wait.  
20 Before -- let me get Jason's full information before  
21 Terry's.

22 MR. SULLIVAN: Okay.

23 CHAIRMAN PHILLIPPE: Because I want to  
24 make sure I give both sides equal time.

1 MR. SPEAKS: Yeah.

2 CHAIRMAN PHILLIPPE: Now -- and make sure  
3 I'm clear on what you're saying. Are you saying that  
4 the three assoc -- that there was not enough agreement  
5 in a proposal of the three associations and that was  
6 what was holding it back, or there were other  
7 stakeholders that disagreed?

8 MR. SPEAKS: Well, I think --

9 CHAIRMAN PHILLIPPE: I'm sorry. The  
10 associations.

11 MR. SPEAKS: -- just between anyone that  
12 was attending these meetings not a clear consensus.  
13 Now, that's on my side.

14 Terry, I don't know if you have a  
15 different view or not, and I approached you as well.

16 MR. SULLIVAN: Yeah. I mean -- and I  
17 wasn't involved in all the meetings, but, I mean, you  
18 know, as you know, I mean, when you talk about a bed  
19 buying concept, that's just a terminology. The devil  
20 is always in the details of something like this.

21 And the states that have it, they -- they  
22 vary, from what I understand -- and Jason may know  
23 what other states have done a little more than I --  
24 but they vary from state to state as far as, you know,

1 what the occupancy rates must be, the geographic  
2 region that the bed buying can take place, the number  
3 of beds, you know, whether it's done, as I said,  
4 geographically -- same county, adjacent county,  
5 statewide. I mean, there's a lot of variables that go  
6 into a bed buying plan, and I don't -- from my  
7 experience or from my memory, I don't recall that  
8 there was a strong consensus on -- on -- on that  
9 direction.

10 CHAIRMAN PHILLIPPE: Okay. Any questions  
11 for Jason or Kirk?

12 Terry, is that the way you saw it  
13 or anything --

14 MR. SULLIVAN: No. Jason, you have  
15 anything else to add?

16 MR. SPEAKS: Not really. That's kind of a  
17 brief view of our --

18 MR. SULLIVAN: Yeah. And I agree with  
19 Jason. I think the concept was -- the concept was  
20 endorsed by all three associations, but the devil is  
21 in the details. And the overall legislative committee  
22 wasn't ready to deal with the details, and so,  
23 basically, they punted to the long-term -- to this  
24 committee, the long-term care advisory committee, to

1 discuss the details.

2                   And Jason is absolutely correct and Tim is  
3 too -- there are in each state variables and everyone  
4 approaches it differently, and Jason did an excellent  
5 job in looking at the different variables and I -- you  
6 know, I -- in my mind, as I look at it from a public  
7 policy perspective -- and I sent that e-mail out --  
8 there are a lot of advantages -- and I won't spend too  
9 much time on it -- to a bed recycling or bed  
10 relocation program in terms of encouraging downsizing,  
11 which is what -- you know, is a good public policy  
12 approach. But rather than do it with a heavy-handed  
13 state approach of saying you're at 70 percent  
14 occupancy, you lose 15 beds, which is a financial  
15 disaster for that facility because they still have  
16 mortgage and -- and their ability to sell is based on  
17 licensed beds, this provides a marketplace approach to  
18 accomplish it where there is capital going to the  
19 selling facility but also allows unused beds to be  
20 used by somebody who has a good marketplace approach  
21 to say this is something that's needed.

22                   It allows more flexibility in the system  
23 and not just I have to close or sell my entire  
24 facility. If I have 30 unused beds and I don't think

1 I'm going to fill it, it allows me to sell 15 or 20 of  
2 them, convert to private rooms, have the capital to  
3 upgrade and improve my aging facility -- because right  
4 now the whole system is based on bring a brand new  
5 facility into an area and all the other facilities  
6 from the 1970 can die on the vine. This is -- it's  
7 not a great approach of -- yes, let's bring in a new  
8 facility, but let's allow the existing facilities that  
9 have a consistent care staff, that have a reputation  
10 in the facility, allow them to have the capital to  
11 upgrade.

12 So it's a -- it's a flexible approach that  
13 allows the whole system to improve and not just be  
14 dominated by brand new facilities that put the other  
15 facilities out of business. So if they -- it's a  
16 collaborative approach, and it's one that has been  
17 tried for ten years in at least two states, and I  
18 think, you know, Jason and I are most familiar with  
19 Missouri and Ohio. And, yes, they have different  
20 approaches.

21 I don't know if you want me to go -- I --  
22 just in terms of thinking, I took Tim's questions and  
23 summarized what I thought, based on the experiences  
24 that I saw, and there is a very -- there's a wide

1 variety of approaches that -- particularly in Missouri  
2 and Ohio, and, Claire, please, chime in if there are  
3 other states that have as much experience as Missouri  
4 and Ohio. And they both tweaked their system in the  
5 past ten years based on experience. So we have -- we  
6 have a lot to learn from them.

7 Claire, is -- are there other state's  
8 doing this?

9 MS. BURMAN: Yes.

10 CHAIRMAN PHILLIPPE: Terry?

11 MR. SULLIVAN: Yes.

12 CHAIRMAN PHILLIPPE: I would rather not  
13 get into the pros and cons of it right now and  
14 debating the issue.

15 MR. SULLIVAN: Okay.

16 CHAIRMAN PHILLIPPE: I would kind of --  
17 because in a conference call, it's kind of hard to do  
18 all that. So I'd like to kind of stay on task.

19 And so I think the major issue issue,  
20 really -- the question that some people brought up in  
21 the subcommittee, that was an excellent question, is  
22 why -- if this was a good idea or was a possible idea,  
23 why did the task force not approve it.

24 What I'm hearing, as a summary, is because

1 the providers' association representatives couldn't  
2 even agree on it. And so it was not a -- there was  
3 not a unified detailed proposal.

4 MR. SULLIVAN: There was not an identified  
5 detailed proposal.

6 MR. PICK: Yeah. Tim, this is Eli. You  
7 know, as a participant in the -- both the workgroups  
8 and the presen -- and participated in the presentation  
9 to the task force, I think your conclusion slightly  
10 mischaracterizes.

11 CHAIRMAN PHILLIPPE: Go ahead.

12 MR. PICK: Yeah. I think that there was  
13 general consensus that the idea of a buying and  
14 selling of beds was a good -- was acceptable. Where  
15 the disagreement and lack of consensus occurred was  
16 how to do it.

17 CHAIRMAN PHILLIPPE: Okay. That's what I  
18 meant to say but I -- that's what I meant, but that's  
19 a good clarification.

20 So the concept was -- but the devil is in  
21 the detail here.

22 MR. PICK: Correct.

23 CHAIRMAN PHILLIPPE: And so, because it  
24 was too detailed, there was not a clear understanding.

1 Then it was easier just to leave this issue alone for  
2 the task force.

3 I want to clarify what Terry said, also,  
4 in terms of the task force punting to this group. I  
5 think, if I understood Claire's summary of the laws  
6 and the rules we have for our subcommittee, we're  
7 really -- that was not really assigned to us, if I  
8 understand correctly. It's something, I guess, if we  
9 choose to talk about, we could propose to the full  
10 board and, if they chose to propose it, it would be,  
11 you know, one way of trying to advocate for a legal  
12 change. But it was not identified for us as a task,  
13 something we could decide.

14 MR. PICK: Yeah. Tim, this is Eli. I  
15 would agree with your statement that, based on Frank's  
16 report and Claire's report, the entire subcommittee  
17 was given to understand -- to understand that there  
18 were no JCAR rules and there were no administrative  
19 steps put in place to enable the subcommittee to move  
20 ahead on making some decision.

21 CHAIRMAN PHILLIPPE: Okay. But that  
22 doesn't mean we can't talk about it and propose  
23 something.

24 MR. PICK: Correct.

1 CHAIRMAN PHILLIPPE: What I'd like to do  
2 is move to Claire's -- go ahead. Somebody else?

3 I'd like to go to Claire's point, then,  
4 because she did actually look at the states for us and  
5 sent out information on that, and I would like to give  
6 an opportunity just to mention that.

7 And as a preface, I'll say this is a very  
8 complex issue we cannot really debate in conference  
9 call because, like you say, the devil's in the  
10 details. So what I'm hoping we can do is at least  
11 clarify the major issues, and one of them is, you  
12 know, the other states that do this and how are they  
13 different. I ask Claire just to point out a few of  
14 the more outstanding features that she noticed in her  
15 survey of the states that was sent to us.

16 MS. BURMAN: All right. This is Claire.  
17 Hopefully, you've had time to read through the  
18 summaries. Even the rules themselves aren't that long  
19 and detailed.

20 Starting with Florida, they do have a  
21 moratorium, but if the moratorium were not in place, a  
22 HELIT (phon.) permit would be required for what they  
23 call relocation. It would have to involve an existing  
24 long-term care facility selling to another existing

1 long-term care facility within the same planning area.

2 Those are common features for most of the  
3 states that I looked at.

4 And, in Florida, the selling facility has  
5 to certify that the license for the beds will be  
6 removed and the buyer of the beds will certify that  
7 the purchased beds will be accepted and licensed. So  
8 that's -- that's the main thing about Florida.

9 Michigan was very interesting. Someone --  
10 someone told me that they allow the sale of beds, but  
11 when I talked to the agency there, they were very  
12 emphatic about the fact that in their statute it  
13 states that Michigan will not allow the sale of  
14 licensed beds. They do allow the transfer of beds  
15 from one existing facility to another. In other  
16 words, you can't -- if you have too many beds, you can  
17 donate them to someone who needs them --

18 (Laughing.)

19 MS. BURMAN: -- existing long-term  
20 facilities in the same planning area.

21 CHAIRMAN PHILLIPPE: Actually, Claire, I  
22 thought about that because I looked at this earlier,  
23 and one point of that is, for corporations, it would  
24 allow them to transfer their beds between their

1 buildings.

2 MS. BURMAN: Yes.

3 CHAIRMAN PHILLIPPE: So it is a different  
4 kind of feature, but for multisite organizations, they  
5 would be able to transfer them. So it's not just like  
6 giving your beds to somebody, but it would not be of  
7 an advantage for someone who has only one site or very  
8 few location.

9 MS. BURMAN: No. No. The other  
10 interesting thing they have in place are requirements  
11 that allow an applicant who is selling to not have to  
12 meet the bed-need formula requirements if they meet a  
13 number of requirements that are listed here for you to  
14 look at. The same is true of the facility that's  
15 purchasing the beds. If they can comply with a number  
16 of requirements that are listed, then, they also can  
17 forgo the requirement for meeting the existing bed  
18 determination.

19 But, you know, if you look at the  
20 requirements, it's -- they're pretty exacting, and I  
21 think it would be a lot to accomplish. You know, you  
22 may relocate no more than 50 percent of the beds and  
23 -- oh, let's see what else. All right. You don't  
24 have to have an ownership relationship. So that

1 part's okay. Has to be in the same planning area.  
2 You shouldn't have any relocation going on within the  
3 last seven years. So different states have time  
4 frames for the frequency of how often you can get  
5 involved in relocation.

6 Moving on to Missouri, which has had this  
7 in place for a while, they call this their bed  
8 expansion, and there is a minimum occupancy  
9 requirement, but certain applicants can qualify for an  
10 exemption to that. Again, they have -- they have  
11 different requirements, but they are minimal. They've  
12 put together a purchase agreement form that everybody  
13 fills out, and it's not very detailed, and it's really  
14 informational. There's not really an assessment that  
15 is performed on that. And let's see. What was the  
16 other thing I wanted pointed out? Oh. They do  
17 look -- they do look at -- let's see. Yeah. You can  
18 increase the licensed bed capacity. A letter of  
19 intent to expand is required, and the facility that  
20 wants to sell should have no patient care class one  
21 deficiencies within the last 18 months and should have  
22 maintained a 90 percent average occupancy rate for the  
23 previous six quarters.

24 CHAIRMAN PHILLIPPE: You mean buyer.

1 MS. BURMAN: Yes. Buyer. Buyer. And  
2 then the purchase -- the purchaser has to go for  
3 licensure for the beds. The license from the seller,  
4 of course, goes away. And an interesting point that  
5 they have is, if no agreement is reached between the  
6 selling and buying entities, then, there are options  
7 for the facility that wants to expand to acquire some  
8 beds, and it's based on the size of the bed facility  
9 and what their occupancy rates have been for the last  
10 six quarters. So they have three different categories  
11 for that.

12 CHAIRMAN PHILLIPPE: Claire?

13 MS. BURMAN: Yes.

14 CHAIRMAN PHILLIPPE: Just interrupt you  
15 briefly. I keep hearing beeps on the phone. There's  
16 one. So I don't know if that's somebody phone's they  
17 can fix or not. I just want to mention it.

18 UNIDENTIFIED FEMALE: It's my phone and I  
19 can't -- I --

20 CHAIRMAN PHILLIPPE: Okay. Well, good  
21 luck. As long as we know and you're working on it,  
22 that's fine.

23 UNIDENTIFIED MALE: Hang up and call back.

24 MS. BURMAN: To wrap up Missouri, the

1 relocations -- if you -- if you are able to  
2 participate in one, you have to wait for five years  
3 before you come in for another relocation. Okay. So  
4 that -- that, in a nutshell, is Missouri. I think  
5 that overall everyone is satisfied with the way that  
6 this works in Missouri. There don't seem to be any  
7 issues that anyone was sharing with me.

8                   So that moves us on to New Jersey. (BEEP)  
9 I gave you all of the rules in that one section of the  
10 rules for New Jersey, and I highlighted the applicable  
11 ones in yellow. Those are the ones that are  
12 specifically aimed at this relocation idea.

13                   And they also -- they put a hold on the  
14 license (BEEP) category of beds that is proposed for  
15 relocation. What the -- the head guy at that agency  
16 told me is that, if they could go back in time, they  
17 would, as he said, put the genie back in the bottle  
18 because what has happened is, because they were in a  
19 hurry and put all the requirements together recently  
20 that exist right now, what's happened is there have  
21 been a couple of major chains that have bought up  
22 numbers of mom-and-pop nursing homes, and they convert  
23 those beds temporarily into what they call paper beds,  
24 which are held in a holding company.

1 UNIDENTIFIED FEMALE: Oh, wow.

2 MS. BURMAN: And then once -- once they  
3 get whatever number they're trying to acquire, then,  
4 they open a new facility, and there's not a lot of  
5 restrictions on how that's handled.

6 One thing that the state does look at,  
7 when the relocation is processed, is that they do not  
8 want anything to reduce the access of good care to the  
9 medically underserved, and they don't want anything to  
10 adversely affect quality of care at either the sending  
11 or receiving facility, and all minimum and maximum bed  
12 and unit size requirements must be held and maintained  
13 at both facilities. And let's see. Oh. And they do  
14 not -- it's strictly stated that they will not allow  
15 relocation from one licensed facility to another in  
16 another planning area. So that's important to them.

17 MR. PICK: Tim, this is Eli. If I can  
18 jump in?

19 CHAIRMAN PHILLIPPE: Go ahead.

20 MR. PICK: Is this scheduled for one hour?

21 COURT REPORTER: I'm sorry?

22 MR. PICK: Is the call scheduled for an  
23 hour?

24 CHAIRMAN PHILLIPPE: I didn't set it up.

1 It was set up through the state.

2 MR. URSO: The agenda -- this is Frank  
3 Urso. The agenda says one hour from 4:00 P.M. to 5:00  
4 P.M.

5 MR. PICK: That's the beeping. The  
6 beeping is telling us that our hour is almost up.

7 UNIDENTIFIED MALE: Starts a little early.

8 UNIDENTIFIED MALE: Yeah, it sure did  
9 start early.

10 MS. MITZEN: Sure did start early.

11 MS. BURMAN: Maybe we got on a little too  
12 early.

13 MS. MITZEN: Yeah. Consistent.

14 CHAIRMAN PHILLIPPE: Okay.

15 Ms. MITZEN: Persistent.

16 CHAIRMAN PHILLIPPE: Okay. And then does  
17 it just go dead?

18 UNIDENTIFIED MALE: Yep.

19 CHAIRMAN PHILLIPPE: Does it just go dead  
20 at the end of an hour?

21 UNIDENTIFIED MALE: Tim, I don't know.

22 UNIDENTIFIED MALE: I don't know, Tim.

23 CHAIRMAN PHILLIPPE: Claire, are we  
24 missing any other states?

1 MS. BURMAN: Yes. I still have Ohio,  
2 Virginia, and Washington.

3 CHAIRMAN PHILLIPPE: Well, I would think  
4 maybe we should, if we could tolerate the beeps, to  
5 get through the three states, and then maybe we've  
6 done enough for today.

7 MS. BURMAN: All right. All right.

8 COURT REPORTER: I just want to let you  
9 know that every time it beeps I'm missing a word;  
10 so --

11 MS. BURMAN: Okay.

12 CHAIRMAN PHILLIPPE: Oh, that's not good,  
13 is it?

14 COURT REPORTER: No. No.

15 CHAIRMAN PHILLIPPE: So I think we're  
16 going to need to end the call then, and then the next  
17 call maybe we should reserve more time just to make  
18 sure we have plenty of time if we go a little over an  
19 hour.

20 UNIDENTIFIED FEMALE: I would agree, and  
21 I've never been on a call that starts beeping ten  
22 minutes and consistently beeps ten minutes before the  
23 end of a call.

24 MR. GREEN: This is the first time we've

1 ever had this happen.

2 UNIDENTIFIED FEMALE: I've never -- yeah.

3 I mean, I've never (BEEP) that before.

4 CHAIRMAN PHILLIPPE: I haven't either

5 but --

6 UNIDENTIFIED FEMALE: I mean, somebody

7 needs to complain because that's just terrible.

8 Anyway, go ahead. Sorry.

9 CHAIRMAN PHILLIPPE: So a pretty good  
10 comment. So I think, if that's okay, I appreciate  
11 what everybody wrote. It was very helpful. For  
12 Michael and Bob, I appreciate the work you did. That  
13 summary was great. It helps us understand the issue.  
14 And Claire's information and really Terry and Jason  
15 attending. And we will just, then, end this call, and  
16 I think we have one scheduled or do we have a date?

17 UNIDENTIFIED FEMALE: It's out today for  
18 March 5th.

19 CHAIRMAN PHILLIPPE: So we're shooting for  
20 March 5th, 4:00 o'clock. The invitation's gone out,  
21 and then when we set up the call, we'll allow more  
22 time for the next meeting.

23 I would encourage people to read the  
24 information, then, about the transfer of beds just to

1 have a better background on the issue before we talk  
2 next time.

3 UNIDENTIFIED FEMALE: And if you could,  
4 when you send out the meeting announcement, send the  
5 (BEEP) so that we'll have it all in one place so that  
6 we can look at it right before the meeting. That  
7 would be helpful.

8 CHAIRMAN PHILLIPPE: Okay.

9 MS. BURMAN: Good.

10 CHAIRMAN PHILLIPPE: Good. Thank you,  
11 everyone.

12 END TIME: 5:01 P.M.

13

14

15

16

17

18

19

20

21

22

23

24

1  
2  
3  
4  
5  
6  
7  
8  
9  
10  
11  
12  
13  
14  
15  
16  
17  
18  
19  
20  
21  
22  
23  
24

CERTIFICATE OF REPORTER

STATE OF ILLINOIS )  
 ) ss.  
COUNTY OF SANGAMON )

I, ROBIN A. ENSTROM, a Registered Professional Reporter, Certified Shorthand Reporter, and Notary Public within and for the State of Illinois, do hereby certify that the foregoing proceedings were taken by me to the best of my ability and thereafter reduced to typewriting under my direction; that I am neither counsel for, related to, nor employed by any of the parties to the action in which these proceedings were taken; and further that I am not a relative or employee of any attorney or counsel employed by the parties thereto, nor financially or otherwise interested in the outcome of the action.

*Robin A. Enstrom*

\_\_\_\_\_  
Notary Public in and for  
the State of Illinois

<b>A</b>	18:20 <b>ability</b> 35:16 51:10 <b>able</b> 42:5 45:1 <b>about</b> 7:1 9:19 10:18 14:14 15:11 17:6,21 18:15 20:13,23 23:5 24:17 28:11 29:19,19 29:22 30:4 33:18 39:9,22 41:8,12,22 49:24 <b>absolutely</b> 19:7 19:12 35:2 <b>accept</b> 8:11 <b>acceptable</b> 38:14 <b>accepted</b> 41:7 <b>access</b> 46:8 <b>accomplish</b> 35:18 42:21 <b>according</b> 17:12 <b>accurate</b> 19:8,9 21:7 23:4 29:10 <b>acquire</b> 44:7 46:3 <b>action</b> 5:5 51:12 51:17 <b>actual</b> 10:24 11:14 32:7 <b>actually</b> 5:2 13:9 13:13 15:14 17:17 25:4 26:24 27:2 28:2 29:2,6 40:4 41:21 <b>add</b> 34:15 <b>adding</b> 29:5 <b>additional</b> 25:10 <b>adjacent</b> 34:4 <b>Adjournment</b> 3:19 <b>administrative</b> 39:18 <b>admiration</b>	18:20 <b>advantage</b> 42:7 <b>advantages</b> 35:8 <b>adversely</b> 46:10 <b>advisory</b> 34:24 <b>advocate</b> 39:11 <b>affect</b> 46:10 <b>again</b> 4:21 12:16 15:21 19:21 21:16 22:16 23:8 25:13 27:22 43:10 <b>agency</b> 41:11 45:15 <b>agenda</b> 3:1,3 7:18,18 8:6 47:2,3 <b>aggregate</b> 14:22 14:23 <b>aging</b> 36:3 <b>agree</b> 25:12 32:14 34:18 38:2 39:15 48:20 <b>agreement</b> 33:4 43:12 44:5 <b>ahead</b> 12:10,10 38:11 39:20 40:2 46:19 49:8 <b>aimed</b> 45:12 <b>allow</b> 9:7 18:17 36:8,10 41:10 41:13,14,24 42:11 46:14 49:21 <b>allowed</b> 9:6 <b>allows</b> 35:19,22 36:1,13 <b>almost</b> 17:22 47:6 <b>alone</b> 39:1 <b>already</b> 22:14 <b>although</b> 12:19 16:15 21:10 <b>Altman</b> 2:5 6:8 <b>always</b> 25:24	26:4,10,14 33:20 <b>analysis</b> 22:13 22:14 26:1 <b>analyst</b> 7:8 <b>analyzed</b> 22:9 <b>analyzing</b> 25:14 25:14 27:8,10 27:12 <b>announcement</b> 50:4 <b>annual</b> 16:18 20:24 21:2 <b>another</b> 6:23 30:12 40:24 41:15 45:3 46:15,16 <b>answer</b> 16:20,21 21:14 22:2,4 22:17 25:24 26:3,3 30:9 <b>anybody</b> 9:8 <b>anyone</b> 6:15 7:15 9:11 33:11 45:7 <b>anything</b> 34:13 34:15 46:8,9 <b>Anyway</b> 49:8 <b>anywhere</b> 23:3 <b>appear</b> 32:9 <b>applicable</b> 45:10 <b>applicant</b> 42:11 <b>applicants</b> 43:9 <b>application</b> 10:23 28:5 <b>appreciate</b> 7:12 12:15 18:19 49:10,12 <b>approach</b> 12:15 12:19 16:12 35:12,13,17,20 36:7,12,16 <b>approached</b> 16:4 33:15 <b>approaches</b> 35:4 36:20 37:1 <b>approval</b> 3:3,4	7:17 8:6 <b>approve</b> 7:18 8:18 37:23 <b>approved</b> 10:8 <b>area</b> 16:7 21:6 24:18,22,23 36:5 41:1,20 43:1 46:16 <b>areas</b> 24:16 25:18 <b>arises</b> 30:1 <b>around</b> 13:20 <b>asked</b> 5:3 7:10 9:1 <b>assessment</b> 43:14 <b>assigned</b> 28:4 39:7 <b>assistant</b> 5:3 <b>assoc</b> 33:4 <b>association</b> 3:9 38:1 <b>associations</b> 31:6,16 32:3 32:13 33:5,10 34:20 <b>assuming</b> 19:6 <b>assumptions</b> 26:9 <b>attend</b> 6:24 <b>attended</b> 32:16 <b>attending</b> 33:12 49:15 <b>attorney</b> 51:14 <b>audit</b> 29:13 <b>audited</b> 21:8 <b>authority</b> 7:14 <b>available</b> 9:23 10:2,5 14:18 15:3 23:13 25:6 27:4 <b>average</b> 16:1,15 17:23 18:6 21:9 22:5,19 22:20 23:3,5 24:3 29:21 30:7 43:22	<b>averages</b> 24:17 <b>away</b> 44:4 <b>Aye</b> 8:1,18 <b>Ayes</b> 8:2,19
				<b>B</b>	
				<b>back</b> 25:13 31:20 33:6 44:23 45:16,17 <b>background</b> 14:11 50:1 <b>based</b> 10:23 13:8 15:19 19:10,15 23:4 26:10 28:21 35:16 36:4,23 37:5 39:15 44:8 <b>basically</b> 34:23 <b>basing</b> 18:4 <b>basis</b> 25:15 30:1 <b>bed</b> 3:9,12,14 10:24 11:9 19:14 21:1 28:10 31:15 32:8 33:18 34:2,6 35:9,9 42:17 43:7,18 44:8 46:11 <b>beds</b> 3:7 9:16,23 9:23,23,24 10:2,2,4,4,8,19 10:20,24 11:1 11:5,5,6,6,7,8 11:9,12,13,13 11:15,17,19,23 12:1,2,3,4,6,6 12:8,16,22,24 13:1,2,3,3,7,15 13:18,22 14:2 14:3 15:13,14 16:2,3,21 17:3 17:5,14,15,15 17:17,22,24 18:6,8 19:3,15 19:18,21 20:3 20:4,4,4,13,14 20:18,23 21:5	

<p>22:3,22 23:10 23:14 24:2,4,5 24:11,21 25:6 27:13,14 28:7 28:8,16,17,18 29:1,4,7,19,21 29:22,24 30:2 30:4,7,9,18 31:15 34:3 35:14,17,19,24 38:14 41:5,6,7 41:10,14,14,16 41:24 42:6,15 42:22 44:3,8 45:14,23,23 49:24 <b>bed-need</b> 28:6,6 42:12 <b>BEEP</b> 45:8,14 49:3 50:5 <b>heeping</b> 47:5,6 48:21 <b>beeps</b> 44:15 48:4 48:9,22 <b>before</b> 9:9 10:16 23:7 31:3 32:20,20 45:3 48:22 49:3 50:1,6 <b>begin</b> 1:23 <b>beginning</b> 8:24 9:6,7 29:18 <b>behind</b> 32:12 <b>being</b> 12:24 17:11,17,24 18:6 28:5,18 <b>believe</b> 31:21 32:6 <b>best</b> 51:9 <b>better</b> 50:1 <b>between</b> 11:16 27:4,13 28:11 28:12 32:10 33:11 41:24 44:5 <b>Bill</b> 32:7 <b>bimonthly</b> 32:1</p>	<p><b>bit</b> 23:18 31:11 <b>board</b> 1:2,20 7:8 16:19 39:10 <b>Bob</b> 2:13 6:21 7:5 10:12,16 13:10 17:1 18:11,13,16,21 19:5,20 21:16 23:17,21,24 28:19 49:12 <b>Bob's</b> 9:17 <b>both</b> 20:24 32:24 37:4 38:7 46:13 <b>bottle</b> 45:17 <b>bought</b> 45:21 <b>brand</b> 36:4,14 <b>breakdowns</b> 24:16 <b>brief</b> 34:17 <b>briefly</b> 44:15 <b>bring</b> 36:4,7 <b>brought</b> 23:7 32:2 37:20 <b>building</b> 17:4,6 <b>buildings</b> 15:19 25:5 42:1 <b>built</b> 8:24 <b>bunch</b> 22:10 <b>Burman</b> 2:11 3:13 5:10,11 37:9 40:16 41:19 42:2,9 44:1,13,24 46:2 47:11 48:1,7,11 50:9 <b>business</b> 3:17 36:15 <b>buyer</b> 41:6 43:24 44:1,1 <b>buying</b> 3:10,12 3:14 31:15 32:8 33:19 34:2,6 38:13 44:6</p> <hr/> <p style="text-align: center;"><b>C</b></p> <hr/>	<p><b>call</b> 1:22 2:3,4,5 3:2 4:4,22 5:2 7:4,15 37:17 40:9,23 43:7 44:23 45:23 46:22 48:16,17 48:21,23 49:15 49:21 <b>called</b> 10:7 <b>calls</b> 32:2 <b>came</b> 10:19 32:6 <b>capacity</b> 15:12 43:18 <b>capital</b> 35:18 36:2,10 <b>Capitol</b> 2:21 6:24 <b>care</b> 1:11,20 3:7 7:7,11 9:16 10:13 24:2 28:7 34:24 36:9 40:24 41:1 43:20 46:8,10 <b>categories</b> 11:4 44:10 <b>category</b> 10:7 19:14 45:14 <b>census</b> 10:23 20:23 21:4 <b>certain</b> 24:10 43:9 <b>certificate</b> 27:15 28:2,4 51:1 <b>certification</b> 16:17 21:2,24 <b>Certified</b> 51:6 <b>certify</b> 41:5,6 51:8 <b>chain</b> 24:8 <b>chains</b> 45:21 <b>chair</b> 9:6 <b>chairing</b> 4:5 <b>Chairman</b> 2:1 4:3,9,13,20 5:1 5:8,12,18,20 5:22 6:1,4,8,14</p>	<p>6:19 7:3,9,12 7:20,22,24 8:3 8:5,10,15,17 8:20,22 9:13 10:10,16 11:20 12:9 13:10 14:9 15:9,18 16:24 17:9,19 18:13 19:1,8 20:7,12,20 24:24 25:9,16 26:15,23 27:9 27:19,23 28:21 29:9,14 30:11 30:20,24 32:19 32:23 33:2,9 34:10 37:10,12 37:16 38:11,17 38:23 39:21 40:1 41:21 42:3 43:24 44:12,14,20 46:19,24 47:14 47:16,19,23 48:3,12,15 49:4,9,19 50:8 50:10 <b>challenge</b> 23:18 <b>change</b> 39:12 <b>changing</b> 30:22 <b>Chicago</b> 24:14 <b>chime</b> 37:2 <b>choices</b> 25:11 <b>choose</b> 39:9 <b>chose</b> 39:10 <b>Claire</b> 2:11 3:13 5:10 37:2,7 40:13,16 41:21 44:12 47:23 <b>Claire's</b> 39:5,16 40:2,3 49:14 <b>clarification</b> 38:19 <b>clarify</b> 39:3 40:11 <b>class</b> 43:20 <b>classify</b> 11:17</p>	<p><b>clear</b> 18:22 32:9 33:3,12 38:24 <b>clearly</b> 11:23 <b>close</b> 30:18 35:23 <b>closely</b> 12:4 <b>closer</b> 28:24 29:6 <b>closer-to-the-h...</b> 28:24 <b>coincides</b> 19:17 <b>collaborative</b> 36:16 <b>collection</b> 25:23 26:6 <b>column</b> 13:17 <b>columns</b> 20:13 <b>come</b> 20:8,23 26:9,10 29:5 45:3 <b>comes</b> 22:20 26:1 <b>comment</b> 9:11 26:20 30:13,21 31:5 49:10 <b>comments</b> 9:3 <b>committee</b> 31:18 34:21,24,24 <b>committee's</b> 31:17 <b>common</b> 41:2 <b>company</b> 45:24 <b>complain</b> 49:7 <b>completed</b> 14:14 <b>complex</b> 40:8 <b>complicated</b> 25:4 30:22 <b>comply</b> 42:15 <b>CON</b> 10:8 <b>concept</b> 33:19 34:19,19 38:20 <b>conclusion</b> 38:9 <b>conclusions</b> 22:12 <b>conference</b> 1:22 32:1 37:17 40:8</p>
---	---	--	---	--

<p><b>confuses</b> 11:2  <b>cons</b> 37:13  <b>consensus</b> 32:10  33:12 34:8  38:13,15  <b>consistent</b> 36:9  47:13  <b>consistently</b>  48:22  <b>Constantino</b>  2:10 3:8 6:16  6:18 9:21  10:12  <b>control</b> 21:17  <b>convert</b> 36:2  45:22  <b>corporations</b>  41:23  <b>correct</b> 14:15,16  17:8 21:18  23:10 24:23  28:19 35:2  38:22 39:24  <b>corrections</b> 8:8  <b>correctly</b> 39:8  <b>cost</b> 19:10 21:8  21:19,23 22:20  25:21  <b>counsel</b> 2:8  26:10 51:11,15  <b>county</b> 34:4,4  51:4  <b>couple</b> 31:10  45:21  <b>course</b> 44:4  <b>court</b> 4:11,18,24  8:14 14:6  18:10,12 20:10  46:21 48:8,14  <b>Courtney</b> 6:22  <b>cover</b> 26:16  <b>Crystal</b> 5:2,6  <b>CSR</b> 2:18,19  <b>current</b> 9:22  11:22 32:4</p> <hr/> <p style="text-align: center;"><b>D</b></p>	<p><b>data</b> 14:17,19,22  15:10 19:11  20:1,2,23  21:13,20,24  22:8,9,10,11  22:12 25:14,22  26:1,5,8,11  27:7  <b>date</b> 16:22 21:12  49:16  <b>Dave</b> 2:3 5:12  <b>day</b> 11:8,10,12  12:2,5 13:19  13:21,24 15:12  15:20 16:9,18  17:4,24 18:3,7  20:19,24 21:1  21:1,4 22:5,23  23:5  <b>days</b> 11:14 16:13  21:9,10  <b>dead</b> 47:17,19  <b>deal</b> 34:22  <b>dealing</b> 15:23  18:16 26:4  <b>debate</b> 40:8  <b>debating</b> 37:14  <b>December</b> 15:24  16:15 18:4,5  21:1 22:24  <b>decide</b> 39:13  <b>decision</b> 39:20  <b>decisions</b> 16:14  <b>Dederer</b> 2:4  6:10  <b>deficiencies</b>  43:21  <b>define</b> 10:1  <b>defining</b> 30:17  <b>definition</b> 11:21  13:1  <b>definitions</b> 9:22  <b>Department</b>  19:22  <b>depends</b> 22:17  26:6  <b>detail</b> 38:21</p>	<p><b>detailed</b> 38:3,5  38:24 40:19  43:13  <b>details</b> 33:20  34:21,22 35:1  40:10  <b>determination</b>  42:18  <b>devil</b> 33:19  34:20 38:20  <b>devil's</b> 40:9  <b>dice</b> 26:5  <b>dicing</b> 12:21  <b>die</b> 36:6  <b>difference</b> 27:4  27:13 28:11,12  <b>different</b> 10:20  13:5 15:19  26:4,20 28:16  31:24,24 32:12  33:15 35:5  36:19 40:13  42:3 43:3,11  44:10  <b>differently</b> 35:4  <b>direction</b> 34:9  51:11  <b>disagreed</b> 33:7  <b>disagreement</b>  38:15  <b>disaster</b> 35:15  <b>discuss</b> 25:2  35:1  <b>discussing</b> 11:21  <b>discussion</b> 3:16  28:8  <b>discussions</b>  10:18 31:22  <b>Divert</b> 5:3  <b>doing</b> 18:23 37:8  <b>dominated</b>  36:14  <b>donate</b> 41:17  <b>done</b> 18:21  22:14 29:2  33:23 34:3  48:6</p>	<p><b>down</b> 26:1 32:6  32:16  <b>downsizing</b>  35:10  <b>draw</b> 22:12  <b>drive</b> 24:13  <b>during</b> 12:22,23  13:21 17:12,23  22:22 28:17  <b>dynamic</b> 29:23  29:24</p> <hr/> <p style="text-align: center;"><b>E</b></p> <hr/> <p><b>each</b> 13:19 16:5  17:4 19:19  35:3  <b>earlier</b> 41:22  <b>early</b> 47:7,9,10  47:12  <b>easier</b> 39:1  <b>easy</b> 22:4  <b>either</b> 9:3 46:10  49:4  <b>elaborate</b> 12:20  <b>elderly</b> 24:14  <b>Eli</b> 2:3 5:14  19:13,21 30:15  30:15 38:6  39:14 46:17  <b>Eli's</b> 5:14  <b>emphatic</b> 41:12  <b>employed</b> 7:8  51:12,15  <b>employee</b> 51:14  <b>empty</b> 18:8  29:22  <b>enable</b> 39:19  <b>encourage</b> 49:23  <b>encouraging</b>  35:10  <b>end</b> 9:3 13:1  47:20 48:16,23  49:15 50:12  <b>endorsed</b> 34:20  <b>enough</b> 11:1  33:4 48:6  <b>Enstrom</b> 2:18</p>	<p>51:5  <b>Enter</b> 4:13  <b>entire</b> 12:5  29:20 35:23  39:16  <b>entities</b> 44:6  <b>equal</b> 32:24  <b>essentially</b> 10:8  <b>estimates</b> 13:6  <b>even</b> 38:2 40:18  <b>ever</b> 17:23 49:1  <b>every</b> 10:14  13:19 14:1  15:24 16:10  18:7 32:16  48:9  <b>everybody</b> 14:6  18:7,14,24  27:10 43:12  49:11  <b>everyone</b> 7:4  35:3 45:5  50:11  <b>everything</b>  18:20  <b>exact</b> 24:16  <b>exacting</b> 42:20  <b>exactly</b> 13:23  24:16  <b>example</b> 23:14  24:8  <b>excellent</b> 35:4  37:21  <b>except</b> 7:5 12:13  15:16  <b>excess</b> 30:19  <b>Excuse</b> 24:19  <b>exemption</b> 43:10  <b>exist</b> 45:20  <b>existing</b> 36:8  40:23,24 41:15  41:19 42:17  <b>expand</b> 43:19  44:7  <b>expansion</b> 43:8  <b>experience</b> 32:5  34:7 37:3,5</p>
---	--	--	---	---

<p><b>experiences</b> 36:23  <b>expert</b> 7:13  <b>explain</b> 7:6              11:22  <b>explanation</b>              9:20  <b>e-mail</b> 35:7  <b>e-mails</b> 5:7</p> <hr/> <p style="text-align: center;"><b>F</b></p> <p><b>facilities</b> 1:2,20              16:13 22:22              28:1 36:5,8,14              36:15 41:20              46:13  <b>facility</b> 13:20              14:1 16:1,5,8              16:10 19:19              21:10 28:16              35:15,19,24              36:3,5,8,10              40:24 41:1,4              41:15 42:14              43:19 44:7,8              46:4,11,15  <b>fact</b> 10:24 13:2              23:19 24:1              26:2 41:12  <b>familiar</b> 36:18  <b>family</b> 24:12  <b>far</b> 32:10 33:24  <b>favor</b> 8:1  <b>feature</b> 42:4  <b>features</b> 40:14              41:2  <b>February</b> 1:22              30:3,10  <b>federal</b> 16:17  <b>FEMALE</b> 5:6              8:12 44:18              46:1 48:20              49:2,6,17 50:3  <b>few</b> 40:13 42:8  <b>field</b> 10:21  <b>fifth</b> 11:9  <b>figure</b> 24:20</p>	<p><b>figures</b> 16:16              23:3  <b>fill</b> 24:11,21 25:6              36:1  <b>fills</b> 43:13  <b>financial</b> 35:14  <b>financially</b>              51:16  <b>fine</b> 44:22  <b>first</b> 4:3,10 31:8              48:24  <b>five</b> 45:2  <b>fix</b> 44:17  <b>flexibility</b> 35:22  <b>flexible</b> 36:12  <b>Floor</b> 1:3  <b>Florida</b> 40:20              41:4,8  <b>force</b> 31:19 32:7              37:23 38:9              39:2,4  <b>foregoing</b> 51:8  <b>forgo</b> 42:17  <b>form</b> 43:12  <b>formula</b> 28:5,6,6              42:12  <b>four</b> 11:4  <b>fourth</b> 11:8  <b>frames</b> 43:4  <b>Frank</b> 2:8 5:16              5:16 47:2  <b>frankly</b> 12:15  <b>Frank's</b> 39:15  <b>frequency</b> 43:4  <b>from</b> 10:22 19:2              20:14,15,23              22:12,19,20              23:3 24:4              26:20 27:1              28:16,19 30:13              32:4,12 33:22              33:24 34:6,7              35:6 36:6 37:6              41:15 44:3              46:15 47:3  <b>full</b> 24:9 32:20              39:9</p>	<p><b>further</b> 51:13</p> <hr/> <p style="text-align: center;"><b>G</b></p> <p><b>gave</b> 45:9  <b>general</b> 38:13  <b>genie</b> 45:17  <b>geographic</b> 34:1  <b>geographically</b>              34:4  <b>give</b> 10:13 22:1              32:24 40:5  <b>given</b> 23:14              39:17  <b>gives</b> 11:11              12:20  <b>giving</b> 42:6  <b>go</b> 4:8,10 6:19              7:17 10:1              12:10,10 15:12              29:12 34:5              36:21 38:11              40:2,3 44:2              45:16 46:19              47:17,19 48:18              49:8  <b>goes</b> 25:13 44:4  <b>going</b> 10:12              16:22 22:1              24:12,22 26:4              26:16 30:12              31:8 35:18              36:1 43:2              48:16  <b>gone</b> 49:20  <b>good</b> 15:23              16:12,14 22:1              28:15 30:20,21              35:11,20 37:22              38:14,19 44:20              46:8 48:12              49:9 50:9,10  <b>great</b> 7:14 22:8              27:6,7 36:7              49:13  <b>Green</b> 2:13 6:21              6:21,23 7:5,7              7:10 10:15</p>	<p>11:3 12:1          13:23 14:5,16          14:20,23 15:2          15:5,7 17:8,13          18:2,9,11,11          18:23 19:7,12          19:17,24 20:3          20:17 21:15,19          23:15,17,22          24:1 25:17          28:20,23 29:12          48:24  <b>group</b> 8:13              22:11 27:20              28:11 39:4  <b>groups</b> 22:13              32:10  <b>guess</b> 39:8  <b>guesstimate</b>              30:18  <b>guy</b> 45:15</p> <hr/> <p style="text-align: center;"><b>H</b></p> <p><b>handled</b> 46:5  <b>Hang</b> 44:23  <b>happen</b> 49:1  <b>happened</b> 45:18              45:20  <b>happening</b> 16:5              24:18 25:5  <b>hard</b> 37:17  <b>head</b> 45:15  <b>health</b> 1:2,19              19:19,22 28:1  <b>heard</b> 5:14 6:6              7:13,13 8:2,19  <b>hearing</b> 25:15              37:24 44:15  <b>heaviest</b> 12:22              12:23  <b>heavily</b> 32:15  <b>heavy-handed</b>              35:12  <b>held</b> 1:21 17:22              29:20 45:24              46:12  <b>HELIT</b> 40:22</p>	<p><b>help</b> 5:4 9:17  <b>helpful</b> 5:7 9:19              10:11 22:9              29:10 49:11              50:7  <b>helps</b> 5:8 49:13  <b>her</b> 5:3,7 40:14  <b>HFS</b> 21:8,23              22:20  <b>HFSRB</b> 2:8  <b>high</b> 22:19  <b>highest</b> 12:2              14:2,3 16:8  <b>highlighted</b>              45:10  <b>him</b> 5:15  <b>history</b> 31:5,11              31:12  <b>hold</b> 45:13  <b>holding</b> 33:6              45:24  <b>homes</b> 45:22  <b>Hopefully</b> 40:17  <b>hoping</b> 40:10  <b>hospital</b> 9:22  <b>hour</b> 1:23 46:20              46:23 47:3,6              47:20 48:19  <b>hours</b> 10:6  <b>HSAs</b> 24:16              25:18  <b>huge</b> 24:11  <b>hundred</b> 29:21  <b>hurry</b> 45:19</p> <hr/> <p style="text-align: center;"><b>I</b></p> <p><b>idea</b> 31:14,16              37:22,22 38:13              45:12  <b>identified</b> 31:13              38:4 39:12  <b>IDPH</b> 7:8 15:6              20:24 21:22  <b>Illinois</b> 1:1,4,19              2:19,22 51:2,8              51:22  <b>illustrious</b> 9:6</p>
---	--	---	--	---

<p><b>imagine</b> 7:1  <b>important</b> 28:10              46:16  <b>improve</b> 36:3,13  <b>include</b> 23:7  <b>included</b> 32:9  <b>includes</b> 28:7  <b>increase</b> 43:18  <b>indication</b> 16:6  <b>individual</b> 13:20              15:19 16:5  <b>individuals</b>              31:23  <b>industry</b> 11:22  <b>information</b>              9:19 19:10              20:16,18 21:16              29:13 32:20              40:5 49:14,24  <b>informational</b>              20:22 43:14  <b>inpatients</b> 10:5  <b>inquire</b> 14:14  <b>intended</b> 13:24  <b>intent</b> 43:19  <b>intention</b> 22:11  <b>interested</b> 51:16  <b>interesting</b> 41:9              42:10 44:4  <b>interpret</b> 15:15  <b>interrupt</b> 4:21              44:14  <b>invitation's</b>              49:20  <b>involve</b> 30:24              40:23  <b>involved</b> 31:7,23              32:10,15 33:17              43:5  <b>issue</b> 9:8 11:2              18:15 19:2              27:12 28:10              37:14,19,19              39:1 40:8              49:13 50:1  <b>issued</b> 19:16,23  <b>issues</b> 3:14 25:24</p>	<p>26:20 28:14          31:12,13 32:8          40:11 45:7  <b>Item</b> 8:23  <b>items</b> 5:5 9:9,10</p> <hr/> <p style="text-align: center;"><b>J</b></p> <hr/> <p><b>January</b> 3:4 8:7          30:9  <b>Jason</b> 2:12 3:11              5:18 31:4,6              33:22 34:11,14              34:19 35:2,4              36:18 49:14  <b>Jason's</b> 31:6              32:20  <b>JCAR</b> 39:18  <b>Jefferson</b> 1:3  <b>Jersey</b> 45:8,10  <b>job</b> 35:5  <b>jump</b> 46:18  <b>just</b> 4:10 5:4,14              10:17 11:21              12:16 13:11              17:10 18:20,21              18:24 20:22              22:10 24:8              25:6 27:6,12              30:3 31:8              33:11,19 35:23              36:13,22 39:1              40:6,13 42:5              44:14,17 47:17              47:19 48:8,17              49:7,15,24</p> <hr/> <p style="text-align: center;"><b>K</b></p> <hr/> <p><b>keep</b> 44:15  <b>kind</b> 27:1 31:5              32:17 34:16              37:16,17,18              42:4  <b>Kirk</b> 2:15 5:21              5:22 31:7              34:11  <b>know</b> 11:3,20              13:7 14:7</p>	<p>15:10 16:11,22          17:17 18:5,14          21:9,11,11          22:8 23:8,9,12          24:5,9,12,22          26:7 27:6          28:18 29:8,18          29:20 31:11          32:14,15 33:14          33:18,18,22,24          34:3 35:6,11          36:18,21 38:7          39:11 40:12          42:19,21 44:16          44:21 47:21,22          48:9  <b>knowing</b> 29:11  <b>knows</b> 7:4</p> <hr/> <p style="text-align: center;"><b>L</b></p> <hr/> <p><b>lack</b> 25:23 38:15  <b>large</b> 24:8  <b>last</b> 9:1,4 11:8              11:10,12 20:18              32:17 43:3,21              44:9  <b>Laughing</b> 41:18  <b>laws</b> 39:5  <b>learn</b> 37:6  <b>least</b> 21:4 31:12              36:17 40:10  <b>leave</b> 30:12 39:1  <b>legal</b> 2:8 39:11  <b>legislation</b> 32:7  <b>legislative</b> 34:21  <b>let</b> 4:20,20,22              17:14 18:2              32:20 48:8  <b>letter</b> 43:18  <b>let's</b> 36:7,8 42:23              43:15,17 46:13  <b>license</b> 25:3 41:5              44:3 45:14  <b>licensed</b> 10:19              10:23 11:5,6              11:15 12:8              13:3,7 15:12</p>	<p>16:3 17:15          19:14,18,22          27:14 28:7,9          28:12,17 29:24          30:4 35:17          41:7,14 43:18          46:15  <b>licenses</b> 19:16,23  <b>licensure</b> 44:3  <b>like</b> 4:9 9:11              13:18 14:13,18              17:21 18:24              22:4 26:13,17              30:3 32:11              33:20 37:18              40:1,3,5,9 42:5  <b>limited</b> 27:20              28:3  <b>list</b> 4:7,10,21,22  <b>listed</b> 42:13,16  <b>Litigation</b> 2:20  <b>little</b> 11:23 12:18              12:19 23:18              31:10 33:23              47:7,11 48:18  <b>lives</b> 24:13  <b>local</b> 24:18  <b>location</b> 42:8  <b>long</b> 9:4 18:16              40:18 44:21  <b>long-term</b> 1:11              1:20 3:7 7:7,11              9:16 10:13              28:7 34:23,24              40:24 41:1,19  <b>look</b> 14:18,21              22:11 23:9              26:11 27:3              28:4 30:6              32:11 35:6              40:4 42:14,19              43:17,17 46:6              50:6  <b>looked</b> 16:10              25:17 29:1,3,4              41:3,22  <b>looking</b> 12:21</p>	<p>22:5 25:2          26:13 35:5  <b>lose</b> 35:14  <b>lot</b> 5:9 21:13              22:8 24:5 26:1              30:24 31:23,24              32:1 34:5 35:8              37:6 42:21              46:4  <b>low</b> 13:6 22:19  <b>lower</b> 16:11  <b>Lowitzki</b> 2:3              5:12  <b>luck</b> 44:21</p> <hr/> <p style="text-align: center;"><b>M</b></p> <hr/> <p><b>made</b> 10:5  <b>main</b> 41:8  <b>maintained</b>              43:22 46:12  <b>major</b> 37:19              40:11 45:21  <b>make</b> 9:3 18:17              18:22 22:12              25:10 26:8              30:16 32:24              33:2 48:17  <b>making</b> 16:13              39:20  <b>MALE</b> 4:7 6:16              6:22 7:1 27:17              44:23 47:7,8              47:18,21,22  <b>many</b> 12:22,24              13:2,3 15:23              21:5 22:3              41:16  <b>March</b> 30:3              49:18,20  <b>market</b> 16:14              24:10,11,15,21  <b>marketplace</b>              29:23 35:17,20  <b>material</b> 13:12  <b>matter</b> 12:7              13:24  <b>maximum</b> 46:11</p>
--	--	--	--	---

<p><b>may</b> 10:19,24 11:16 12:8,8 14:4 29:17 30:19 33:22 42:22 <b>maybe</b> 9:4 31:12 47:11 48:4,5 48:17 <b>ma'am</b> 14:20 15:2,5 <b>mean</b> 17:1 18:4 22:6 33:16,17 33:18 34:5 39:22 43:24 49:3,6 <b>means</b> 17:6 <b>meant</b> 38:18,18 <b>Medicaid</b> 23:14 24:4 25:6,10 <b>medically</b> 46:9 <b>Medicare</b> 24:2 <b>meet</b> 42:12,12 <b>meeting</b> 1:11,19 3:4,18 4:6 6:23 8:7 9:5 42:17 49:22 50:4,6 <b>meetings</b> 31:24 32:16 33:12,17 <b>members</b> 2:1 30:13 <b>memory</b> 34:7 <b>mention</b> 40:6 44:17 <b>Michael</b> 2:9,10 5:23 17:2 18:15 19:5 49:12 <b>Michigan</b> 41:9 41:13 <b>Midwest</b> 2:20 <b>might</b> 12:17 29:6 <b>Mike</b> 3:8 4:16 6:16,20 8:16 9:17,18 12:12 13:13 15:21,22 17:21</p>	<p><b>Mike's</b> 12:13,15 12:19 <b>mind</b> 35:6 <b>minimal</b> 43:11 <b>minimum</b> 43:8 46:11 <b>minute</b> 8:7 <b>minutes</b> 3:5 8:6 48:22,22 <b>mischaracteri...</b> 38:10 <b>missing</b> 47:24 48:9 <b>Missouri</b> 36:19 37:1,3 43:6 44:24 45:4,6 <b>Mitzen</b> 2:2 4:12 4:12,14 6:6,7 7:19,21 27:21 47:10,13,15 <b>mom-and-pop</b> 45:22 <b>monthly</b> 32:1 <b>months</b> 43:21 <b>moratorium</b> 40:21,21 <b>more</b> 11:23 12:20 13:7 18:14 25:4 28:18,24 33:23 35:22 40:14 42:22 48:17 49:21 <b>mortgage</b> 35:16 <b>most</b> 13:22 15:20 17:3,5 21:7 32:15 36:18 41:2 <b>motion</b> 7:18 8:11 <b>move</b> 9:15 27:1 31:2 39:19 40:2 <b>moved</b> 7:19 8:12 <b>moves</b> 45:8 <b>Moving</b> 43:6 <b>much</b> 18:14 35:9</p>	<p>37:3 <b>multisite</b> 42:4 <b>must</b> 34:1 46:12 <b>mute</b> 6:3 14:10 <b>myself</b> 31:22</p> <hr/> <p style="text-align: center;"><b>N</b></p> <hr/> <p><b>names</b> 4:10,22 <b>need</b> 10:24 24:11 27:15 28:2,4 30:1,10 48:16 <b>needed</b> 30:19 35:21 <b>needs</b> 6:15 41:17 49:7 <b>neither</b> 51:11 <b>never</b> 16:22 48:21 49:2,3 <b>new</b> 36:4,7,14 45:8,10 46:4 <b>next</b> 3:18 31:3 48:16 49:22 50:2 <b>noise</b> 14:11 <b>Northbrook</b> 24:13 <b>Notary</b> 51:7,21 <b>notes</b> 5:4 <b>noticed</b> 9:4 40:14 <b>number</b> 10:19 10:20 11:12,14 12:2,8,8 14:2,3 17:11,16 19:14 19:15,16,18,21 28:8,24 29:6,6 31:23 34:2 42:13,15 46:3 <b>numbers</b> 16:11 20:4,7 21:23 45:22 <b>nursing</b> 24:2 45:22 <b>nutshell</b> 45:4</p> <hr/> <p style="text-align: center;"><b>O</b></p> <hr/>	<p><b>observation</b> 30:16 <b>obviously</b> 16:10 24:12 <b>occupancy</b> 13:5 13:6,8,17 15:14 16:2,9 18:6 22:19 23:1 30:8,8 34:1 35:14 43:8,22 44:9 <b>occupied</b> 11:7,9 11:12,13 12:1 12:2,6 13:4 <b>occurred</b> 38:15 <b>off</b> 20:8 26:17 <b>official</b> 30:13 <b>officially</b> 9:2 <b>often</b> 43:4 <b>oh</b> 6:4,19 42:23 43:16 46:1,13 48:12 <b>Ohio</b> 36:19 37:2 37:4 48:1 <b>okay</b> 4:13 5:1,18 5:20,22 6:10 6:14 7:3,9,17 8:5 10:10 12:9 14:21 15:3,8 17:9,19 20:6 20:20 29:9 31:2 32:22 34:10 37:15 38:17 39:21 43:1 44:20 45:3 47:14,16 48:11 49:10 50:8 <b>Old</b> 2:21 <b>once</b> 14:7,14 21:4 46:2,2 <b>one</b> 4:18 9:3 11:5,8,9 13:21 15:12,20 16:18 16:24 17:4,24 18:3 19:5 28:14 31:10</p>	<p>32:16,17 36:16 39:11 40:11 41:15,23 42:7 43:20 44:16 45:2,9 46:6,15 46:20 47:3 49:16 50:5 <b>ones</b> 45:11,11 <b>ongoing</b> 30:1 <b>only</b> 18:7 30:16 42:7 <b>open</b> 3:16 46:4 <b>operation</b> 15:11 <b>operational</b> 3:7 9:15 10:9,20 11:1,11,17,19 12:16 13:1 15:11 16:21 19:3 22:3 25:3 27:13 28:10,13 <b>opportunity</b> 40:6 <b>opposed</b> 8:3,20 <b>options</b> 3:12 44:6 <b>organizations</b> 42:4 <b>other</b> 3:12,17 19:1,5 20:1,15 22:13 24:10 31:23 32:2,3,3 32:4 33:6,23 36:5,14 37:3,7 40:12 41:15 42:9 43:16 47:24 <b>others</b> 7:4 9:9 <b>otherwise</b> 51:16 <b>out</b> 4:23 10:20 24:5,20 25:19 25:22 28:8 29:12,20 31:3 35:7 36:15 40:5,13 43:13 43:16 49:17,20 50:4 <b>outcome</b> 51:16</p>
---	--	---	---	--

<b>outside</b> 21:22	23:15 24:20,24	11:20 12:9	34:2 39:19	<b>proposal</b> 33:5
<b>outstanding</b>	25:17,21,22	13:10 14:9	40:21 42:10	38:3.5
40:14	27:2	15:9,18 16:24	43:7 50:5	<b>propose</b> 39:9,10
<b>over</b> 4:10 6:24	<b>patient</b> 21:8,9	17:9,19 18:13	<b>plan</b> 34:6	39:22
10:14 15:15	43:20	19:1,8 20:7,12	<b>planning</b> 25:18	<b>proposed</b> 31:16
16:19 18:21	<b>Patricia</b> 2:2	20:13,20 24:24	28:1 41:1,20	45:14
21:10 29:4	<b>Pat's</b> 26:19	25:9,16 26:15	43:1 46:16	<b>pros</b> 37:13
31:21 48:18	<b>payer</b> 23:9	26:23 27:9,19	<b>play</b> 27:15	<b>provider</b> 3:9
<b>overall</b> 34:21	<b>peak</b> 11:6,7,13	27:23 28:21	<b>Plaza</b> 2:21	10:22
45:5	11:22 12:1,3,4	29:9,14 30:11	<b>please</b> 37:2	<b>providers</b> 29:23
<b>overview</b> 10:13	12:6,6 13:15	30:20,24 32:19	<b>plenty</b> 48:18	38:1
<b>own</b> 27:10	13:18,19,19	32:23 33:2,9	<b>point</b> 17:1 40:3	<b>provides</b> 35:17
<b>ownership</b> 42:24	15:10,13,14	34:10 37:10,12	40:13 41:23	<b>public</b> 3:6 8:23
<b>o'clock</b> 49:20	16:6,6,13 17:3	37:16 38:11,17	44:4	9:8 10:21
<b>O'Dae</b> 6:1 7:23	17:10,15 18:7	38:23 39:21	<b>pointed</b> 43:16	19:19,22 35:6
<b>O'Dae-Evans</b>	20:3,3 21:1,11	40:1 41:21	<b>policy</b> 10:21	35:11 51:7,21
2:2 4:15,15 6:2	22:21,22,23	42:3 43:24	26:9 35:7,11	<b>pulled</b> 20:15,17
7:23 14:4,8,8	28:16 29:1,3,7	44:12,14,20	<b>possible</b> 37:22	<b>punted</b> 34:23
14:13,17,21	29:19	46:19,24 47:14	<b>possibly</b> 17:16	<b>punting</b> 39:4
15:1,3,6,8 22:7	<b>people</b> 4:9 9:1	47:16,19,23	<b>practice</b> 27:14	<b>purchase</b> 43:12
22:7 23:6,8,12	10:17 14:10	48:3,12,15	<b>preface</b> 40:7	44:2
23:16 24:7,19	22:2 25:10	49:4,9,19 50:8	<b>presen</b> 38:8	<b>purchased</b> 41:7
25:8,12 27:5	30:6 31:1,9,13	50:10	<b>present</b> 2:1,3,4,5	<b>purchaser</b> 44:2
<b>O'DEA-EVANS</b>	37:20 49:23	<b>phon</b> 26:17	2:7	<b>purchasing</b>
26:22	<b>percent</b> 13:6,8	40:22	<b>presentation</b> 3:9	42:15
<hr/>	13:18 15:15	<b>phone</b> 14:12	38:8	<b>purpose</b> 27:10
<b>P</b>	16:14,15,16	44:15,18	<b>pretty</b> 24:5	<b>purposes</b> 10:22
<b>paper</b> 45:23	18:5 22:24,24	<b>phones</b> 14:10	42:20 49:9	20:22 27:23
<b>Pardon</b> 23:22	23:3 24:3,4	<b>phone's</b> 44:16	<b>previous</b> 43:23	<b>put</b> 13:13 14:10
<b>parent</b> 24:14	28:18 30:2,7,8	<b>Phyllis</b> 2:2 4:12	<b>private</b> 36:2	28:9 36:14
<b>part</b> 9:2	35:13 42:22	4:13 6:6 7:21	<b>pro</b> 31:8	39:19 43:12
<b>participant</b> 38:7	43:22	27:21	<b>probably</b> 12:20	45:13,17,19
<b>participate</b> 45:2	<b>perfect</b> 16:20	<b>physical</b> 9:23	18:15 21:7	<b>P.M</b> 1:23 4:1
<b>participated</b>	<b>performed</b>	<b>physically</b> 10:1	26:24 28:24	47:3,4 50:12
38:8	43:15	10:2	<b>proceedings</b>	<hr/>
<b>participation</b>	<b>permit</b> 40:22	<b>pick</b> 2:3 5:14	51:9,13	<b>Q</b>
3:6 8:23 9:8	<b>Persistent</b> 47:15	16:22,22 19:13	<b>process</b> 27:16	<b>qualify</b> 43:9
<b>particular</b> 16:7	<b>perspective</b> 35:7	19:20 20:1,6	28:2,5 30:22	<b>quality</b> 46:10
16:7,9	<b>Phillippe</b> 2:1	30:15,23 38:6	31:11	<b>quarters</b> 43:23
<b>particularly</b>	3:15 4:3,5,9,13	38:12,22 39:14	<b>processed</b> 46:7	44:10
26:12 37:1	4:20 5:1,2,8,12	39:24 46:17,20	<b>Professional</b>	<b>question</b> 12:12
<b>parties</b> 51:12,15	5:18,20,22 6:1	46:22 47:5	51:6	13:11 14:4,10
<b>parts</b> 24:10,10	6:4,8,14,19 7:3	<b>picking</b> 13:21	<b>program</b> 32:11	17:2,21 19:5
<b>part's</b> 43:1	7:9,12,20,22	<b>picture</b> 12:21	32:12 35:10	22:17 25:1,13
<b>past</b> 18:21 37:5	7:24 8:3,5,10	13:8 22:1	<b>programs</b> 32:4	25:24 26:2,7
<b>Pat</b> 4:15 6:1 7:23	8:15,17,20,22	<b>place</b> 21:3 24:14	<b>pronounceme...</b>	26:18,18,23
14:8 22:7 23:8	9:13 10:10,16	31:22 32:4	26:9	27:8,20 30:13

<p>37:20,21  <b>questionnaire</b>  3:8 7:11 9:16  11:4 13:21  20:15  <b>questions</b> 18:18  19:2 34:10  36:22  <b>quick</b> 22:4  <b>quiet</b> 8:13 31:6  <b>quite</b> 11:18  12:14</p> <hr/> <p style="text-align: center;"><b>R</b></p> <p><b>ran</b> 18:7  <b>range</b> 30:17,17  <b>rate</b> 16:8 43:22  <b>rates</b> 34:1 44:9  <b>rather</b> 35:12  37:12  <b>reached</b> 44:5  <b>read</b> 40:17 49:23  <b>ready</b> 34:22  <b>real</b> 19:11  <b>realistic</b> 13:8  <b>really</b> 13:17  15:13 17:6,10  17:11 23:9  25:13 27:5,8  27:14 28:1,12  29:11 34:16  37:20 39:7,7  40:8 43:13,14  49:14  <b>recall</b> 34:7  <b>receiving</b> 46:11  <b>recently</b> 45:19  <b>recommenda...</b>  31:17  <b>recommenda...</b>  31:19  <b>recycling</b> 35:9  <b>reduce</b> 30:2 46:8  <b>reduced</b> 51:10  <b>referencing</b>  13:12  <b>reflect</b> 24:18</p>	<p><b>regards</b> 11:5  <b>region</b> 26:19,20  26:21 34:2  <b>regional</b> 26:3  <b>regions</b> 26:11  27:4  <b>Registered</b> 51:5  <b>regulatory</b> 32:3  <b>related</b> 12:4  51:11  <b>relationship</b>  42:24  <b>relative</b> 51:14  <b>relocate</b> 42:22  <b>relocating</b> 31:15  <b>relocation</b> 35:10  40:23 43:2,5  45:3,12,15  46:7,15  <b>relocations</b> 45:1  <b>remember</b> 5:4  <b>remembering</b>  31:20  <b>remind</b> 10:17  <b>removed</b> 41:6  <b>repeat</b> 20:11  <b>report</b> 20:9 21:3  21:19 24:2  28:14 39:16,16  <b>Reported</b> 2:17  <b>reporter</b> 4:11,18  4:24 8:14 14:6  18:10,12 20:10  46:21 48:8,14  51:1,6,6  <b>reporting</b> 28:20  <b>reports</b> 19:10  21:8,8,23,24  22:21 25:19,21  <b>representatives</b>  38:1  <b>reputation</b> 36:9  <b>required</b> 40:22  43:19  <b>requirement</b>  42:17 43:9  <b>requirements</b></p>	<p>42:10,12,13,16  42:20 43:11  45:19 46:12  <b>research</b> 31:24  <b>reserve</b> 9:23  10:4 17:22  29:20 48:17  <b>response</b> 8:4,9  8:21 9:12  <b>rest</b> 18:17 20:2  <b>restrictions</b> 46:5  <b>Review</b> 1:2,20  <b>rid</b> 30:9  <b>right</b> 4:24 6:5  8:17,22 15:18  19:12 21:21  23:6 24:7,19  25:1,10,16  27:9,17 29:10  29:14,15,18  36:3 37:13  40:16 42:23  45:20 48:7,7  50:6  <b>Riva</b> 2:15 5:21  5:22 31:7  <b>Robin</b> 2:18 51:5  <b>role</b> 7:6 24:20  27:15 28:3,3  <b>roll</b> 2:3,4,5 3:2  4:4  <b>rooms</b> 36:2  <b>RPR</b> 2:18  <b>rules</b> 39:6,18  40:18 45:9,10  <b>run</b> 23:13 31:3</p> <hr/> <p style="text-align: center;"><b>S</b></p> <p><b>S</b> 2:21  <b>sale</b> 41:10,13  <b>same</b> 12:12,17  15:16 22:23  25:20 34:4  41:1,20 42:14  43:1  <b>SANGAMON</b>  51:4</p>	<p><b>satisfied</b> 45:5  <b>saw</b> 34:12 36:24  <b>saying</b> 12:16  21:22 33:3,3  35:13  <b>says</b> 29:22 47:3  <b>scheduled</b> 1:22  46:20,22 49:16  <b>second</b> 7:22,23  8:15,16 13:16  <b>section</b> 45:9  <b>see</b> 4:23 17:15  23:2 27:3  42:23 43:15,17  46:13  <b>seem</b> 29:3 45:6  <b>seems</b> 17:21  18:24 30:18  <b>seen</b> 16:16  <b>self</b> 20:24  <b>self-report</b> 17:12  19:6,9 20:14  20:24 28:22  <b>self-reported</b>  19:16 20:2,5,8  20:18  <b>sell</b> 35:16,23  36:1 43:20  <b>seller</b> 44:3  <b>selling</b> 3:10,12  3:14 31:15  35:19 38:14  40:24 41:4  42:11 44:6  <b>Senate</b> 31:17,18  32:7  <b>send</b> 50:4,4  <b>sending</b> 46:10  <b>sent</b> 9:19,21  13:12 35:7  40:5,15  <b>service</b> 25:18  <b>Services</b> 1:2,20  2:20  <b>service-oriented</b>  26:12  <b>set</b> 10:2,4 11:6,8</p>	<p>11:13 12:3,5,6  12:23 13:2,9  13:22 14:3  15:20 16:2  17:3,5,15 20:3  20:4,13 28:16  28:18 46:24  47:1 49:21  <b>setup</b> 13:3  <b>seven</b> 43:3  <b>several</b> 29:1,4  <b>sharing</b> 45:7  <b>shooting</b> 49:19  <b>short</b> 10:13  <b>Shorthand</b> 51:6  <b>show</b> 10:24  16:17  <b>showing</b> 13:17  <b>shows</b> 13:16  28:15  <b>side</b> 24:13 33:13  <b>sides</b> 32:24  <b>SIGUS</b> 26:17  <b>simple</b> 22:2  <b>simplistic</b> 12:18  21:14  <b>single</b> 16:1,10  <b>sit</b> 7:10  <b>site</b> 42:7  <b>situations</b> 23:13  <b>six</b> 43:23 44:10  <b>size</b> 44:8 46:12  <b>slice</b> 26:5  <b>slicing</b> 12:20  <b>slightly</b> 38:9  <b>small</b> 17:11  <b>snapshot</b> 16:18  <b>solution</b> 15:24  <b>solutions</b> 26:13  <b>some</b> 9:7,20  14:11 22:12  32:2 37:20  39:20 44:7  <b>somebody</b> 4:8  35:20 40:2  42:6 44:16  49:6</p>
--	---	--	--	---

<p><b>somebody's</b> 14:11 24:21 <b>someone</b> 27:2 41:9,10,17 42:7 <b>something</b> 27:3 29:2 33:20 35:21 39:8,13 39:23 <b>sometime</b> 17:11 28:17 <b>sometimes</b> 32:1 <b>somewhere</b> 11:16 30:17 <b>sorry</b> 6:2 12:10 20:10 22:16 25:21 33:9 46:21 49:8 <b>sort</b> 30:2 <b>sounds</b> 26:17 <b>source</b> 23:9 <b>sources</b> 20:22 26:6 <b>south</b> 24:13 <b>sp</b> 5:3 <b>speak</b> 6:15 31:8 <b>Speaks</b> 2:12 3:11 5:18,19 5:21 31:4,20 33:1,8,11 34:16 <b>specific</b> 21:11 23:5 24:23 <b>specifically</b> 21:7 45:12 <b>spend</b> 35:8 <b>spoke</b> 32:2 <b>spoken</b> 7:15 <b>Springfield</b> 1:4 2:22 ss 51:3 <b>staff</b> 32:3 36:9 <b>stakeholders</b> 33:7 <b>start</b> 4:1,3,20,21 4:22 9:9 47:9 47:10</p>	<p><b>Starting</b> 40:20 <b>starts</b> 47:7 48:21 <b>state</b> 1:1,19 2:21 11:22 13:20 14:23 15:13 16:1 19:15 22:22 23:1 27:21 32:3 33:24,24 35:3 35:13 46:6 47:1 51:2,7,22 <b>stated</b> 29:17 46:14 <b>statement</b> 23:18 25:13 39:15 <b>states</b> 3:13 32:2 32:4 33:21,23 36:17 37:3 40:4,12,15 41:3,13 43:3 47:24 48:5 <b>statewide</b> 16:11 22:19 24:3,17 25:15 26:2,11 26:19 34:5 <b>state's</b> 37:7 <b>statute</b> 41:12 <b>stay</b> 37:18 <b>Stephanie</b> 2:5 6:8,9 <b>steps</b> 39:19 <b>still</b> 24:5 35:15 48:1 <b>Strategies</b> 3:15 <b>Street</b> 1:3 <b>strictly</b> 46:14 <b>strong</b> 34:8 <b>struggled</b> 12:12 12:13 <b>struggling</b> 12:14 <b>stuff</b> 22:16 <b>subcommittee</b> 1:11,21 9:2,5 12:13 27:24 31:10 37:21 39:6,16,19 <b>submitting</b></p>	<p>10:22 <b>subtract</b> 17:16 <b>Sullivan</b> 2:14 3:10 4:17,17 6:12,13 12:11 12:11 15:16,21 15:22 17:20,20 18:3,19 20:21 20:21 21:18,21 22:15,15 23:11 23:20,20,23,23 24:15 25:20,21 29:16,17 32:18 32:22 33:16 34:14,18 37:11 37:15 38:4 <b>Sullivan's</b> 6:13 <b>summaries</b> 40:18 <b>summarized</b> 36:23 <b>summary</b> 37:24 39:5 49:13 <b>support</b> 23:20 23:24 32:12 <b>supposition</b> 29:7 <b>sure</b> 9:18 11:18 18:17,19 19:4 23:17 27:10 32:24 33:2 47:8,10 48:18 <b>survey</b> 10:14 16:18 20:24 21:3 40:15 <b>surveys</b> 16:17 <b>system</b> 35:22 36:4,13 37:4</p>	<p>24:17 28:11 33:18 39:9,22 50:1 <b>talked</b> 41:11 <b>talking</b> 10:18 14:6,7 23:4 24:8 <b>target</b> 27:18 <b>task</b> 27:11 31:19 32:6 37:18,23 38:9 39:2,4,12 <b>telephone</b> 1:21 <b>tell</b> 12:22 14:1 16:21 22:2 <b>telling</b> 47:6 <b>tells</b> 24:2 <b>temporarily</b> 45:23 <b>ten</b> 36:17 37:5 48:21,22 <b>Teri</b> 2:4 6:10 <b>Teri's</b> 6:10 <b>terminology</b> 33:19 <b>terms</b> 16:16 35:10 36:22 39:4 <b>terrible</b> 49:7 <b>Terry</b> 2:14 3:10 4:17 6:12,13 12:11 13:12 15:22 17:20 18:13,23 20:21 21:15 22:15 23:20,23 25:21 26:15,15 29:16 31:4,22 32:14 33:14 34:12 37:10 39:3 49:14 <b>Terry's</b> 32:21 <b>Thank</b> 7:24 10:10 15:8 18:12 50:10 <b>thanks</b> 5:6 <b>their</b> 4:10 14:1 14:10 17:5</p>	<p>24:10,10,14 27:10 29:24 32:5 35:16 37:4 41:12,24 41:24 43:7 44:9 <b>themselves</b> 40:18 <b>theoretically</b> 17:14 <b>thereto</b> 51:15 <b>thing</b> 12:17 25:20 41:8 42:10 43:16 46:6 <b>things</b> 31:10 <b>think</b> 7:3,5 8:24 10:18 12:12,14 12:15,19 13:11 14:11 15:21,22 16:12,20 22:1 25:1 26:16,19 26:24 27:17,19 28:23 29:3,17 31:9,13 32:18 33:8 34:19 35:24 36:18 37:19 38:9,12 39:5 42:21 45:4 48:3,15 49:10,16 <b>thinking</b> 36:22 <b>third</b> 21:6 <b>though</b> 26:17 <b>thought</b> 36:23 41:22 <b>thousand</b> 29:21 <b>three</b> 11:4 20:22 21:24 26:6 33:4,5 34:20 44:10 48:5 <b>through</b> 4:8 9:18 31:15 40:17 47:1 48:5 <b>tied</b> 28:1 <b>Tim</b> 3:15 4:5,21 5:1 20:12</p>
--	---	---	--	--

<p>24:24 26:18 29:16 30:11,15 35:2 38:6 39:14 46:17 47:21,22 <b>time</b> 4:1,19 9:1,6 9:7 12:22,23 15:17 18:17,17 23:14 25:2 26:24 31:3 32:24 35:9 40:17 43:3 45:16 48:9,17 48:18,24 49:22 50:2,12 <b>times</b> 10:21 11:11 15:19 16:6,6 21:11 22:18,21,23,23 29:19 <b>Timothy</b> 2:1 <b>Tim's</b> 36:22 <b>today</b> 48:6 49:17 <b>together</b> 13:14 43:12 45:19 <b>told</b> 41:10 45:16 <b>tolerate</b> 48:4 <b>topic</b> 25:2 27:1 30:12 31:3 <b>topics</b> 26:16 <b>tossing</b> 21:16 <b>totally</b> 17:7 <b>transfer</b> 41:14 41:24 42:5 49:24 <b>transitional</b> 9:24 10:8 <b>treat</b> 24:22 <b>tried</b> 36:17 <b>true</b> 17:13 18:9 25:8 29:8 42:14 <b>try</b> 24:20 <b>trying</b> 12:17 13:15 15:9 31:14 39:11 46:3</p>	<p><b>turn</b> 10:14 <b>tweaked</b> 37:4 <b>two</b> 11:11,14 31:21 36:17 <b>two-part</b> 15:24 <b>typewriting</b> 51:10</p> <hr/> <p style="text-align: center;"><b>U</b></p> <hr/> <p><b>Uh-huh</b> 23:16 <b>under</b> 51:10 <b>underserved</b> 46:9 <b>understand</b> 11:23 13:11,16 15:10 17:1 19:20 25:1 31:14 33:22 39:8,17 49:13 <b>understanding</b> 19:2 30:21 38:24 <b>understood</b> 27:11 31:9 39:5,17 <b>UNIDENTIFI...</b> 4:7 5:6 6:16,22 7:1 8:12 27:17 44:18,23 46:1 47:7,8,18,21 47:22 48:20 49:2,6,17 50:3 <b>unified</b> 38:3 <b>unit</b> 46:12 <b>unless</b> 30:12 <b>unoccupied</b> 30:7 <b>unused</b> 17:7 35:19,24 <b>upgrade</b> 36:3,11 <b>Urso</b> 2:8 5:16,17 47:2,3 <b>use</b> 9:22 11:18 15:10 17:14 20:4,14,18 21:23 23:8 24:6 28:10 29:24 30:3</p>	<p><b>used</b> 11:5,23 12:24 13:15,19 14:2 15:13,14 17:11,18,23 20:4 22:22 28:5 29:1,4 35:20 <b>useful</b> 13:13,14 <b>utilized</b> 18:1,6</p> <hr/> <p style="text-align: center;"><b>V</b></p> <hr/> <p><b>variables</b> 34:5 35:3,5 <b>variety</b> 37:1 <b>various</b> 22:18 23:2 <b>vary</b> 33:22,24 <b>vast</b> 27:13 <b>versus</b> 15:12 <b>very</b> 5:7 9:19 10:11,13,19 13:13,14 22:9 26:20 28:3,15 28:16 29:23,24 30:22 31:7 36:24 40:7 41:9,11 42:7 43:13 49:11 <b>view</b> 33:15 34:17 <b>vine</b> 36:6 <b>Virginia</b> 48:2</p> <hr/> <p style="text-align: center;"><b>W</b></p> <hr/> <p><b>wait</b> 32:19,19,19 45:2 <b>waited</b> 9:4 <b>wallow</b> 22:16 <b>want</b> 10:17 11:18 16:20 18:17,21 22:2 22:18 26:5,12 27:3 30:4,9 31:2 32:23 36:21 39:3 44:17 46:8,9 48:8 <b>wanted</b> 9:7 27:5</p>	<p>27:6 31:9 43:16 <b>wanting</b> 24:21 <b>wants</b> 43:20 44:7 <b>Washington</b> 48:2 <b>wasn't</b> 33:17 34:22 <b>Waxman</b> 2:9 4:16,16 5:23 5:24 8:16 <b>way</b> 13:23 15:15 29:11 32:17 34:12 39:11 45:5 <b>wealth</b> 25:22 <b>website</b> 14:18 15:4,6 <b>well</b> 11:3,13 12:1,24 24:5 25:19 27:9 29:18 33:8,15 44:20 48:3 <b>were</b> 9:1,5 17:3 24:4 28:3,8 31:13,22,23 32:8,15 33:6 39:18,18 40:21 41:11 45:18 51:9,13 <b>weren't</b> 31:18 <b>West</b> 1:3 <b>we'll</b> 7:17 9:15 49:21 50:5 <b>we're</b> 10:17 12:16,21 16:22 24:22 25:2,14 26:4,16 27:20 30:16,17 39:6 48:15 49:19 <b>we've</b> 11:4,21 13:24 48:5,24 <b>while</b> 43:7 <b>whole</b> 14:24 31:14 36:4,13 <b>wide</b> 36:24</p>	<p><b>word</b> 48:9 <b>words</b> 41:16 <b>work</b> 49:12 <b>workgroup</b> 1:11 1:21 9:2 18:18 19:2 27:11,12 27:24,24 30:14 <b>workgroups</b> 38:7 <b>working</b> 7:8 44:21 <b>works</b> 45:6 <b>wouldn't</b> 30:8 <b>wow</b> 46:1 <b>wrap</b> 44:24 <b>wrote</b> 49:11</p> <hr/> <p style="text-align: center;"><b>Y</b></p> <hr/> <p><b>yeah</b> 7:7 9:21 15:1 17:13 18:2 20:3 21:15 24:9 28:23 30:3 31:20 33:1,16 34:18 38:6,12 39:14 43:17 47:8,13 49:2 <b>year</b> 10:14 11:9 11:10,13 12:3 12:5,5 13:2,22 14:2,14 15:14 17:5,12,23 20:19 21:4,9 21:10 24:3 28:17 <b>years</b> 12:14 15:23 18:21,24 29:1,4 31:21 36:17 37:5 43:3 45:2 <b>year-long</b> 23:5 <b>yellow</b> 45:11 <b>yep</b> 6:20 47:18 <b>yesterday</b> 24:9</p> <hr/> <p style="text-align: center;">#</p> <hr/> <p>#084-002046</p>
--	--	---	--	---

2:19	5 3:7 29:5			
<hr/>	5th 49:18.20			
<b>1</b>	5:00 47:3			
1 3:2	5:01 50:12			
10 3:17	50 42:22			
101,679 19:21	525 1:3			
11 3:18	56.4 24:4			
12 3:19	<hr/>			
12,000 30:18	<b>6</b>			
12-31 20:7,14	6 3:9 30:18			
15 2:21 35:14	6,000 17:6,7,22			
36:1	18:8 22:21			
16.8 24:3	29:5,19			
17 3:4	62701 2:22			
17th 8:7	62761 1:4			
18 43:21	671 21:24			
1905 32:7	<hr/>			
1970 36:6	<b>7</b>			
<hr/>	7 3:12			
<b>2</b>	70 22:24 35:13			
2 3:3	72 10:5			
2nd 1:3	77 13:6 16:15			
20 30:2 36:1	18:5 22:24			
2010 13:6 15:14	23:3 30:7			
2012 1:22 3:4	<hr/>			
21 1:22	<b>8</b>			
217.522.2211	8 3:14			
2:23	800.280.3376			
217.782.3516 1:5	2:24			
22,000 17:24	82 13:8 16:16			
18:6 29:22	30:8			
30:6	83 13:8 16:16			
<hr/>	23:3			
<b>3</b>	<hr/>			
3 3:4	<b>9</b>			
30 12:14 18:21	9 3:16			
18:24 35:24	90 43:22			
31st 15:24 16:15	91 15:15 16:14			
18:4,5 21:1	91.5 13:18			
22:24	95 28:18			
<hr/>	95,000 17:3			
<b>4</b>				
4 3:6 8:23				
4:00 1:23 47:3				
49:20				
4:02 4:1				
<hr/>				
<b>5</b>				