COPY
-Application
Health Center of Hermitage, LLC

CN1404-011

NHC

NATIONAL HEALTHCARE CORPORATION

April 14, 2014

APR 15 14 AM 10:51

VIA: Overnight Mail

Ms. Melanie Hill, Executive Director
State of Tennessee
Health Services & Development Agency
Frost Building, 3rd Floor
161 Rosa L. Parks Boulevard
Nashville, TN 37243

RE: CON Request by the Health Center of Hermitage, LLC for a change of site for CN1306-22A, a to be constructed 90 bed nursing home with a proposed new location of 4214 Central Pike, Hermitage, Davidson Country, Tennessee

Dear Ms. Hill:

Enclosed please find the required check of $43,196.63 made payable to the Health Services and Development Agency, to cover the filing fee for the referenced request. The fee has been calculated based on the total project cost of $19,198,500/1,000 times $2.25 which equals $43,196.63, but in no case shall the fee be less than $3,000.00 or more than $45,000.00.

Due to the nature of the enclosed Certificate of Need request, we would like to request the director's consideration be given to placing the referenced CON on the HSDA's consent calendar.

If you require any additional information or need clarification on any of the supplied material, please do not hesitate to contact me at 615-890-2020.

Sincerely,

NATIONAL HEALTHCARE CORPORATION

Bruce K. Duncan
Assistant Vice President, Planning/Licensure & **Authorized Representative for The Health Center of Hermitage, LLC**

Enclosure

THIS DOCUMENT CONTAINS MULTIPLE FRAUD DETERRENT SECURITY FEATURES - SEE REVERSE

NHC/OP, L.P.
100 East Vine Street
Murfreesboro, TN 37133-1398

PAY Forty Three Thousand One Hundred Ninety Six and 63/100

TO THE ORDER OF
TN HEALTH SERVICES & DEVELOPME
Frost Building, 3rd Floor
161 Rosa L. Parks Boulevard
Nashville, TN 37243

WELLS FARGO
Wells Fargo Bank, N.A.

Void after 6 months

Date 4/11/2014

Amount $***43,196.63

0973713

56-382
412

Authorized Signature

Security Features Included ED Details on back

⑈0973713⑈ ⑆041203824⑆ 9600156713⑈

STATE OF TENNESSEE
Health Services and Dev Agency
Office 31607001
4/15/2014 10:36 AM

Cashier:	annir0811001
Batch #:	616680
Trans #:	2
Workstation:	AF0719WP45

CON Filing Fees

Receipt #: 12078436	
HA01 CON Filing Fees	$43,196.63
Payment Total:	**$43,196.63**
Transaction Total:	**$43,196.63**
Check 21	$43,196.63

Thank you for your payment.
Have a nice day!

CN1404-011

APR 15 '14 AM 10:48

CERTIFICATE OF NEED APPLICATION

APPLICANT: **THE HEALTH CENTER OF HERMITAGE, LLC**

AUTHORIZED REPRESENTATIVE:

BRUCE K. DUNCAN
NATIONAL HEALTHCARE CORPORATION
100 VINE STREET, 12TH FLOOR
MURFREESBORO, TN 37130
615-890-2020

PROJECT: Change of Site/Relocation of 90 Bed's approved by CN1306-22A from the original site located along Bell Road approximately 2 miles south of its intersection with I-40. The undeveloped property does not have an address. Its location is on the west side of Bell Road approximately 436 yards south of Woodland Point Drive and 600 yards north of Couchville Pike. The site is 13 acres with 650 feet of frontage in Nashville, (Davidson County), Tennessee. The new proposed site is approximately 14.02 acres (shown as Tax Parcel 89.00 on tax Map 087) located at 4214 Central Pike, Hermitage, Davidson Country, Tennessee. The project, The Health Center of Hermitage, is to be certified for the Medicare participation. The project is not requesting any additional Nursing Home Beds. The total project cost is projected to be $19,241,697.

Submitted to
the State of Tennessee
Health Services & Development Agency
500 James Robertson Parkway
Suite 760
Nashville, TN 37219

April 15, 2014

APR 15 '14 AM 10:48

SECTION A:

1. ***Name of Facility, Agency, or Institution***

The Health Center of Hermitage
Name

4214 Central Pike — **Davidson**
Street or Route — County

Hermitage — **Tennessee** — **37076**
City — State — Zip Code

2. ***Contact Person Available for Responses to Questions***

Bruce K. Duncan — **Assistant Vice President**
Name — Title

National HealthCare Corporation — bduncan@nhccare.com
Company Name — Email address

100 Vine Street — **Murfreesboro** — **TN** — **37130**
Street or Route — City — State — Zip Code

Employee — **615-890-2020** — **615-890-0123**
Association with Owner — Phone Number — Fax Number

3. ***Owner of the Facility, Agency or Institution***

The Health Center of Hermitage, LLC — **615-890-2020**
Name — Phone Number

100 Vine Street — **Rutherford**
Street or Route — County

Murfreesboro — **Tennessee** — **37130**
City — State — Zip Code

4. ***Type of Ownership of Control (Check One)***

A. Sole Proprietorship _____
B. Partnership _____
C. Limited Partnership _____
D. Corporation (For Profit) _____
E. Corporation (Not-for-Profit) _____
F. Government (State of TN or Political Subdivision) _____
G. Joint Venture _____
H. Limited Liability Company X
I. Other (Specify)_____ _____

PUT ALL ATTACHMENTS AT THE BACK OF THE APPLICATION IN ORDER AND REFERENCE THE APPLICABLE ITEM NUMBER ON ALL ATTACHMENTS.

The Health Center of Hermitage, LLC has one (1) member, NHC/OP, L.P. NHC/OP, L.P. owns 100% of The Health Center of Hermitage, LLC. NHC/OP, L.P. also owns 100% in other nursing facilities in various states. **Please see Attachment "Section A, Applicant Profile - 4 Type of Ownership or Control" located at the end of the CON application on page 2 for a copy of the Articles of Organization, Certificate of Existence, Organization Chart and Listing of Other Nursing Facilities owned by NHC/OP, L.P.**

5. ***Name of Management/Operating Entity*** *(If Applicable)*

Not Applicable
Name

Street or Route

County

City

State

Zip Code

PUT ALL ATTACHMENTS AT THE END OF THE APPLICATION IN ORDER AND REFERENCE THE APPLICABLE ITEM NUMBER ON ALL ATTACHMENTS.

6. ***Legal Interest in the Site of the Institution*** *(Check One)*

A.	Ownership	____	D.	Option to Lease	____
B.	Option to Purchase	X	E.	Other (Specify) ____	____
C.	Lease of ____ Years	____			

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Please see Attachment "Section A, Applicant Profile - 6 Legal Interest in the Site" located at the end of the CON application on page 13.

7. ***Type of Institution*** *(Check as appropriate--more than one response may apply)*

A.	Hospital (Specify)____	____	I.	Nursing Home	X
B.	Ambulatory Surgical Treatment Center (ASTC), Multi-Specialty	____	J.	Outpatient Diagnostic Center	____
C.	ASTC, Single Specialty	____	K.	Recuperation Center	____
D.	Home Health Agency	____	L.	Rehabilitation Facility	____
E.	Hospice	____	M.	Residential Hospice	____
F.	Mental Health Hospital	____	N.	Non-Residential Methadone Facility	____
G.	Mental Health Residential Treatment Facility	____	O.	Birthing Center	____
H.	Mental Retardation Institutional Habilitation Facility (ICF/MR)	____	P.	Other Outpatient Facility (Specify)____	____
			Q.	Other (Specify) ____	____

8. **Purpose of Review** ***(Check) as appropriate--more than one response may apply)***

A.	New Institution	X	H.	Change in Bed Complement [*Please note the type of change by underlining the appropriate response: Increase, Decrease, Designation, Distribution, Conversion, Relocation*]	____
B.	Replacement/Existing Facility	____			
C.	Modification/Existing Facility	____			
D.	Initiation of Health Care Service as defined in TCA § 68-11-1607(4) (Specify)____	____	I.	Change of Location	X
E.	Discontinuance of OB Services	____	J.	Other (Specify)____	____
F.	Acquisition of Equipment	____			
G.		____			

9. **Bed Complement Data**

Please indicate current and proposed distribution and certification of facility beds.

		Current Beds Licensed	*CON	Staffed Beds	Beds Proposed	TOTAL Beds at Completion
A.	Medical					
B.	Surgical					
C.	Long-Term Care Hospital					
D.	Obstetrical					
E.	ICU/CCU					
F.	Neonatal					
G.	Pediatric					
H.	Adult Psychiatric					
I.	Geriatric Psychiatric					
J.	Child/Adolescent Psychiatric					
K.	Rehabilitation					
L.	Nursing Facility (non-Medicaid Certified)					
M.	Nursing Facility Level 1 (Medicaid only)					
N.	Nursing Facility Level 2 (Medicare only)		90			90
O.	Nursing Facility Level 2 (dually certified Medicaid/Medicare)					
P.	ICF/MR					
Q.	Adult Chemical Dependency					
R.	Child and Adolescent Chemical Dependency					
	Swing Beds					
S.	Mental Health Residential Treatment					
T.	Residential Hospice					
U.	**TOTAL**					
			90			90*

***Health Center of Hermitage, 90 bed CON authorized by CN1306-022A**

10. **Medicare Provider Number** To be applied for

Certification Type Nursing Home

11. **Medicaid Provider Number** Not Applicable

Certification Type _____

12. **If this is a new facility, will certification be sought for Medicare and/or Medicaid? Yes**

13. ***Identify all TennCare Managed Care Organizations/Behavioral Health Organizations (MCOs/BHOs) operating in the proposed service area.*** **Will this project involve the treatment of TennCare participants? Yes If the response to this item is yes, please identify all MCOs/BHOs with which the applicant has contracted *or plans to contract.***

Discuss any out-of-network relationships in place with MCOs/BHOs in the area.

The Health Center of Hermitage will seek contracts with the following:

Aetna Health Care
Blue Cross Blue Shield Network
BlueCover TN
CCN Managed Care
Champva
Cigna Health Care of TN
CompPlus
HealthNet
Humana-Choice Care
The Initial Group
John Deere Health Care
National Preferred Provider Network
Signature Health Alliance
TriCare
United Health of TN
Vanderbilt Health Plans

Medicare + Choice
Aetna Health Care
Blue Advantage
Health Markets Care Assured
HealthSpring
Humana
MVP Health Plan

AARP Medicare Complete
Secure Horizons
UHC Community Care
Sterling Health Plan
Today's Option (Pyramid Life)
Windsor

Tenncare MCO's

Amerigroup
United Healthcare
TennCare Select

NOTE: ***Section B*** is intended to give the applicant an opportunity to describe the project and to discuss the need that the applicant sees for the project. ***Section C*** addresses how the project relates to the Certificate of Need criteria of Need, Economic Feasibility, and the Contribution to the Orderly Development of Health Care. **Discussions on how the application relates to the criteria should not take place in this section unless otherwise specified.**

SECTION B: PROJECT DESCRIPTION

Please answer all questions on 8 1/2" x 11" white paper, clearly typed and spaced, identified correctly and in the correct sequence. In answering, please type the question and the response. All exhibits and tables must be attached to the end of the application in correct sequence identifying the questions(s) to which they refer. If a particular question does not apply to your project, indicate "Not Applicable (NA)" after that question.

I. **Provide a brief executive summary of the project not to exceed two pages. Topics to be included in the executive summary are a brief description of proposed services and equipment, ownership structure, service area, need, existing resources, project cost, funding, financial feasibility and staffing.**

Proposed Services & Equipment: **Change of Site/Relocation of 90 beds approved by CN1306-022A. The project is known as The Health Center of Hermitage.**

Ownership Structure: The Health Center of Hermitage, LLC (Limited Liability Company)

Service Area: Davidson County

Need: Not Applicable, CON is for a change of site of a previously approved project.

Existing Resources: Change of Site/Relocation of 90 beds authorized by CN1306-022A. NHC has extensive operating experience in Davidson County, Nashville since 1975, and will use that resource to help staff and attract patients.

Project Cost: $19,241,697

Funding: The project will be funded along with working capital, from NHC's cash on hand.

Financial Feasibility: The Projected Data Chart demonstrates the project is financially feasible by year two with positive net operating income less capital expenditures.

Staffing: **5.31 Direct Hours of Nursing per day (Year 1)**
4.04 Direct Hours of Nursing per day (Year 2)

II. Provide a detailed narrative of the project by addressing the following items as they relate to the proposal.

A. Describe the construction, modification and/or renovation of the facility (exclusive of major medical equipment covered by T.C.A. § 68-11-1601 et seq.) including square footage, major operational areas, room configuration, etc. Applicants with hospital projects (construction cost in excess of $5 million) and other facility projects (construction cost in excess of $2 million) should complete the Square Footage and Cost per Square Footage Chart. Utilizing the attached Chart, applicants with hospital projects should complete Parts A.-E. by identifying as applicable nursing units, ancillary areas, and support areas affected by this project. Provide the location of the unit/service within the existing facility along with current square footage, where, if any, the unit/service will relocate temporarily during construction and renovation, and then the location of the unit/service with proposed square footage. The total cost per square foot should provide a breakout between new construction and renovation cost per square foot. Other facility projects need only complete Parts B.-E. Please also discuss and justify the cost per square foot for this project.
If the project involves none of the above, describe the development of the proposal.

The Health Center of Hermitage, LLC ("NHC") is applying for a Certificate of Need ("CON") to relocate its 90 nursing home bed CN1107-24A. **Please see the attached CN1107-24A included in the Attachment "Section III, Contribution of Orderly Development – 7b" on page 164 at the end of the application.**

The new proposed site is approximately 14.02 acres (shown as Tax Parcel 89.00 on tax Map 087) located at 4214 Central Pike, Hermitage, Davidson Country, Tennessee.

We are requesting that the Agency approve a site change for the subject CON for a number of reasons. In summary, we are changing sites because of cost and engineering challenges at the Bell Road site. The proposed Central Pike site is a better location, allows more efficient building layouts, and is less expensive to purchase and develop.

Key points are:

Location- The proposed location along Central Pike is a better location because of its proximity to Summit Hospital (2 minute drive vs. 9 min from Bell Road).

Engineering- The original Bell Road site has been determined to offers significant engineering challenges. The Bell Road site is situated approximately 45-50 feet above Bell Road. This would require a 600 ft driveway with a 7% grade. Visitors will enter the Central Pike site at grade. This provides a much better entrance for our elderly population.

In addition, the original Bell Road site would require substantial grading. Our engineering studies indicated that NHC would have to blast 100,000 cy of rock and export 74,500 cy. Blasting and haul off would add $856,000 to the budget. The Central Pike site, while it evidences substantial rock in the subsurface, can be a balanced site. A rock premium will be included in the construction estimates.

The Bell Road site's topographical changes are significant. This factor and its tight dimensions would require substantial retaining walls. Estimates of retaining wall costs are in the $545,000 range.

All in all, the cumulative engineering challenges for the Bell Road site would add $1.0 million to the project's final cost.

*Price-*The Central Pike site is less expensive than the Bell Road original site. Our new contract purchase price is $78,571/ac compared to $150,000/ac for the Bell Road site. This site has better dimensions for the project as well. The subject 90 Bed health care center can be sited on 10 acres at Central Pike compared to 13 acres for Bell Road. The Central Pike

site allows for a more efficient use of property and is less expensive resulting in $220,000 in savings.

The new nursing facility will be a single story structure which has been designed to meet all current Life Safety Codes. The center will contain 73,699 square feet and have many ancillary patient areas for center operations such as kitchen, therapy suite for physical, speech and occupational therapies, laundry and administrative offices. The center will have 74 private rooms, and 6 companion rooms/private rooms with shared baths. The center will also include dining and activity rooms and central bathing. Full ancillary areas to be constructed include Physical, Speech, Occupational Therapy, Laundry, Activity rooms and Dining Rooms and administrative offices. The center has been designed to provide state of the art care in a comfortable environment.

The Health Center of Hermitage should be granted the relocation CON for the following reasons: NHC has a long history of providing quality long term care services in Davidson County. The relocation of the 90 beds approved by CN1107-24A will help local residents in need of post-acute care services find them. The project is financial feasible (see proforma projections), and lastly, it promotes the orderly development of the existing health care system in that it relocates existing approved beds to an area of need without adding new beds and capacity to the county and service area. The Health Center of Hermitage, LLC is also supported by the community

SERVICES:

a. Nursing Services: Licensed (RN's and LPN's) and ancillary nursing personnel will serve patients and in emergencies, area residents. In recognizing the critical role qualified nursing assistants play in the care of patients, NHC has established a pilot program with levels of certified nurse assistants (CNA).

b. Rehabilitation Services: The center will provide physical, occupational, speech and recreational therapy services according to physician's orders as part of a rehabilitation program. These services are also available to all residents of the service area (outpatient) as part of the applicant's continuum of care.

c. Dietary Services: All special diet needs will be met and proper nourishment will be provided at all times. NHC has implemented (and is the only long-term health care chain to do so) an American Dietetic Association-approved Dietetic Internship program whereby dietitians are chosen to train in the three major areas of dietetics within the long-term health care setting: administrative, clinical and community dietetics with an emphasis on the treatment of geriatric nutritional problems. Internists also receive training in hospitals and community health centers. Upon graduation and completion of exams, they become licensed and certified dietitians. NHC's goal is to place an ADA Dietitian in each NHC facility.

d. Medical Director: A local physician will be employed as medical director on a consulting basis and will be available to attend to needs of our nursing home patients.

e. Consultant Services: Advice and instructions is sought from health care professionals, including dietitians, pharmacists, gerontologists, therapists, and social workers.

f. Housekeeping & Janitorial Services: Housekeeping and janitorial services will be provided to insure that services are rendered to patients in a clean, attractive, well-maintained and comfortable atmosphere.

g. Laundry: Clean linens will be furnished to all patients and personal laundry services are available at a nominal charge.

h. Patient Assessment Program: A multi-disciplinary team of health professionals will systematically conduct medical care evaluations, admission and extended duration review. The computerized patient assessment program of the applicant maintains patient-specific reports thereby enabling the professional staff to evaluate patient progress on a regular and comprehensive basis. Moreover, management can ensure the physician's orders are carried out in conformance with the highest standards of patient care. Detailed information is fed into the computer and analyzed monthly. This information shows each item of expense and need. The costs are then compared to expected standards and similar corporate facilities. A continuous effort is thus maintained in providing a first class nursing home at the lowest possible cost to the patient, his family and the state/federal government.

i. Discharge Planning: A discharge planning coordinator will continuously monitor each patient's progress by individual contact and with the use of the patient assessment program in order to return the patient as soon as possible to the most independent living arrangements. This position is also responsible for some family support.

j. Respite Care: The Health Center of Hermitage will also provide respite care based on bed availability. Respite care refers to providing nursing services to individuals in the community that are cared for in their home and whose families need a place to care for individuals for a short time while the family is away.

k. Sub-Acute Care: The Health Center of Hermitage will provides Level II beds for heavy skilled patients which many centers currently can not take in any significant number due to physical plant limitations and staff training. The facility will be organized and staffed accordingly to meet the needs of these patients.

The Health Center of Hermitage will provide services to persons with decubiti ulcers, feeding tubes, catheters, tracheotomies, medical problems requiring IV's, or other persons requiring "sub-acute" care. It is the policy of The Health Center of Hermitage to make available heavy skilled nursing services to patients requiring such services. The project offers sub-acute services and does so with the expertise and knowledge to do them efficiently and effectively.

The Health Center of Hermitage will be able to care for sub-acute patients with its increased staffing. If demand for these "heavy skilled" or "sub-acute" care beds is greater than projected, additional staff, one of the main factors determining the number of sub-acute patients the facility can serve at any given time, is added to the staffing pattern.

l. Transportation: The Health Center of Hermitage will provide non-medical transportation to and from locations in the county for patients and/or volunteers who need such a service.

m. Alzheimer/Dementia Care: The Health Center of Hermitage will have a specialized program for Alzheimer patients which will consists of a specially trained staff of RN's, LPN's, Aides, Activities and Social Worker. These individuals provide support to the Alzheimer patients and families.

n. Community Service - The Health Center of Hermitage will offers a number of Community Services such as health fairs and telephone reassurance for the local community.

B. **Identify the number and type of beds increased, decreased, converted, relocated, designated, and/or redistributed by this application. Describe the reasons for change in bed allocations and describe the impact the bed change will have on the existing services.**

The proposed project calls for the relocation of a 90 bed nursing home granted by CN1107-24A. The center will promote the orderly development of the health care system in that it moves existing beds and services previously utilized and well received by the Davidson County community and patients it served. No new beds are being requested as part of this proposal.

We are requesting that the Agency approve a site change for the subject CON for a number of reasons. In summary, we are changing sites because of cost and engineering challenges at the Bell Road site. The proposed Central Pike site is a better location, allows more efficient building layouts, and is less expensive to purchase and develop.

Key points are:

Location- The proposed location along Central Pike is a better location because of its proximity to Summit Hospital (2 minute drive vs. 9 min from Bell Road).

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SQUARE FOOTAGE AND COST PER SQUARE FOOTAGE CHART

A. Unit / Department	Existing Location	Existing SF	Temporary Location	Proposed Final Location	Proposed Final Square Footage			Proposed Final Cost/ SF		
					Renovated	New	Total	Renovated	New	Total
Admin						3,318			$174.25	$578,162
Kitchen						2,691			$174.25	$468,907
Employee Break						406			$174.25	$70,746
Laundry						1,386			$174.25	$241,511
Storage/Central Supply						1,175			$174.25	$204,744
Housekeeping						303			$174.25	$52,798
Classroom						0			$174.25	$0
Beauty/Barber						344			$174.25	$59,942
PT/OT/Speech						5,028			$174.25	$876,129
Nursing Support						2,874			$174.25	$500,795
Dining/Rec						5,935			$174.25	$1,034,174
Sun Porch						703			$174.25	$122,498
Public/Staff Toilets						556			$174.25	$96,883
Patient Rms & Baths						29,122			$174.25	$5,074,509
B. Unit/Depart. GSF Sub-Total						53,841			$174.25	$9,381,794
C. Mechanical/ Electrical GSF						1,468			$123.81	181,749
D. Circulation /Structure GSF						18,390			$174.25	3,204,468
E. Maintenance Building						1,000			$94.50	$94,500
F. Total GSF						74,699			$172.14	$12,862,500
Contingency										$300
										$12,862,800

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C. As the applicant, describe your need to provide the following health care services (if applicable to this application):

1. Adult Psychiatric Services
2. Alcohol and Drug Treatment for Adolescents (exceeding 28 days)
3. Birthing Center
4. Burn Units
5. Cardiac Catheterization Services
6. Child and Adolescent Psychiatric Services
7. Extracorporeal Lithotripsy
8. Home Health Services
9. Hospice Services
10. Residential Hospice
11. ICF/MR Services
12. Long-term Care Services
13. Magnetic Resonance Imaging (MRI)
14. Mental Health Residential Treatment
15. Neonatal Intensive Care Unit
16. Non-Residential Methadone Treatment Centers
17. Open Heart Surgery
18. Positron Emission Tomography
19. Radiation Therapy/Linear Accelerator
20. Rehabilitation Services
21. Swing Beds

The applicant is seeking approval to relocate a 90 bed CON approved by CN1107-24A, which was granted by HSDA to construct a nursing home in Davidson County. While NHC manages the continuum care retirement community known as Richland Place in Nashville, this CON will be NHC's second owned center in Davidson County. Davidson County is an important market to NHC and its operations and services to the citizens of Tennessee.

D. Describe the need to change location or replace an existing facility.

NHC is proposing to move its 90 CON granted by CN1107-24Ar.
We are requesting that the Agency approve a site change for the subject CON for a number of reasons. In summary, we are changing sites because of cost and engineering challenges at the Bell Road site. The proposed Central Pike site is a better location, allows more efficient building layouts, and is less expensive to purchase and develop.

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E. Describe the acquisition of any item of major medical equipment (as defined by the Agency Rules and the Statute) which exceeds a cost of $1.5 million; and/or is a magnetic resonance imaging (MRI) scanner, positron emission tomography (PET) scanner, extracorporeal lithotripter and/or linear accelerator by responding to the following: **Not Applicable**

1. For fixed-site major medical equipment (not replacing existing equipment):
   a. Describe the new equipment, including:
      1. Total cost ;(As defined by Agency Rule).
      2. Expected useful life;
      3. List of clinical applications to be provided; and
      4. Documentation of FDA approval.
   b. Provide current and proposed schedules of operations.
2. For mobile major medical equipment:
   a. List all sites that will be served;
   b. Provide current and/or proposed schedule of operations;
   c. Provide the lease or contract cost.
   d. Provide the fair market value of the equipment; and
   e. List the owner for the equipment.
3. Indicate applicant's legal interest in equipment (*i.e.*, purchase, lease, etc.) In the case of equipment purchase include a quote and/or proposal from an equipment vendor, or in the case of an equipment lease provide a draft lease or contract that at least includes the term of the lease and the anticipated lease payments.

III. (A) Attach a copy of the plot plan of the site on an 8 1/2" x 11" sheet of white paper which **must include**:
Please see drawing included in the Attachment "Section B, Project Description - III (A) Plot Plan" on page 41 at the end of the application.

1. Size of site (***in acres***); 14.02 Acres
2. Location of structure on the site; and
3. Location of the proposed construction.
4. Names of streets, roads or highway that cross or border the site.

Please note that the drawings do not need to be drawn to scale. Plot plans are required for all projects.

(B) 1. Describe the relationship of the site to public transportation routes, if any, and to any highway or major road developments in the area. Describe the accessibility of the proposed site to patients/clients.

The center will be located at 4214 Central Pike, Hermitage, Davidson Country, Tennessee located within a mile of bus route number two (2) Old Hickory and Central Pike in Nashville, TN. The center site is located on the Southeast side of town and is accessible to the major transportation routes of Davidson County.

Nashville Metropolitan Transit Authority (MTA) bus routes access the Old Hickory and Central Pike area of town.

Please see map and bus schedule included in the Attachment "Section B, Project Description - III (B) Bus Schedule" on page 44 at the end of the application.

IV. Attach a floor plan drawing for the facility which includes legible labeling of patient care rooms (noting private or semi-private), ancillary areas, equipment areas, etc. on an 8 1/2" x 11" sheet of white paper.

NOTE: ***DO NOT SUBMIT BLUEPRINTS***. Simple line drawings should be submitted and need not be drawn to scale.
Please see drawing included in the Attachment "Section B, Project Description - IV Floor Plan" on page 49 at the end of the application.

V. For a Home Health Agency or Hospice, identify: **Not Applicable**

1. Existing service area by County;
2. Proposed service area by County;
3. A parent or primary service provider;
4. Existing branches; and
5. Proposed branches.

SECTION C: GENERAL CRITERIA FOR CERTIFICATE OF NEED

In accordance with Tennessee Code Annotated § 68-11-1609(b), "no Certificate of Need shall be granted unless the action proposed in the application for such Certificate is necessary to provide needed health care in the area to be served, can be economically accomplished and maintained, and will contribute to the orderly development of health care." The three (3) criteria are further defined in Agency Rule 0720-4-.01. Further standards for guidance are provided in the state health plan (Guidelines for Growth), developed pursuant to Tennessee Code Annotated §68-11-1625.

The following questions are listed according to the three (3) criteria: (I) Need, (II) Economic Feasibility, and (III) Contribution to the Orderly Development of Health Care. Please respond to each question and provide underlying assumptions, data sources, and methodologies when appropriate. *Please type each question and its response on an 8 1/2" x 11" white paper*. All exhibits and tables must be attached to the end of the application in correct sequence identifying the question(s) to which they refer. If a question does not apply to your project, indicate "Not Applicable (NA)."

QUESTIONS

NEED

1. **Describe the relationship of this proposal toward the implementation of the State Health Plan and Tennessee's Health: Guidelines for Growth.**

   a. **Please provide a response to each criterion and standard in Certificate of Need Categories that are applicable to the proposed project. Do not provide responses to General Criteria and Standards (pages 6-9) here.**

   b. **Applications that include a Change of Site for a health care institution, provide a response to General Criterion and Standards (4)(a-c)**

Five Principles for Achieving Better Health

The following Five Principles for Achieving Better Health serve as the basic framework for the State Health Plan.

1. Healthy Lives

The purpose of the State Health Plan is to improve the health of Tennesseans.

While this principle focuses mainly on the goals and strategies that support health policies and programs at the individual, community, and state level that will help improve the health status of Tennesseans, this project is consistent in that is supports a continuum of care model where following an acute care stay patients would be able to receive intensive skilled nursing care and rehabilitative services at a stepped down cost from an acute care setting. The ultimate goal for all patients admitted is to return home to the least restrictive and least costly option available where the individual can live the healthiest life possible.

2. Access to Care

Every citizen should have reasonable access to health care.

NHC's healthcare model targets patients that are Medicare qualified beneficiaries seeking skilled nursing and rehabilitation services following a prior hospital stay. The majority of all patients placed in nursing homes from the acute care setting are Medicare beneficiaries. Since Medicare is a federal insurance program covering individuals age 65 and over, as well as disabled individuals below that age, access to long term care Medicare beds is a function of bed availability in the market. In Davidson County, the problem can exists for the acute care providers and their timely placement of Medicare nursing home patients to a qualified Medicare nursing home bed. Also, approval of the request will also help to alleviate extra patient days in acute care beds while waiting for a Medicare bed to become available, which is costly to the system and also creates access problems on the acute care side of the continuum as well.

3. Economic Efficiencies

The state's health care resources should be developed to address the needs of Tennesseans while encouraging competitive markets, economic efficiencies and the continued development of the state's health care system.

The project speaks to the very heart of this principle at several levels. First, the project was developed in cooperation between NHC and area hospital systems, a long term care provider and acute care providers. As accountable care organizations (ACO) begin to develop, with an eye to economic efficiencies and competitive markets, the state's health care system will begin to reshape itself. Ultimately, the goal of ACO's is to better serve the needs of the patient which this project is designed to do. By assuring that the appropriate level of care and health care beds are available, when needed, the state's health care system will be able to keep cost to their lowest level possible by making sure patients utilize services at the lowest level and cost possible. NHC's average length of stay for this project is projected to be between 18 to 36 days in the SNF section, which is consistent both with NHC HealthCare, Hendersonville in Sumner County and the Health Center at Richland Place located in Davidson County TN.

4. Quality of Care

Every citizen should have confidence that the quality of health care is continually monitored and standards are adhered to by health care providers.

NHC as a Long term care provider is surveyed both at the State and Federal level. Through various sources, including the Medicare.gov website and the Nursing Home Compare data sets, consumers can now compare and research long term care providers, home care providers and acute care providers. NHC compares favorably both at the State level and the national level regarding these measurements. Please see NHC Survey Analysis table located in Attachment "Section C. General Criteria - 2.B. Occupancy and Size Standards" located on page 77 at the end of the application. The attached table reflects recent quality performance. In addition, NHC's quality outcome's is also why several big health care systems are discussing establishing ACO's with NHC operations across the State of Tennessee and country.

5. Health Care Workforce

The state should support the development, recruitment, and retention of a sufficient and quality health care workforce.

NHC is consistent with this principle and has a long outstanding history with developing, recruitment and retention of a quality health care workforce. NHC non-profit, Foundation for Geriatric Education, since its inception in 1982, has funded over $2,500,000 in books and academic programs for a qualified health care workforce. The company also has a tuition reimbursement program which has funded over $7,200,000 millions of dollars for direct tuition for students. In addition, the company runs several of its own training programs to educate long term care health care workers such as a two year administrator in training program, a dietetic internship program, certified nursing assistant program, and advanced geriatric therapy program. NHC is also active in the federal workforce development system in locations across our markets and locally in the Middle Tennessee area with the Middle Tennessee Workforce Development Board for over ten years.

Please see the attachments, Section C, Need, Item I, Principles of the State Health Plan, pages 57-58, for back up tables to this section.

The following has been taken from the Tennessee's Health Guidelines for Growth, Criteria and Standards for Certificate of Need, 2000.

CONSTRUCTION, RENOVATION, EXPANSION, AND REPLACEMENT OF HEALTH CARE INSTITUTIONS

1. Any project that includes the addition of beds, services, or medical equipment will be reviewed under the standard for those specific activities.

   So noted, this project request the relocation of a previously approved 90 bed nursing home, which is unconstructed at this point.

2. For relocation or replacement of an existing licensed health care institution:

   a. **The applicant should provide plans which include costs for both renovation and relocation, demonstrating the strengths and weaknesses of each alternative.**

   We are requesting that the Agency approve a site change for the subject CON for a number of reasons. In summary, we are changing sites because of cost and engineering challenges at the Bell Road site. The proposed Central Pike site is a better location, allows more efficient building layouts, and is less expensive to purchase and develop.

   Key points are:

   Location- The proposed location along Central Pike is a better location because of its proximity to Summit Hospital (2 minute drive vs. 9 min from Bell Road).

   Engineering- The original Bell Road site has been determined to offers significant engineering challenges. The Bell Road site is situated approximately 45-50 feet above Bell Road. This would require a 600 ft driveway with a 7% grade. Visitors will enter the Central Pike site at grade. This provides a much better entrance for our elderly population.

   In addition, the original Bell Road site would require substantial grading. Our engineering studies indicated that NHC would have to blast 100,000 cy of rock and export 74,500 cy. Blasting and haul off would add $856,000 to the budget. The Central Pike site, while it evidences substantial rock in the subsurface, can be a balanced site. A rock premium will be included in the construction estimates.

   The Bell Road site's topographical changes are significant. This factor and its tight dimensions would require substantial retaining walls. Estimates of retaining wall costs are in the $545,000 range.

   All in all, the cumulative engineering challenges for the Bell Road site would add $1.0 million to the project's final cost.

   Price-The Central Pike site is less expensive than the Bell Road original site. Our new contract purchase price is $78,571/ac compared to $150,000/ac for the Bell Road site. This site has better dimensions for the project as well. The subject 90 Bed health care center can be sited on 10 acres at Central Pike compared to 13 acres for Bell Road. The Central Pike site allows for a more efficient use of property and is less expensive resulting in $220,000 in savings.

b. **The applicant should demonstrate that there is an acceptable existing or projected future demand for the proposed project.**

The facility is projected to open in 2017. If present legislation remains in place, as it has over the last several years, no new nursing homes will be constructed in Tennessee outside of the 125 bed pool or replacement of existing facilities. Population projections for Davidson County show the continued growth of the age groups who use long term care services. In addition, referral sources who seek admission to long term care centers for their patients can and have attested to the fact that The Health Center of Hermitage is needed to continue an adequate level and balance of continuity of care in Davidson County.

3. For renovation or expansion of an existing licensed health care institution:

Not Applicable, the proposal is for the relocation of unconstructed beds granted by an existing CON.

a. The applicant should demonstrate that there is an acceptable existing demand for the proposed project.

b. The applicant should demonstrate that the existing physical plant's condition warrants major renovation or expansion.

NURSING HOME SERVICES

Public Chapter No. 1112, Senate Bill No. 2463, which passed during the 1998 legislative session, amended and changed the code sections establishing the bed need formula that the Health Services and Development Agency must follow when granting certificates of need for nursing home beds in Tennessee. During the fiscal year (July 1 – June 30), the Agency shall issue no more than the designated number of Medicare skilled nursing facility beds for applicants filing for a certificate of need. The number of Medicare skilled nursing facility beds issued shall not exceed the allocated number of beds for each applicant. The applicant must also specify in the application the skilled services to be provided and how the applicant intends to provide such services.

The Tennessee General Assembly directed that there be a pool of 125 skilled nursing facility beds available for certificate of need approval in the fiscal year from July 1, 2013 to June 30, 2014. The General Assembly also directed that nursing home bed certificates of need could be issued only for Medicare – certified skilled nursing facility beds, and that no applicant receives more than 30 such beds.

A. Need

1. **According to TCA 68-11-1622, the need for nursing home beds shall be determined by applying the following population-based statistical methodology:**

County bed need = .0005 x pop. 65 and under, plus
.0120 x pop. 65 – 74
.0600 x pop. 75 – 84
.1500 x pop 85+

As stated above, Public Chapter No. 1112, Senate Bill No. 2463, amended and changed the code sections establishing the bed need formula that the Health Services and Development Agency must follow when granting certificates of need for nursing home beds in Tennessee. Based on the above referenced bed need methodology and a Nursing Facility Bed Need: Comparison of Tennessee's Health: Guidelines for Growth 2000 vs. Statute, By Total State and County 2000, there is a need in Davidson County of nursing home beds projected for 2016, or a need for an additional 592 beds in Davidson County. **Please see Nursing Facility Bed Need Report located in Attachment "Section C. General Criteria - 1.A. Need" located on page 60 at the end of the application.** This information, which is the most current available to the department, was provided and is included here for reference.

These projections demonstrate a need based on the population growth in Davidson County for nursing beds.

Davidson County Bed Need
SNF Need Formula

2. **The need for nursing home beds shall be projected two years into the future from the current year as calculated by the Department of Health.**

SNF Need Formula

Davidson County

County Bed Need	2016 Population	Rate	Needed Beds By Age
	539,403	0.0005	270
Population 65 & under	45,471	0.012	546
Population 65-74	22,262	0.06	1,336
Population 75-84	11,066	0.15	1,660
Population 85+	618,202		3,812
	CON*		210
	Existing Beds =		3,010
	Need =		592

Source: Office of Health Statistics, Bureau of Health Informatics, Tennessee Department of Health

Existing beds based on licensed beds, Licensed Health Facilities, TN Department of Health 4/07/14

* CON beds includes McKendree and the Health Center at Nashville (NHC) & The Health Center of Hermitage

So noted by the applicant. The bed need referenced in response to Question 1 is the projected two year to show the 2016 bed need. There is a net need for an additional 592 nursing beds, per this report, even after taking into account CON's for 210 beds. Please note that the 90 beds that are the subject of this CON request are included in the 210 bed number. This application is requesting to relocate 90 beds granted by **CN1107-24A**, no net increase of beds in Davidson County nursing home bed inventory is proposed.

3. **The source of the current supply and utilization of licensed and CON approved nursing home beds shall be the inventory of nursing home beds maintained by the Department of Health.**

So noted by the applicant. The following bed inventory was reported to the referenced agency for year ending 12/31/12 for Davidson County. In addition, there are two approved or outstanding CON's for 60 new nursing home beds in Davidson County; the remaining beds are replacement beds.

2012 Licensed Nursing Homes in Davidson County

Facility	Beds	% Occupancy
Belcourt Terrace	49	91.7%
Bethany Health Care Center	180	89.7%
Bordeaux Long Term Care	419	74.3%
Crestview Nursing Home	111	51.2%
Cumberland Manor	124	92.8%
Donelson Place Care & Rehab Center	124	82.9%
Good Samaritan Health & Rehab	110	71.5%
Grace Healthcare of Whites Creek	127	92.6%
Green Hills Health & Rehab Center	150	83.2%
Imperial Gardens Health & Rehab	165	78.9%
Jackson Park Christian Home	28	N/A
Madison Healthcare & Rehab (Kindred)	102	87.4%
Lakeshore Heartland	66	71.9%
Life Care Center of Hickory Woods*	124	N/A
Life Care Center of Old Hickory Village*	124	31.0%
McKendree Village	150	92.4%
Health Center at Richland Place	107	99.4%
The Meadows	113	99.1%
Trevecca Health Care Center	240	86.7%
Vanco Manor	90	96.0%
West Meade Place	120	80.9%
Woodcrest at Blakeford	83	100.1%
Total	2,906	77.0%
Less Jackson Park	-28	
Life Care of Hickory Woods	-124	
Life Care of Old Hickory Village	-124	
Total	2,630	84.1%

Source: 2012 TN JAR Summary Reports, Schedule E - Beds
2012 TN JAR Reports, Schedule F Utilizations - Part 2, Resident Days of Care

* Life Care Center of Hickory Woods (124 beds) was licensed on 10/25/11; however, a 2012 JAR has not been filed
* Life Care Center of Old Hickory Village (124 beds) was licensed on 5/3/12.
Signature Healthcare of Nashville was licensed on 1/17/13 and was not part of this analysis.

Jackson Park Christian Home has not filed a 2012 JAR.

In addition to NHC's **CN1107-24A** for 90 beds, there is one (1) other nursing home bed addition CON outstanding in Davidson County for 30 beds.

Please see Attachment "Section C. General Criteria – 1.A.3 Inventory and Utilization" located on page 63 at the end of the application.

4. **"Service area" shall mean the county or counties represented on an application as the reasonable area to which a health care institution intends to provide services and/or in which the majority of its service recipients reside. A majority of the population of a service area for any nursing home should reside within 30 minutes travel time from that facility.**

Since the proposed project is utilized by the elderly population, those age 65 and above most frequently, and the elderly often have difficulty with transportation and travel, the primary service has been determined to be Davidson County. However, we do expect that some residents will come from outside our primary service area. Also of importance, is the fact that in urban cities such as Nashville, residents tend to stay close to home when it comes to utilizing their health care options. Nevertheless, we have confined our need justification to Davidson County where the majority of the population of the service area is within 30 minutes travel time from the proposed facility.

Please see Attachment "Section C General Criteria - A.4. Service Area JAR Report", on page 71 located at the end of the application that reflects nursing home resident information by county of residence for Davidson County.

5. **The Health Services and Development Agency may consider approving new nursing home beds in excess of the need standard for a service area, but the following criteria must be considered:**

   a. **All outstanding CON projects in the proposed service area resulting in a net increase in beds are licensed and in operation, and**

   The application is for relocation of 90 existing approved beds. Other than the applicants subject CON referenced herein, there is currently one (1) other CON outstanding in Davidson County for the addition of 30 beds by McKendree Manor. NHC also has a CN 1107-024AME for the construction of a 90 bed nursing home in western Davidson County, but these beds are replacement beds. McKendree's 30 bed CON represents the only other net increase in beds to the Davidson County nursing home inventory.

b. All nursing homes that serve the same service area population as the applicant have an annualized occupancy in excess of 90%.

2012 Licensed Nursing Homes in Davidson County

Facility	Beds	% Occupancy
Belcourt Terrace	49	91.7%
Bethany Health Care Center	180	89.7%
Bordeaux Long Term Care	419	74.3%
Crestview Nursing Home	111	51.2%
Cumberland Manor	124	92.8%
Donelson Place Care & Rehab Center	124	82.9%
Good Samaritan Health & Rehab	110	71.5%
Grace Healthcare of Whites Creek	127	92.6%
Green Hills Health & Rehab Center	150	83.2%
Imperial Gardens Health & Rehab	165	78.9%
Jackson Park Christian Home	28	N/A
Madison Healthcare & Rehab (Kindred)	102	87.4%
Lakeshore Heartland	66	71.9%
Life Care Center of Hickory Woods*	124	N/A
Life Care Center of Old Hickory Village*	124	31.0%
McKendree Village	150	92.4%
Health Center at Richland Place	107	99.4%
The Meadows	113	99.1%
Trevecca Health Care Center	240	86.7%
Vanco Manor	90	96.0%
West Meade Place	120	80.9%
Woodcrest at Blakeford	83	100.1%
Total	2,906	77.0%
Less Jackson Park	-28	
Life Care of Hickory Woods	-124	
Life Care of Old Hickory Village	-124	
Total	2,630	84.1%

Source: 2012 TN JAR Summary Reports, Schedule E - Beds
2012 TN JAR Reports, Schedule F Utilizations - Part 2, Resident Days of Care

* Life Care Center of Hickory Woods (124 beds) was licensed on 10/25/11; however, a 2012 JAR has not been filed
* Life Care Center of Old Hickory Village (124 beds) was licensed on 5/3/12.
Signature Healthcare of Nashville was licensed on 1/17/13 and was not part of this analysis.

Jackson Park Christian Home has not filed a 2012 JAR.

The above table documents that according to the Joint Annual Reports for Nursing Homes in 2012, not all nursing homes in Davidson County had an annual occupancy of over 90%.,

B. **Occupancy and Size Standards:**

1. **A nursing home should maintain an average annual occupancy rate for all licensed beds of at least 90 percent after two years of operation.**

   The proposed project projects over a 90 percent annual occupancy rate for all licensed beds after two years of operation.

2. **There shall be no additional nursing home beds approved for a service area unless each existing facility with 50 beds or more has achieved an average annual occupancy rate of 95 percent. The circumstances of any nursing home, which has been identified by the Regional Administrator, as consistently non-complying with quality assurance regulations shall be considered in determining the service areas, average occupancy rate.**

   Not Applicable, no additional nursing home beds are proposed. Upon review of the attached charts sited below, it would seem to indicate that patients, families and doctors are selecting facilities, based on quality of care, or choosing to occupy centers which tend to have a lessor number of deficiencies and better Five Star ratings.

   Please see **Attachment "Section C. General Criteria – 2B" located on page 76 at the end of the application** which shows the survey history of the nursing homes in Davidson County

3. **A nursing home seeking approval to expand its bed capacity must have maintained an occupancy rate of 95 percent for the previous year.**

   Not Applicable, application is for relocation, and construction of a new facility.

4. **A freestanding nursing home shall have a capacity of at least 30 beds in order to be approved. The Health Services and Development Agency may make an exception to this standard. A facility of less than 30 beds may be located in a sparsely populated rural area where the population is not sufficient to justify a larger facility. Also, a project may be developed in conjunction with a retirement center where only a limited number of beds are needed for the residents of that retirement center.**

   Not Applicable, application is for relocation, and addition of beds totaling a 90 bed capacity.

2. **Describe the relationship of this project to the applicant facility's long-range development plans, if any.**

   At NHC, our company motto is Care is Our Business. NHC's long-range development plans for Davidson County is quite simple, to provide quality long-term care services to meet the needs of the citizens of Davidson County. Our goal is to once again provide the needed long-term services we have provided over the last 30 years to the residents of Davidson County.

3. **Identify the proposed service area <u>and</u> justify the reasonableness of that proposed area. Submit a county level map including the State of Tennessee clearly marked to reflect the service area. Please submit the map on 8 1/2" x 11" sheet of white paper marked only with ink detectable by a standard photocopier (i.e., no highlighters, pencils, etc.).**

   The service area for this proposed project is Davidson County and specifically the east side of town. This is a reasonable area since nursing residents prefer not to leave their local communities. **Please see the county level map in Attachment "Section C. General Criteria - 3 Service Area Map" located on page 80 at the end of the application.** The continued growth in the population group aged 65 and above as documented support the continued need for and existence of high quality of care nursing home beds in Davidson County.

4. A. Describe the demographics of the population to be served by this proposal.

During the 20th century, the number of person in the United States under age 65 has tripled. At the same time, the number aged 65 and over has grown by a factor of 11. According to Census Bureau's projections, the elderly populations will more than double between 1995 and the year 2050, to 80 million. By that year, as many as 1 in 5 Americans could be elderly. In 2010, persons 65 and above represented 13.0% of the total population (Census 2010).

Perhaps more significant is the rapid growth expected in oldest old age group, which are more likely to need some form of nursing home care. Thanks to the arrival of the survivors of the baby boom generation, it is expected the oldest old will number 19 million in 2050. That would make them 22 percent of elderly Americans and 4.3 percent of all Americans. (U.S. Census, *The Next four Decades: The Older Population in the United States: 2010*-2050, 5/10).

Diagnostic Related Group (DRG) prospective payment for hospitals made a significant impact on the demand for nursing home services. The prospective payment system encourages hospitals to discharge their elderly patients to long term care facilities (Modern Healthcare, 1984). Nursing homes today still experience great demand to accommodate patients who are admitted sicker and require greater amounts of nursing care. Consequently, there exist a growing need for nursing facilities offering and providing high level and quality skilled care services (Level II). Since many of the local medical centers do not provide nursing home care, the responsibility to provide this level of service rest on local nursing home providers.

Davidson County's age 65 and over population grew by 10.4% from 2010 to 2014. According to the Census 2010 figures, Davidson County total population increased by 22,369 persons from 2010 to 2015 or 3.8% from 595,833 to 618,202 residents.

The age 65+ population in Davidson County is projected to increase from 67,373 to 78,799, from 2010 to 2016 respectively (Source: Office of Health Statistics, TN Dept of Health) The primary population to be served by the proposal is those over the age of 65. **Please see Attachment "Section C – General Criteria – 4A Demographics of the Population Served" located on page 81 at the end of the application.**

Davidson County Population Projections

Age	2010	2014	2016	2010 - 2014 % Increase	2010 - 2016 % Increase
60 - 64	29,963	33,894	35,605	13.1%	18.8%
65-74	35,624	41,872	45,471	17.5%	27.6%
75-84	21,666	21,706	22,262	0.2%	2.8%
85+	10,083	10,778	11,066	6.9%	9.7%
65+	67,373	74,356	78,799	10.4%	17.0%
Total Population	595,833	609,905	618,202	2.4%	3.8%

Source: TN Department of Health, Office of Policy, Planning and Assessment, Division of Health Statistics

Variable	*Davidson County*	*Tennessee*
2014, Age 65+	74,375	981,984
2016, Age 65+	79,897	1,042,071
Age 65+, % Change	7.42%	6.12%
Age 65+, % Total (2016)	11.93%	15.53%
2014, Total Population	656,385	6,588,698
2016, Total Population	669,733	6,710,579
Total Pop. % Change	2.03%	1.85%
TennCare Enrollees (2013)	118,410	1,184,986
TennCare Enrollees as a % of Total Population (2014)	18.04%	17.99%
Median Age (2010)	33	38
Median Household Income (2008-2012)	46,676	44,140
Population % Below Poverty Level (2008-2012)	18.5%	17.3%

Source: TN Health Statistics, US Census Bureau and TennCare Enrollment

B. Describe the special needs of the service area population, including health disparities, the accessibility to consumers, particularly the elderly, women, racial and ethnic minorities, and low-income groups. Document how the business plans of the facility will take into consideration the special needs of the service area population.

The proposed project is accessible to all consumers, including women, racial and ethnic minorities, and low-income groups. The Health Center of Hermitage is proposing to relocate a 90 bed CON in Davidson County and construct a new state of the art facility which will be certified for Medicare. The services proposed herein address special needs of the population which this center will serve. The services will be made readily available to each of the following:

(a) Low income persons;
(b) Racial and ethnic minorities;
(c) Women;
(d) Handicapped persons;
(e) Elderly; and
(f) Other underserved persons (e.g., "sub-acute" care patients discharged from hospitals and persons with dementia).

It is and will continue to be the centers policy to be readily accessible to low income persons, racial and ethnic minorities, women, handicapped persons, elderly, and other underserved persons.

5. **Describe the existing or certified services, including approved but unimplemented CONs, of similar institutions in the service area. Include utilization and/or occupancy trends for each of the most recent three years of data available for this type of project. Be certain to list each institution and its utilization and/or occupancy individually. Inpatient bed projects must include the following data: admissions or discharges, patient days, and occupancy. Other projects should use the most appropriate measures, e.g., cases, procedures, visits, admissions, etc.**

The information contained herein, is based on the most current published information reported by the State of Tennessee and other sources. The following bed inventory was reported to the referenced agency for year ending 12/31/2010, 12/31/11 and 12/31/12 for Davidson County.

NHC's CN1107-24AME and CN1306-022A for 90 beds each are the only remaining nursing home replacement CON's outstanding in Davidson County. The other outstanding CON is held by McKendree Manor for the addition of 30 nursing home beds.

Nursing Homes	2014 Licensed Beds	2010 Patient Days	2011 Patient Days	2012 Patient Days	2010 Licensed Occupancy	2011 Licensed Occupancy	2012 Licensed Occupancy
Belcourt Terrace	49	14,636	15,350	16,445	81.8%	85.8%	91.7%
Bethany Health Care Center	180	62,936	61,284	59,111	95.8%	93.3%	89.7%
Bordeaux Long Term Care	419	130,085	128,642	113,981	85.1%	84.1%	74.3%
Creekside Health & Rehab Center* f/k/a/ Imperial Gardens	150	46,288	117	47,640	82.8%	0.2%	78.9%
Crestview Health & Rehab	111	30,231	29,873	20,819	74.6%	76.6%	51.2%
Cumberland Health Care & Rehab	124	42,644	42,968	42,133	94.2%	94.9%	92.8%
Donelson Place Care & Rehab Center	124	41,882	36,675	37,616	92.5%	81.0%	82.9%
Good Samaritan Health & Rehab	110	37,094	34,343	28,790	92.4%	85.5%	71.5%
Grace Healthcare of Whites Creek	127	39,207	43,442	43,032	84.6%	93.7%	92.6%
Green Hills Health & Rehab Center	150	46,259	46,172	45,683	84.5%	84.3%	83.2%
Jackson Park Christian Home	28	9,292	8,584	N/A	90.9%	84.0%	N/A
Lakeshore Heartland	66	23,419	17,960	17,377	97.2%	74.6%	71.9%
Life Care Center of Hickory Woods**	124	N/A	N/A	N/A	N/A	N/A	N/A
Life Care Center of Old Hickory Village**	124	N/A	N/A	9,372	N/A	N/A	31.0%
Madison Healthcare & Rehab	102	35,370	33,728	32,618	95.0%	90.6%	87.4%
McKendree Village	150	45,594	47,882	50,707	83.3%	87.5%	92.4%
Signature Healthcare of Nashville**	119	N/A	N/A	N/A	N/A	N/A	N/A
Health Center at Richland Place	107	38,445	38,481	38,925	98.4%	98.5%	99.4%
The Meadows	113	30,436	41,430	40,973	73.8%	100.4%	99.1%
Trevecca Health Care Center	240	79,092	77,422	76,178	90.3%	88.4%	86.7%
Vanco Health Care and Rehab	90	31,776	31,619	31,627	96.7%	96.3%	96.0%
West Meade Place	120	38,781	35,204	35,538	88.5%	80.4%	80.9%
Woodcrest at Blakeford	83	25,142	28,752	30,399	83.0%	94.9%	100.1%
Total	**3,010**	**848,609**	**799,928**	**818,964**	**88.3%**	**82.5% 87.9% Less Imperial**	**77.0% 84.1% (See below)**

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The Health Center of Hermitage, LLC

Source: 2010 - 2012 JAR

* Formally Imperial Gardens Health & Rehabilitation
2010 - 2012 Patient Days and Occupancy is based on JAR filings by Imperial Gardens (165 beds). Please note, Imperial Gardens only reported 117 resident days of care for 2011.

** Life Care Center of Hickory Woods was licensed on 10/25/11.
Life Care Center of Old Hickory Village was licensed on 5/3/12.
Signature Healthcare of Nashville was licensed on 1/17/13.

2012 Occupancy of 84.1% is Less Jackson Park, Life Care Center of Old Hickory Village, Life Care Center of Hickory Woods and Signature Healthcare.

5. **Provide applicable utilization and/or occupancy statistics for your institution for each of the past three (3) years and the projected annual utilization for each of the two (2) years following completion of the project. Additionally, provide the details regarding the methodology used to project utilization. The methodology must include detailed calculations or documentation from referral sources, and identification of all assumptions.**

Annual utilization for each of the two (2) years following completion of the project.

	2018	2019	2020
The Health Center of Hermitage	26.57%	78.58%	95.02%

Please see Attachment, Section C, Economic Feasibility – 4, Historical & Projected Data Chart, p. 130 for the details and methodology used to project utilization.

ECONOMIC FEASIBILITY

1. **Provide the cost of the project by completing the Project Costs Chart on the following page. Justify the cost of the project.**

   - **All projects should have a project cost of at least $3,000 on Line F. (Minimum CON Filing Fee). CON filing fee should be calculated from Line D. (See Application Instructions for Filing Fee)**
   - **The cost of any lease should be based on fair market value or the total amount of the lease payments over the initial term of the lease, whichever is greater.**
   - **The cost for fixed and moveable equipment includes, but is not necessarily limited to, maintenance agreements covering the expected useful life of the equipment; federal, state, and local taxes and other government assessments; and installation charges, excluding capital expenditures for physical plant renovation or in-wall shielding, which should be included under construction costs or incorporated in a facility lease.**
   - **For projects that include new construction, modification, and/or renovation; documentation must be provided from a contractor and/or architect that support the estimated construction costs.**

The cost of this proposed project is $19,241,697 for 90 bed nursing home. Costs for the proposed project are based on actual cost incurred on projects undertaken by NHC and based on the experience of Johnson & Bailey, Architects. Estimates provided are considered to be consistent with past experience and to be based on sound assumptions.

Special efforts to be made by the applicant to contain the costs of offering the proposed services are the following:

a. Group Purchasing
b. Shared Services
c. Energy Conservation
d. Controlled Management Costs
e. Cost and Quality Control

Please see Attachment "Section C - Economic Feasibility – 1 Project Cost Chart" located on page 114 at the end of the application.

2. **Identify the funding sources for this project.**

   a. **Please check the applicable item(s) below and briefly summarize how the project will be financed.** ***(Documentation for the type of funding MUST be inserted at the end of the application, in the correct alpha/numeric order and identified as Attachment C, Economic Feasibility-2.)***

   The proposed project has the following source of funds: A commitment of capital cost reflected on Project Cost Chart has been secured from National Health Investors, Inc. Additionally, a commitment of working capital has been secured from National HealthCare Corporation. Debt incurred for the project will be retired as reflected on Projected Data Chart.

__ A. Commercial loan--Letter from lending institution or guarantor stating favorable initial contact, proposed loan amount, expected interest rates, anticipated term of the loan, and any restrictions or conditions;

__ B. Tax-exempt bonds--Copy of preliminary resolution or a letter from the issuing authority stating favorable initial contact and a conditional agreement from an underwriter or investment banker to proceed with the issuance;

__ C. General obligation bonds—Copy of resolution from issuing authority or minutes from the appropriate meeting.

__ D. Grants--Notification of intent form for grant application or notice of grant award; or

X E. Cash Reserves--Appropriate documentation from Chief Financial Officer.

__ F. Other—Identify and document funding from all other sources.

Please see letter indicating the required information in Attachment "Section C Economic Feasibility – 2" located on page 117 at the end of the application.

3. **Discuss and document the reasonableness of the proposed project costs. If applicable, compare the cost per square foot of construction to similar projects recently approved by the Health Services and Development Agency.**

The proposed project is reasonable in relation to similar facilities in the state. The cost per bed is $142,920, construction cost only or $213,797 per bed of total project cost which is comparable to similar types of projects in the state. Furthermore, project costs are reasonable and inline with our past experience. Thus, quality nursing services and the continuum of care will be expanded in the local area cost effectively.

Following is information obtained from HSDA regarding the construction ranges for nursing home CONs approved between 2010 and 2012. Per HSDA "The only exceptions are if the property/building was going to be leased; thus, the cost per square foot couldn't be calculated."

Nursing Home Construction Cost Per Square Foot
Years: 2010 – 2012

	Renovated Construction	New Construction	Total Construction
1st Quartile	$19.30/sq ft	$164.57/sq ft	$73.23/sq ft
Median	$35.76/sq ft	$167.31/sq ft	$164.57/sq ft
3rd Quartile	$55.00/sq ft	$181.72/sq ft	$167.61/sq ft

Source: CON approved applications for years 2010 through 2012

4. **Complete Historical and Projected Data Charts on the following two pages--*Do not modify the Charts provided or submit Chart substitutions!* Historical Data Chart represents revenue and expense information for the last *three (3)* years for which complete data is available for the institution. Projected Data Chart requests information for the two (2) years following the completion of this proposal. Projected Data Chart should reflect revenue and expense projections for the *Proposal Only* (*i.e.*, if the application is for additional beds, include anticipated revenue from the proposed beds only, not from all beds in the facility).**

   Please see Attachment "Section C Economic Feasibility – 4 Historical (Not Applicable) & Projected Data Chart" located on page 125 at the end of the application.

5. **Please identify the project's average gross charge, average deduction from operating revenue, and average net charge. The Projected Data Chart** was used as the source for the requested calculations.

	Year One (Patient Days 8,729)	**Year Two (Patient Days 25,815)**	**Year Three (Patient Days 31,213)**
Average Gross Charge	$541.05	$564.82	$590.00
Average Deduction	$153.13	$165.44	$176.41
Average Net Charge	$387.92	$399.38	$413.59

6. **Please provide the current and proposed charge schedules for the proposal. Discuss any adjustment to current charges that will result from the implementation of the proposal. Additionally, describe the anticipated revenue from the proposed project and the impact on existing patient charges.**

Patient Charge/Reimbursement	Year 1(6/2017) Proposed	Year 2(6/2018) Proposed
Private/Private Pay	$279.90	$292.49
Semi-Private/Private Pay	$263.50	$275.36
Semi Private – Companion	$271.70	$283.93
Medicare	$494.34	$504.23
Managed Care	$470.79	$480.21

The proposed CON project is for the relocation of a 90 bed nursing home approved by CN1107-024A and called The Health Center of Hermitage. Consequently, there are no existing patient charges. Medicare RUG rates are inflated 2.0% annually. The anticipated revenue from the proposed project is sufficient to produce positive net operating income in year two of $101,281.

B. Compare the proposed charges to those of similar facilities in the service area/adjoining service areas, or to proposed charges of projects recently approved by the Health Services and Development Agency. If applicable, compare the proposed charges of the project to the current Medicare allowable fee schedule by common procedure terminology (CPT) code(s).

Please see Attachment "Section C – Economic Feasibility – 6b Estimated Rates" on page 154 at the end of the application for a comparison of the proposed charges to those of similar facilities in Davidson County. Please note that Medicare reimburses providers via a perspective payment system. Providers are compensated equally based on the particular service rendered. A comparison of the 2013/2014 rates inflated 4.5% a year to the projected 2017 opening show the proposed charges to be similar.

7. **Discuss how projected utilization rates will be sufficient to maintain cost-effectiveness.**

The projected utilization rates are sufficient to maintain cost-effectiveness. Please see the proforma Projected Data Chart located in the Attachments to this CON application on page 125 including page 130 for a two-year and three year projection showing utilization rates sufficient to maintain cost effectiveness.

8. **Discuss how financial viability will be ensured within two years; and demonstrate the availability of sufficient cash flow until financial viability is achieved.**

The nursing home is projected within the second year to have sufficient positive cash flow to achieve financial viability. **(Please see Projected Data Chart on page 125 of the attachments and page 117 documenting the availability of sufficient cash for the project)**

9. **Discuss the project's participation in state and federal revenue programs including a description of the extent to which Medicare, TennCare/Medicaid, and medically indigent patients will be served by the project. In addition, report the estimated dollar amount of revenue and percentage of total project revenue anticipated from each of TennCare, Medicare, or other state and federal sources for the proposal's first year of operation.**

The proposed project will be accessible to patients eligible for nursing home care. Medicare, insurance and private funded payment sources are accepted by the center. Patient payor mix for The Health Center of Hermitage has been projected in the proforma based on NHC's experience in the market place.

The estimated dollar amount of revenue and percentage of total project revenue anticipated by payor source for year one is as follows:

Private/Private Pay	**$ 1,091,045**	**32.22%**
Semi Private Companion	**$ 158,379**	**4.68**
Medicare	**$ 1,258,389**	**37.16**
Medicare Part B	**$ 24,065**	**0.71**
Managed Care	**$ 850,939**	**25.13**
Misc.	**$ 3,373**	**0.10**
Total	**$3,386,190**	**100%**

Source: Attachments, page 131 of the financial proforma assumptions.

10. **Provide copies of the balance sheet and income statement from the most recent reporting period of the institution and the most recent audited financial statements with accompanying notes, if applicable. For new projects, provide financial information for the corporation, partnership, or principal parties involved with the project. Copies must be inserted at the end of the application, in the correct alpha-numeric order and labeled as Attachment C, Economic Feasibility-10.**

Please see Attachment "Section C Economic Feasibility - 2 page 118 at the end of the application for the most recent audited financial statements for NHC (year end 12/31/2013).

11. Describe all alternatives to this project which were considered and discuss the advantages and disadvantages of each alternative including but not limited to:

a. A discussion regarding the availability of less costly, more effective, and/or more efficient alternative methods of providing the benefits intended by the proposal. If development of such alternatives is not practicable, the applicant should justify why not; including reasons as to why they were rejected.

After compiling all of the facts, it was decided that the best alternative would be to relocate the 90 beds currently approved by CN1306-022A. This proposal will allow the Health Center of Hermitage to meet the long-term care needs of the residents of Davidson County.

(a) Do nothing. The decision to construct the 90 bed CON on the current site was rejected due the cost differences and fact that a superior site location has been found since first selecting the original CON option. In addition, our desire is to move the approved beds closer to the service area of several large hospital campuses, will make available the services NHC is proposing to a broader number of patients across the city.

(b) Request additional beds. This proposal was considered but rejected because the existing approved CON project will allow both efficiency of operation and design. The projected need in Davidson County is for an additional 592 Medicare beds in 2016.

(c) Relocate the previously approved 90 bed CON to both a new superior site location and a less costly site. This proposal was considered and accepted. By relocating CN1306-022A, and the 90 beds approved to offer skilled nursing services and rehab services, this proposal will meet the projected needs and orderly development of the health care community in Davidson County by allowing a project to move forward with overall lower cost and in closer proximity to a major referring hospital.

b. The applicant should document that consideration has been given to alternatives to new construction, e.g., modernization or sharing arrangements. It should be documented that superior alternatives have been implemented to the maximum extent practicable.

Not Applicable, the applicant is proposing the relocation of a previously approved CON.

(III.) CONTRIBUTION TO THE ORDERLY DEVELOPMENT OF HEALTH CARE

1. **List all existing health care providers (e.g., hospitals, nursing homes, home care organizations, etc.), managed care organizations, alliances, and/or networks with which the applicant currently has or plans to have contractual and/or working relationships, e.g., transfer agreements, contractual agreements for health services.**

   Transfer agreements will be established between all relevant health care providers in the community including but not limited to the following:

   Summitt Medical Center
   Baptist Hospital
   Centennial Medical Center
   St. Thomas Hospital
   Vanderbilt University Hospital
   Nashville Rehabilitation Hospital
   University Medical Center
   Department of Veterans Affairs
   Vanderbilt Dialysis Clinic
   DCI Summit
   Dialysis Clinic, Inc.
   Medic One, Inc.
   Empact Medical Services
   Woodbury Clinical Laboratory
   West Meade Place (emergency evacuation)
   The Health Center at Richland Place (emergency evacuation)
   Network Pharmacy
   Other Area Nashville, Davidson County and surrounding health care providers

   Contractual relationships will be drawn up with a Medical Director, Dietary Consultant, Physical Therapist, Medical Record Consultant, and Therapists for other treatment such as oxygen therapy. Contractual relationships are established with local dentists, optometrists, gerontologists and other specialized physicians, in order to meet the needs of the patients.

   A licensed pharmacist is a member of the Pharmacy Committee, and a local pharmacy is awarded a contract to supply medications for the patients. If a patient does not wish to use the pharmacy with which the facility has contracted, the patient will have the choice of the pharmacy he chooses to use provided the pharmacy agrees to the mandates of the State regulations and the rules and regulations of the nursing home.

   It is the intent of this facility to meet all the requirements of the TN Department of Health with regard to agreements, contractual arrangements and participation by health care professionals. The following is the process, which has been established to coordinate and provide for a continuum of care in the project in conjunction with other providers:

   Purpose: The purpose of being actively involved in the community continuum of care is to provide the consumer within our market area the opportunity to acquire the most appropriate level and type of services for his/her needs. These needs relate to medical support, personal care, personal maintenance and nutritional guidance. We will focus on coordinating our services with other health care providers through effective communication and teamwork.

   Targeted Population: Although the targeted population is diverse due to the multifaceted nature of the continuum of care, two groups dominate NHC's particular services on the continuum.

   1. Individuals in other community settings who need services devoted to rehabilitation and short-term stays in the healthcare center.

2. Persons who can no longer be maintained or cared for in their current setting and need 24-hour care for chronic and/or debilitating conditions of a long-term nature.

Methodology:
Step 1: Maintain a listing of Current Community Resources-This listing is categorized according to type of service contact person for each organizations. Standard categories, with the function as it relates to our facility include the following:

Organization	Function
Hospitals	Discharge sub-acute patients to more cost-effective nursing centers.
Hospices	Care for special group of terminally ill.
Residential Facilities	Residential institution for those unable to maintain independent lifestyles but do not need intense Medical Care.
Assisted Living (ALF)	Group environment to prevent immediate admission to long-term care facility.
Home Health Care	Provides Medical treatment on less expensive environment than institution.
Home Support	Household or personal services essential to any home health care program.
Adult Day Care	Needed respite service for family support while care provided at home.
Nutrition Programs	Health promotions service which also acts to encourage socialization and prevent isolation.
Senior Centers/ Recreation Services	Acts to improve quality of life and encourages socialization

Step 2: All potential nursing center patients and referrals are pre-screened to determine whether the person's condition warrants admission to the nursing center. If admission to the nursing center is not appropriate, and if the person's condition is such that he can be cared for at home with assistance, the Admissions Director and the Social Services Director will refer the person and his family to the appropriate service provider. This will ensure that elderly persons are not being inappropriately admitted to the nursing center and coordination of other services is maintained.

For elderly persons admitted to the nursing center, discharge planning will ensure that patients are discharged to a non-institutional setting when their physical condition improves. Discharge planning begins upon the patient's admission to the center. At that time, the Admissions Director and Social Services Director will meet with the patient and his family to discuss the availability of suitable accommodations following discharge as determined by the initial assessment.

The patient's progress is monitored and reassessed on a regular basis to determine whether the patient is a candidate for transfer to the community. The Social Services Director, who is part of the center's interdisciplinary care team, will update each patient's medical record with progress notes regarding discharge planning on a regular basis. If discharge has been determined to be appropriate, the Social Services Director will advise the patient and his family of the availability of community support systems, such as home health care, adult day care, etc. The Social Services Director will serve as the liaison between the patient, his family, and the appropriate provider to coordinate the discharge home and the linkage for support services.

Linkages to facilitate referrals and transfers are established through formal working agreements and referral arrangements. These agreements are established prior to facility opening to ensure immediate linkages. Given the fact that NHC already operates in Davidson County, the replacement center will benefit from established referral agreements with the targeted organizations listed above.

Responsible Position: The center's Admissions Director and Social Services Director are responsible for ensuring that potential patients who inquire at the center for admission are referred to the appropriate provider if admission to the nursing center is not warranted or if such service is needed. The Social Services Director is responsible for discharge planning to ensure that patients are discharged from the center when they are ready and that transfer to a semi-institutional setting or to home with appropriate support services is successfully coordinated. Through their ongoing work, the Admissions Director and Social Services Director will maintain linkages and working relationships with providers of non-institutional services.

Desired Outcome: The desired outcome is to ensure that discharges and/or referrals to support services are available and coordinated in a timely manner for patients who no longer require nursing home care and for elderly inquiring at the center for services, but who are inappropriate for admission.

1) Become a strong link in the chain of health care providers as it relates to an overall continuum of care.
2) Improve and enhance proper service utilization.
3) Improve patients' medical conditions by using available avenues.
4) Reduce cost by eliminating duplication of services.

Measurement of Outcome: The Admissions Director and Social Services Director will maintain a record of inquiries and referrals of elderly persons seeking long-term care services. These records are reviewed through Quality Assurance and state licensure surveys to determine if appropriate referrals are being made.

Patient medical records are reviewed on a regular basis by the interdisciplinary care team to determine if discharge from the nursing center is appropriate, and if discharge planning goals are being updated or modified. Discharge planning will also be monitored through Quality Assurance surveys and state licensure surveys. Utilization review is conducted every month for Medicare patients. Monitoring of discharge planning will promote the utilization of less intensive, non-institutional services whenever possible.

To integrate and utilize other providers in the health care network the center has established and will have linkages with others in the health care network through the following process:

Purpose: To promote the utilization of less intensive, non-institutional services such as home health care, adult day care, meals on wheels, etc. Since the proposed nursing center will not offer these services, linkages are established with providers of these services to ensure accessibility and transfer when appropriate by nursing center patients.

Targeted Population: Persons targeted for referral to non-institutional services are those nursing center patients whose health has improved to the point where they no longer require 24-hour nursing supervision and are eligible for transfer to home or to a semi-institutional setting, with support services. Referrals will also be made for persons inquiring at the center for long-term care services, but whom after pre-screening, are determined to be inappropriate for nursing home admission.

Linkages are developed by the center with other providers in Davidson County to provide services not offered by the center. Davidson County has over 24 home health agencies, 11 hospice and 20 assisted living providers. Although the residents will have a choice in health care providers, the following is a partial listing of providers the facility will work with to provide services not offered by the center.

Home Health Agencies
Amedisys Home Health
CareAll
HomeCare Solutions
NHC HomeCare
Willowbrook Home Healthcare Services
Gentiva

Hospice
Alive Hospice of Nashville
Caris Healthcare
Gentiva Hospice

Meals on Wheels
Area Meals on Wheels

Assisted Living Centers
Barton House
Belmont Village
Burton Court at Blakeford
Maybelle Carter Senior Adult Community
McKendree Village
Morningside of Belmont
Provision Living of Hermitage
Richland Place
Sycamores Terrace

Desired Outcome: The desired outcome is to ensure that discharges and/or referrals to non-institutional support services are available and coordinated in a timely manner for patients who no longer require nursing home care and for elderly inquiring at the center for services, but who are inappropriate for admission.

Consequently, transfer agreements are established between all relevant health care providers in the community.

Contractual relationships are established with local dentists, optometrists and other specialized physicians, in order to meet the needs of the patients.

A licensed pharmacist will be a member of the Pharmacy Committee, and a local pharmacy is awarded a contract to supply medications for the patients. If a patient does not wish to use the pharmacy with which the facility has contracted, the patient will have the choice of the pharmacy he chooses to use provided the pharmacy agrees to the mandates of the State regulations and the rules and regulations of the nursing home.

It is the intent of this facility to meet all the requirements of the TN Department of Health with regard to agreements, contractual arrangements and participation by health care professionals.

2. **Describe the positive and/or negative effects of the proposal on the health care system. Please be sure to discuss any instances of duplication or competition arising from your proposal including a description of the effect the proposal will have on the utilization rates of existing providers in the service area of the project.**

The Health Center of Hermitage, LLC is requesting the authority to relocate 60 beds from an existing CON and add 30 new SNF beds. The results are seen to have positive effects for both the long-term care industry and the growing aging population in Davidson County.

National HealthCare Corporation is one of the largest providers of long-term care beds and services in the State of Tennessee, of which The Health Center of Hermitage, LLC is a subsidiary. The Health Center of Hermitage will be committed to providing the highest quality of care at maximum efficiency. Through the proposed project, NHC will continue with its commitment to improve both efficiency and care in Davidson County.

This project will serve as a needed relocation of services to the residents of Davidson County. The proposed project will serve as a referral source for home health agencies, doctors and area hospitals. This project will not have negative effects on the health care system of duplication or competition because 60 of the 90 requested beds are replacement beds and the 30 beds requested are supported by both the State's bed need formula in Davidson County, and the health care community that will make referrals and utilize the facility.

3. **Provide the current and/or anticipated staffing pattern for all employees providing patient care for the project. This can be reported using FTEs for these positions. Additionally, please compare the clinical staff salaries in the proposal to prevailing wage patterns in the service area as published by the Tennessee Department of Labor & Workforce Development and/or other documented sources.**

For over thirty years, NHC has been staffing and providing nursing home care in Davidson County. Staff salaries used in the financial projects are reasonable in comparison with prevailing wage patterns in the area. We know this to be true based on our ability to currently staff several nursing homes to the required levels in and around Davidson County as well as all or our other operations across the State of Tennessee and the other states we operate in presently. Wage and salaries used in the proforma projections are consistent with what is offered in other NHC centers in the market area and inflated forward to center opening. Surveys conducted by the Tennessee Department of Labor and Workforce Development by area allow NHC to remain competitive with staff salaries in comparison with prevailing wage patterns in the area.

Please see Attachment "Section C Economic Feasibility – 4" located on page 146 at the end of the application for the current and/or anticipated staffing pattern for all employees providing patient care for the project reported using FTEs for these positions.

Please see Attachment "Section III Contribution of Orderly Development – 3" located on page 158 at the end of the application for the for the comparison of the clinical staff salaries to prevailing wage patterns in the service area as published by the Tennessee Department of Labor & Workforce Development.

4. **Discuss the availability of and accessibility to human resources required by the proposal, including adequate professional staff, as per the Department of Health, the Department of Mental Health and Developmental Disabilities, and/or the Division of Mental Retardation Services licensing requirements.**

Please see Attachment "Section C Economic Feasibility – 4" located on page 146 at the end of the application for a listing of projected human resources required by the proposal per the licensing requirements of the Department of Health. Year two, the proposed project will require a total of 83.2 FTE's of which over half or 48.2 FTE's are in nursing. The applicant has had an approved CNA training program in-house and has the ability to staff the projected FTE increase based on its current staff and potential employees on file.

5. **Verify that the applicant has reviewed and understands all licensing certification as required by the State of Tennessee for medical/clinical staff. These include, without limitation, regulations concerning physician supervision, credentialing, admission privileges, quality assurance policies and programs, utilization review *policies and programs, record keeping, and staff education.***

The applicant has reviewed and understands all licensing certification as required by the State of Tennessee for medical/clinical staff. Specifically, the applicant is familiar with the Rules of the Tennessee Department of Health, Board for Licensing Health Care Facilities, Chapter 1200-8-6, Standards for Nursing Homes.

6. **Discuss your health care institution's participation in the training of students in the areas of medicine, nursing, social work, etc. (*e.g.,* internships, residencies, etc.).**

NHC has been in operation for over 43 years and is currently operating Richland Place, one of the most established centers in the Nashville market. The Health Center of Hermitage will surely generate a lot of interest from professional nursing personnel in the community. NHC recognizes that staffing shortages are an issue across the nation. Nevertheless, NHC has operated in the Davidson County since 1975 and based on that experience, does not expect to have a problem staffing the proposed project.

The anticipated medical personnel (FTE's) required for the replacement facility, at 78.58% occupancy in year two, during the three shifts, is as follows:

Personnel	Total FTE's
RNs	10.4 (includes DON & ADON)
LPNs	5.6
Aides/Orderlies	32.2

Staffing at long-term health care facilities is, of course, dependent on the availability of licensed and unlicensed personnel in the market area. While a review of the general market area of this facility indicates that NHC's recruitment efforts should have little impact on existing facilities, NHC has a company-wide policy to provide in-house education and incentive programs to assist in obtaining licensed as well as certified non-licensed personnel. Company strives to have each health care center owned or managed by NHC will have two partners attending nursing school under a scholarship program.

Secondly, NHC has identified areas in which there appear to be acute shortages of licensed personnel and in these areas has an active scholarship program at all 2 and 4-year nursing schools, as well as a recruitment effort with the graduating high school classes. This program, which was initiated in 1987, has attained excellent success. In addition to the educational push for licensed personnel, the Company operates a full in-house certification program for nurse aides and technicians. The program will be headed up by a registered nurse located in Nashville, Tennessee, concentrates on utilizing existing vocational schools and/or nonprofit groups to provide classroom space. Classes are run, on the average, every two months and reach a dozen or so potential nurse aides or technicians in each program. At the end of the course, the individuals who graduate are eligible to participate as certified nurse aides in all of the southeastern states, which have such certification courses.

Finally, the Company runs an intensive administrator-in-training program, which takes college graduates

and works them through a 24-month training program, learning every aspect of the management and administration of long-term health care centers. More than half of the company's administrators are presently graduates of this program. All in all, the company has the highest commitment to the continuing education of its partners and the recruitment of qualified outside individuals with intent to assist their educational activities to help meet the continuing health care needs of the aging population of America.

National HealthCare Corporation prides itself and owes much of its success to over 11,500 partners. NHC realizes that staffing of medical facilities across the country is becoming more of a problem. However, NHC has managed to avoid many of the staffing problems experienced by other operators by offering competitive salaries and extended benefits to all levels of personnel. The NHC philosophy is to operate as a team, with every job having equal bearing on our desired goal to provide the best possible long-term health care to the growing elderly population. All company partners are carefully screened for each job to ensure that the best possible placement. The company attitude toward all its partners along with competitive salaries and a friendly, secure, professional work environment has enabled NHC to attract the kind of team that has made it so successful for over forty three (43) years. NHC also has many strict requirements and company training programs (which are nationally recognized) that continue the level of expertise necessary to deliver state of the art nursing care. Consequently, NHC has an outstanding record for low staff turnover in the industry.

The Health Center of Hermitage draws nurses from the surrounding market area. Staff is often acquired from local advertising, recruitment at area colleges, and word of mouth from other partners. And as stated previously, applicants are drawn from resumes kept on file by NHC.

To provide access by health professional schools and behavioral research projects NHC has established the following:

Purpose: The purpose of NHC's established and proven recruitment plan is to recruit and maintain staff in a variety of disciplines necessary to meet the needs of residents, and provide high quality patient care. The recruitment plan is also used to eliminate and/or reduce reliance on nursing pool personnel and to recruit the highest quality personnel available in the area with the potential for career advancement and longevity. The beneficiaries of staffing retention are the patients that are provided with continuous, superior care.

Targeted Staff Categories: All staff categories, including nursing, social service, administration, dietary, housekeeping, laundry, and maintenance. Particular emphasis is placed on professional and non-professional nursing personnel. NHC has experienced its primary shortage of staff in nurses and nurse aides, and has targeted increased efforts toward the recruitment of personnel in these positions.

Methodology: This recruiting plan has been approved by the management of NHC and has been implemented in all 69 facilities owned and/or managed by NHC. The Health Center of Hermitage will use the following methods:

National HealthCare Corporation's philosophy whenever adding new beds is that the time and effort expended prior to opening in obtaining quality personnel is beneficial for both the company and the patients of the facility. Thus, considerable effort is used to recruit a staff for the facility that meets the following major criteria:

1) Each staff member is attuned to the National HealthCare Corporation philosophy of restorative nursing and emphasizing quality of life for our patients; and

2) To the extent possible, each staff member has a record of stable employment and a commitment to both the facility and the elderly. The Administrator is trained in the company Administrator program, and will likely be a member of the National HealthCare Corporation corporate staff for training for approximately two (2) years. NHC currently has (3) three Administrators in its training program. The Administrator and the corporate staff will tailor our Recruitment Plan to meet the local market. The goal of this plan is to put together a cohesive program of partner recruitment at the outset, which will enable the facility to select and recruit an initial staff, which will have not less than 40% partner retainage after five years.

In order to implement the Recruitment Plan and to recruit new partners after opening the facility, the following methods are used:

The recruitment plan is updated annually to account for changes in local market conditions. A great majority of staff personnel are recruited through traditional means, which include classified advertisements, word of mouth among existing staff members and within the community at-large, and through individuals approaching the facility on a walk-in basis to apply for employment. This method has been quite successful for NHC in attracting staff of varied disciplines to its facilities. National HealthCare Corporation owned and operated facilities enjoy an outstanding reputation in their communities and offer prospective partners an opportunity for growth and advancement while working for a quality nursing home operator in a clean, stable work environment at competitive wages.

Currently NHC includes the following recruiting incentives in its package:

Highly competitive wages	Non-partner Educational Loan Program
Tuition Reimbursement	Continuing Education Program (C.E.U.s)
Ongoing skills training	Earned Time Off
Group Life Insurance	Group Health Insurance (w/ Dental)
Company-Paid Retirement	Partner Stock Purchase Plan
Corporate promotions and recognition	

For nursing personnel, additional recruitment steps are taken to supplement those described above. The first step involves more intensified recruitment for the nurse aid positions to help alleviate shortages experienced within the state. NHC has begun an aggressive recruitment program in Tennessee for nurses and nurse aides aimed at the retired and semi-retired persons living within the service area of its facilities. The program involves both advertising and community outreach in order to invite this targeted group to visit the facility and explore opportunities in the geriatric nursing field. An advantage of this program is the availability of flexible hours, which conform to the needs of the prospective partner. NHC recognizes the retiree/semi-retiree as the largest untapped work force in the service area and in Tennessee as a whole, and desires to benefit from the broad experience, compassion, and understanding these people can bring to the patients and other staff at the facility.

The second step to aid in recruiting nursing personnel to the facility involves integration with the area's educational institutions. To assist with staff recruitment and promote community involvement, the facility will work within the community in the following manner:

A. DON will serve with local advisory boards of Vocational Technical Schools. In addition, the facility will provide a classroom for Certified Nursing Assistant, Advanced Certified Nursing Assistant, and Home Health Aide Classes. This will provide NHC with an advantage for staff recruitment. Upon graduation from each step, partners are given a banquet dinner, certificates, and monetary raises.

B. NHC has established relationships with the following educational institutions to aid in recruitment of qualified nursing personnel:

<u>CNA Schools</u>
CNT School
Nashville Area Technical School
Tennessee State Vocational College

<u>LPN Schools</u>
Tennessee State Vocational College

RN Schools
Middle Tennessee State University
Tennessee State University
Vanderbilt University
Belmont University
University of Tennessee
Aquinas College
Fisk University

Not only are top-notch applicants recruited from the above schools, but all major schools in the Southeast are include in our recruiting plans. Also, all state and national association meetings are well attended including an exhibit booth and display on recruiting. (This includes National meetings of Nurses, Registered Physical Therapists, Speech Pathologists and Occupational Therapists.

Responsible Positions: The overall recruitment plan is implemented initially by the facility's administrator who then reports and has input and output from the National HealthCare Corporation's corporate staff. On an ongoing basis, the Administrator working with department heads are responsible for recruitment. The DON is heavily involved in the recruitment of LPN's and RN's, as is the corporate staff.
Judy W. Powell, R.N., MS, is Senior Vice-President of Patient Services and is responsible for the overall plan of National HealthCare Corporation.

Desired Outcome: The desired outcome is to attract and maintain a full, stable, motivated staff capable of providing the level of patient care expected by the patient and Applicant alike and who respect and strive to maintain the dignity of each and every patient. Particular emphasis is placed on obtaining long-term partners.

Measure of Outcome: The outcome is measured by monthly data collected, maintained and reported in the monthly administrative meeting regarding manpower characteristics.
Specifically, the effectiveness of the Recruitment Plan is measured:

1) By the general success of the facility in staff recruitment;
2) By the partner turnover rate through either voluntary or involuntary dismissal;
3) By facility Quality Assurance and licensure ratings; and
4) By overall staff retention for various periods of time.
5) Hours of Nurse Registry used during the year.

An overall turnover of 40% of the facility's initial staff and 70% of its professional staff after five years is the goal of the program. Although at some times unavoidable, the use of nursing pool personnel is considered unacceptable and represents a failure of the Recruitment Plan.

Giving partners a choice of a primary care assignment enhances low nursing turnover. A primary care assignment consists of the same nurse and the same nursing assistant taking care of the same patients every day. Partners who do not wish a permanent assignment may choose to work "relief" assignments when primary-care partners are off.

Nursing Administration believes that this greatly improves the quality of continuity since partners who retain the same patients are much more aware of individual patients preferences. In addition, this enhances a bonding between patients, partners and patient families.

The Health Center of Hermitage will have 24-hour RN coverage.

7. (a) **Please verify, as applicable, that the applicant has reviewed and understands the licensure requirements of the Department of Health, the Department of Mental Health and Developmental Disabilities, the Division of Mental Retardation Services, and/or any applicable Medicare requirements.**

The applicant has reviewed and understands the licensure requirements of the Department of Health, and/or any applicable Medicare and Medicaid requirements.

(b) **Provide the name of the entity from which the applicant has received or will receive licensure, certification, and/or accreditation.**

Licensure: licensed by the State of Tennessee to provide nursing home services

Accreditation: Not Applicable

If an existing institution, please describe the current standing with any licensing, certifying, or accrediting agency. Provide a copy of the current license of the facility.

Please see Attachment "Section III Contribution of Orderly Development – 7b" located on page 164 at the end of the application for a copy of the CON held by the applicant.

(c) **For existing licensed providers, document that all deficiencies (if any) cited in the last licensure certification and inspection have been addressed through an approved plan of correction. Please include a copy of the most recent licensure/certification inspection with an approved plan of correction.**

Not Applicable.

9. **Document and explain any final orders or judgments entered in any state or country by a licensing agency or court against professional licenses held by the applicant or any entities or persons with more than a 5% ownership interest in the applicant. Such information is to be provided for licenses regardless of whether such license is currently held.**

Not Applicable, None.

10. **Identify and explain any final civil or criminal judgments for fraud or theft against any person or entity with more than a 5% ownership interest in the project**

Not Applicable, None.

11. **If the proposal is approved, please discuss whether the applicant will provide the Tennessee Health Services and Development Agency and/or the reviewing agency information concerning the number of patients treated, the number and type of procedures performed, and other data as required.**

If approved, the applicant will provide the Tennessee Health Services and Development Agency and/or the reviewing agency information concerning the number of patients treated, the number and type of procedures performed, and other data as required. The applicant files a Joint Annual Report Annually

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PROOF OF PUBLICATION

Attach the full page of the newspaper in which the notice of intent appeared with the mast and dateline intact or submit a publication affidavit from the newspaper as proof of the publication of the letter of intent.

Please see "Attachment – Proof of Publication" located on page 165 and the "Letter of Intent" located on page 170 at the end of the application.

DEVELOPMENT SCHEDULE

Tennessee Code Annotated § 68-11-1609(c) provides that a Certificate of Need is valid for a period not to exceed three (3) years (for hospital projects) or two (2) years (for all other projects) from the date of its issuance and after such time shall expire; provided, that the Agency may, in granting the Certificate of Need, allow longer periods of validity for Certificates of Need for good cause shown. Subsequent to granting the Certificate of Need, the Agency may extend a Certificate of Need for a period upon application and good cause shown, accompanied by a non-refundable reasonable filing fee, as prescribed by rule. A Certificate of Need which has been extended shall expire at the end of the extended time period. The decision whether to grant such an extension is within the sole discretion of the Agency, and is not subject to review, reconsideration, or appeal.

1. **Please complete the Project Completion Forecast Chart on the next page. If the project will be completed in multiple phases, please identify the anticipated completion date for each phase.**
2. **If the response to the preceding question *indicates that the applicant does not anticipate completing the project within the period of validity as defined in the preceding paragraph,* please state below any request for an extended schedule and document the "good cause" for such an extension.**

   Due to the project being developed and constructed at a location that will require rezoning, we are requesting the validity period be for a three (3) year period. While we believe the project may not take significantly more than two year to be licensed, in abundance of caution, and given the issue raised, we believe a request for an additional year to be prudent.

Form HF0004
Revised 05/03/04
Previous Forms are obsolete

PROJECT COMPLETION FORECAST CHART

Enter the Agency projected Initial Decision date, as published in Rule 68-11-1609(c): 07/23/14

Assuming the CON approval becomes the final agency action on that date; indicate the number of days from the above agency decision date to each phase of the completion forecast.

Phase	DAYS REQUIRED	Anticipated Date (MONTH/YEAR)
1. Architectural and engineering contract signed	30	09/14
2. Construction documents approved by the Tennessee Department of Health **	330	08/15
3. Construction contract signed	480	11/15
4. Building permit secured	480	01/16
5. Site preparation completed	570	04/16
6. Building construction commenced	570	04/16
7. Construction 40% complete	690	08/16
8. Construction 80% complete	870	02/17
9. Construction 100% complete (approved for occupancy	1020	06/17
10. *Issuance of license	1050	07/17
11. *Initiation of service	1050	07/17
12. Final Architectural Certification of Payment	1110	09/17
13. Final Project Report Form (HF0055)	1,200	12/17

* For projects that do NOT involve construction or renovation: Please complete items 10 and 11 only.

Note: If litigation occurs, the completion forecast will be adjusted at the time of the final determination to reflect the actual issue date.

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AFFIDAVIT

STATE OF Tennessee

COUNTY OF Rutherford

Bruce K. Duncan, being first duly sworn, says that he/she is the applicant named in this application or his/her/its lawful agent, that this project will be completed in accordance with the application, that the applicant has read the directions to this application, the Rules of the Health Services and Development Agency, and T.C.A. § 68-11-1601, *et seq.*, and that the responses to this application or any other questions deemed appropriate by the Health Services and Development Agency are true and complete.

/Assistant Vice President
SIGNATURE/TITLE

Sworn to and subscribed before me this 14th day of April (Month), 2014 (Year) a Notary

Public in and for the County/State of Rutherford/Tennessee.

Barbara Harris
NOTARY PUBLIC

BARBARA HARRIS NOTARY PUBLIC RUTHERFORD COUNTY

My commission expires 9-20 (Month/Day), 2015 (Year).

ATTACHMENTS

Section A. Applicant Profile - 4

Type of Ownership or Control
Articles of Organization, Certificate of Existence, Organizational Chart & Listing of Other Nursing Facilities owned by NHC/OP, L.P.

STATE OF TENNESSEE
Tre Hargett, Secretary of State
Division of Business Services
William R. Snodgrass Tower
312 Rosa L. Parks AVE, 6th FL
Nashville, TN 37243-1102

Filing Information

Name: **The Health Center of Hermitage, LLC**

General Information

SOS Control # :	**634611**	Formation Locale:	TENNESSEE
Filing Type:	Limited Liability Company - Domestic	Date Formed:	06/30/2010
Filing Date:	06/30/2010 11:17 AM	Fiscal Year Close	12
Status:	Active	Member Count:	1
Duration Term:	Perpetual		
Managed By:	Manager Managed		

Registered Agent Address
NATIONAL REGISTERED AGENTS, INC.
STE 2021
800 S GAY ST
KNOXVILLE, TN 37929-9710

Principal Address
420 N UNIVERSITY ST
MURFREESBORO, TN 37130-3931

The following document(s) was/were filed in this office on the date(s) indicated below:

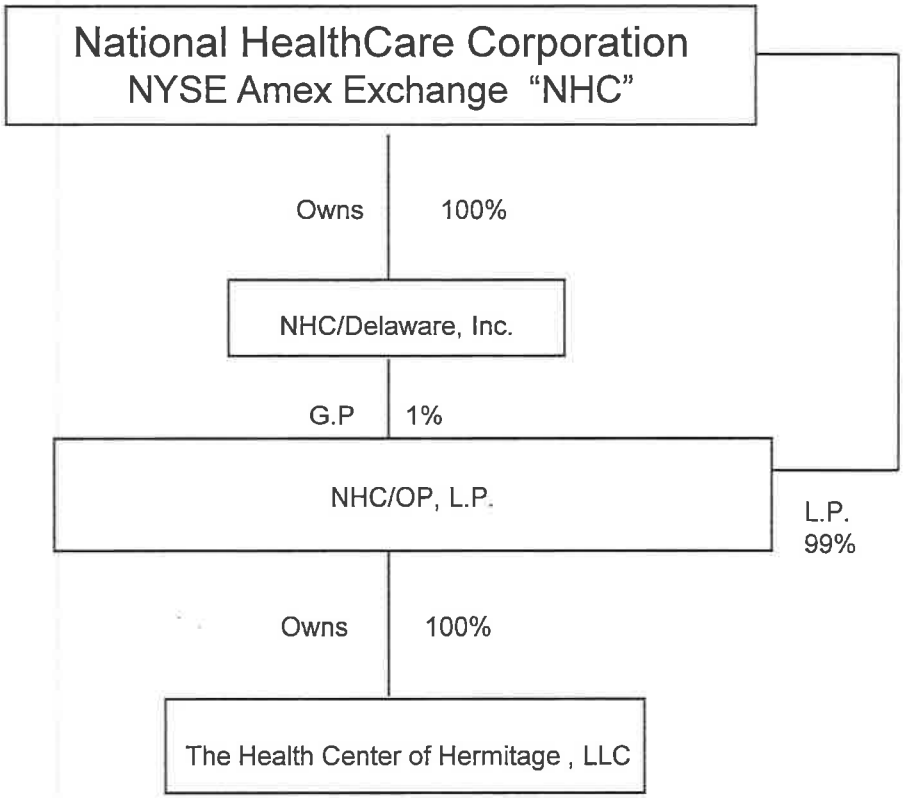
Date Filed	Filing Description	Image #
02/19/2014	2013 Annual Report	7288-2006
03/12/2013	2012 Annual Report	7162-2119
02/06/2013	Registered Agent Change (by Agent)	7142-1640
	Registered Agent Physical Address 1 Changed From: 2300 HILLSBORO RD To: 800 S GAY ST	
	Registered Agent Physical Address 2 Changed From: STE 305 To: STE 2021	
	Registered Agent Physical City Changed From: NASHVILLE To: KNOXVILLE	
	Registered Agent Physical County Changed From: DAVIDSON COUNTY To: KNOX COUNTY	
	Registered Agent Physical Postal Code Changed From: 37212-4927 To: 37929-9710	
03/20/2012	2011 Annual Report	7018-0950
	Principal Address 1 Changed From: 420 N UNIVERSITY STREET To: 420 N UNIVERSITY ST	
	Principal Postal Code Changed From: 37130 To: 37130-3931	
	Principal County Changed From: No value To: DAVIDSON COUNTY	
04/11/2011	2010 Annual Report	A0070-0928
	Principal Address 1 Changed From: 4347 Lebanon Road To: 420 N. University Street	
	Principal City Changed From: Hermitage To: Murfreesboro	
	Principal Postal Code Changed From: 37076 To: 37130	
	Managed By Changed From: Member Managed To: Manager Managed	

Filing Information

Name: **The Health Center of Hermitage, LLC**

06/30/2010 Initial Filing 6738-3085

Active Assumed Names (if any)	Date	Expires


National HealthCare Corporation
NYSE Amex Exchange "NHC"
Owns
100%
NHC/Delaware, Inc.
G.P
1%
NHC/OP, L.P.
L.P.
99%
Owns
100%
The Health Center of Hermitage , LLC

NHC/OP, L.P. owns interest in the following nursing facilities: 3/1/14

Alabama

NHC HealthCare, Anniston
2300 Coleman Road
Anniston, AL 36207

NHC HealthCare, Moulton
300 Hospital Street
Moulton, AL 35650

Georgia

NHC HealthCare, Rossville
1425 McFarland Avenue
Rossville, GA 30741

NHC HealthCare, Ft. Oglethorpe
2403 Battlefield Pkwy
Ft. Oglethorpe, GA 30742

Kentucky

NHC HealthCare, Glasgow
P.O. Box 247
Homewood Blvd.
Glasgow, KY 42142-0247

NHC HealthCare, Madisonville
419 North Seminary Street
Madisonville, KY 42431

Massachusetts

Buckley-Greenfield HealthCare Center
95 Laurel Street
Greenfield, MA 01301

Holyoke HealthCare Center
282 Cabot Street
Holyoke, MA 01040

John Adams HealthCare Center
211 Franklin Street
Quincy, MA 02169

Longmeadow of Taunton
68 Dean Street
Taunton, MA 02780

Missouri

NHC HealthCare, Desloge
801 Brim St.
Desloge, MO 63601

NHC HealthCare, Joplin
2700 E 34th Street
Joplin, MO 64804

NHC HealthCare, Kennett
1120 Falcon Drive
Kennett, MO 63857

Macon Health Care Center
29612 Kellogg Avenue
Macon, MO 63552

NHC HealthCare, Maryland Heights
2920 Fee Fee Road
Maryland Heights, MO 63043

Osage Beach Rehab & Health Care
844 Passover Road
Osage Beach, MO 65065

Springfield Rehab & Health Care
2800 S. Fort Avenue
Springfield, MO 65807

NHC HealthCare, St. Charles
35 Sugar Maple Lane
St. Charles, Mo 63303

NHC HealthCare, Town & Country
13995 Clayton Road
Town & Country, MO 63017

NHC HealthCare, West Plains
211 Davis Drive
West Plains, MO 65775

The Villages of Jackson Creek
3980 S. Jackson Drive
Independence, MO 64057

The Villages of Jackson Creek Memory Care
19400 E. 40th St. Ct South
Independence, MO 64057

The Villages of St. Peters
5400 Executive Centre Parkway
St Peters, MO 63376

New Hampshire

Epsom HealthCare Center
901 Suncook Valley Highway
Epsom, NH 03234

Maple Leaf HealthCare Center
198 Pearl Street
Manchester, NH 03104

Villa Crest Nursing & Retirement
1276 Hanover Street
Manchester, NH 03104

South Carolina

NHC HealthCare, Anderson
1501 East Greenville
Anderson, SC 29622

NHC HealthCare, Bluffton
3039 Okatie Highway
Bluffton, SC 29910

NHC HealthCare, Charleston
2230 Ashley Crossing Drive
Charleston, SC 29414

NHC HealthCare, Clinton
304 Jacobs Highway
Clinton, SC 29325

NHC HealthCare, Garden City
9405 Highway 17 Bypass
Murrells Inlet, SC 29576

NHC HealthCare, Greenville
1305 Boiling Springs Road
Greer, SC 29650

NHC HealthCare, Greenwood
437 East Cambridge Avenue
Greenwood, SC 29646

NHC HealthCare, Laurens
301 Pinehaven Ext
Laurens, SC 29360

NHC HealthCare, Lexington
2993 Sunset Blvd.
West Columbia, SC 29169

NHC HealthCare, Mauldin
850 East Butler Road
Mauldin, SC 29662

NHC HealthCare, North Augusta
200 Austin Graybill Road
North Augusta, SC 29841

NHC HealthCare, Parklane
7601 Parklane Road
Columbia, SC 29223

Tennessee

The Health Center at AdamsPlace
1927 Memorial Blvd
Murfreesboro, TN 37130

NHC HealthCare, Athens
1204 Frye Street
Athens, TN 37303

NHC HealthCare, Chattanooga
2700 Parkwood Avenue
Chattanooga, TN 37404-1729

The Place at Cool Springs
211 Cool Springs Boulevard
Franklin, TN 37067

NHC HealthCare, Columbia
101 Walnut Lane
Columbia, TN 38401

NHC HealthCare, Dickson
812 N. Charlotte St.
Dickson, TN 37055

NHC HealthCare, Farragut
120 Cavett Hill Lane
Farragut, TN 37922

NHC HealthCare, Franklin
216 Fairground St
Franklin, TN 37064

Holston Health & Rehabilitation Center
3916 Boyds Bridge Pike
Knoxville, TN 37914

NHC HealthCare, Hendersonville
370 Old Shackle Island Road
Hendersonville, TN 37075

NHC HealthCare, Hillview
2710 Trotwood Ave.
Columbia, TN 38401

NHC HealthCare, Johnson City
3209 Bristol Highway
Johnson City, TN 37601

NHC HealthCare, Knoxville
809 Emerald Avenue, NE
Knoxville, TN 37917

NHC HealthCare, Lewisburg
1653 Mooresville Highway
Lewisburg, TN 37091

NHC HealthCare, McMinnville
928 Old Smithville Road
McMinnville, TN 37110

NHC HealthCare, Milan
8017 Dogwood Lane
Milan, TN 38358

NHC HealthCare, Oakwood
244 Oakwood Drive
Lewisburg, TN 37091

NHC HealthCare, Pulaski
993 E. College Street
Pulaski, TN 38478

NHC HealthCare, Scott
2380 Buffalo Road
Lawrenceburg, TN 38464

NHC HealthCare, Sequatchie
405 Dell Trail
Dunlap, TN 37327

NHC HealthCare, Somerville
308 Lake Drive
Somerville, TN 38068

NHC HealthCare, Smithville
825 Fisher Avenue
Smithville, TN 37166

NHC HealthCare, Sparta
34 Gracey Street
Sparta, TN 38583

NHC HealthCare, Springfield
608 8th Avenue East
Springfield, TN 37172

Virginia

NHC HealthCare, Bristol
245 North Street
Bristol, VA 24201

NHC/OP, L.P. owns interest in the following hospice agencies:

Caris Healthcare, LLC
208 Adley Way
Greenville, SC 29607

NHC/OP, L.P. owns 100% interest of the following assisted living facilities:

Assisted Living Facility:

South Carolina

NHC Place-Charleston
1900 Ashley Crossing Drive
Charleston, SC 29414

The Palmettos of Mauldin
810 East Butler Road
Greenville, SC 29607

Palmettos of Parklane
7811 Parklane Road
Columbia, SC 29223

Tennessee

AdamsPlace
1927 Memorial Blvd.
Murfreesboro, TN 37129

NHC Place at Cool Springs
211 Cool Springs Blvd.
Franklin, TN 37067

NHC HealthCare, Dickson
812 N. Charlotte Street
Dickson, TN 37055

NHC Place, Farragut
122 Cavett Hill Lane
Knoxville, TN 37934

NHC HealthCare, Smithville
825 Fisher Avenue
Smithville, TN 37166

NHC HealthCare, Somerville
308 Lake Drive
Somerville, TN 38068

Home for the Aged:

NHC HealthCare Assisted Living
3209 Bristol Highway
Johnson City, TN 37601

Home Health Agencies

NHC HomeCare-St Louis
9495 Page Avenue, Suite 101
St. Louis, MO 63132-1556

NHC HomeCare-Low Country
109 Burton Avenue, Suite D
Summerville, SC 29845

NHC HomeCare-Piedmont
1668 Herlong Court
Rock Hill, SC 29732

NHC HomeCare-Midlands
193 Medical Circle
West Columbia, SC 29169

NHC/OP, L.P. is the license holder of the following HomeCare agencies

HomeCare Agencies

Tennessee

NHC HomeCare, Athens
1011 West Madison Avenue
Athens, TN 37303

NHC HomeCare, Chattanooga
4525 Hixson Pike
Hixson, TN 37415

NHC HomeCare, Columbia
915 S. James Campbell Blvd.
Columbia, TN 38401

NHC HomeCare, Cookeville
567 S. Willow Avenue
Cookeville, TN 38501

NHC HomeCare, Dickson
305 Highway 70 East
Dickson, TN 37055

NHC HomeCare, Franklin
321 Billingsly Court, Suite 6
Franklin, TN 37067

NHC HomeCare, Hendersonville
112 Saundersville Road, Suite B200
Hendersonville, TN 37075

NHC HomeCare, Johnson City
709 Med Tech Parkway
Johnson City, TN 37604

NHC HomeCare, Knoxville
9000 Executive Park Drive, Suite A-205
Knoxville, TN 37923

NHC HomeCare, Lawrenceburg
399 Tripp Road
Lawrenceburg, TN 38464

NHC HomeCare, Lewisburg
493 Cornersville Road
Lewisburg, TN 37091

NHC HomeCare, McMinnville
612 Sparta St.
McMinnville, TN 37110

NHC HomeCare, Milan
14091 South First Street
Milan, TN 38358

NHC HomeCare, Murfreesboro
237 W. Northfield Blvd., Suite 100
Murfreesboro, TN 37129

NHC HomeCare, Pulaski
1102 E. College Street
Pulaski, TN 38478

NHC HomeCare, Somerville
211 West Market Street
Somerville, TN 38068

NHC HomeCare, Sparta
456 Vista Drive
Sparta, TN 38583

NHC HomeCare, Springfield
2100 Park Plaza Drive
Springfield, TN 37172

South Carolina

NHC HomeCare, Aiken
30 Physician Drive
Aiken, SC 29801

NHC HomeCare, Greenville
210 Adley Way
Greenville, SC 29607-6511

NHC HomeCare, Greenwood
615 South Main Street
Greenwood, SC 39646

NHC HomeCare, Laurens
700 Plaza Circle, Suite O
Clinton, SC 29325

Florida

NHC HomeCare, Carrabelle
1617 West Highway 98, Suite E
Carrabelle, FL 32322

NHC HomeCare, Chipley
1513 Hwy 90
Chipley, FL 32428

NHC HomeCare, Crawfordville
3034 Coastal Hwy
Crawfordville, FL 32327

NHC HomeCare, Merritt Island
2395 N. Courtenay Pkwy, Suite 101
Merritt Island, FL 32953

NHC HomeCare, Ocala
2605 SW 33rd St.
Bldg 100, Suite 103
Ocala, FL 34474

NHC HomeCare, Panama City
1830 Lisenby Ave., Suite B
Panama City, FL 32405

NHC HomeCare, Port St. Joe
418 Reid Ave.
Port St. Joe, FL 32456

NHC HomeCare, Quincy
860 Strong Rd
Quincy, FL 32351

NHC HomeCare, Vero Beach
946 16th Place
Vero Beach, FL 32960

Section A. - Applicant Profile - Item 6 Legal Interest in the Site

Option Agreement

AGREEMENT OF PURCHASE AND SALE

5th THIS AGREEMENT OF PURCHASE AND SALE (this "Agreement") is made as of this ____ day of ~~February~~ March, 2014 (the "Agreement Date") between NHC/OP, LP, a Delaware limited partnership, whose address is 100 Vine Street, City Center, Murfreesboro, Tennessee, 37130 ("Purchaser"), and JANE MCCLAIN BRYAN, EXECUTIRIX OF THE ESTATE OF THOMAS R. GOLDEN, DECEASED, whose address is 286 Page Drive, Mt Juliet, TN 37122 ("Seller").

RECITALS:

A. The Estate of Thomas R. Golden, deceased, is the owner of an improved tract of land of approximately 14.02 acres (shown as Tax Parcel 89.00 on Tax Map 087) located in Davidson County, Tennessee (the "Land") at 4214 Central Pike.

B. Purchaser is desirous of purchasing the Land from Seller and Seller is desirous of selling the Land to Purchaser upon the terms and conditions hereinafter set forth.

C. Seller acknowledges that Purchaser's interest in acquiring the Land is to develop a senior living facility on the Land.

NOW, THEREFORE, in consideration of the mutual covenants and promises hereinafter set forth, and for other good and valuable consideration, the receipt and sufficiency are hereby acknowledged by Purchaser and Seller, the parties hereto, each intending to be legally bound, do hereby covenant and agree as follows:

1. Recitals. All of the recitals set forth above are true and accurate and are incorporated herein by reference.

2. Definitions. In addition to the terms defined elsewhere in this Agreement, as used herein and in the Exhibits annexed hereto, the following terms shall have the following meanings, unless otherwise defined herein:

Agreement: This Agreement of Purchase and Sale and any written amendments or modifications hereof duly executed by all of the parties hereto.

Agreement Date: The date shown above in the first sentence hereof.

Business Day: Any day of the year in which commercial banks are not required or authorized to close in Nashville, Tennessee.

Property: As such term is defined in Section 3 hereof.

Purchaser's Representatives: Collectively, Purchaser's employees, agents, directors, officers, affiliates, partners, brokers or other representatives, including, without limitation, contractors, engineers, appraisers, attorneys, accountants, consultants, financial advisors, investors and lenders.

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Seller: As such term has been defined at the outset hereof.

Surviving Obligations: Collectively: (i) any indemnities and any other obligations under this Agreement on the part of Purchaser or Seller which are specifically stated to survive the termination of this Agreement, (ii) the delivery by Purchaser to Seller pursuant to Section 34 hereof of all Inspection Materials as defined therein, and (iii) those costs, expenses, and payments specifically stated herein to be the responsibility of Purchaser or Seller, respectively, it being the intention of the parties that the parties shall nonetheless be and remain liable for their respective obligations under (i), (ii) and (iii) notwithstanding the termination of this Agreement for any reason.

3. Sale and Purchase of Property. Seller agrees to sell and convey the Land to Purchaser, and Purchaser agrees to purchase the same from Seller, at the price and upon the terms, provisions and conditions set forth in this Agreement, together with (i) all right, title and interest of Seller in and to all easements, rights of way, reservations, privileges, appurtenances, and other estates pertaining to the Land, (ii) all oil, gas and mineral rights of Seller, if any, in and to the Land, and (iii) all right, title and interest of Seller, if any, in and to all strips and gores, all alleys adjoining the Land to the center line thereof, and all right, title and interest of Seller, if any, in and to any award made or to be made in lieu thereof and in and to any unpaid award for any taking by condemnation or any damages to the Land or any improvements thereon, if any, by reason of a change of grade of any street, road or avenue (the Land and all of the foregoing items listed in clauses (i) - (iii) above being hereinafter sometimes collectively referred to as the "Property").

4. Purchase Price.

(a) The purchase price for the Property is One Million One Hundred Thousand and 00/100 Dollars ($1,100,000.00) ("Purchase Price").

The Purchase Price shall be paid as follows:

(i) Initial Deposit: Within five (5) days following the Agreement Date, Purchaser shall deliver to Stites & Harbison, PLLC, Nashville, Tennessee ("Escrow Agent"), in immediately available funds, the sum of Fifty Thousand and No/100 Dollars ($50,000.00) (the "Initial Deposit").

(ii) Extension Deposit: If Purchaser elects to extend the Inspection and Property Planning Period beyond one hundred eighty (180) days, as allowed under Section 5 below, Purchaser shall deliver an additional Fifteen Thousand and 00/100 Dollars ($15,000.00) (herein the "Extension Deposit") to Escrow Agent on or prior to such one hundred eightieth (180th) day to be added to the Initial Deposit. The Initial Deposit and, if applicable, the Extension Deposit to be paid hereunder shall serve as and be referred to as the "Earnest Money Deposit."

(iii) The balance of the Purchase Price, after giving credit to Purchaser for the Earnest Money Deposit and any interest earned thereon, and after calculating the adjustments and prorations to be made in accordance with Section

6 hereof, shall be paid by Purchaser at Closing, by wire transfer of immediately available funds.

(b) The Earnest Money Deposit shall be held by Escrow Agent and deposited in an interest-bearing money market account under Federal Tax I.D. No. 522057472 for the mutual benefit of the parties. Any interest earned on the Earnest Money Deposit shall be for the benefit of Purchaser unless the Earnest Money Deposit is paid to Seller as a result of the default of Purchaser or as otherwise provided hereunder, in which event all interest earned thereon shall be paid to Seller. The Earnest Money Deposit, together with all interest earned thereon, shall be applied toward the Purchase Price at Closing. The Earnest Money Deposit, and all interest earned thereon, shall be refundable to Purchaser in the event that this Agreement is terminated in accordance with Section 5(g) or if the Closing fails to occur because any of the Conditions Precedent described in Section 8 are not satisfied or if the Agreement is terminated by Purchaser under the provisions of any of Sections 9, 12 or 13. In the event of a default by Purchaser, the Earnest Money Deposit shall be delivered to Seller.

5. Inspection, Due Diligence and Planning Period.

(a) During the period (the "Inspection and Property Planning Period") commencing with the Agreement Date and expiring at 5:00 p.m. (Central Time) on September 1, 2014 [180 days], Purchaser shall undertake to determine the feasibility of Purchaser's intended project and use of the Property and provided Purchaser is not in default hereunder, Purchaser and Purchaser's Representatives shall have full access to examine and inspect the Property and satisfy the Contingencies listed in Section 8 below. Purchaser may extend the Inspection and Property Planning Period for an additional one hundred twenty (120) days by giving written notice to Seller thereof prior to Sept. 1, 2014 and paying the Extension Deposit to Escrow Agent as provided in Section 4(a)(ii) above. Provided Purchaser is not in default hereunder, Purchaser and/or Purchaser's Representatives may make surveys, perform soil tests, environmental audits, engineering tests, and other investigations and tests as Purchaser in its reasonable discretion deems advisable (collectively, the "Inspection") and Seller grants to Purchaser and Purchaser's Representatives a non-exclusive license for such Inspection, subject to the terms and conditions set forth herein.

(b) The Inspection and all other due diligence activities shall be conducted by Purchaser at Purchaser's sole cost and expense.

(c) Purchaser shall promptly repair any damage to the Property resulting from the Inspection and shall promptly replace and refill any portion of the Property used for any inspections or tests and shall promptly restore the Property to the same condition that it existed in prior to the Inspection.

(d) Purchaser and Purchaser's Representatives shall take reasonable precautions so that the Inspection shall cause minimum disruption to parties in possession and Seller's employees, if any, located on the Property.

(e) Purchaser shall (i) comply with all laws applicable to the Inspection and all other activities undertaken in connection therewith; and (ii) take all actions and implement all protections necessary to ensure that all actions taken in connection with the Inspection, and the equipment, materials and substances generated, used or brought onto the Property pose no threat to the safety or health of persons or the environment, and cause no damage to the Property or other property of Seller, any tenant or other occupant of the Property or any other persons.

(f) Purchaser agrees to keep the Property free of any lien or encumbrance, including, without limitation, liens for services, labor or materials furnished in connection with the Inspection, and to cause any such liens or encumbrances to be immediately removed and Purchaser shall indemnify Seller and hold Seller harmless from and against any and all claims, demands, causes of action, losses, damages, liabilities, costs and expenses (including, without limitation, attorneys' fees and disbursements), suffered or incurred by Seller and arising out of or in connection with (i) Purchaser's and/or Purchaser's Representatives' entry upon the Property, (ii) any Inspection or other due diligence activities conducted with respect to the Property by Purchaser or Purchaser's Representatives, (iii) any liens or encumbrances filed or recorded against the Property as a consequence of the Inspection or any and all other activities undertaken by Purchaser or Purchaser's Representatives, and/or (iv) any and all other activities undertaken by Purchaser or Purchaser's Representatives with respect to the Property.

(g) If prior to the expiration of the Inspection and Property Planning Period, Purchaser, for any reason whatsoever, has determined not to complete the purchase of the Property, Purchaser shall notify Seller and Escrow Agent in writing of its decision to terminate this Agreement (the "Notice of Cancellation") by making demand for a refund of the Earnest Money Deposit, together with any interest earned thereon. Upon Seller's and Escrow Agent's timely receipt of the Notice of Cancellation (and subject to the terms of Section 34 hereof), Escrow Agent shall refund the Earnest Money Deposit and any interest earned thereon to Purchaser, less One Hundred and No/100 Dollars ($100.00), which shall be consideration to Seller for entering into this Agreement and granting to Purchaser the Inspection and Property Planning Period, at which time this Agreement shall be deemed to be terminated and all parties hereto shall be relieved of further liability hereunder to the other parties, except for the Surviving Obligations. If Seller has not received a Notice of Cancellation from Purchaser prior to the expiration of the Inspection and Property Planning Period, Purchaser shall be deemed to have irrevocably and unconditionally waived and relinquished its right of cancellation, and the Earnest Money Deposit made by Purchaser, including any interest earned thereon, shall be nonrefundable unless the Closing fails to occur because any of the Conditions Precedent described in Section 8 are not satisfied or if the Agreement is terminated by Purchaser under the provisions of any of Sections 11, 14, or 15 hereof.

(h) The provisions of Section 5(c), (f), (g) and the Surviving Obligations shall survive the Closing or the sooner termination of this Agreement.

6. Adjustments to Purchase Price, Prorations and Apportionments.

(a) Except as otherwise set forth below, the following shall be prorated and apportioned between Seller and Purchaser as of midnight of the day preceding the Closing Date:

(i) real estate taxes for the year of Closing, but if the Closing occurs before the then current year's tax is fixed, then taxes will be prorated based upon the prior year's tax; any tax prorations based on the prior year's taxes, at the request of either Seller or Purchaser, shall be subsequently readjusted upon the receipt of the actual tax bills for the year in which Closing takes place for the Property;

(ii) assessments against the Property under any property owner's association for the period in which the Closing occurs;

(b) If, on the Agreement Date of this Agreement, the Property or any part thereof shall be affected by any assessment or assessments which are or may become payable in installments, of which the first installment is now a charge or lien, or has been paid, then (A) Seller shall be obligated to pay all installments of any such assessment which are due and payable prior to the Closing Date, and (B) for the purposes of this Agreement, all the unpaid installments of any such assessment which are to become due and payable on or after the Closing Date shall not be deemed to be liens upon the Property and the payment thereof shall be assumed by Purchaser without abatement of the Purchase Price.

(i) Seller shall pay, or will have paid, all special assessments and liens for public improvements or similar liens which are, as of the Closing Date, certified liens and Purchaser shall assume payment of all special assessments and liens or public improvements or similar liens which are, as of the Closing Date, pending liens, unless such special assessments are payable in installments in which case Seller shall be responsible for all installments accruing prior to the Closing Date and Purchaser shall be responsible for all of the installments accruing on or after the Closing Date.

(c) Seller shall pay any rollback property tax liability, if applicable.

(d) If all or any portion of the Property is rented, rent for the month in which the Closing occurs will be prorated and apportioned between Seller and Purchaser as of midnight of the day preceding the Closing Date.

7. Closing.

(a) Closing Date and Place. The closing hereunder (the "Closing") shall be conducted at a place mutually agreed by the parties on or before the forty-fifth (45th) calendar day following expiration of the Inspection and Property Planning Period ("Closing Date"), time being of the essence. Purchaser shall deposit all funds (the "Funds") necessary to consummate the Closing, by wire transfer, into Escrow Agent's account no later than 2:00 p.m. on the Closing Date. In the event the Funds are deposited

after 2:00 p.m. on the Closing Date, all prorations will be recalculated though the next business day.

(b) Seller's Documents. At or prior to the Closing, Seller shall execute, acknowledge and/or deliver, as applicable, the following items to Purchaser (collectively, the "Seller's Documents"):

(i) a limited warranty deed (the "Deed") in the form of Exhibit B attached hereto and made a part hereof in recordable form which shall be effective to vest in Purchaser marketable fee simple title to the Property subject only to the Permitted Encumbrances (as hereinafter defined);

(ii) a copy of the resolutions of Seller authorizing the execution, delivery and performance of this Agreement by Seller and the consummation of the transactions contemplated hereunder;

(iii) a "FIRPTA" affidavit attesting to facts pertaining to the Estate of Thomas R. Golden, its address, tax identification number and non-foreign status as required by Section 1445 of the Internal Revenue Code and regulations;

(iv) an affidavit stating that there have been no improvements to the Property for the ninety (90) day period immediately preceding the Closing Date (other than work done by or on behalf of the Purchaser) or, if there have been any such improvements (other than work done by or on behalf of the Purchaser), that all liens in connection with said improvements have been or will be paid in full when due; that there are no persons or entities in possession of all or any portion of the Property except Seller and any tenants in possession pursuant to leases specifically disclosed to Purchaser; that there are no unrecorded easements or agreements known to Seller affecting title to or relating to the Property, except as otherwise set forth in the affidavit; and that there are no unpaid claims against or taxes due from the Estate of Thomas R. Golden;

(v) a closing statement (the "Closing Statement") reflecting all credits, prorations, apportionments and adjustments contemplated hereunder;

(vi) any documents required to be obtained by the Title Company in connection with the Closing, including, without limitation, Schedule B, Section I requirements of the "Title Commitment" (as that term is hereinafter defined), that are within the purview of Seller's responsibilities hereunder, or otherwise to comply with any state or federal law; and

(vii) all other documents Seller is required to deliver pursuant to the provisions of this Agreement or to consummate the transactions contemplated hereunder.

(c) Purchaser's Documents. At or prior to Closing, Purchaser shall execute, acknowledge and/or deliver, as applicable, the following items to Seller (collectively, the "Purchaser's Documents"):

(i) the Purchase Price in accordance with Section 4 hereof;

(ii) the Closing Statement;

(iii) (a) copies of Purchaser's organizational documents and resolutions and/or consents authorizing Purchaser to purchase the Property and to consummate the closing of the transactions contemplated hereunder and to execute and deliver the Purchaser's Documents, all certified as true and correct, and (b) such other partnership and/or corporate documentation as may be reasonably requested by the Title Company;

(iv) any documents required to be obtained by the Title Company in connection with the Closing, including, without limitation, Schedule B, Section I requirements to the issuance of the Title Policy (as hereinafter defined), that are within the purview of Purchaser's responsibilities hereunder, or otherwise to comply with any state or federal law; and

(v) all other documents Purchaser is required to deliver pursuant to the provisions of this Agreement or to consummate the transactions contemplated hereunder.

(d) Closing Expenses. At Closing, Seller shall pay the brokerage commissions due Broker in accordance with Section 26 herein, the cost for deed preparation, the title insurance premiums and search fees for the Title Policy described in Section 9(a) hereof, and Seller's attorneys' fees. Purchaser shall pay all costs of the Inspection and other due diligence and property planning activities of Purchaser, the cost of the Survey, all documentary stamp/transfer taxes and recording fees required to be paid as to the Deed and Purchaser's attorneys' fees.

8. Conditions Precedent to Closing. Purchaser's obligation to close hereunder is subject to the satisfaction of the following condition:

(a) the representations and warranties of Seller contained herein shall be true and correct in all material respects as of the Closing Date except to the extent that they relate only to an earlier date and subject to Seller's right to cure as hereinafter set forth. Purchaser shall notify Seller in writing of any material breach of any representation or warranty of Seller whereupon Seller shall have up to thirty (30) days from Seller's receipt of Purchaser's notice to cure such breach.

(b) the Board of Directors of National HealthCare Corporation shall have duly authorized the purchase of the Property. Such authorization shall be given by appropriate corporate action during the Inspection and Property Planning Period and once given, this condition shall be deemed fully satisfied. If said authorization has not been given by the expiration of the Inspection and Property Planning Period and Purchaser has not timely terminated this Agreement as provided herein by the expiration of the Inspection and Property Planning Period, this condition shall be deemed to be fully satisfied.

(c) Purchaser shall have determined in Purchaser's sole judgment that all utility services needed for Purchaser's intended use and development of the Property area available and have adequate capacity.

(d) Purchaser's having obtained at Purchaser's cost, but with Seller's cooperation, any zoning change or allowance which is needed to permit Purchaser's development and use of the Property for and as a nursing home and/or senior living facility of the size desired by Purchaser.

(e) Purchaser's having obtained all regulatory approval to relocate the Certificate of Need to the Property as is required to allow Purchaser to develop and use the Property as a licensed nursing home and/or senior living facility.

(f) Purchaser's determination in Purchaser's sole judgment that the Property and its projected cost to develop are acceptable in all respects for Purchaser's planned development and use of the Property.

Purchaser's inability to satisfy any of conditions (b) through (f) above shall not be deemed to be a default by Seller under Section 12 hereof.

9. Condition of Title.

(a) Purchaser shall obtain a title insurance commitment (the "Title Commitment") agreeing to issue to Purchaser, upon recording of the Deed, a standard ALTA owner's title insurance policy (the "Title Policy") in an amount equal to the Purchase Price, subject only to taxes for the year of Closing and subsequent years, pre-printed standard exceptions and the "Permitted Encumbrances" (as hereinafter defined). The cost of the Title Policy shall be borne by Seller.

(b) If the Title Commitment or any update thereto shall disclose the existence of any liens, encumbrances or other defects or exceptions other than pre-printed standard exceptions, then Purchaser shall give Seller written notice (each a "Purchaser's Title Notice") (i) as to matters disclosed in the Title Commitment ("Title Matters"), by the end of the Inspection and Property Planning Period, and (ii) as to matters disclosed in any such update to the Title Commitment ("New Title Matters"), within five (5) days after Purchaser's receipt of such update which Purchaser's Title Notice shall specify any Title Matters or New Title Matters, as applicable, which Purchaser finds objectionable ("Objections"), if any. If Purchaser discovers any mortgage lien encumbering the Property, the Seller will within five (5) days of Purchaser's request obtain from the holder of such mortgage lien a written agreement to release such lien upon the payment of a specifically stated sum. Seller shall have up to earlier of (i) thirty (30) days after the receipt of Purchaser's Title Notice; or (ii) the Closing Date to cure such Objections. Seller agrees to satisfy prior to Closing any Objections which may be satisfied or released upon the payment of cash. In the event Seller elects (the "Election") not to cure all other Objections by the Closing Date or otherwise arrange for title insurance insuring against enforcement of such Objections against, or collection of same out of, the Property, Purchaser shall have only the right (i) to terminate this Agreement by giving written

notice (the "Written Notice") thereof to Seller within five (5) days after receiving notice from Seller of the Election, and upon such termination, to receive the return of the Earnest Money Deposit, neither party hereto thereafter having any further rights or obligations hereunder, except for the Surviving Obligations, or (ii) to waive the Objections and consummate the purchase of the Property, without any abatement or reduction of the Purchase Price, subject to the Objections which shall be deemed to be "Permitted Encumbrances;" provided, however, purchaser shall be deemed to have waived the Objections in the event Purchaser does not deliver the Written Notice to Seller within five (5) days of Purchaser receiving notice from Seller of the Election. Notwithstanding the foregoing, if Seller has commenced curing the Objections and is diligently prosecuting the same, then Purchaser, upon written request by Seller, shall extend the cure period for such time as may be required for Seller to cure the same, in no event to exceed sixty (60) days. Should Seller elect to cure and be unsuccessful in completing same, Purchaser may elect to terminate this Agreement or to waive the Objections and proceed to close under the provisions as stated herein without any abatement or reduction of the Purchase Price.

(c) Purchaser shall obtain at Purchaser's expense a survey of the Property (the "Survey"). Purchaser shall provide a copy of the Survey to Seller and shall notify Seller, in writing, (i) as to matters disclosed on the Survey which Purchaser finds objectionable, by the end of the Inspection and Property Planning Period, and such objections shall be deemed Objections and dealt with as such in accordance with the provisions of Section 9(b) hereof. It shall be Purchaser's responsibility to provide the Title Company with a copy of the Survey and any other certifications, affidavits or instruments which the Title Company may request or require in order to delete the standard survey exceptions in the Title Commitment. The descriptions of the Property from the Survey shall be used for Exhibit A hereof.

10. Representations, Warranties, Covenants and Acknowledgments.

(a) Seller represents and warrants to Purchaser as of the Agreement Date and as of the Closing, as follows:

(i) Seller is the Executrix of the Estate of Thomas R. Golden and has been granted Letters Testamentary by the Probate Court for Davidson County, Tennessee;

(ii) Seller has the full legal right, power and authority to execute and deliver this Agreement and all of Seller's Documents, to consummate the transactions contemplated hereby, and to perform its obligations hereunder and under all of Seller's Documents;

(iii) This Agreement and Seller's Documents do not and will not contravene any agreement of Seller, any judgment, order, decree, writ or injunction issued against Seller, or any provision of any laws applicable to Seller. The consummation of the transactions contemplated hereby will not result in a breach or constitute a default or event of default by Seller under any agreement to

which Seller or any of its assets are subject or bound and will not result in a violation of any laws applicable to Seller;

(iv) To the actual knowledge of Seller: (1) Seller has not received any written notices of (a) any material claims against the Property, (b) any violation of any laws, ordinances or other governmental regulations applicable to the Property, including but not limited to environmental matters, or (c) any pending condemnation proceedings respecting any portion of the Property; (2) to the extent that any improvements have been made to the Property or any work performed with respect to the Property, all liens in connection with said improvements or work have been or will be paid in full when due; (3) Seller has provided or made available to Purchaser all Inspection Materials within the possession of Seller; (4) Seller has not falsified any of the Inspection Materials provided to or made available to Purchaser; and (5) Mamie Johnson Golden, the wife of Thomas R. Golden, predeceased him.

(v) Seller agrees that she will not encumber or allow any lien to arise against the Property.

(vi) Seller shall cooperate with any environmental study of the Property and shall furnish and provide interviews or answer questions reasonably related to such studies.

(vii) Seller shall cooperate with any application for zoning change or variance regarding the Property which Purchaser selects to seek.

(viii) To Seller's knowledge, there are no leases affecting all or any part of the Property and no written promises, understandings, agreements or commitments between Sellers and any person or entity concerning the sale, conveyance, lease, use or occupancy of any interest in the Property or any part thereof.

(b) Purchaser warrants and represents to Seller as follows:

(i) Purchaser is a Delaware limited partnership;

(ii) Purchaser has the full legal right, power, authority and financial ability to execute and deliver this Agreement and all of Purchaser's Documents, to consummate the transactions contemplated hereby, and to perform its obligations hereunder and under all of Purchaser's Documents;

(iii) This Agreement and Purchaser's Documents do not and will not contravene any provision of the organizational documents of Purchaser, any judgment, order, decree, writ or injunction issued against Purchaser, or any provision of any laws applicable to Purchaser. The consummation of the transactions contemplated hereby will not result in a breach or constitute a default or event of default by Purchaser under any agreement to which Purchaser or any

of its assets are subject or bound and will not result in a violation of any laws applicable to Purchaser; and

(iv) There are no pending actions, suits, proceedings or investigations to which Purchaser is a party before any court or other governmental authority which may have an adverse impact on the transactions contemplated hereby.

(v) Purchaser has the financial ability to purchase the Property without seeking any mortgage loan financing.

(c) The representations and warranties of Purchaser and Seller set forth in this Agreement shall be true, accurate and correct in all material respects upon the execution of this Agreement, shall be deemed to be repeated on and as of the Closing Date (except as they relate only to an earlier date) and shall survive the Closing.

11. Remedies Upon Default of Purchaser. If Purchaser fails to perform any of its obligations under this Agreement, or is in default hereunder, Seller as its sole remedy may terminate this Agreement by notice to Purchaser. If Seller elects to terminate this Agreement, then this Agreement shall be terminated and Escrow Agent shall pay to Seller the Earnest Money Deposit and all interest earned thereon, as full and agreed upon liquidated damages, consideration for the execution of this Agreement and in full settlement of all claims whereupon the parties hereto shall be relieved of all obligations hereunder, except for the Surviving Obligations, it being agreed that the actual damages suffered by Seller shall be impossible to ascertain and the payment of the Earnest Money Deposit and all interest earned thereon (plus the Surviving Obligations) shall be the sole liability of Purchaser by reason of any default hereunder. Except as set forth in the immediately preceding sentence, Seller hereby expressly waives, relinquishes and releases any other right or remedy available to it at law, in equity or otherwise by reason of Purchaser's default hereunder or Purchaser's failure or refusal to perform its obligations hereunder.

12. Remedies on Default of Seller.

If Seller fails to close the transaction contemplated by this Agreement for any reason other than Purchaser's default, Purchaser may seek specific performance or may elect to terminate this Agreement and receive from Escrow Agent the Earnest Money Deposit paid to Escrow Agent pursuant to this Agreement (and any interest earned thereon) and recover as damages all of Purchaser's costs and expenses relating to the planned development of the Property, whereupon each of the parties shall be relieved of all further liability to the other hereunder, except for the Surviving Obligations. Seller expressly waives the defense of lack of mutuality of remedies.

13. Eminent Domain.

(a) If, prior to Closing, all or any portion of the Property is taken by eminent domain (or is the subject of a pending or contemplated taking which has not been consummated), Seller shall notify Purchaser of such fact and Purchaser shall have the option to terminate this Agreement upon written notice to Seller given not later than fifteen (15) days after Purchaser's receipt of Seller's notice. If Purchaser does not elect to so terminate this Agreement, Purchaser shall proceed to Closing as provided in this Agreement without abatement of or adjustment to the Purchase Price and, at Closing,

Seller shall assign and turn over all compensation and damages awarded or the right to receive same with respect to such taking, condemnation or eminent domain.

(b) If this Agreement is terminated pursuant to this Section 13, the Deposit and all interest earned thereon shall be delivered by Escrow Agent to Purchaser, subject, however, to Purchaser's obligation to return the Inspection Materials to Seller, and the parties hereto shall be released from all further obligations and liabilities hereunder, except for the Surviving Obligations.

14. Attorneys' Fees. In the event either party hereto shall default in the performance of any of the terms and conditions of this Agreement, the prevailing party shall be entitled to recover all costs, charges and expenses of enforcement, including reasonable attorneys' and paralegal fees, which reasonable fees shall include attorneys' and paralegal fees incurred in any trial or appellate proceedings.

15. Binding Effect. This Agreement shall be binding upon, shall inure to the benefit of, and shall be enforceable by, the parties hereto and their respective heirs, personal representatives, successors and permitted assigns.

16. Governing Law. This Agreement shall be governed by and construed under and in accordance with the laws of the State in which the Property is located.

17. Time of Essence. Time shall be deemed of the essence with respect to consummating the transactions contemplated under this Agreement on the Closing Date and with respect to all other obligations of Purchaser and Seller hereunder.

18. Counterparts. This Agreement may be executed in one or more counterparts each of which shall be deemed an original but all of which shall constitute one and the same Agreement.

19. Agreement not to be Recorded. This Agreement shall not be recorded in the public records. Any attempts to record this instrument by or on behalf of Purchaser shall, at Seller's option, cause all of the effect of enforcement of any of its terms to become null and void, and same shall not constitute constructive notice of its existence or constitute a cloud on title. Purchaser hereby indemnifies and exonerates Seller from all loss, claim, expense, liability, action or demand (including, but not limited to, reasonable counsel fees and expenses through and including all appellate proceedings) arising out of or in connection with the improper or unauthorized recordation of this Agreement or any memorandum or notice thereof or any reference hereto by Purchaser or any agent or representative of Purchaser in any recorded document.

20. Waiver. Except as otherwise provided herein, the failure of Seller or Purchaser to insist upon or enforce any of their respective rights hereunder shall not constitute a waiver thereof.

21. Construction. Each party hereto acknowledges that all parties hereto have participated equally in the drafting of this Agreement and that accordingly, no court construing this Agreement shall construe it more stringently against one party than the other.

22. Insertion of Corrections or Modifications. Typewritten or handwritten provisions inserted in this Agreement or in the exhibits hereto (and initialed by the parties) shall control all printed provisions in conflict therewith.

23. Captions. The captions used herein have been included for convenience of reference only and shall not be deemed to vary the content of this Agreement or limit the provisions or scope of any section or paragraph hereof.

24. Pronouns. All pronouns and any variations thereof shall be deemed to refer to the masculine, feminine, neuter, singular, or plural as the identity of the person or entity may require.

25. Severability. Wherever possible, each provision of this Agreement shall be interpreted in such manner as to be effective and valid under applicable law, but in the event that any provision of this Agreement shall be prohibited by or invalid under such law, such provision shall be ineffective to the extent of such prohibition or invalidity, without invalidating the remainder of such provision or the remaining provisions of this Agreement.

26. Broker. Purchaser and Seller represent and warrant to each other that Nashville Real Estate Exchange and Southeast Venture LLC (hereinafter referred to as "Broker") are the sole brokers with whom either has dealt in connection with the Property and the transactions described herein. Seller shall pay a seven percent (7%) brokerage commission due to Broker arising out of the transaction contemplated in this Agreement to be shared four percent (4%) by Nashville Real Estate Exchange representing the Seller and three percent (3%) by Southeast Venture, LLC representing the Purchaser. Each party hereto agrees to indemnify, defend and hold the other harmless from and against any and all claims, causes of action, losses, costs, expenses, damages or liabilities, including reasonable attorneys' fees and disbursements, which the other may sustain, incur or be exposed to, by reason of any claim or claims by any broker, finder or other person, except Broker, for fees, commissions or other compensation arising out of the transactions contemplated in this Agreement if such claim or claims are based in whole or in part on dealings, discussions or agreements with the indemnifying party; provided, however, that Purchaser shall not indemnify Seller against any claims of Broker. The obligations and representations contained in this Section 26 shall survive the termination of this Agreement and the Closing.

27. Assignment. Purchaser may assign this Agreement, but such assignment will not relieve Purchaser of liability for the performance of all Purchaser's obligations hereunder.

28.. Merger. All prior statements, understandings, letters of intent, representations and agreements between the parties, oral or written, are superseded by and merged in this Agreement, which alone fully and completely expresses the agreement between Seller and Purchaser in connection with this transaction and which is entered into after full investigation, neither party relying upon any statement, understanding, representation or agreement made by the other not embodied in this Agreement. Except as otherwise expressly provided herein, all of Seller's representations, warranties, covenants and agreements herein shall merge in the documents and agreements executed at the Closing and shall not survive the Closing.

29. Exhibits. All of the Exhibits annexed hereto are incorporated herein by reference and form a part of this Agreement.

30. Use of the Word "Herein". Use of the words "herein," "hereof," "hereunder" and any other words of similar import refer to this Agreement as a whole and not to any particular article, section or other paragraph of this Agreement unless specifically noted otherwise in this Agreement.

31. Date of Performance. If the date of the performance of any term, provision or condition of this Agreement shall happen to fall on a Saturday, Sunday or other non-Business Day, the date for the performance of such term, provision or condition shall be extended to the next succeeding Business Day immediately thereafter occurring.

32. Third Parties. This Agreement shall not be deemed to confer in favor of any third parties any rights whatsoever as third-party beneficiaries, the parties hereto intending by the provisions hereof to confer no such benefits or status.

33. Acceptance of the Deed. The delivery by Seller and the acceptance by Purchaser of the Deed shall be deemed to be the full performance and discharge of every agreement, obligation, and covenant, guaranty, representation, or warranty on the part of Seller and Purchaser, respectively, to be performed pursuant to the provisions of this Agreement in respect of the Property, except for those paragraphs or sections specifically stated to survive the Closing. Certain provisions of this Agreement, as expressly provided herein, shall survive Closing or termination. This Section shall survive the Closing.

34. Property Information and Confidentiality.

(a) Upon the execution of this Agreement, or prior to such date, Seller shall deliver to Purchaser and during the term of this Agreement shall deliver any and all updated or additional items in Seller's possession or ordered by Seller relating to the Property or the Project as follows:

(i) All surveys (boundary and/or topographic) of the Property;

(ii) Copies of all environmental studies, wetlands assessments, and/or archeological reports relating to any part of the Property;

All of the foregoing are referred to collectively as the "Investigation Materials."

(b) Purchaser and Seller, for the benefit of each other, hereby agree that between the Agreement Date and the Closing Date, they will not release or cause or permit to be released any press notices, publicity (oral or written) or advertising promotion relating to, or otherwise announce or disclose or cause or permit to be announced or disclosed, in any manner whatsoever, the terms, conditions or substance of this Agreement or the transactions contemplated herein, without first obtaining the written consent of the other party hereto. It is understood that the foregoing shall not preclude either party from discussing the substance or any relevant details of the transactions contemplated in this Agreement, with any of its attorneys, accountants, professional consultants or potential lenders, as the case may be, or prevent either party hereto from complying with any laws applicable to such party, including, without limitation, governmental regulatory, disclosure, tax and reporting requirements.

(c) The obligations and covenants of Purchaser under this Section 34 shall survive any termination of this Agreement prior to Closing hereunder.

35. Notices. All notices, elections, consents, approvals, demands, objections, requests or other communications which Seller or Purchaser may be required or desire to give pursuant to, under or by virtue of this Agreement (collectively, "Notices") must be in writing and sent by (a) first class U.S. certified mail, return receipt requested, with postage prepaid, or (b) telecopier (with receipt confirmed), or (c) express mail or courier (next day delivery), addressed to the respective party at the address for each first set forth above. Seller or Purchaser may designate another addressee or change its address for notices and other communications hereunder by a notice given to the other in the manner provided in this Section 35. A notice or other communication shall be deemed to have been properly sent and given when received by the addressee. If sent by telecopy, a Notice shall be deemed received when transmission is received by the addressee with electronic or telephonic confirmation.

When sending any notice to the Purchaser send a copy of said notice to:

NHC OP, LP

c/o National HealthCare Corporation

100 Vine Street, City Center

Murfreesboro, TN 37130

Attention: Thomas B. Campbell

Email: tcampbell@nhccare.com

Facsimile: (615) 278-3258

With copy to:

Robert N. Buchanan, III

Stites & Harbison PLLC

401 Commerce Street, Suite 800

Nashville, TN 37219

Email: robert.buchanan@stites.com

Facsimile: (615) 742-4112

When sending any notice to the Seller send a copy of said notice to:

Jane McClain Bryan

286 Page Drive

_____Mt Juliet, TN 37122

_____

Email: _____DJB228@TDS.NET

Facsimile: ___615-754-6952

36. No Modification. This Agreement constitutes the entire agreement between the parties hereto with respect to the transactions contemplated hereby and it supersedes all prior understandings or agreements between the parties as to the subject matter hereof. No term or provision of this Agreement may be changed or waived, discharged or terminated orally, but only by an instrument in writing signed by the party against which enforcement of the change, waiver, discharge or termination is sought.

37. Tax-Free Exchange. Seller may affect the transaction contemplated hereby by means of a tax-free exchange that will not delay the Closing or cause additional expense to Purchaser. Seller's rights and obligations under this Agreement may be assigned to a "Qualified Intermediary" of Seller's choice for the purpose of completing such tax-free exchange. Purchaser agrees to cooperate with Seller and such "Qualified Intermediary" in a manner necessary to complete the tax-free exchange, provided Purchaser shall not be obligated to incur any additional liability or cost related to the tax-free exchange or acquiring title to any replacement property.

38. Rights of Escrow Agent. If there is any dispute as to whether the Escrow Agent is obligated to deliver any monies and/or documents which it now or hereafter holds, including, without limitation, the Earnest Money Deposit (collectively, the "Escrowed Property") or as to whom any Escrowed Property are to be delivered, the Escrow Agent shall not be obligated to make any delivery, but, in such event, may hold same until receipt by the Escrow Agent of an authorization, in writing, signed by all of the parties having an interest in such dispute directing the disposition of same; or, in the absence of such authorization, the Escrow Agent may hold any Escrowed Property until the final determination of the rights of the parties in an appropriate proceeding. Within three (3) Business Days after receipt by the Escrow Agent of a copy of a final judgment or order of a court of competent jurisdiction, certified by the clerk of such court or other appropriate official, the Escrowed Property shall be delivered as set forth in such judgment or order. A judgment or order under this Agreement shall not be deemed to be final until the time within which to take an appeal therefrom has expired and no appeal has been taken, or until the entry of a judgment or order from which no appeal may be taken. If such written authorization is not given or proceeding for such determination is not begun and diligently continued, the Escrow Agent shall have the right to bring an appropriate action or proceeding for leave to deposit the Escrowed Property in court, pending such determination. In the event that the Escrow Agent places any Escrowed Property in the registry of the governing court in and for Davidson County, Tennessee and files an action of, interpleader, naming the parties hereto, the Escrow Agent shall be released and relieved from any and all further obligation and liability hereunder or in connection herewith. If, without gross negligence on the part of the Escrow Agent, the Escrow Agent shall become a party to any controversy or litigation with respect to the Escrowed Property or any other matter respecting this Agreement, Seller and

Purchaser shall jointly and severally hold Escrow Agent harmless from any damages or losses incurred by Escrow Agent by reason of or in connection with such controversy or litigation. The provisions of this Section 39 shall survive the Closing or termination of this Agreement.

IN WITNESS WHEREOF, Seller and Purchaser have caused these presents to be executed and delivered, on the date first above written.

REMAINDER OF PAGE INTENTIONALLY LEFT BLANK

COUNTERPART SIGNATURE PAGES FOLLOW

COUNTERPART SIGNATURE PAGE TO PURCHASE AND SALE AGREEMENT

SELLER:

Jane McClain Bryan

Jane McClain Bryan, Executrix for the Estate of Thomas R. Golden

Date of Execution: 2-28, 2014

COUNTERPART SIGNATURE PAGE TO PURCHASE AND SALE AGREEMENT

PURCHASER:

NHC/OP, LP, a Delaware limited partnership

By: _____

Name: Steve Flatt

Title: Vice President

[CORPORATE SEAL]

Date of Execution: March 5, 2014

ACCEPTANCE BY ESCROW AGENT

The undersigned hereby accepts the duties of Escrow Agent under that certain Agreement for Purchase and Sale between JANE MCCLAIN BRYAN, EXECUTIRIX OF THE ESTATE OF THOMAS R. GOLDEN, DECEASED, as Seller, and NHC/OP, LP, a Delaware limited partnership, as Purchaser, dated ~~February~~ March 5, 2014, relating to the property located in Davidson County, Tennessee, as more particularly described in said Agreement, subject to and in accordance with all the terms and conditions thereof, and hereby agrees to notify Seller upon its receipt of Earnest Money from Purchaser in accordance with the terms of Section 4(a) of said Agreement.

Dated: ~~February~~ March 5, 2014.

STITES & HARBISON, PLLC

By: Robert N. Buchanan III

Name: Robert N. Buchanan III

Member

Its: Duly Authorized Representative

07000N:876:1039788:3:NASHVILLE

LIST OF EXHIBITS

Exhibit A	Property Description
Exhibit B	Limited Warranty Deed

EXHIBIT A

Property Description
[to be taken from survey]

EXHIBIT B

STATE OF TENNESSEE)

) Upon recording return to:

COUNTY OF DAVIDSON)

_____

_____

_____

_____

LIMITED WARRANTY DEED

THIS INDENTURE, made this _____ day of _____, 2014 by and between JANE MCCLAIN BRYAN, EXECUTIRIX OF THE ESTATE OF THOMAS R. GOLDEN, DECEASED (hereinafter referred to as "Grantor"), having an address of _____, and NHC/OP, LP, a Delaware limited partnership, having an address of 100 Vine Street, City Center, Murfreesboro, Tennessee, 37130 (hereinafter referred to as "Grantee").

WITNESSETH:

That for and in consideration of the sum of Ten and No/100 Dollars ($10.00) and other valuable consideration, the receipt and sufficiency whereof are hereby acknowledged, Grantor has granted, bargained, sold, assigned, transferred and conveyed and does hereby grant, bargain, sell, assign and transfer and convey to Grantee, its successors and assigns, all of that certain tract or parcel of land being more particularly described in Exhibit "A" attached hereto and by this reference made a part hereof (hereinafter referred to as the "Property").

TO HAVE AND TO HOLD said Property, together with all and singular the rights, members, and appurtenances thereof, to the same being, belonging or in anywise appertaining to the only proper use, benefit and behoof of Grantee and the successors and assigns of Grantee, forever, IN FEE SIMPLE. Grantor covenants that it is lawfully seized and possessed of the Property; has full power and lawful authority to transfer and convey the same; that title to the Property is free, clear and unencumbered (except as to those matters set forth on Exhibit "B" attached hereto) and that Grantor shall warrant and forever defend the title to said Property, unto the Grantee, its successors and assigns, against the lawful claims of all persons claiming by, through or under Grantor, except as to those matters set forth on Exhibit "B" attached hereto.

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SIGNATURE PAGE FOLLOWS

SIGNATURE PAGE TO LIMITED WARRANTY DEED

IN WITNESS WHEREOF, Grantor has hereunto set its hand and seal on the day, month and year first above written.

_____

Jane McClain Bryan, Executrix for the Estate of Thomas R. Golden

STATE OF TENNESSEE)
)
COUNTY OF DAVIDSON)

Personally appeared before me, _____, a Notary Public of said County and State, JANE MCCLAIN BRYAN, EXECUTRIX OF THE ESTATE OF THOMAS R. GOLDEN, DECEASED, with whom I am personally acquainted (or proved to me on the basis of satisfactory evidence), and who acknowledged that she executed the within instrument for the purposes therein contained.

Witness my hand and seal, at Office in Nashville, Tennessee, this _____ day of February, 2014.

_____

Notary Public

My Commission Expires:_____

EXHIBIT "A"

[Legal Description]

EXHIBIT "B"

[Permitted Exceptions]

Section B - Project Description - III (A)

Plot Plan

14.02 +/- Acres

JB
Johnson - Bailey Architects P.C.

City Center
100 East Vine St.
Murfreesboro Tennessee
37130
615 · 890 · 4560
Fax: 615 · 890 · 4564

The Health Center of Hermitage

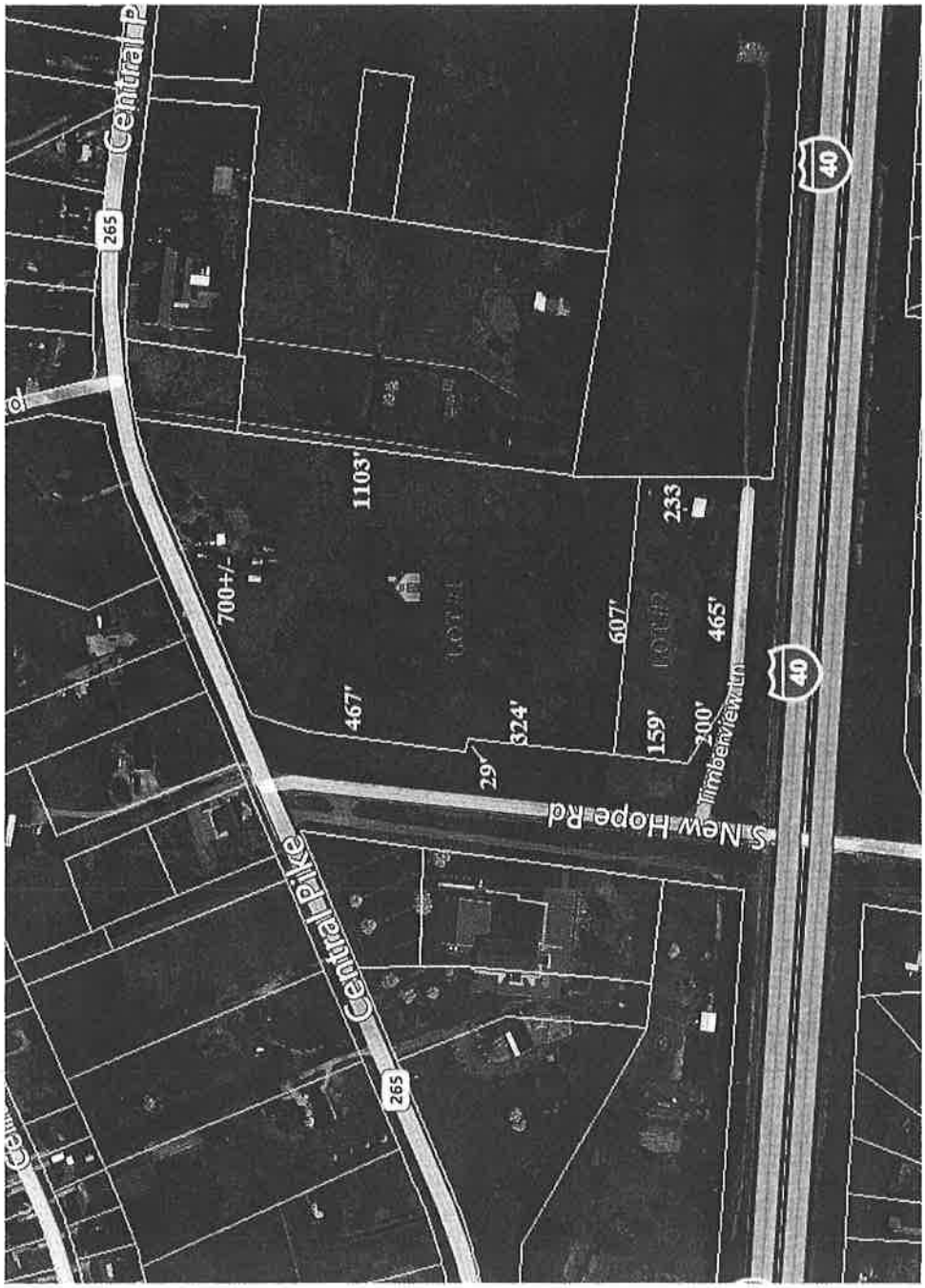
Nashville, Tennessee

REVISION	DATE

NOTES:

THIS DRAWING SHALL NOT BE REPRODUCED, PUBLISHED, OR USED IN ANY WAY WITHOUT THE WRITTEN PERMISSION OF THE ARCHITECT.

PROJECT NO. COI
DATE 03/12/1
DRAWN BY J.R.F
CHECKED BY


Central Pike
265
40
1103'
700+/-
233
607'
465'
467'
324'
159'
200'
29'
Timberview Ln
S New Hope Rd

Section B, Project Description - III (B) Bus Schedule

Old Hickory

27

The Hermitage
Hermitage Regional Rail Station
Lakewood Park & Ride
McKendree Village
MTA Madison Headquarters
MTA Madison Park & Ride
Music City Central - **Bay 6**
Old Hickory Towers
Summit Medical Center

Nashville MTA

Customer Care and ADA Coordinator
(615) 862-5950

AccessRide
(615) 880-3970

nashvillemta.org

Effective March 30, 2014

Thank you for riding with the Nashville MTA

We appreciate your business!

Nashville MTA

EasyRide Commuter Benefits

Benefits to employers
- *Saves tax dollars*
- *On-site parking becomes a non-issue*
- *Less-stressed employees*

Benefits to employees
- *Cuts taxable income*
- *Reduces car expenses*
- *Arrive at work relaxed*

For more information, contact MTA at **(615) 862-5969** *or ask your Human Resources Director about commuter benefits.*

EasyRide
MTA/RTA COMMUTER PROGRAM

Holiday Service

On the following major holidays, MTA operates service on a Sunday/Holiday schedule:
• New Year's Day • Memorial Day • Independence Day • Labor Day • Thanksgiving • Christmas
On Martin Luther King Jr. Day, MTA operates service on a Saturday schedule.

MTA Office Hours

Customer Care Call Center: (615) 862-5950
6:30 a.m. to 6:30 p.m. – Monday-Friday
8:00 a.m. to 5:00 p.m. – Saturday
10:30 a.m. to 2:30 p.m. – Sunday
Closed holidays

Ticket Sales and Information at Music City Central
400 Charlotte Avenue
6:00 a.m. to 6:30 p.m. – Monday-Friday
8:00 a.m. to 5:00 p.m. – Saturday
10:30 a.m. to 2:30 p.m. – Sunday
Closed holidays

Music City Central – Hours of Operation
400 Charlotte Avenue
5:15 a.m. to 11:15 p.m. – Monday-Friday
6:00 a.m. to 10:15 p.m. – Saturday
6:00 a.m. to 9:15 p.m. – Sundays and holidays

Administrative Offices: (615) 862-5969
430 Myatt Drive, Nashville, TN 37115
8:00 a.m. to 4:30 p.m. – Monday-Friday
Closed weekends and holidays

Metropolitan Transit Authority
430 Myatt Drive, Nashville, TN 37115

designed by CHK America – chkamerica.com

MTA Passes

For your convenience, passes are available for purchase at Music City Central (400 Charlotte Avenue), online at nashvillemta.org, or by phone at (615) 862-5950. In addition, passes may be requested via mail by sending the request to the MTA Administrative Office address.

All-Day Pass	$5.25	7-Day Pass	$24.00
All-Day Discounted Pass	$3.25	31-Day Pass	$84.00
All-Day Youth Pass	$3.50	Discounted Pass	$44.00
20-Ride Local	$32.00	Quest 7-Day	
20-Ride Express	$42.00	Youth Pass	$16.00
20-Ride Discounted Pass	$17.00	Quest 31-Day Youth Pass	$58.50

Cash, checks, money orders, and credit cards are accepted for these purchases. A shipping fee will be applied to all mail, phone and online orders.

Express Upgrades: Deposit an extra 50 cents to use a 20-Ride Local Pass on an express bus.

For more information, please call MTA Customer Care at (615) 862-5950 *or visit our website at nashvillemta.org.*

All MTA buses are accessible and equipped with bike racks.

Bus Stops

Most MTA bus stops are marked with a blue-and-white sign. If no bus stops are visible in the area where you wish to board, please go to the nearest intersection of the street traveled by your bus and flag the bus down when it comes into view.

Music City Central

The main transfer station is located at Music City Central (400 Charlotte Avenue).

Destination Signs

Every MTA bus is marked with a route number as well as the destination name or area. All express routes are designated by an "X" following the route number. If you have questions about where a bus is going, please ask the driver as you board.

Park & Ride

Several bus routes provide Park & Ride service, which allows you to park your car at no charge and ride an MTA bus. MTA passengers are permitted to use Park & Ride lots as complimentary services by owners of the lots.

Snow Routes

Be prepared for winter weather and pick up your MTA snow route brochure today. Snow route information may be found at MTA displays around town, on MTA buses, online at nashvillemta.org, or by calling Customer Care at (615) 862-5950.

Fares

Adult – Local, Airport & BRT lite Services	$1.70
Express Service	$2.25
Senior *(ages 65 and older; please show driver proof of age before depositing fare)*	$ .85
People with Disabilities and Medicare Cardholders *(please show driver special identification card before depositing fare)*	$ .85
Youth Fare *(ages 19 and younger; please alert driver before depositing fare and be prepared to show proof of age upon request)*	$1.00
Children ages 4 and younger	No Charge

Services for Medicare Cardholders, Seniors, or People with Disabilities

Medicare cardholders, who are not elderly or disabled, qualify for a reduced MTA fare of 85 cents on MTA buses with their Medicare ID.

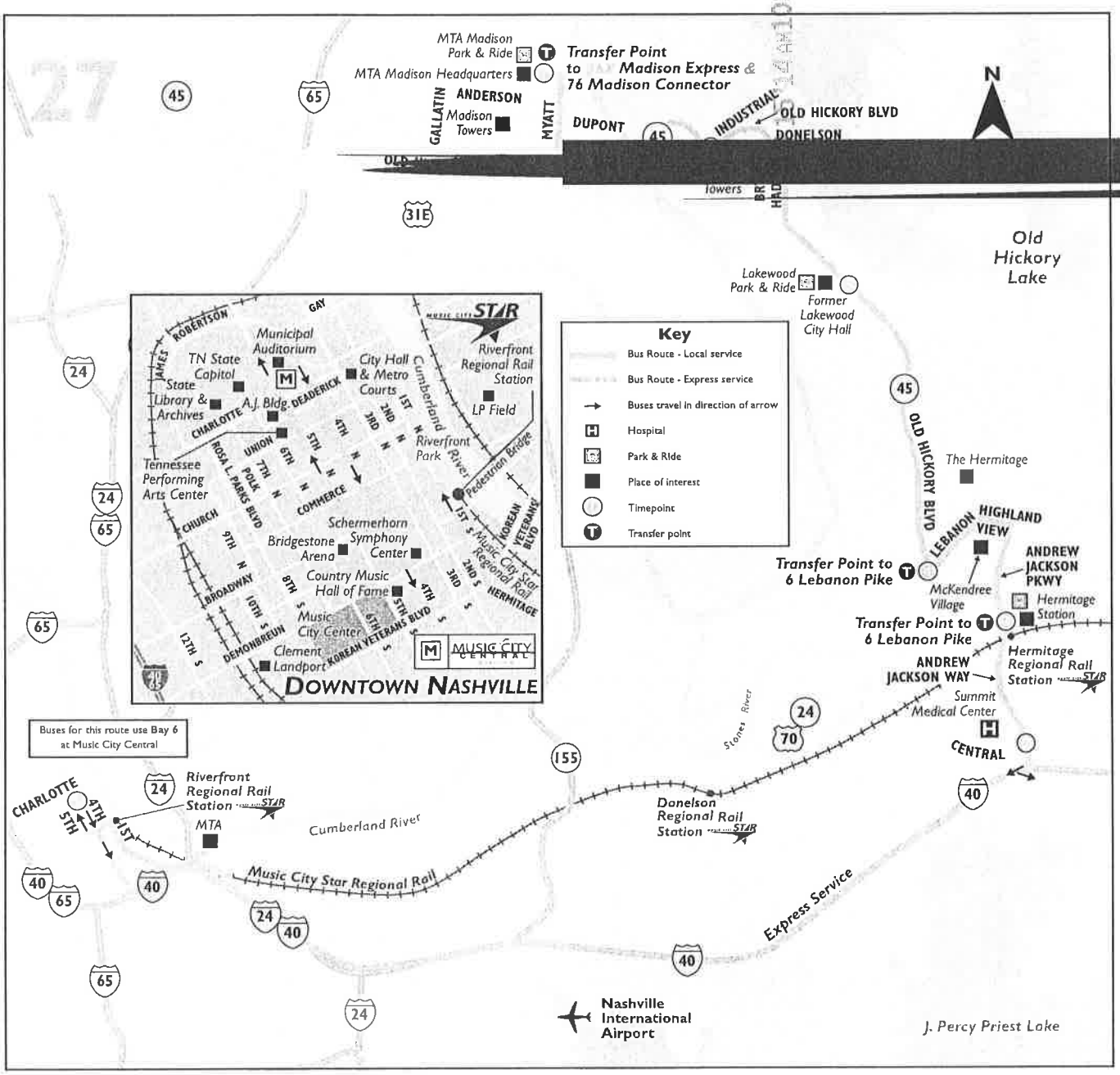
Seniors age 65 and older and people with disabilities qualify for a reduced MTA fare of 85 cents on MTA buses with one of the following ID cards: Medicare, Seniors-MTA Golden Age, or driver's license; Disabled-Medicare, MTA Special Service, or other transit ID card for the disabled.

Passengers whose disabilities prevent them from using the large MTA buses may qualify for special door-to-door van service through the MTA AccessRide Program. Please call the MTA AccessRide Office at (615) 880-3970 for more information or visit the MTA website at nashvillemta.org.

MTA Schedule Displays Around Town

Andrew Johnson Building, 710 James Robertson Parkway
Anthem Career College, 560 Royal Parkway
Belmont University, 1900 Belmont Boulevard
Bridgestone Arena, 501 Broadway
City Hall & Metro Courts, 1 Public Square
Daymar Institute, 340 Plus Park Boulevard
Davy Crockett Building, 500 James Robertson Parkway
Justice A.A. Birch Building, 408 2nd Avenue North
Lentz Public Health Center, 311 23rd Avenue North
Lincoln College of Technology, 1524 Gallatin Road
Looby Center and Library, 2301 Rosa L. Parks Boulevard
Metro Board of Education, 2601 Bransford Avenue
Metro General Hospital, 1818 Albion Street
MTA Madison Headquarters, 430 Myatt Drive
Music City Central, 400 Charlotte Avenue
Nashville Downtown Library, 615 Church Street
Peabody College Post Office, 230 Appleton Place
Riverfront Regional Rail Station, 108 1st Avenue North
Tennessee Dept. of Human Services, 1000 2nd Avenue North
Tennessee Performing Arts Center, 505 Deaderick Street
Tennessee State University, 3500 John A. Merritt Boulevard
Vanderbilt University Post Office, 2301 Vanderbilt Place
Watkins College of Art, Design & Film, 2298 Rosa L. Parks Boulevard
William R. Snodgrass Tennessee Tower, 311 7th Avenue North

For a list of other locations for specific areas, please call MTA Customer Care at (615) 862-5950.



WEEKDAYS — to Downtown

MTA Madison Park & Ride	Old Hickory Towers	Lakewood Park & Ride	Old Hickory & Lebanon Pike	Hermitage Station	Old Hickory & Central Pike	Music City Central
Average trip times from this stop	6 minutes	13 minutes	20 minutes	28 minutes	35 minutes	61 minutes
5:05	5:10	5:17	5:24	5:31	5:38	6:00
6:02	6:09	6:17	6:24	6:32	6:39	7:07
4:50	4:57	5:05	5:12	5:20	5:27	5:53
5:58	6:04	6:11	6:18	6:26	6:33	6:58

WEEKDAYS — from Downtown

Music City Central Bay 6	Old Hickory & Central Pike	Hermitage Station	Old Hickory & Lebanon Pike	Lakewood Park & Ride	Old Hickory Towers	MTA Madison Park & Ride
Average trip times from this stop	27 minutes	39 minutes	46 minutes	53 minutes	61 minutes	68 minutes
6:32	6:57	7:08	7:14	7:22	7:30	7:37
7:18	7:42	7:52	7:58	8:06	8:14	8:21
3:37	4:02	4:15	4:21	4:29	4:37	4:44
4:40	5:08	5:21	5:27	5:35	5:43	5:50

NO SERVICE SATURDAYS, SUNDAYS OR HOLIDAYS

a.m. trips p.m. trips

Notes

mapquest

Trip to:

Central Pike & Old Hickory Blvd

District 12, TN 37076

1.06 miles / 1 minute

4214 Central Pike, Hermitage, TN 37076-3159

Download Free App

1. Start out going **southwest** on **Central Pike / TN-265** toward **S New Hope Rd.** Map — **1.1 Mi**

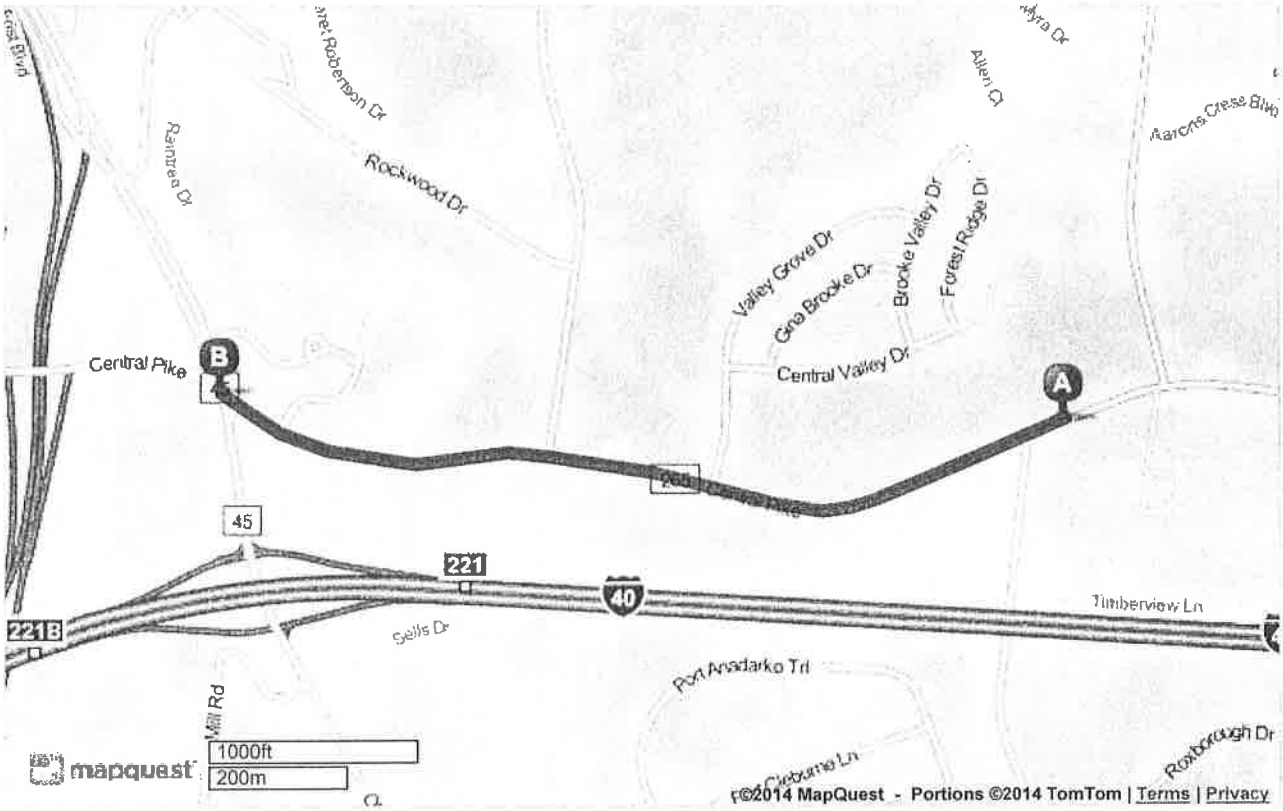
1.1 Mi Total

2. **CENTRAL PIKE & OLD HICKORY BLVD.** Map

Your destination is just past Burning Tree Dr
If you reach Shurgard Way you've gone about 0.1 miles too far

Central Pike & Old Hickory Blvd, District 12, TN 37076

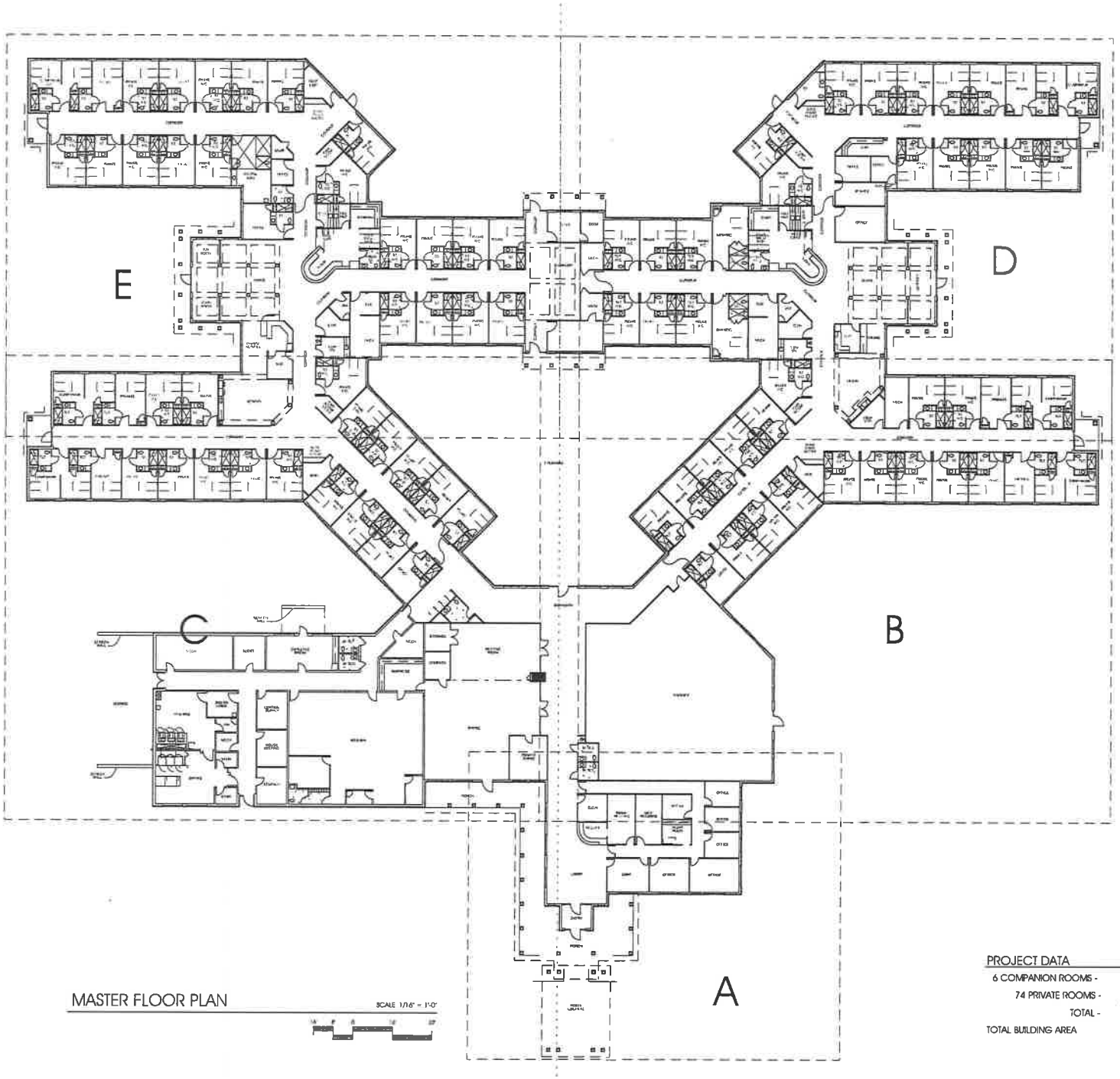
Total Travel Estimate: **1.06 miles - about 1 minute**



©2014 MapQuest, Inc. Use of directions and maps is subject to the MapQuest Terms of Use. We make no guarantee of the accuracy of their content, road conditions or route usability. You assume all risk of use. View Terms of Use

Section B - Project Description - IV

Floor Plan



MASTER FLOOR PLAN

SCALE 1/16" = 1'-0"

PROJECT DATA

6 COMPANION ROOMS -	12 BEDS
74 PRIVATE ROOMS -	74 BEDS
TOTAL -	90 BEDS
TOTAL BUILDING AREA	73,699 S.F.

Johnson + Bailey Architects P.C.

City Center
100 East Vine St.
Murfreesboro Tennessee
37130
615 · 890 · 4560
Fax: 615 · 890 · 4564

The Health Center of Hermitage

Nashville, Tennessee

REVISION DATE

NOTES:

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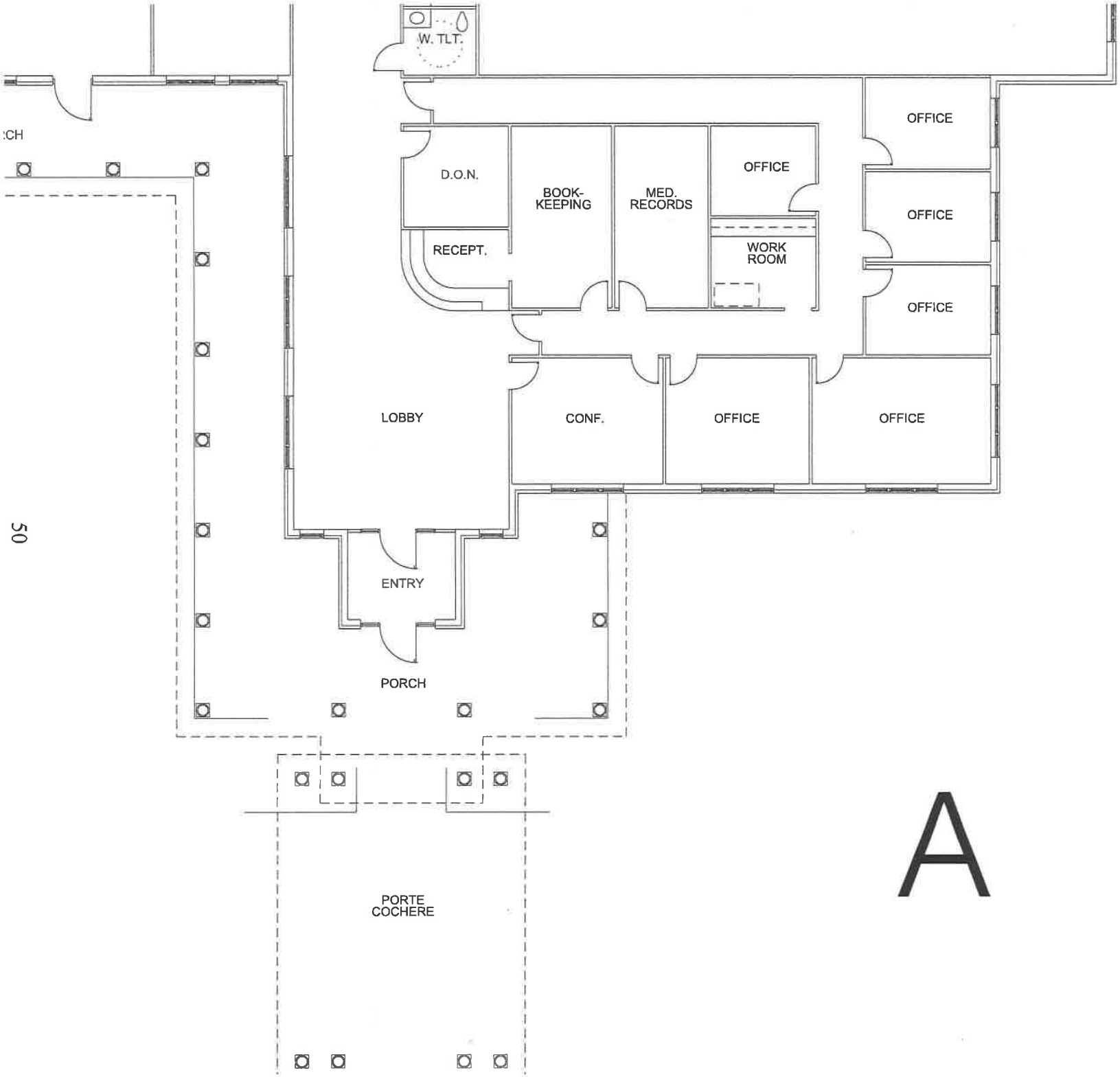
PROJECT NO. CO
DATE 03/12/1
DRAWN BY J.R.F
CHECKED BY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ENTRY
PORCH
PORTE
COCHERE

A

COURTYARD
CORRIDOR
THERAPY
M. TLT.
W. TLT.
D.O.N.
OFFICE
OFFICE
PRIVATE
PRIVATE H.C.
TLT.
TLT. H.C.
CART ALCOVE
CORRIDOR
NURSE CHART ALCOVE
STOR.
LIV./DIN.
EQUIP STOR.
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COMPANION
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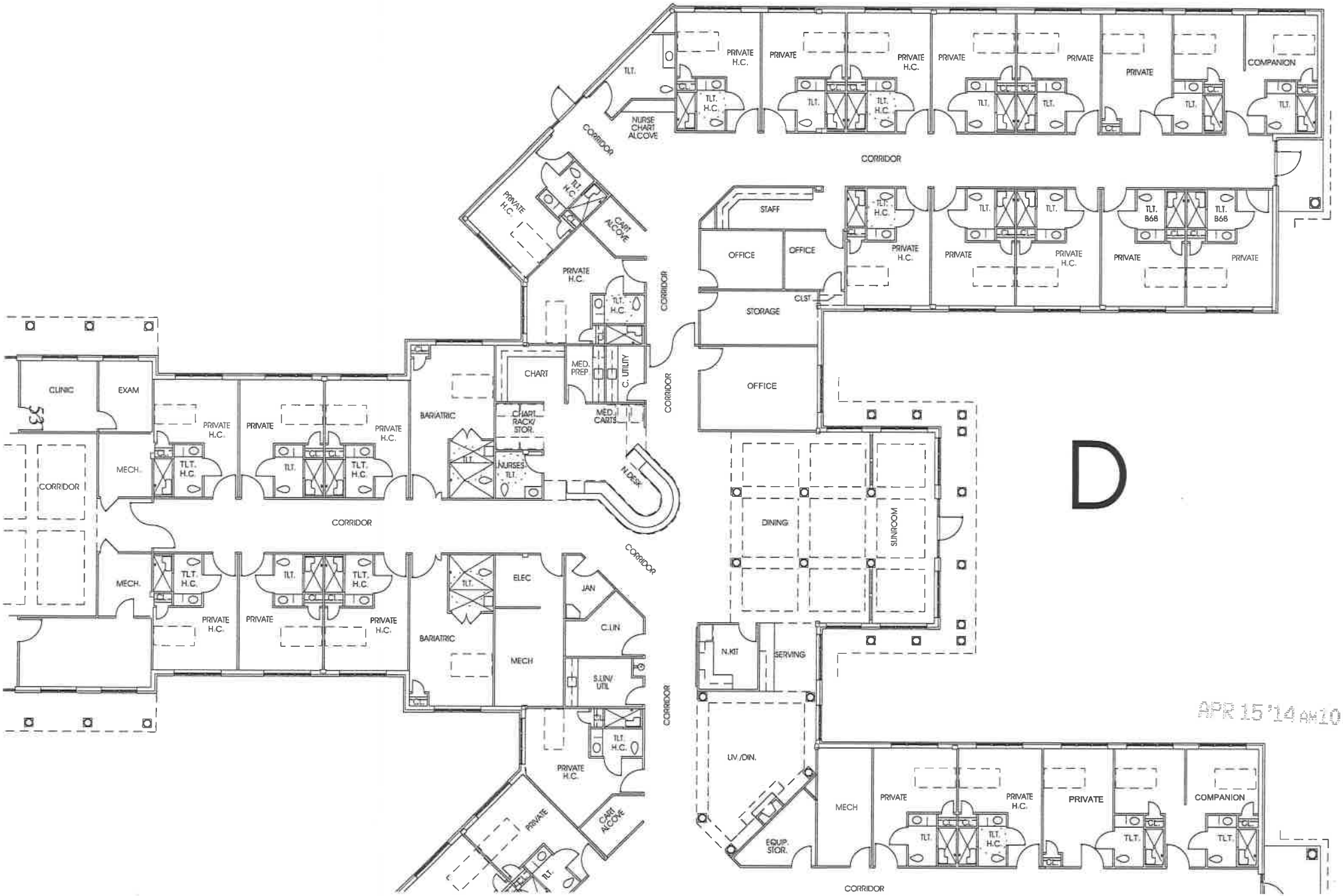
ACTIVITIES
TLT.
TLT. H.C.
CL.
CORRIDOR
NURSE CHART ALCOVE
STOR.
PRIVATE H.C.
CART ALCOVE CC-04
PRIVATE C101
TLT. C102
COURTYARD
OFFICE
CORRIDOR
SCREEN WALL
MECH.
ELECT.
EMPLOYEE BREAK
M. TLT.
W. TLT.
STORAGE
MEETING ROOM
WAITRESS
SERVICE
WASHING
SOILED LINEN
JAN.
DRYING
CENTRAL SUPPLY
HOUSE KEEPING
KITCHEN
DINING
PRIVATE DINING
PORCH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TLT. H.C.
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CHART
CHART RACK/ STOR.
MED. PREP
C. UTILITY
MED. CARTS
NURSES TLT.
N.DESK
NURSE CHART ALCOVE
CART ALCOVE
ELEC
JAN
C.LIN
S.LIN/ UTIL
MECH
STAFF
OFFICE
STORAGE
CLST
DINING
SUNROOM
N.KIT
SERVING
LIV./DIN.
EQUIP. STOR.
COMPANION
TLT. B&B
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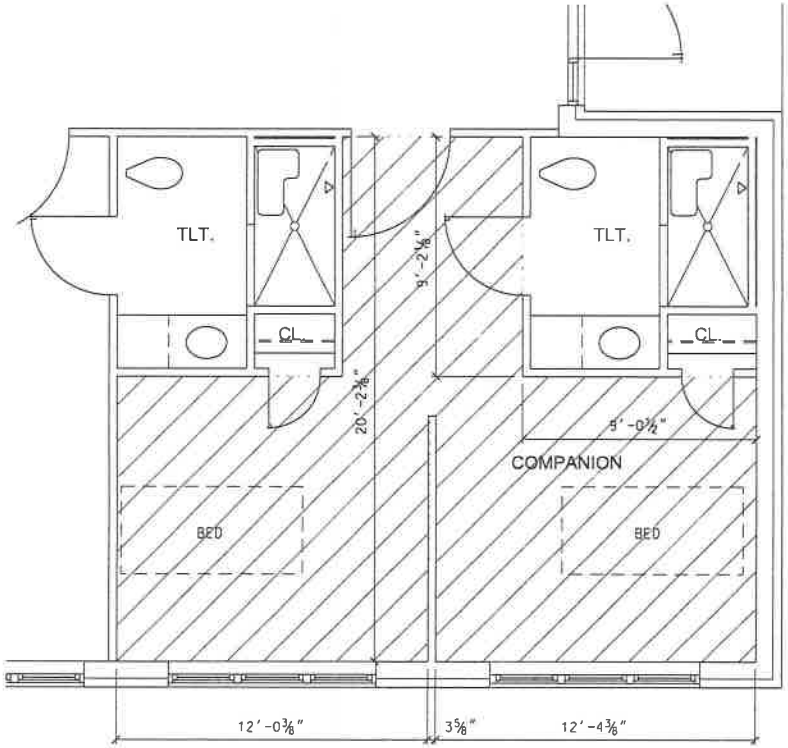
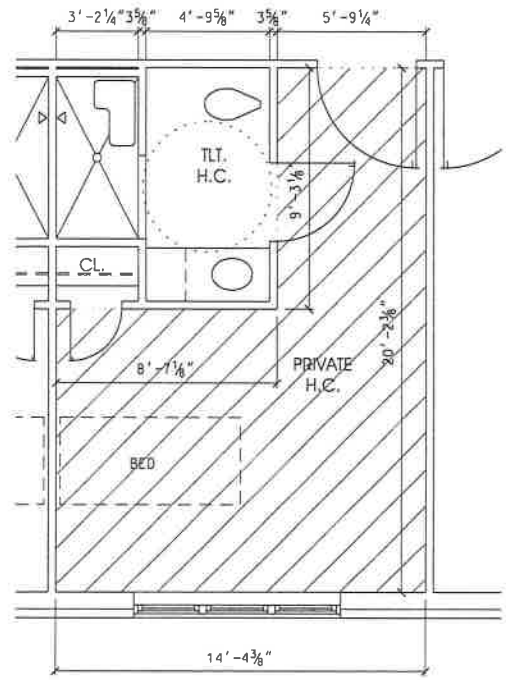
COMPANION H.C.
PRIVATE
PRIVATE H.C.
TLT.
TLT. H.C.
EQUIP. STOR.
NURSE CHART ALCOVE
CORRIDOR
CART ALCOVE
STOR.
CENTRAL BATH
OFFICE
C.UTIL
MED. PREP.
CHARTING
MED. CART
CHART RACK/ STOR.
NURSES TLT.
N.DESK
CLINIC
SUN ROOM
DINING
LIVING ROOM
DINING/ ACTIVITIES
N.KIT
ACTIVITIES
JAN
ELEC
C.LIN
MECH
S.LIN/ UTIL
CART ALCOVE CC.02
PRIVATE C101
TLT. C102



LARGE SCALE FLOOR PLAN - COMPANION

334 S.F.



LARGE SCALE FLOOR PLAN - PRIVATE

211 S.F.

Johnson - Bailey Architects P.C.

City Center
100 East Vine St.
Murfreesboro Tennessee
37130
615 · 890 · 4560
Fax: 615 · 890 · 4564

The Health Center of Hermitage

Nashville, Tennessee

REVISION DATE

NOTES:

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PROJECT NO. CO
DATE 03/12/
DRAWN BY J.R.F
CHECKED BY

Section C Need Item 1

Principles of the State Health Plan

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TFGE $ DONATED / RAISED

	Donated (Includes Books Reimbursements and Scholarship Reimb.)	Raised (Includes Misc. Donations)
2013	129,974.35	277,621.72
2012	97,575.41	273,966.08
2011	118,380.81	246,914.05
2010	95,846.41	255,565.38
2009	89,518.81	247,004.13
2008	98,100.69	237,127.02
2007	173,507.81	216,378.60
2006	87,697.96	237,499.23
2005	116,725.40	224,599.34
2004	119,938.62	197,375.33
2003	103,846.70	200,715.86
2002	134,792.43	208,015.89
2001	71,782.36	161,325.43
2000	92,735.89	185,882.04
1999	117,636.23	234,488.98
1998	151,001.92	165,649.47
1997	133,007.00	171,180.00
1996	76,880.98	179,357.69
1995	71,618.25	162,775.60
1994	54,768.51	175,020.38
1993	51,246.39	144,138.33
1992	52,150.48	146,688.42
1991	40,821.04	119,167.91
1990	31,474.02	82,806.09
1989	37,795.59	68,438.41
1988	24,000.00	53,708.65
1987	28,000.00	53,408.87
1986	30,000.00	50,361.12
1985	25,500.00	35,453.00
1984	29,500.00	39,138.97
1983	24,000.00	44,981.40
1982	2,000.00	
TOTAL	$ 2,511,824.06	$ 5,096,753.39

Tuition Reimbursement Contract $ Amount

	Contract Amount
2013	$ 344,708.50
2012	402,855.00
2011	421,533.00
2010	478,168.87
2009	516,295.43
2008	486,566.94
2007	726,835.35
2006	658,558.33
2005	553,648.56
2004	740,099.99
2003	535,480.98
2002	406,632.00
2001	315,886.60
2000	281,937.56
1999	128,290.82
1998	78,340.80
1997	70,438.00
1996	26,000.00
1995	10,750.00
1994	15,500.00
TOTAL	$7,198,526.73

Section C – General Criteria - 1.A.

Nursing Facility Bed Need

SNF Need Formula

Davidson County

County Bed Need	2016 Population	Rate	Needed Beds By Age
	539,403	0.0005	270
Population 65 & under	45,471	0.012	546
Population 65-74	22,262	0.06	1,336
Population 75-84	11,066	0.15	1,660
Population 85+	618,202		3,812
	CON*		210
	Existing Beds =		3,010
	Need =		592

Source: (Existing beds based on licensed beds, Licensed Health Facilities, TN Department of Health 4/07/14
* CON beds includes McKendree and the Health Center at Nashville (NHC) & The Health Center of Hermitage

General Bed Need Formula

Davidson County

County Bed Need	2016 Population	Rate	Needed Beds By Age
	539,403	0.0004	216
Population 65 & under	45,471	0.01	455
Population 65-74	22,262	0.04	890
Population 75-84	11,066	0.15	1,660
Population 85+	618,202		3,221
	CON*		210
	Existing Beds =		3,010
	Need =		1

Source: (Existing beds based on licensed beds, Licensed Health Facilities, TN Department of Health 4/07/14
* CON beds includes McKendree and the Health Center at Nashville (NHC) & The Health Center of Hermitage

Population Projections,
Tennessee Counties and the State,
2010-2020

COUNTY- Davidson
RACE/SEX- Total

AGE	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
0 to 4	44,840	45,017	45,207	45,391	45,580	45,778	45,983	46,181	46,389	46,594	46,803
5 to 9	39,888	40,033	40,184	40,341	40,502	40,665	40,883	41,104	41,327	41,557	41,787
10 to 14	36,211	36,732	37,272	37,837	38,432	39,063	39,272	39,484	39,699	39,916	40,137
15 to 19	33,055	33,198	33,342	33,492	33,655	33,824	34,351	34,899	35,471	36,070	36,698
20 to 24	36,773	36,957	37,145	37,338	37,545	37,757	38,006	38,258	38,517	38,783	39,062
25 to 29	46,819	45,497	44,225	42,996	41,814	40,674	40,871	41,080	41,291	41,515	41,744
30 to 34	49,417	48,812	48,223	47,649	47,091	46,549	45,175	43,860	42,592	41,374	40,200
35 to 39	45,056	45,453	45,855	46,268	46,680	47,101	46,594	46,098	45,616	45,143	44,688
40 to 44	39,418	40,171	40,947	41,751	42,575	43,428	43,905	44,394	44,889	45,386	45,898
45 to 49	45,459	44,896	44,353	43,829	43,328	42,855	43,770	44,716	45,689	46,695	47,730
50 to 54	43,748	43,847	43,955	44,073	44,199	44,335	43,892	43,466	43,060	42,676	42,310
55 to 59	37,813	38,396	39,002	39,618	40,254	40,898	41,096	41,297	41,513	41,736	41,972
60 to 64	29,963	30,888	31,849	32,854	33,894	34,977	35,605	36,250	36,912	37,588	38,284
65 to 69	20,247	21,278	22,364	23,513	24,721	26,000	26,882	27,799	28,757	29,753	30,788
70 to 74	15,377	15,803	16,238	16,689	17,151	17,630	18,589	19,601	20,669	21,803	22,999
75 to 79	12,026	12,147	12,273	12,402	12,538	12,672	13,069	13,480	13,910	14,350	14,809
80 to 84	9,640	9,518	9,398	9,284	9,168	9,058	9,193	9,334	9,480	9,631	9,790
85 plus	10,083	10,252	10,425	10,598	10,778	10,958	11,066	11,175	11,286	11,398	11,513
ALL AGES	595,833	598,895	602,257	605,923	609,905	614,222	618,202	622,476	627,067	631,968	637,212

COUNTY- Davidson
RACE/SEX- White Male

AGE	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
0 to 4	13,362	13,332	13,305	13,276	13,248	13,221	13,236	13,249	13,264	13,279	13,294
5 to 9	11,448	11,436	11,425	11,413	11,402	11,390	11,391	11,391	11,392	11,392	11,393
10 to 14	10,306	10,390	10,474	10,560	10,646	10,734	10,752	10,769	10,785	10,802	10,819
15 to 19	9,508	9,497	9,485	9,473	9,461	9,448	9,542	9,634	9,730	9,825	9,922
20 to 24	11,692	11,631	11,571	11,511	11,451	11,392	11,445	11,499	11,553	11,607	11,662
25 to 29	16,351	15,764	15,195	14,650	14,123	13,615	13,561	13,506	13,450	13,399	13,344
30 to 34	18,203	17,875	17,553	17,237	16,927	16,621	15,983	15,371	14,780	14,215	13,668
35 to 39	16,678	16,820	16,959	17,104	17,248	17,394	17,094	16,800	16,512	16,227	15,949
40 to 44	14,624	14,904	15,189	15,480	15,777	16,079	16,264	16,452	16,641	16,831	17,026
45 to 49	16,234	16,162	16,092	16,021	15,951	15,882	16,226	16,577	16,936	17,304	17,677
50 to 54	15,209	15,319	15,429	15,540	15,652	15,764	15,735	15,705	15,676	15,647	15,617
55 to 59	13,525	13,665	13,810	13,954	14,101	14,247	14,388	14,529	14,673	14,816	14,963
60 to 64	10,744	11,049	11,365	11,690	12,023	12,367	12,531	12,696	12,865	13,034	13,206
65 to 69	7,034	7,424	7,838	8,275	8,734	9,220	9,514	9,817	10,131	10,451	10,785
70 to 74	5,212	5,366	5,522	5,684	5,852	6,023	6,380	6,759	7,158	7,583	8,032
75 to 79	3,784	3,861	3,940	4,022	4,105	4,188	4,331	4,479	4,632	4,791	4,954
80 to 84	2,851	2,820	2,788	2,757	2,725	2,694	2,765	2,840	2,915	2,992	3,073
85 plus	2,279	2,340	2,403	2,466	2,532	2,599	2,636	2,673	2,711	2,750	2,788
ALL AGES	199,044	199,655	200,343	201,113	201,958	202,878	203,774	204,746	205,804	206,945	208,172

APR 15 '14 AM10:50

Source: Tennessee Department of Health, Office of Policy, Planning and Assessment, Division of Health Statistics

2008 Revision (2/08)

Health Care Facilities

Licensed Facilities

For more information, please contact:
Health Care Facilities: (615)741-7221 or 1-888-310-4650

Current Listings:

Type = Nursing Home *County* = DAVIDSON

Click here to return to the search page

Total Facilties:23 ***Total Beds:3010***

1. BELCOURT TERRACE 1710 BELCOURT AVENUE NASHVILLE , TN 37212 *Attn:* ROBERT M. KRAFT (2959) (615) 383-3570	Administrator: Robert M. Kraft *Owner Information:* AHF/CENTRAL STATES, INC. 4248 TULLER ROAD SUITE 201 DUBLIN, OH 43017 (614) 760-7352	*Facility License Number:* 00000043 *Status:* Licensed *Number of Beds:* 0049 *Date of Last Survey:* 10/11/2012 *Accreditation Expires:* *Date of Original Licensure:* 07/01/1992 *Date of Expiration:* 09/30/2014
2. BETHANY HEALTH & REHAB CENTER 421 OCALA DRIVE NASHVILLE , TN 37211 *Attn:* LAURA HARRIS (3406) (615) 834-4214	Administrator: Laura Harris *Owner Information:* AVALON HEALTH CARE, LLC 217 BLANTON AVE NASHVILLE, TN 37210 (615) 255-9670	*Facility License Number:* 00000044 *Status:* Licensed *Number of Beds:* 0180 *Date of Last Survey:* 02/27/2014 *Accreditation Expires:* *Date of Original Licensure:* 07/01/1992 *Date of Expiration:* 08/05/2014
3. BORDEAUX LONG TERM CARE 1414 COUNTY HOSPITAL ROAD NASHVILLE , TN 37218 *Attn:* SHRI MISHRA (INTERIM) (615) 862-7005	Administrator: Shri Mishra *Owner Information:* METROPOLITAN GOVERNMENT OF NASHVILLE & DAVIDSON COUNTY 1818 ALBION STREET NASHVILLE, TN 37208 (615) 341-4491	*Facility License Number:* 00000063 *Status:* Licensed *Number of Beds:* 0419 *Date of Last Survey:* 12/18/2013 *Accreditation Expires:* *Date of Original Licensure:* 07/01/1992 *Date of Expiration:* 11/26/2014
		Facility License Number: 00000053 *Status:* Licensed *Number of Beds:* 0150

Section C - General Criteria – 1.A.3

Inventory and Utilization

Health Care Facilities

Licensed Facilities

For more information, please contact:
Health Care Facilities: (615)741-7221 or 1-888-310-4650

Current Listings:

Type = Nursing Home *County* = DAVIDSON

Click here to return to the search page

Total Facilties:23 ***Total Beds:3010***

1. BELCOURT TERRACE 1710 BELCOURT AVENUE NASHVILLE , TN 37212 *Attn:* ROBERT M. KRAFT (2959) (615) 383-3570	Administrator: Robert M. Kraft *Owner Information:* AHF/CENTRAL STATES, INC. 4248 TULLER ROAD SUITE 201 DUBLIN, OH 43017 (614) 760-7352	*Facility License Number:* 00000043 *Status:* Licensed *Number of Beds:* 0049 *Date of Last Survey:* 10/11/2012 *Accreditation Expires:* *Date of Original Licensure:* 07/01/1992 *Date of Expiration:* 09/30/2014
2. BETHANY HEALTH & REHAB CENTER 421 OCALA DRIVE NASHVILLE , TN 37211 *Attn:* LAURA HARRIS (3406) (615) 834-4214	Administrator: Laura Harris *Owner Information:* AVALON HEALTH CARE, LLC 217 BLANTON AVE NASHVILLE, TN 37210 (615) 255-9670	*Facility License Number:* 00000044 *Status:* Licensed *Number of Beds:* 0180 *Date of Last Survey:* 02/27/2014 *Accreditation Expires:* *Date of Original Licensure:* 07/01/1992 *Date of Expiration:* 08/05/2014
3. BORDEAUX LONG TERM CARE 1414 COUNTY HOSPITAL ROAD NASHVILLE , TN 37218 *Attn:* SHRI MISHRA (INTERIM) (615) 862-7005	Administrator: Shri Mishra *Owner Information:* METROPOLITAN GOVERNMENT OF NASHVILLE & DAVIDSON COUNTY 1818 ALBION STREET NASHVILLE, TN 37208 (615) 341-4491	*Facility License Number:* 00000063 *Status:* Licensed *Number of Beds:* 0419 *Date of Last Survey:* 12/18/2013 *Accreditation Expires:* *Date of Original Licensure:* 07/01/1992 *Date of Expiration:* 11/26/2014
		Facility License Number: 00000053 *Status:* Licensed *Number of Beds:* 0150

4. CREEKSIDE HEALTH AND REHABILITATION CENTER 306 W. DUE WEST AVENUE MADISON , TN 37115-4511 *Attn:* MICAH FLYNT (3414) (615) 612-4499	Administrator: Micah Flynt *Owner Information:* CREEKSIDE HEALTHCARE LLC 306 WEST DUE WEST AVENUE MADISON, TN 37115-4511 (615) 612-4499	*Date of Last Survey:* 07/18/2012 *Accreditation Expires:* *Date of Original Licensure:* 07/01/1992 *Date of Expiration:* 12/07/2014 *This Facility is Managed By:* GRACE HALTHCARE, LLC SUITE 200 CHATTANOOGA TN *Facility License Number:* 00000047 *Status:* Licensed *Number of Beds:* 0111
5. CRESTVIEW HEALTH AND REHABILITATION 2030 25TH AVENUE NORTH NASHVILLE , TN 37208-1369 *Attn:* RANDY ASHBY (3087) (615) 256-4697	Administrator: Randy Ashby *Owner Information:* VANGUARD OF CRESTVIEW LLC SIX CADILLAC DRIVE SUITE 310 BRENTWOOD, TN 37027-5080 (615) 250-7100	*Date of Last Survey:* 12/04/2013 *Accreditation Expires:* *Date of Original Licensure:* 07/01/1992 *Date of Expiration:* 04/30/2015 *This Facility is Managed By:* NASHVILLE MANAGEMENT ASSOCIATES, LLC SUITE 310 BRENTWOOD TN *Facility License Number:* 00000048 *Status:* Licensed *Number of Beds:* 0124
6. CUMBERLAND HEALTH CARE AND REHABILITATION, INC 4343 ASHLAND CITY HIGHWAY NASHVILLE , TN 37218 *Attn:* ALAN A. HALL (3327) (615) 726-0492	Administrator: Alan A. Hall *Owner Information:* CUMBERLAND HEALTH CARE & REHAB, INC PO BOX 10 PARSONS, TN 38363 (731) 847-6343	*Date of Last Survey:* 04/26/2013 *Accreditation Expires:* *Date of Original Licensure:* 07/01/1992 *Date of Expiration:* 06/01/2014 *This Facility is Managed By:* TENNESSEE HEALTH MANAGEMENT, INC. PARSONS TN *Facility License Number:* 00000049 *Status:* Licensed *Number of Beds:* 0124
7. DONELSON PLACE CARE & REHABILITATION CENTER 2733 MCCAMPBELL AVE.	Administrator: Ben Stiefel *Owner Information:* LP NASHVILLE, LLC 12201 BLUEGRASS PARKWAY	*Date of Last Survey:* 02/05/2014 *Accreditation Expires:* *Date of Original*

NASHVILLE , TN 37214-2913 *Attn:* BEN STIEFEL (3130) (615) 885-0483	LOUISVILLE, KY 40299 (502) 568-7800	*Licensure:* 07/01/1992 *Date of Expiration:* 01/05/2015 *This Facility is Managed By:* SIGNATURE CONSULTING SERVICES, LLC LOUISVILLE KY
8. GOOD SAMARITAN HEALTH AND REHAB CENTER 500 HICKORY HOLLOW TERRACE ANTIOCH , TN 37013 *Attn:* ARMANDO REX V. SANTOS (615) 731-7130	Administrator: ARMANDO REX V. SANTOS *Owner Information:* EBENEZER HOME OF TENNESSEE, INC. 500 HICKORY HOLLOW TERRACE ANTIOCH, TN 37013 (615) 731-7130	*Facility License Number:* 00000051 *Status:* Licensed *Number of Beds:* 0110 *Date of Last Survey:* 11/20/2013 *Accreditation Expires:* *Date of Original Licensure:* 07/01/1992 *Date of Expiration:* 09/01/2014
9. GRACE HEALTHCARE OF WHITES CREEK 3425 KNIGHT DRIVE WHITES CREEK , TN 37189 *Attn:* PAUL ADEOGUN (3313) (615) 876-2754	Administrator: Paul Olumayowa Adeogun *Owner Information:* WHITES CREEK HEALTHCARE, LLC 7201 SHALLOWFORD ROAD CHATTANOOGA, TN 37421 (423) 308-1845	*Facility License Number:* 00000069 *Status:* Licensed *Number of Beds:* 0127 *Date of Last Survey:* 10/24/2012 *Accreditation Expires:* *Date of Original Licensure:* 07/01/1992 *Date of Expiration:* 03/31/2015 *This Facility is Managed By:* GRACE HEALTHCARE LLC CHATTANOOGA TN
10. GREEN HILLS HEALTH AND REHABILITATION CENTER 3939 HILLSBORO CIRCLE NASHVILLE , TN 37215 *Attn:* RICHIE ANDERSON (2052) (615) 297-2100	Administrator: Richie Anderson *Owner Information:* SSC NASHVILLE OPERATING COMPANY LLC ONE RAVINIA DRIVE SUITE 1500 ATLANTA, GA 30346 (770) 829-5100	*Facility License Number:* 00000052 *Status:* Licensed *Number of Beds:* 0150 *Date of Last Survey:* 06/05/2013 *Accreditation Expires:* *Date of Original Licensure:* 07/01/1992 *Date of Expiration:* 04/19/2015
11. JACKSON PARK CHRISTIAN HOME, INC. 4107 GALLATIN ROAD NASHVILLE , TN 37216 *Attn:* SANDRA ADAMS (INTERIM) (502) 568-7800	Administrator: Sandra Adams *Owner Information:* SIGNATURE HEALTHCARE, LLC 12201 BLUEGRASS PARKWAY LOUISVILLE, KY 40299 (502) 568-7800	*Facility License Number:* 00000055 *Status:* Licensed *Number of Beds:* 0028 *Date of Last Survey:* 10/24/2011 *Accreditation Expires:* *Date of Original Licensure:* 07/01/1992

12. LAKESHORE HEARTLAND 3025 FERNBROOK LANE NASHVILLE , TN 37214-1601 *Attn:* JUDY FRENCH (615) 885-2320	Administrator: JUDY FRENCH *Owner Information:* LAKE SHORE ESTATES, INC. 8044 COLEY DAVIS ROAD NASHVILLE, TN 37221 (615) 646-4466	*Date of Expiration:* 06/17/2014 *Facility License Number:* 00000056 *Status:* Licensed *Number of Beds:* 0066 *Date of Last Survey:* 03/12/2014 *Accreditation Expires:* *Date of Original Licensure:* 07/01/1992 *Date of Expiration:* 10/01/2014
13. LIFE CARE CENTER OF HICKORY WOODS 4200 MURFREESBORO PIKE ANTIOCH , TN 37013 *Attn:* ASHLEY GOULET (3464) (615) 501-3500	Administrator: Ashley Goulet *Owner Information:* HIGHLAND PARK MEDICAL INVESTORS, LLC 3570 KEITH STREET NW CLEVELAND, TN 37312 (423) 473-5867	*Facility License Number:* 00000392 *Status:* Licensed *Number of Beds:* 0124 *Date of Last Survey:* 11/20/2013 *Accreditation Expires:* *Date of Original Licensure:* 10/25/2011 *Date of Expiration:* 11/01/2014 *This Facility is Managed By:* LIFE CARE CENTERS OF AMERICA, INC CLEVELAND TN
14. LIFE CARE CENTER OF OLD HICKORY VILLAGE 1250 ROBINSON ROAD OLD HICKORY , TN 37138 *Attn:* FRED LEVOY (885) (615) 847-1502	Administrator: Fred Levoy *Owner Information:* NASHVILLE MEDICAL INVESTORS, LLC 3570 KEITH STREET, NW CLEVELAND, TN 37312 (423) 473-5867	*Facility License Number:* 00000393 *Status:* Licensed *Number of Beds:* 0124 *Date of Last Survey:* 01/10/2014 *Accreditation Expires:* *Date of Original Licensure:* 05/03/2012 *Date of Expiration:* 05/03/2015 *This Facility is Managed By:* LIFE CARE CENTERS OF AMERICA, INC CLEVELAND TN
15. MADISON HEALTHCARE AND REHABILITATION CENTER 431 LARKIN SPRINGS RD MADISON , TN 37115	Administrator: Nicholas Harley *Owner Information:* MADISON OPCO,LLC SIX CADILLA DRIVE SUITE 310	*Facility License Number:* 00000054 *Status:* Licensed *Number of Beds:* 0102 *Date of Last Survey:* 04/10/2013 *Accreditation Expires:* *Date of Original Licensure:* 07/01/1992

Attn: NICHOLAS HARLEY (3470) (615) 865-8520	BRENTWOOD, TN 37027 (615) 250-7100	*Date of Expiration:* 10/16/2014 *This Facility is Managed By:* MADISON MANAGEMENT ASSOCIATES LLC SUITE 310 BRENTWOOD TN
16. MCKENDREE VILLAGE 4347 LEBANON ROAD HERMITAGE , TN 37076 *Attn:* BARBARA MORRISON (2861) (615) 871-8200	Administrator: Barbara Morrison *Owner Information:* NASHVILLE SENIOR CARE, LLC 4347 LEBANON ROAD HERMITAGE, TN 37076 (615) 871-8200	*Facility License Number:* 00000058 *Status:* Licensed *Number of Beds:* 0150 *Date of Last Survey:* 02/05/2014 *Accreditation Expires:* *Date of Original Licensure:* 07/01/1992 *Date of Expiration:* 02/07/2015
17. SIGNATURE HEALTHCARE OF NASHVILLE REHABILATION & WELLNESS CENTER 832 WEDGEWOOD AVENUE NASHVILLE , TN 37203 *Attn:* PATRICK FELLERS (2839) (615) 806-8800	Administrator: Patrick Fellers *Owner Information:* LP NASHVILLE II, LLC 12201 BLUEGRASS PARKWAY LOUISVILLE, KY 40299 (502) 568-7800	*Facility License Number:* 00000394 *Status:* Licensed *Number of Beds:* 0119 *Date of Last Survey:* 01/17/2013 *Accreditation Expires:* *Date of Original Licensure:* 01/17/2013 *Date of Expiration:* 01/17/2015 *This Facility is Managed By:* SIGNATURE CLINICAL CONSULTING SERVICES LOUISVILLE KY
18. THE HEALTH CENTER AT RICHLAND PLACE 504 ELMINGTON AVENUE NASHVILLE , TN 37205 *Attn:* TIM SHELLY (1824) (615) 292-4900	Administrator: TIM SHELLY *Owner Information:* RICHLAND PLACE INC 500 ELMINGTON AVENUE NASHVILLE, TN 37205 (615) 292-4900	*Facility License Number:* 00000309 *Status:* Licensed *Number of Beds:* 0107 *Date of Last Survey:* 12/04/2013 *Accreditation Expires:* *Date of Original Licensure:* 07/01/1992 *Date of Expiration:* 06/04/2014 *This Facility is Managed By:* TENNESSEE HEALTHCARE ADVISORS, LLC MURFREESBORO TN
19. THE MEADOWS	Administrator: Chavon Keith-Wilson *Owner Information:*	*Facility License Number:* 00000059 *Status:* Licensed *Number of Beds:* 0113

8044 COLEY DAVIS RD. NASHVILLE , TN 37221 *Attn:* CHAVON KEITH-WILSON (3385) (615) 646-4466	LAKESHORE ESTATES, INC. 8044 COLEY DAVIS ROAD NASHVILLE, TN 37221 (615) 646-4466	*Date of Last Survey:* 11/06/2013 *Accreditation Expires:* *Date of Original Licensure:* 07/01/1992 *Date of Expiration:* 04/04/2015
20. TREVECCA HEALTH CARE CENTER 329 MURFREESBORO ROAD NASHVILLE , TN 37210 *Attn:* EMILY WHITCOMB (1852) (615) 244-6900	Administrator: Emily Whitcomb *Owner Information:* AVALON HEALTH CARE LLC 217 BLANTON AVE. NASHVILLE, TN 37210 (615) 255-9670	*Facility License Number:* 00000066 *Status:* Licensed *Number of Beds:* 0240 *Date of Last Survey:* 10/09/2013 *Accreditation Expires:* *Date of Original Licensure:* 07/01/1992 *Date of Expiration:* 08/05/2014
21. VANCO HEALTH CARE AND REHABILITATION, INC 813 SOUTH DICKERSON ROAD GOODLETTSVILLE , TN 37072 *Attn:* TORREY SHEPPARD (3451) (615) 859-6600	Administrator: Torrey Sutton Sheppard *Owner Information:* VANCO HEALTH CARE & REHAB INC PO BOX 10 PARSONS, TN 38363 (731) 847-6343	*Facility License Number:* 00000067 *Status:* Licensed *Number of Beds:* 0090 *Date of Last Survey:* 04/19/2013 *Accreditation Expires:* *Date of Original Licensure:* 07/01/1992 *Date of Expiration:* 05/11/2014 *This Facility is Managed By:* TENNESSEE HEALTH MANAGEMENT, INC. PARSONS TN
22. WEST MEADE PLACE LLP 1000 ST. LUKE DRIVE NASHVILLE , TN 37205 *Attn:* JAMES L. WRIGHT (615) 352-3430	Administrator: James L. Wright *Owner Information:* WEST MEADE PLACE LLP 1000 ST. LUKE DRIVE NASHVILLE, TN 37205 (615) 352-3430	*Facility License Number:* 00000045 *Status:* Licensed *Number of Beds:* 0120 *Date of Last Survey:* 03/19/2013 *Accreditation Expires:* *Date of Original Licensure:* 07/01/1992 *Date of Expiration:* 06/11/2014
23. WOODCREST AT BLAKEFORD 11 BURTON HILLS BOULEVARD NASHVILLE , TN 37215 *Attn:* LAKECIA HARPER (615) 665-2524	Administrator: LAKECIA HARPER *Owner Information:* THE BLAKEFORD AT GREENHILLS CORP 11 BURTON HILLS BLVD NASHVILLE, TN 37215 (615) 665-9505	*Facility License Number:* 00000343 *Status:* Licensed *Number of Beds:* 0083 *Date of Last Survey:* 06/12/2013 *Accreditation Expires:* *Date of Original Licensure:* 05/28/1996

Nursing Homes	2014 Licensed Beds	2010 Patient Days	2011 Patient Days	2012 Patient Days	2010 Licensed Occupancy	2011 Licensed Occupancy	2012 Licensed Occupancy
Belcourt Terrace	49	14,636	15,350	16,445	81.8%	85.8%	91.7%
Bethany Health Care Center	180	62,936	61,284	59,111	95.8%	93.3%	89.7%
Bordeaux Long Term Care	419	130,085	128,642	113,981	85.1%	84.1%	74.3%
Creekside Health & Rehab Center*	150	46,288	117	47,640	82.8%	0.2%	78.9%
Crestview Health & Rehab	111	30,231	29,873	20,819	74.6%	76.6%	51.2%
Cumberland Health Care & Rehab	124	42,644	42,968	42,133	94.2%	94.9%	92.8%
Donelson Place Care & Rehab Center	124	41,882	36,675	37,616	92.5%	81.0%	82.9%
Good Samaritan Health & Rehab	110	37,094	34,343	28,790	92.4%	85.5%	71.5%
Grace Healthcare of Whites Creek	127	39,207	43,442	43,032	84.6%	93.7%	92.6%
Green Hills Health & Rehab Center	150	46,259	46,172	45,683	84.5%	84.3%	83.2%
Jackson Park Christian Home	28	9,292	8,584	N/A	90.9%	84.0%	N/A
Lakeshore Heartland	66	23,419	17,960	17,377	97.2%	74.6%	71.9%
Life Care Center of Hickory Woods**	124	N/A	N/A	N/A	N/A	N/A	N/A
Life Care Center of Old Hickory Village**	124	N/A	N/A	9,372	N/A	N/A	31.0%
Madison Healthcare & Rehab	102	35,370	33,728	32,618	95.0%	90.6%	87.4%
McKendree Village	150	45,594	47,882	50,707	83.3%	87.5%	92.4%
Signature Healthcare of Nashville**	119	N/A	N/A	N/A	N/A	N/A	N/A
Health Center at Richland Place	107	38,445	38,481	38,925	98.4%	98.5%	99.4%
The Meadows	113	30,436	41,430	40,973	73.8%	100.4%	99.1%
Trevecca Health Care Center	240	79,092	77,422	76,178	90.3%	88.4%	86.7%
Vanco Health Care and Rehab	90	31,776	31,619	31,627	96.7%	96.3%	96.0%
West Meade Place	120	38,781	35,204	35,538	88.5%	80.4%	80.9%
Woodcrest at Blakeford	83	25,142	28,752	30,399	83.0%	94.9%	100.1%
Total	**3,010**	**848,609**	**799,928**	**818,964**	**88.3%**	**82.5%** **87.9% Less Imperial**	**77.0%** **84.1% (See below)**

Source: 2010 - 2012 JAR

* Formally Imperial Gardens Health & Rehabilitation (Change occurred in 2013).
2010 - 2012 Patient Days and Occupancy is based on JAR filings by Imperial Gardens (165 beds). Please note, Imperial Gardens only reported 117 resident days of care for 2011.

** Life Care Center of Hickory Woods was licensed on 10/25/11.
Life Care Center of Old Hickory Village was licensed on 5/3/12.
Signature Healthcare of Nashville was licensed on 1/17/13.

2012 Occupancy of 84.1% is Less Jackson Park, Life Care Center of Old Hickory Village, Life Care Center of Hickory Woods and Signature Healthcare.

Section C – General Criteria – I.A. 4

Service Area JAR Report

Davidson County Nursing Homes
2012

4/7/2014

	Nursing Home	Licensed Beds	SNF Beds - Medicare	SNF/NF Beds Dually Certified	NF Beds - Medicaid	Licensed Only Beds - Non Certified	SNF Medicare/ Level II ADC	SNF Medicaid ADC	SNF All Other Payors ADC	NF Medicaid* Level 1 ADC	NF All Other Payors ADC	Licensed Occupancy
1	Belcourt Terrace	49	0	49	0	0	4	1	1	34	5	91.7%
2	Bethany Health Care Center	180	0	90	90	0	30	7	0.15	101	23	89.7%
3	Bordeaux Long Term Care	419	0	240	179	0	17	47	10	220	17	74.3%
4	Crestview Nursing Home	111	0	32	79	0	2	55	0.01	0	0.01	51.2%
5	Cumberland Manor	124	0	124	0	0	12	0	0	100	3	92.8%
6	Donelson Place Care & Rehab Center	124	0	124	0	0	25	2	0	66	10	82.9%
7	Good Samaritan Health & Rehab	110	0	30	80	0	12	6	1	55	5	71.5%
8	Grace Healthcare of Whites Creek	127	0	127	0	0	17	0	0	85	15	92.6%
9	Green Hills Health & Rehab Center	150	0	150	0	0	28	0	0	90	7	83.2%
10	Imperial Gardens Health & Rehab	165	0	87	78	0	31	11	5	71	12	78.9%
11	Jackson Park Christian Home	28	0	0	0	28	N/A	N/A	N/A	N/A	N/A	N/A
12	Madison Healthcare & Rehab (Kindred)	102	0	102	0	0	11	0.36	11	61	5	87.4%
13	Lakeshore Heartland	66	0	0	66	0	0	0	0	36	11	71.9%
14	Life Care Center of Hickory Woods*	124	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
15	Life Care Center of Old Hickory Village*	124	124	0	0	0	35	N/A	0.02	0	3	31.0%
16	McKendree Village	150	0	150	0	0	30	2	N/A	56	51	92.4%
17	Health Center at Richland Place	107	60	0	0	47	16	0	42	0	48	99.4%
18	The Meadows	113	10	0	0	103	1	0	110	0	0	99.1%
19	Trevecca Health Care Center	240	0	120	120	0	28	18	0.04	139	23	86.7%
20	Vanco Manor	90	0	90	0	0	27	0	0	51	9	96.0%
21	West Meade Place	120	0	60	60	0	32	0.29	11	13	41	80.9%
22	Woodcrest at Blakeford	83	83	0	0	0	21	0	0.22	0	62	100.1%
	Total	2,906	277	1,575	752	178	380	149	192	1,178	352	77.0%
	Less Jackson Park	-28	0	0	0	-28	0	0	0	0	0	
	Life Care of Hickory Woods	-124	0	0	0	0	0	0	0	0	0	
	Life Care of Old Hickory Village	-124	-124	0	0	0	-35	0	-0.02	0	-3	
	Total	2,630	153	1,575	752	150	345	149	192	1,178	349	84.1%

Source: 2012 TN JAR Summary Reports, Schedule E - Beds
2012 TN JAR Reports, Schedule F Utilizations - Part 2, Resident Days of Care

* Includes TennCare MCO and all other Medicaid/TennCare Patient Days

* Life Care Center of Hickory Woods (124 beds) was licensed on 10/25/11; however, a 2012 JAR has not been filed
* Life Care Center of Old Hickory Village (124 beds) was licensed on 5/3/12.
* Signature Healthcare of Nashville was licensed on 1/17/13 and was not part of this analysis.

Jackson Park Christian Home has not filed a 2012 JAR.

Davidson County Nursing Homes
2011

	Nursing Home	Licensed Beds	SNF Beds - Medicare	SNF/NF Beds Dually Certified	NF Beds - Medicaid	Licensed Only Beds - Non Certified	SNF Medicare/ Level II ADC	SNF Medicaid ADC	SNF All Other Payors ADC	NF Medicaid* Level 1 ADC	NF All Other Payors ADC	Licensed Occupancy
1	Belcourt Terrace	49	0	49	0	0	6	1	0	30	5	85.8%
2	Bethany Health Care Center	180	0	90	90	0	33	18	0.36	98	18	93.3%
3	Bordeaux Long Term Care	419	0	240	179	0	21	49	7	255	21	84.1%
4	Crestview Nursing Home	111	0	32	79	0	8	5	0	66	2	76.6%
5	Cumberland Manor	124	0	124	0	0	13	0	0	101	4	94.9%
6	Donelson Place Care & Rehab Center	124	0	124	0	0	21	3	2	66	8	81.0%
7	Good Samaritan Health & Rehab	110	0	30	80	0	13	4	1	71	5	85.5%
8	Grace Healthcare of Whites Creek	127	0	127	0	0	17	0	0	82	19	93.7%
9	Green Hills Health & Rehab Center	150	0	150	0	0	30	0	0	89	8	84.3%
10	Imperial Gardens Health & Rehab*	165	0	87	78	0	0.08	0.03	0	0.19	0.02	0.2%
11	Jackson Park Christian Home	28	0	0	0	28	0	0	0	0	24	84.0%
12	Kindred Nursing & Rehab - Madison	102	0	102	0	0	14	0	11	64	3	90.6%
13	Lakeshore Heartland	66	0	0	66	0	0	0	0	38	11	74.6%
14	McKendree Village	150	0	150	0	0	25	2	0.15	48	55	87.5%
15	Health Center at Richland Place	107	60	0	0	47	20	0	39	0	47	98.5%
16	The Meadows	113	10	0	0	103	0	0	0	0	114	100.4%
17	Trevecca Health Care Center	240	0	120	120	0	29	20	0.04	141	23	88.4%
18	Vanco Manor	90	0	90	0	0	26	0	0	52	9	96.3%
19	West Meade Place	120	0	60	60	0	38	2	0	20	36	80.4%
20	Woodcrest at Blakeford	83	83	0	0	0	25	0	1	0	54	94.9%
	Total Less Imperial Gardens	2,658 -165	153 0	1,575 -87	752 -78	178 0	340 -0.08	105 -0.03	61 0	1,222 -0.19	465 -0.02	82.5%
	Total	2,493	153	1,488	674	178	340	105	61	1,222	465	87.9%

Source: 2011 TN JAR Summary Reports, Schedule E - Beds
2011 JAR Reports, Schedule F Utilizations - Part 2, Resident Days of Care

* Includes TennCare MCO and all other Medicaid/TennCare Patient Days
* Imperial Gardens only reported 117 resident days of care for 2011.
* Life Care Center of Hickory Woods (124 beds) was licensed on 10/25/11 and was not included in the analysis.

Davidson County Nursing Homes
2010

	Nursing Home	Licensed Beds	SNF Beds - Medicare	SNF/NF Beds Dually Certified	NF Beds - Medicaid	Licensed Only Beds - Non Certified	SNF Medicare/ Level II ADC	SNF Medicaid ADC	SNF All Other Payors ADC	NF Medicaid* Level 1 ADC	NF All Other Payors ADC	Licensed Occupancy
1	Belcourt Terrace Nursing Home	49	0	17	32	0	6	3	0.19	27	4	81.8%
2	Bethany Health and Rehab Center	180	0	90	90	0	30	20	0.10	104	19	95.8%
3	Bordeaux Long Term Care	419	0	179	240	0	19	55	7	254	22	85.1%
4	Crestview Health and Rehabilitation	111	0	32	79	0	8	5	1	69	0.30	74.6%
5	Cumberland Manor	124	0	124	0	0	14	0	0	99	4	94.2%
6	Donelson Place Care and Rehabilitation Center	124	0	124	0	0	22	10	0	72	11	92.5%
7	Good Samaritan Health and Rehab Center	110	0	30	80	0	13	1	1	82	5	92.4%
8	Grace Healthcare of Whites Creek	127	0	127	0	0	12	0	0	85	10	84.6%
9	Greenhills Health and Rehabilitation Center	150	0	150	0	0	31	75	22	0	0	84.5%
10	Imperial Gardens Health and Rehabilitation	165	0	87	78	0	30	19	3	62	12	76.9%
11	Jackson Park Christian Home	28	0	0	0	28	0	0	0	0	25	90.9%
12	Lakeshore Heartland	66	0	0	66	0	0	0	0	50	15	97.2%
13	Lakeshore Wedgewood*	61	23	0	0	38	5	0	4	0	22	50.5%
14	Madison Healthcare and Rehabilitation Center	102	0	102	0	0	13	2	12	63	7	95.0%
15	McKendree Village	150	0	50	100	0	31	4	0.01	31	59	83.3%
16	The Health Center at Richland Place	107	60	0	0	47	18	0	41	0	46	98.4%
17	The Meadows	113	10	0	0	103	0	0	0	0	83	73.8%
18	Trevecca Health Care Center	240	0	120	120	0	29	18	0.32	145	24	90.3%
19	Vanco Manor Nursing and Rehabilitation Center	90	0	90	0	0	26	0	0	52	10	96.7%
20	West Meade Place	120	0	60	60	0	34	3	8	28	34	88.5%
21	Woodcrest at Blakeford	83	83	0	0	0	25	0	2	0	42	83.0%
	Total	2,719	176	1,382	945	216	365	215	100	1,222	453	85.8%

*Includes TennCare MCO and all other Medicaid/TennCare Patient Days

*Lakeshore Wedegewood reported data from 1/1/10 - 3/31/10.

Source: 2010 TN JAR Summary Reports, Schedule E - Beds

2010 JAR Reports, Schedule F Utilizations - Part 2, Resident Days of Care

Nursing Homes	2014 Licensed Beds	2010 Patient Days	2011 Patient Days	2012 Patient Days	2010 Licensed Occupancy	2011 Licensed Occupancy	2012 Licensed Occupancy
Belcourt Terrace	49	14,636	15,350	16,445	81.8%	85.8%	91.7%
Bethany Health Care Center	180	62,936	61,284	59,111	95.8%	93.3%	89.7%
Bordeaux Long Term Care	419	130,085	128,642	113,981	85.1%	84.1%	74.3%
Creekside Health & Rehab Center*	150	46,288	117	47,640	82.8%	0.2%	78.9%
Crestview Health & Rehab	111	30,231	29,873	20,819	74.6%	76.6%	51.2%
Cumberland Health Care & Rehab	124	42,644	42,968	42,133	94.2%	94.9%	92.8%
Donelson Place Care & Rehab Center	124	41,882	36,675	37,616	92.5%	81.0%	82.9%
Good Samaritan Health & Rehab	110	37,094	34,343	28,790	92.4%	85.5%	71.5%
Grace Healthcare of Whites Creek	127	39,207	43,442	43,032	84.6%	93.7%	92.6%
Green Hills Health & Rehab Center	150	46,259	46,172	45,683	84.5%	84.3%	83.2%
Jackson Park Christian Home	28	9,292	8,584	N/A	90.9%	84.0%	N/A
Lakeshore Heartland	66	23,419	17,960	17,377	97.2%	74.6%	71.9%
Life Care Center of Hickory Woods**	124	N/A	N/A	N/A	N/A	N/A	N/A
Life Care Center of Old Hickory Village**	124	N/A	N/A	9,372	N/A	N/A	31.0%
Madison Healthcare & Rehab	102	35,370	33,728	32,618	95.0%	90.6%	87.4%
McKendree Village	150	45,594	47,882	50,707	83.3%	87.5%	92.4%
Signature Healthcare of Nashville**	119	N/A	N/A	N/A	N/A	N/A	N/A
Health Center at Richland Place	107	38,445	38,481	38,925	98.4%	98.5%	99.4%
The Meadows	113	30,436	41,430	40,973	73.8%	100.4%	99.1%
Trevecca Health Care Center	240	79,092	77,422	76,178	90.3%	88.4%	86.7%
Vanco Health Care and Rehab	90	31,776	31,619	31,627	96.7%	96.3%	96.0%
West Meade Place	120	38,781	35,204	35,538	88.5%	80.4%	80.9%
Woodcrest at Blakeford	83	25,142	28,752	30,399	83.0%	94.9%	100.1%
Total	**3,010**	**848,609**	**799,928**	**818,964**	**88.3%**	**82.5%** **87.9% Less Imperial**	**77.0%** **84.1% (See below)**

Source: 2010 - 2012 JAR

* Formally Imperial Gardens Health & Rehabilitation (Change occurred in 2013).
2010 - 2012 Patient Days and Occupancy is based on JAR filings by Imperial Gardens (165 beds). Please note, Imperial Gardens only reported 117 resident days of care for 2011.

** Life Care Center of Hickory Woods was licensed on 10/25/11.
Life Care Center of Old Hickory Village was licensed on 5/3/12.
Signature Healthcare of Nashville was licensed on 1/17/13.

2012 Occupancy of 84.1% is Less Jackson Park, Life Care Center of Old Hickory Village, Life Care Center of Hickory Woods and Signature Healthcare.

Section C. General Criteria – 2B

Davidson County Survey Results

Davidson County Nursing Facilities 3 Year Average Survey Results by Number of Deficiencies

Facility	3 year Survey Dates	3 year Avg Deficiences	3 yr Avg Number of Hlth Deficiences in TN	Difference in 3 yr Avg of Hlth Deficiences in TN	Current Five Star Rating	2012 Occupancy
Belcourt Terrace	10/11/2012 7/20/2011 4/28/2010	11	6.4	5	1	91.7%
Bethany Health & Rehab Center	9/13/2012 2/24/2011 1/6/2010	2	6.4	(5)	5	89.7%
Bordeaux Long Term Care	12/18/2013 8/16/2012 5/18/2011	9	6.4	3	3	74.3%
Creekside Health & Rehab Center	1/15/2014	0	6.4	(6)	N/A	N/A
Crestview Health and Rehab	12/4/2013 6/27/2013 12/6/2012	11	6.4	5	3	51.2%
Cumberland Health Care & Rehab	4/26/2013 1/25/2012 4/6/2011	7	6.4	0	4	92.8%
Donelson Place Care & Rehab	2/5/2014 8/16/2012 3/24/2011	9	6.4	2	3	82.9%
Good Samaritan Health & Rehab	11/20/2013 11/16/2011 8/25/2010	5	6.4	(2)	4	71.5%
Grace Healthcare of Whites Creek	10/23/2012 7/27/2011 5/12/2010	6	6.4	(1)	3	92.6%
Greenhills Health & Rehab	6/5/2013 3/14/2012 1/6/2011	10	6.4	3	1	83.2%
Madison Healthcare and Rehab Center	4/10/2013 8/10/2011 7/15/2010	9	6.4	3	1	87.4%
Lakeshore Heartland	10/25/2012 5/5/2011 6/23/2010	7	6.4	0	3	71.9%
Life Care Center of Hickory Woods	11/20/2013 11/30/2011	6	6.4	(0)	5	N/A
Life Care Center of Old Hickory Village	1/10/2014 6/20/2012	5	6.4	(2)	4	31.0%
McKendree Village	2/5/2014 8/22/2012 3/9/2011	6	6.4	(0)	2	92.4%
Signature Healthcare of Nashville	5/21/2013	0	6.4	(6)	N/A	N/A
Health Center at Richland Place	12/4/2013 12/7/2011 9/15/2010	5	6.4	(1)	4	99.4%
The Meadows	11/6/2013 8/9/2012 6/2/2011	2	6.4	(4)	5	99.1%
Trevecca Health Care Center	10/9/2013 10/3/2012 1/27/2011	2	6.4	(5)	5	86.7%
Vanco Health Care & Rehab Inc.	4/19/2013 8/17/2011 7/21/2010	9	6.4	2	1	96.0%
West Meade Place	3/19/2013 5/4/2011 2/23/2010	7	6.4	1	3	80.9%
Woodcrest at Blakeford	6/12/2013 3/15/2012 1/12/2011	4	6.4	(2)	4	100.1%

Source: Medicare web site - Nursing Home Compare

Davidson County Nursing Facilities State Survey Results by Number of Deficiencies

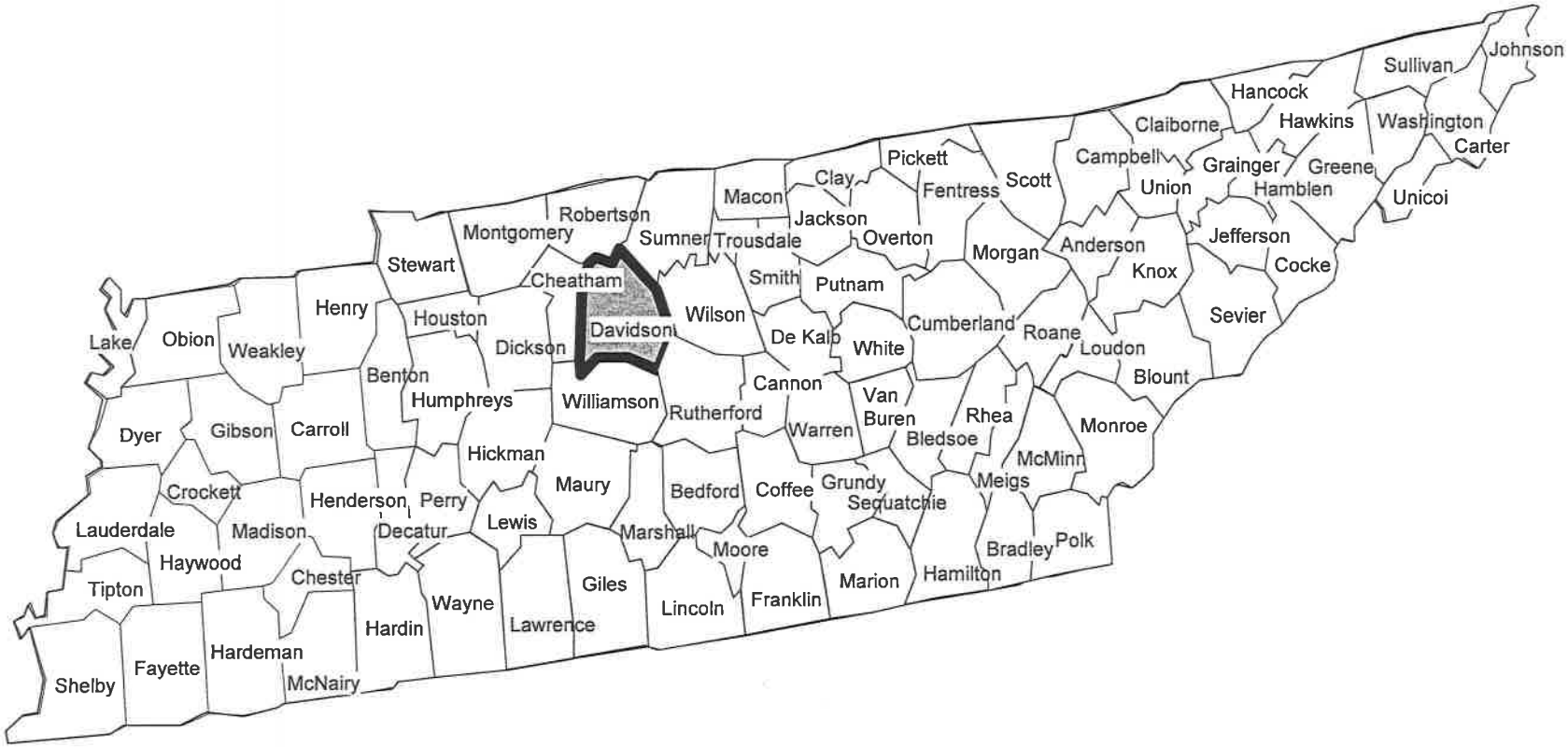
Facility	Survey Date	Number of Health Deficiencies	Average Number of Hlth Deficiences In TN	Difference In Avg Number of Hlth Deficiences In TN	Average Number of Hlth Deficiences In US	Difference In Avg Number of Hlth Deficiences in US
Belcourt Terrace	10/11/2012	9	6.4	3	6.8	2
	7/20/2011	9	7.1	2	7.1	2
	4/28/2010	16	5.7	10	7.2	9
Bethany Health Care	9/13/2012	2	6.4	(4)	6.8	(5)
	2/24/2011	1	7.1	(6)	7.1	(6)
	1/6/2010	2	5.7	(4)	7.2	(5)
Bordeaux Long Term Care	12/18/2013	9	6.4	3	6.8	2
	8/16/2012	10	7.1	3	7.1	3
	5/18/2011	8	5.7	2	7.2	1
Creekside Health & Rehab Center	1/15/2014	0	6.4	(6)	6.8	(7)
Crestview Health and Rehab	12/4/2013	16	6.4	10	6.8	9
	6/27/2013	0	7.1	(7)	7.1	(7)
	12/6/2012	17	5.7	11	7.2	10
Cumberland Manor	4/26/2013	8	6.4	2	6.8	1
	1/25/2012	3	7.1	(4)	7.1	(4)
	4/6/2011	9	5.7	3	7.2	2
Donelson Place Care & Rehab	2/5/2014	7	6.4	1	6.8	0
	8/16/2012	12	7.1	5	7.1	5
	3/24/2011	7	5.7	1	7.2	(0)
Good Samaritan Health & Rehab	11/20/2013	0	6.4	(6)	6.8	(7)
	11/16/2011	10	7.1	3	7.1	3
	8/25/2010	4	5.7	(2)	7.2	(3)
Grace Healthcare of Whites Creek	10/23/2012	5	6.4	(1)	6.8	(2)
	7/27/2011	9	7.1	2	7.1	2
	5/12/2010	3	5.7	(3)	7.2	(4)
Greenhills Health & Rehab	6/5/2013	11	6.4	5	6.8	4
	3/14/2012	7	7.1	(0)	7.1	(0)
	1/6/2011	11	5.7	5	7.2	4
Kindred Nursing & Rehab - Madison	4/10/2013	12	6.4	6	6.8	5
	8/10/2011	10	7.1	3	7.1	3
	7/15/2010	5	5.7	(1)	7.2	(2)
Lakeshore Heartland	10/25/2012	6	6.4	(0)	6.8	(1)
	5/5/2011	7	7.1	(0)	7.1	(0)
	6/23/2010	7	5.7	1	7.2	(0)
Life Care Center of Hickory Woods	11/20/2013	10	6.4	4	6.8	3
	11/30/2011	0	7.1	(7)	7.1	(7)
Life Care Center of Old Hickory Village	1/10/2014	9	6.4	3	6.8	2
	6/20/2012	0	7.1		7.1	
McKendree Village	2/5/2014	5	6.4	(1)	6.8	(2)
	8/22/2012	9	7.1	2	7.1	2
	3/9/2011	5	5.7	(1)	7.2	(2)
Signature Healthcare of Nashville	5/21/2013	0	6.4	(6)	6.8	(7)
Health Center at Richland Place	12/4/2013	8	6.4	2	6.8	1
	12/7/2011	4	7.1	(3)	7.1	(3)
	9/15/2010	3	5.7	(3)	7.2	(4)
The Meadows	11/6/2013	0	6.4	(6)	6.8	(7)
	8/9/2012	4	7.1	(3)	7.1	(3)
	6/2/2011	2	5.7	(4)	7.2	(5)
Trevecca Health Care Center	10/9/2013	1	6.4	(5)	6.8	(6)
	10/3/2012	1	7.1	(6)	7.1	(6)
	1/27/2011	3	5.7	(3)	7.2	(4)
Vanco Manor Nursing & Rehab	4/19/2013	18	6.4	12	6.8	11
	8/17/2011	6	7.1	(1)	7.1	(1)
	7/21/2010	2	5.7	(4)	7.2	(5)
West Meade Place	3/19/2013	4	6.4	(2)	6.8	(3)
	5/4/2011	9	7.1	2	7.1	2
	2/23/2010	9	5.7	3	7.2	2
Woodcrest at Blakeford	6/12/2013	4	6.4	(2)	6.8	(3)
	3/15/2012	6	7.1	(1)	7.1	(1)
	1/12/2011	3	5.7	(3)	7.2	(4)

Source: Medicare web site - Nursing Home Compare

Section C – General Criteria - 3

Service Area Map

The Health Center of Hermitage
Service Area



Section C – General Criteria – 4A

Demographics of the Population Served

Population Projections,
Tennessee Counties and the State,
2010-2020

COUNTY - DAVIDSON
SEX - Total

AGE	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
0-4	44,691	45,258	47,107	48,612	49,846	50,924	50,822	50,185	49,407	48,535	47,605
5-9	37,613	38,832	40,178	41,668	43,130	44,322	45,933	47,819	49,365	50,632	51,748
10-14	33,904	34,685	35,449	36,254	37,158	37,962	39,283	40,643	42,158	43,635	44,844
15-19	38,999	38,047	35,605	35,053	34,610	34,882	35,249	36,042	36,875	37,802	38,636
20-24	54,479	52,987	51,163	48,229	45,455	42,507	39,438	37,068	36,583	36,207	36,544
25-29	61,397	62,862	61,849	59,820	57,964	56,053	54,621	52,892	50,059	47,387	44,551
30-34	52,004	54,259	57,364	60,239	62,418	63,241	63,967	63,036	61,089	59,319	57,490
35-39	45,150	44,467	45,285	46,910	49,175	51,899	54,761	57,889	60,787	62,998	63,861
40-44	40,628	41,678	42,929	44,020	44,362	44,787	44,634	45,476	47,119	49,394	52,123
45-49	42,844	42,047	41,194	40,364	39,872	40,252	41,473	42,722	43,813	44,164	44,605
50-54	42,295	42,494	42,390	42,268	42,500	42,057	41,374	40,553	39,765	39,306	39,704
55-59	37,473	38,772	39,704	40,489	40,659	41,203	41,263	41,173	41,066	41,307	40,895
60-64	29,801	32,406	33,053	33,630	34,861	35,976	37,018	37,905	38,650	38,820	39,344
65-69	20,002	20,689	22,786	24,665	26,337	28,083	30,152	30,742	31,286	32,427	33,463
70-74	14,991	15,147	15,707	16,466	17,072	17,829	18,418	20,308	21,986	23,461	24,997
75-79	11,910	12,079	12,020	12,078	12,311	12,568	12,674	13,138	13,783	14,289	14,918
80-84	9,560	9,458	9,457	9,352	9,136	9,012	9,099	9,047	9,094	9,275	9,473
85 plus	8,940	9,306	9,289	9,390	9,519	9,594	9,554	9,493	9,445	9,360	9,303
All Ages	626,681	635,473	642,529	649,507	656,385	663,151	669,733	676,131	682,330	688,318	694,104

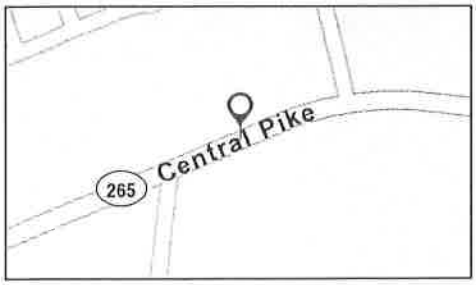
Source: The University of Tennessee Center for Business and Economic Research Population Projection Data Files, Reassembled by the Tennessee Department of Health, Division of Policy, Planning and Assessment, Office of Health Statistics.
Note: These data will not match the University of Tennessee Center for Business of Economic Research data exactly due to rounding.

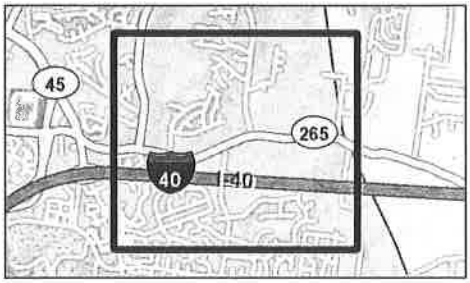
2013 Revision (6/13)

Site Map on Satellite Imagery - 1.6 Miles Wide

The Health Center of Hermitage
4214 Central Pike, Nashville, Tennessee, 37076
Ring: 1, 5, 10 Miles

Latitude: 36.17322
Longitude: -86.58368





Source: ArcGIS Online World Imagery Basemap

April 09, 2014

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Site Map

The Health Center of Hermitage
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Ring: 1, 5, 10 Miles

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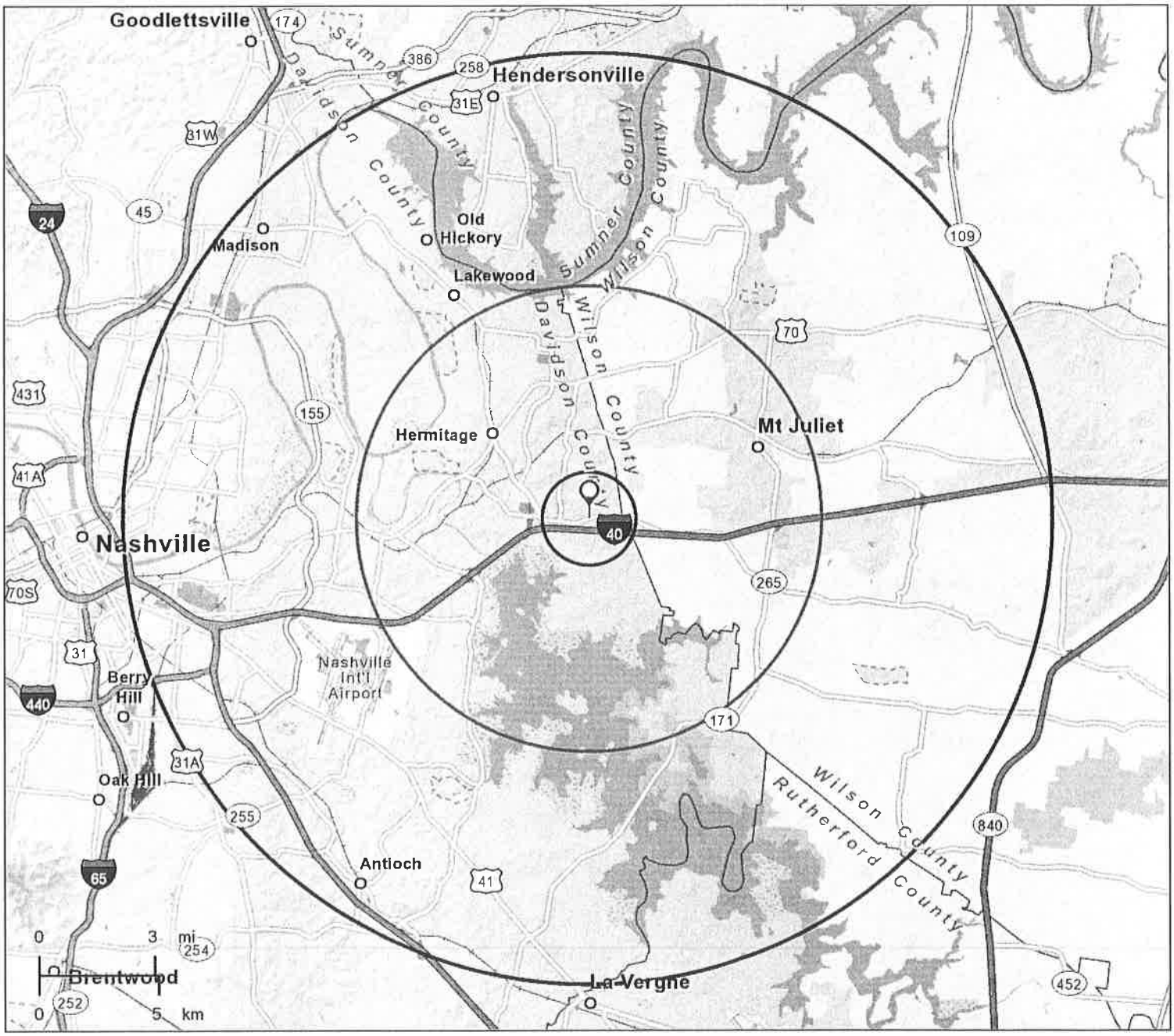

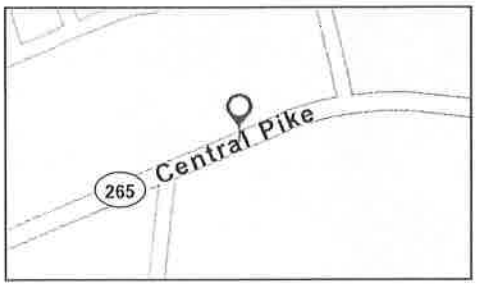

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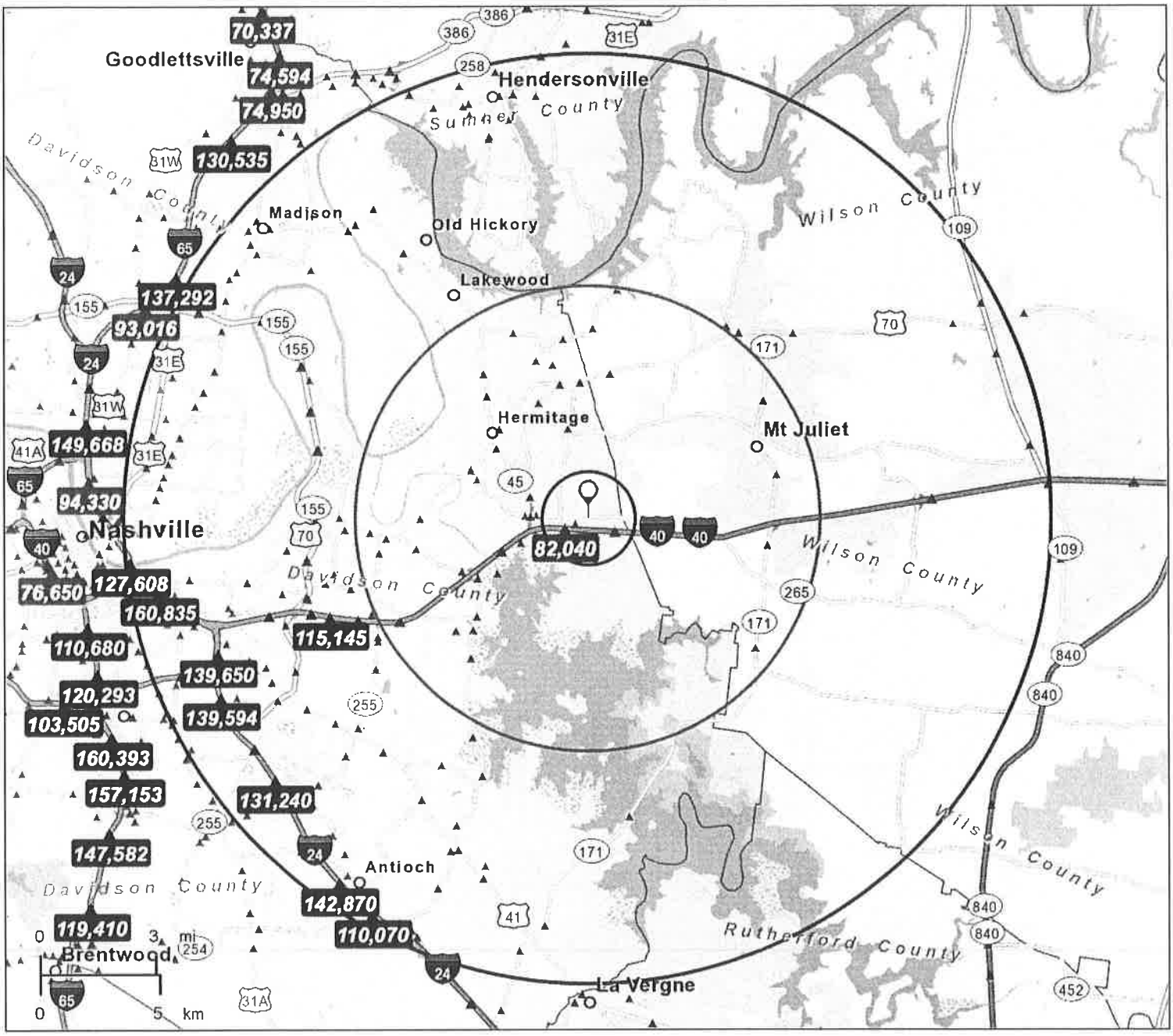
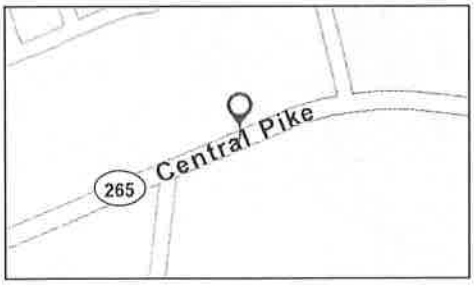
Traffic Count Map

The Health Center of Hermitage
4214 Central Pike, Nashville, Tennessee, 37076
Ring: 1, 5, 10 Miles

Latitude: 36.17322
Longitude: -86.58368





Average Daily Traffic Volume
- ***Up to 6,000 vehicles per day***
- ***6,001 - 15,000***
- ***15,001 - 30,000***
- ***30,001 - 50,000***
- ***50,001 - 100,000***
- ***More than 100,000 per day***

Source: ©2012 Market Planning Solutions, Inc.

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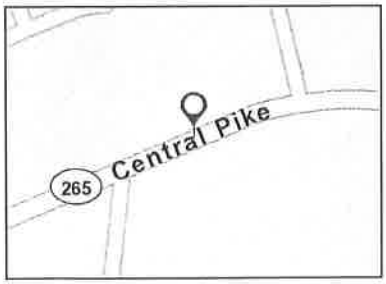
Dominant Tapestry Site Map

The Health Center of Hermitage
4214 Central Pike, Nashville, Tennessee, 37076
Ring: 1, 5, 10 Miles

Latitude: 36.17322
Longitude: -86.58368

Tapestry LifeMode



- L1 High Society: Affluent, well-educated, married-couple homeowners
- L2 Upscale Avenues: Prosperous, married-couple homeowners in different housing
- L3 Metropolis: City dwellers in older homes reflecting the diversity of urban culture
- L4 Solo Acts: Urban young singles on the move
- L5 Senior Styles: Senior lifestyles by income, age, and housing type
- L6 Scholars and Patriots: College, military environments
- L7 High Hopes: Young households striving for the "American Dream"
- L8 Global Roots: Ethnic and culturally diverse families
- L9 Family Portrait: Youth, family life, and children
- L10 Traditional Living: Middle-aged, middle income—Middle America
- L11 Factories and Farms: Hardworking families in small communities, settled near jobs
- L12 American Quilt: Households in small towns and rural areas

Source: Esri

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Dominant Tapestry Site Map

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Tapestry Segmentation

Tapestry Segmentation represents the fourth generation of market segmentation systems that began 30 years ago. The 65-segment Tapestry Segmentation system classifies U.S. neighborhoods based on their socioeconomic and demographic composition. Each segment is identified by its two-digit Segment Code. Match the two-digit segment labels on the map to the list below. A longer description of each segment is available at:

http://www.esri.com/library/whitepapers/pdfs/community-tapestry.pdf

Segment 01: Top Rung
Segment 02: Suburban Splendor
Segment 03: Connoisseurs
Segment 04: Boomburbs
Segment 05: Wealthy Seaboard Suburbs
Segment 06: Sophisticated Squires
Segment 07: Exurbanites
Segment 08: Laptops and Lattes
Segment 09: Urban Chic
Segment 10: Pleasant-Ville
Segment 11: Pacific Heights
Segment 12: Up and Coming Families
Segment 13: In Style
Segment 14: Prosperous Empty Nesters
Segment 15: Silver and Gold
Segment 16: Enterprising Professionals
Segment 17: Green Acres
Segment 18: Cozy and Comfortable
Segment 19: Milk and Cookies
Segment 20: City Lights
Segment 21: Urban Villages
Segment 22: Metropolitans
Segment 23: Trendsetters
Segment 24: Main Street, USA
Segment 25: Salt of the Earth
Segment 26: Midland Crowd
Segment 27: Metro Renters
Segment 28: Aspiring Young Families
Segment 29: Rustbelt Retirees
Segment 30: Retirement Communities
Segment 31: Rural Resort Dwellers
Segment 32: Rustbelt Traditions
Segment 33: Midlife Junction
Segment 34: Family Foundations
Segment 35: International Marketplace
Segment 36: Old and Newcomers
Segment 37: Prairie Living
Segment 38: Industrious Urban Fringe
Segment 39: Young and Restless
Segment 40: Military Proximity
Segment 41: Crossroads
Segment 42: Southern Satellites
Segment 43: The Elders
Segment 44: Urban Melting Pot
Segment 45: City Strivers
Segment 46: Rooted Rural
Segment 47: Las Casas
Segment 48: Great Expectations
Segment 49: Senior Sun Seekers
Segment 50: Heartland Communities
Segment 51: Metro City Edge
Segment 52: Inner City Tenants
Segment 53: Home Town
Segment 54: Urban Rows
Segment 55: College Towns
Segment 56: Rural Bypasses
Segment 57: Simple Living
Segment 58: NeWest Residents
Segment 59: Southwestern Families
Segment 60: City Dimensions
Segment 61: High Rise Renters
Segment 62: Modest Income Homes
Segment 63: Dorms to Diplomas
Segment 64: City Commons
Segment 65: Social Security Set
Segment 66: Unclassified

Source: Esri

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Executive Summary

The Health Center of Hermitage
4214 Central Pike, Nashville, Tennessee, 37076
Ring: 1 mile radius

Latitude: 36.17322
Longitude: -86.58368

	1 mile	5 miles	10 miles
Population			
2000 Population	6,411	70,076	321,762
2010 Population	7,986	83,679	370,497
2012 Population	8,034	85,582	381,067
2017 Population	8,487	91,309	408,918
2000-2010 Annual Rate	2.22%	1.79%	1.42%
2010-2012 Annual Rate	0.27%	1.00%	1.26%
2012-2017 Annual Rate	1.10%	1.30%	1.42%
2012 Male Population	48.2%	48.2%	49.1%
2012 Female Population	51.9%	51.8%	50.9%
2012 Median Age	33.0	37.0	34.9

In the identified area, the current year population is 381,067. In 2010, the Census count in the area was 370,497. The rate of change since 2010 was 1.26% annually. The five-year projection for the population in the area is 408,918 representing a change of 1.42% annually from 2012 to 2017. Currently, the population is 49.1% male and 50.9% female.

Median Age

The median age in this area is 34.9, compared to U.S. median age of 37.3.

Race and Ethnicity			
2012 White Alone	71.1%	79.2%	66.5%
2012 Black Alone	19.6%	12.9%	22.0%
2012 American Indian/Alaska Native Alone	0.4%	0.4%	0.4%
2012 Asian Alone	3.1%	2.5%	2.3%
2012 Pacific Islander Alone	0.1%	0.1%	0.1%
2012 Other Race	2.8%	2.5%	6.0%
2012 Two or More Races	2.9%	2.4%	2.7%
2012 Hispanic Origin (Any Race)	6.5%	5.7%	11.7%

Persons of Hispanic origin represent 11.7% of the population in the identified area compared to 16.9% of the U.S. population. Persons of Hispanic Origin may be of any race. The Diversity Index, which measures the probability that two people from the same area will be from different race/ethnic groups, is 61.0 in the identified area, compared to 61.4 for the U.S. as a whole.

Households			
2000 Households	2,813	28,640	131,108
2010 Households	3,453	35,173	148,016
2012 Total Households	3,485	36,008	152,199
2017 Total Households	3,667	38,334	162,903
2000-2010 Annual Rate	2.07%	2.08%	1.22%
2010-2012 Annual Rate	0.41%	1.05%	1.25%
2012-2017 Annual Rate	1.03%	1.26%	1.37%
2012 Average Household Size	2.30	2.36	2.47

The household count in this area has changed from 148,016 in 2010 to 152,199 in the current year, a change of 1.25% annually. The five-year projection of households is 162,903, a change of 1.37% annually from the current year total. Average household size is currently 2.47, compared to 2.46 in the year 2010. The number of families in the current year is 93,166 in the specified area.

Data Note: Income is expressed in current dollars
Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2012 and 2017. Esri converted Census 2000 data into 2010 geography.

April 09, 2014

The Health Center of Hermitage
4214 Central Pike, Nashville, Tennessee, 37076
Ring: 10 mile radius

Latitude: 36.17322
Longitude: -86.58368

	1 mile	5 miles	10 miles
Median Household Income			
2012 Median Household Income	$47,797	$53,458	$45,854
2017 Median Household Income	$53,632	$58,388	$52,355
2012-2017 Annual Rate	2.33%	1.78%	2.69%
Average Household Income			
2012 Average Household Income	$62,829	$66,821	$58,743
2017 Average Household Income	$68,284	$72,685	$64,503
2012-2017 Annual Rate	1.68%	1.70%	1.89%
Per Capita Income			
2012 Per Capita Income	$27,391	$28,184	$23,898
2017 Per Capita Income	$29,623	$30,553	$26,120
2012-2017 Annual Rate	1.58%	1.63%	1.79%

Households by Income

Current median household income is $45,854 in the area, compared to $50,157 for all U.S. households. Median household income is projected to be $52,355 in five years, compared to $56,895 for all U.S. households

Current average household income is $58,743 in this area, compared to $68,162 for all U.S households. Average household income is projected to be $64,503 in five years, compared to $77,137 for all U.S. households

Current per capita income is $23,898 in the area, compared to the U.S. per capita income of $26,409. The per capita income is projected to be $26,120 in five years, compared to $29,882 for all U.S. households

Housing			
2000 Total Housing Units	3,017	30,272	138,847
2000 Owner Occupied Housing Units	1,324	19,222	79,054
2000 Owner Occupied Housing Units	1,490	9,418	52,054
2000 Vacant Housing Units	203	1,632	7,739
2010 Total Housing Units	3,636	37,560	160,514
2010 Owner Occupied Housing Units	1,704	23,223	89,622
2010 Renter Occupied Housing Units	1,749	11,950	58,394
2010 Vacant Housing Units	183	2,387	12,498
2012 Total Housing Units	3,656	38,372	164,464
2012 Owner Occupied Housing Units	1,679	23,376	90,158
2012 Renter Occupied Housing Units	1,806	12,633	62,041
2012 Vacant Housing Units	171	2,364	12,265
2017 Total Housing Units	3,807	40,549	174,506
2017 Owner Occupied Housing Units	1,800	25,141	97,429
2017 Renter Occupied Housing Units	1,868	13,193	65,474
2017 Vacant Housing Units	140	2,215	11,603

Currently, 54.8% of the 164,464 housing units in the area are owner occupied; 37.7%, renter occupied; and 7.5% are vacant. Currently, in the U.S., 56.5% of the housing units in the area are owner occupied; 32.1% are renter occupied; and 11.4% are vacant. In 2010, there were 160,514 housing units in the area - 55.8% owner occupied, 36.4% renter occupied, and 7.8% vacant. The annual rate of change in housing units since 2010 is 1.09%. Median home value in the area is $150,971, compared to a median home value of $167,749 for the U.S. In five years, median value is projected to change by 2.22% annually to $168,508.

Data Note: Income is expressed in current dollars
Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2012 and 2017. Esri converted Census 2000 data into 2010 geography.

April 09, 2014

Age 50+ Profile

The Health Center of Hermitage
4214 Central Pike, Nashville, Tennessee, 37076
Ring: 1 mile radius

Latitude: 36.17322
Longitude: -86.58368

Demographic Summary	Census 2010	2012	2017	2012-2017 Change	2012-2017 Annual Rate
Total Population	7,986	8,034	8,487	453	1.10%
Population 50+	1,876	1,957	2,198	241	2.35%
Median Age	32.9	33.0	33.5	0.5	0.30%
Households	3,453	3,485	3,667	182	1.03%
% Householders 55+	24.6%	25.9%	28.6%	2.7	2.00%
Owner/Renter Ratio	1.0	0.9	1.0	0.1	2.13%
Median Home Value	-	$190,725	$207,740	$17,015	1.72%
Average Home Value	-	$197,442	$210,759	$13,317	1.31%
Median Household Income	-	$47,797	$53,632	$5,836	2.33%
Median Household Income for Householder 55+	-	$51,763	$57,145	$5,382	2.00%

Population by Age and Sex

	Census 2010		2012		2017	
Male Population	**Number**	**% of 50+**	**Number**	**% of 50+**	**Number**	**% of 50+**
Total (50+)	849	100.0%	891	100.0%	1,005	100.0%
50-54	222	26.1%	223	25.0%	220	21.8%
55-59	210	24.7%	220	24.7%	245	24.3%
60-64	177	20.8%	189	21.2%	216	21.5%
65-69	97	11.4%	106	11.9%	136	13.6%
70-74	67	7.9%	72	8.1%	93	9.3%
75-79	36	4.2%	37	4.2%	45	4.5%
80-84	30	3.5%	32	3.6%	34	3.4%
85+	10	1.2%	12	1.3%	16	1.6%

	Census 2010		2012		2017	
Female Population	**Number**	**% of 50+**	**Number**	**% of 50+**	**Number**	**% of 50+**
Total (50+)	1,025	100.0%	1,066	100.0%	1,193	100.0%
50-54	273	26.6%	273	25.6%	268	22.5%
55-59	264	25.8%	275	25.8%	303	25.4%
60-64	195	19.0%	208	19.5%	237	19.8%
65-69	111	10.8%	120	11.3%	156	13.1%
70-74	78	7.6%	84	7.9%	109	9.1%
75-79	51	5.0%	52	4.9%	61	5.1%
80-84	27	2.6%	27	2.5%	29	2.4%
85+	26	2.5%	27	2.5%	31	2.6%

	Census 2010		2012		2017	
Total Population	**Number**	**% of Total Pop**	**Number**	**% of Total Pop**	**Number**	**% of Total Pop**
Total(50+)	1,876	23.5%	1,957	24.4%	2,198	25.9%
50-54	495	6.2%	496	6.2%	488	5.8%
55-59	474	5.9%	495	6.2%	547	6.4%
60-64	372	4.7%	397	4.9%	453	5.3%
65-69	208	2.6%	226	2.8%	292	3.4%
70-74	146	1.8%	156	1.9%	202	2.4%
75-79	87	1.1%	89	1.1%	106	1.2%
80-84	58	0.7%	59	0.7%	63	0.7%
85+	36	0.5%	39	0.5%	47	0.6%
65+	535	6.7%	569	7.1%	710	8.4%
75+	181	2.3%	187	2.3%	216	2.5%

Data Note - A "-" indicates that the variable was not collected in the 2010 Census.
Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2012 and 2017.

April 09, 2014

Age 50+ Profile

The Health Center of Hermitage
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Latitude: 36.17322
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2012 Households by Income and Age of Householder 55+

	55-64	Percent	65-74	Percent	75+	Percent	Total	Percent
Total	542	100%	255	100%	106	100%	903	100%
<$15,000	58	10.7%	19	7.5%	14	13.2%	91	10.1%
$15,000-$24,999	36	6.6%	31	12.2%	21	19.8%	88	9.7%
$25,000-$34,999	58	10.7%	26	10.2%	20	18.9%	104	11.5%
$35,000-$49,999	84	15.5%	43	16.9%	22	20.8%	149	16.5%
$50,000-$74,999	98	18.1%	62	24.3%	20	18.9%	180	19.9%
$75,000-$99,999	73	13.5%	28	11.0%	2	1.9%	103	11.4%
$100,000-$149,999	87	16.1%	32	12.5%	5	4.7%	124	13.7%
$150,000-$199,999	37	6.8%	11	4.3%	1	0.9%	49	5.4%
$200,000+	11	2.0%	3	1.2%	0	0.0%	14	1.6%
Median HH Income	$56,804		$52,197		$33,333		$51,763	
Average HH Income	$73,365		$64,490		$41,385		$67,117	

2017 Households by Income and Age of Householder 55+

	55-64	Percent	65-74	Percent	75+	Percent	Total	Percent
Total	600	100%	326	100%	121	100%	1,047	100%
<$15,000	58	9.7%	23	7.1%	15	12.4%	96	9.2%
$15,000-$24,999	28	4.7%	30	9.2%	22	18.2%	80	7.6%
$25,000-$34,999	46	7.7%	24	7.4%	17	14.0%	87	8.3%
$35,000-$49,999	90	15.0%	53	16.3%	26	21.5%	169	16.1%
$50,000-$74,999	120	20.0%	89	27.3%	30	24.8%	239	22.8%
$75,000-$99,999	97	16.2%	44	13.5%	3	2.5%	144	13.8%
$100,000-$149,999	105	17.5%	45	13.8%	7	5.8%	157	15.0%
$150,000-$199,999	43	7.2%	15	4.6%	2	1.7%	60	5.7%
$200,000+	13	2.2%	3	0.9%	0	0.0%	16	1.5%
Median HH Income	$63,903		$56,573		$37,931		$57,145	
Average HH Income	$79,492		$68,876		$45,258		$72,219	

Data Note: Income is reported for July 1, 2012 and represents annual income for the preceding year, expressed in current (2011) dollars, including an adjustment for inflation. Income is reported for July 1, 2017 and represents annual income for the preceding year, expressed in current (2016) dollars, including an adjustment for inflation.
Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2012 and 2017.

April 09, 2014

Age 50+ Profile

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Ring: 1 mile radius

Latitude: 36.17322
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2012 Population 50+ by Race	Number	Percent	% Pop
Total	1,955	100.0%	24.3%
White Alone	1,627	83.2%	28.5%
Black Alone	251	12.8%	15.9%
American Indian Alone	7	0.4%	19.4%
Asian Alone	31	1.6%	12.4%
Pacific Islander Alone	1	0.1%	12.5%
Some Other Race Alone	17	0.9%	7.7%
Two or More Races	21	1.1%	9.0%
Hispanic Origin (Any Race)	32	1.6%	6.1%

Census 2010 Households and Age of Householder	Number	Percent	% Total HHs
Total	850	100.0%	24.6%
Family Households	532	62.6%	15.4%
Householder Age 55-64	323	38.0%	9.4%
Householder Age 65-74	151	17.8%	4.4%
Householder Age 75-84	49	5.8%	1.4%
Householder Age 85+	9	1.1%	0.3%
Nonfamily Households	318	37.4%	9.2%
Householder Age 55-64	190	22.4%	5.5%
Householder Age 65-74	85	10.0%	2.5%
Householder Age 75-84	33	3.9%	1.0%
Householder Age 85+	10	1.2%	0.3%

Census 2010 Occupied Housing Units by Age of Householder	Number	Percent	% Total HHs
Total	850	100.0%	24.6%
Owner Occupied Housing Units	642	75.5%	18.6%
Householder Age 55-64	377	44.4%	10.9%
Householder Age 65-74	186	21.9%	5.4%
Householder Age 75-84	64	7.5%	1.9%
Householder Age 85+	15	1.8%	0.4%
Renter Occupied Housing Units	208	24.5%	6.0%
Householder Age 55-64	136	16.0%	3.9%
Householder Age 65-74	50	5.9%	1.4%
Householder Age 75-84	18	2.1%	0.5%
Householder Age 85+	4	0.5%	0.1%

Data Note: A family is defined as a householder and one or more other people living in the same household who are related to the householder by birth, marriage, or adoption. Nonfamily households consist of people living alone and households that do not contain any members who are related to the householder. The base for "% Pop" is specific to the row. A Nonrelative is not related to the householder by birth, marriage, or adoption.
Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2012 and 2017.

April 09, 2014

Age 50+ Profile

The Health Center of Hermitage
4214 Central Pike, Nashville, Tennessee, 37076
Ring: 5 mile radius

Lautude: 36.17322
Longitude: -86.58368

Demographic Summary	Census 2010	2012	2017	2012-2017 Change	2012-2017 Annual Rate
Total Population	83,679	85,582	91,309	5,727	1.30%
Population 50+	24,682	26,123	29,337	3,214	2.35%
Median Age	36.8	37.0	37.4	0.4	0.22%
Households	35,173	36,008	38,334	2,326	1.26%
% Householders 55+	32.8%	34.2%	37.1%	2.9	1.64%
Owner/Renter Ratio	1.9	1.9	1.9	0.0	0.00%
Median Home Value	-	$168,052	$182,441	$14,389	1.66%
Average Home Value	-	$185,784	$198,185	$12,401	1.30%
Median Household Income	-	$53,458	$58,388	$4,930	1.78%
Median Household Income for Householder 55+	-	$50,012	$55,516	$5,504	2.11%

Population by Age and Sex

	Census 2010		2012		2017	
Male Population	**Number**	**% of 50+**	**Number**	**% of 50+**	**Number**	**% of 50+**
Total (50+)	11,203	100.0%	11,888	100.0%	13,391	100.0%
50-54	2,871	25.6%	2,935	24.7%	2,897	21.6%
55-59	2,522	22.5%	2,677	22.5%	2,951	22.0%
60-64	2,081	18.6%	2,241	18.9%	2,542	19.0%
65-69	1,399	12.5%	1,547	13.0%	1,982	14.8%
70-74	1,006	9.0%	1,089	9.2%	1,406	10.5%
75-79	647	5.8%	675	5.7%	799	6.0%
80-84	430	3.8%	445	3.7%	474	3.5%
85+	247	2.2%	279	2.3%	340	2.5%

	Census 2010		2012		2017	
Female Population	**Number**	**% of 50+**	**Number**	**% of 50+**	**Number**	**% of 50+**
Total (50+)	13,480	100.0%	14,233	100.0%	15,944	100.0%
50-54	3,249	24.1%	3,305	23.2%	3,243	20.3%
55-59	2,845	21.1%	3,008	21.1%	3,306	20.7%
60-64	2,434	18.1%	2,634	18.5%	2,983	18.7%
65-69	1,607	11.9%	1,766	12.4%	2,264	14.2%
70-74	1,192	8.8%	1,292	9.1%	1,658	10.4%
75-79	869	6.4%	889	6.2%	1,039	6.5%
80-84	616	4.6%	619	4.4%	645	4.0%
85+	668	5.0%	720	5.1%	807	5.1%

	Census 2010		2012		2017	
Total Population	**Number**	**% of Total Pop**	**Number**	**% of Total Pop**	**Number**	**% of Total Pop**
Total(50+)	24,682	29.5%	26,123	30.5%	29,337	32.1%
50-54	6,120	7.3%	6,240	7.3%	6,140	6.7%
55-59	5,366	6.4%	5,686	6.6%	6,258	6.9%
60-64	4,514	5.4%	4,875	5.7%	5,525	6.1%
65-69	3,006	3.6%	3,313	3.9%	4,246	4.6%
70-74	2,198	2.6%	2,381	2.8%	3,064	3.4%
75-79	1,516	1.8%	1,564	1.8%	1,838	2.0%
80-84	1,047	1.3%	1,065	1.2%	1,119	1.2%
85+	915	1.1%	999	1.2%	1,147	1.3%
65+	8,682	10.4%	9,322	10.9%	11,414	12.5%
75+	3,478	4.2%	3,628	4.2%	4,104	4.5%

Data Note - A "-" indicates that the variable was not collected in the 2010 Census.
Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2012 and 2017.

April 09, 2014

Age 50+ Profile

The Health Center of Hermitage
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Ring: 5 mile radius

Latitude: 36.17322
Longitude: -86.58368

2012 Households by Income and Age of Householder 55+

	55-64	Percent	65-74	Percent	75+	Percent	Total	Percent
Total	6,343	100%	3,619	100%	2,346	100%	12,308	100%
<$15,000	593	9.3%	373	10.3%	377	16.1%	1,343	10.9%
$15,000-$24,999	516	8.1%	359	9.9%	563	24.0%	1,438	11.7%
$25,000-$34,999	591	9.3%	371	10.3%	487	20.8%	1,449	11.8%
$35,000-$49,999	902	14.2%	672	18.6%	348	14.8%	1,922	15.6%
$50,000-$74,999	1,373	21.6%	911	25.2%	322	13.7%	2,606	21.2%
$75,000-$99,999	937	14.8%	362	10.0%	122	5.2%	1,421	11.5%
$100,000-$149,999	933	14.7%	402	11.1%	90	3.8%	1,425	11.6%
$150,000-$199,999	318	5.0%	102	2.8%	22	0.9%	442	3.6%
$200,000+	180	2.8%	68	1.9%	14	0.6%	262	2.1%
Median HH Income	$57,884		$50,574		$28,844		$50,012	
Average HH Income	$73,430		$62,726		$39,932		$63,899	

2017 Households by Income and Age of Householder 55+

	55-64	Percent	65-74	Percent	75+	Percent	Total	Percent
Total	6,992	100%	4,592	100%	2,626	100%	14,210	100%
<$15,000	563	8.1%	416	9.1%	415	15.8%	1,394	9.8%
$15,000-$24,999	380	5.4%	351	7.6%	541	20.6%	1,272	9.0%
$25,000-$34,999	450	6.4%	343	7.5%	435	16.6%	1,228	8.6%
$35,000-$49,999	915	13.1%	781	17.0%	406	15.5%	2,102	14.8%
$50,000-$74,999	1,714	24.5%	1,340	29.2%	476	18.1%	3,530	24.8%
$75,000-$99,999	1,245	17.8%	573	12.5%	187	7.1%	2,005	14.1%
$100,000-$149,999	1,118	16.0%	567	12.3%	119	4.5%	1,804	12.7%
$150,000-$199,999	406	5.8%	147	3.2%	31	1.2%	584	4.1%
$200,000+	201	2.9%	75	1.6%	14	0.5%	290	2.0%
Median HH Income	$64,869		$55,051		$32,661		$55,516	
Average HH Income	$81,111		$68,027		$44,185		$70,059	

Data Note: Income is reported for July 1, 2012 and represents annual income for the preceding year, expressed in current (2011) dollars, including an adjustment for inflation. Income is reported for July 1, 2017 and represents annual income for the preceding year, expressed in current (2016) dollars, including an adjustment for inflation.
Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2012 and 2017.

April 09, 2014

Age 50+ Profile

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Ring: 5 mile radius

Latitude: 36.17322
Longitude: -86.58368

2012 Population 50+ by Race	Number	Percent	% Pop
Total	26,118	100.0%	30.5%
White Alone	23,117	88.5%	34.1%
Black Alone	2,122	8.1%	19.3%
American Indian Alone	89	0.3%	25.6%
Asian Alone	391	1.5%	18.1%
Pacific Islander Alone	6	0.0%	10.9%
Some Other Race Alone	174	0.7%	8.1%
Two or More Races	219	0.8%	10.6%
Hispanic Origin (Any Race)	446	1.7%	9.2%

Census 2010 Households and Age of Householder	Number	Percent	% Total HHs
Total	11,540	100.0%	32.8%
Family Households	7,002	60.7%	19.9%
Householder Age 55-64	3,764	32.6%	10.7%
Householder Age 65-74	2,109	18.3%	6.0%
Householder Age 75-84	945	8.2%	2.7%
Householder Age 85+	184	1.6%	0.5%
Nonfamily Households	4,538	39.3%	12.9%
Householder Age 55-64	2,197	19.0%	6.2%
Householder Age 65-74	1,214	10.5%	3.5%
Householder Age 75-84	734	6.4%	2.1%
Householder Age 85+	393	3.4%	1.1%

Census 2010 Occupied Housing Units by Age of Householder	Number	Percent	% Total HHs
Total	11,540	100.0%	32.8%
Owner Occupied Housing Units	9,501	82.3%	27.0%
Householder Age 55-64	4,812	41.7%	13.7%
Householder Age 65-74	2,883	25.0%	8.2%
Householder Age 75-84	1,440	12.5%	4.1%
Householder Age 85+	366	3.2%	1.0%
Renter Occupied Housing Units	2,039	17.7%	5.8%
Householder Age 55-64	1,149	10.0%	3.3%
Householder Age 65-74	440	3.8%	1.3%
Householder Age 75-84	239	2.1%	0.7%
Householder Age 85+	211	1.8%	0.6%

Data Note: A family is defined as a householder and one or more other people living in the same household who are related to the householder by birth, marriage, or adoption. Nonfamily households consist of people living alone and households that do not contain any members who are related to the householder. The base for "% Pop" is specific to the row. A Nonrelative is not related to the householder by birth, marriage, or adoption.
Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2012 and 2017.

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Age 50+ Profile

The Health Center of Hermitage
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Ring: 10 mile radius

Latitude: 36.17322
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Demographic Summary	Census 2010	2012	2017	2012-2017 Change	2012-2017 Annual Rate
Total Population	370,497	381,067	408,918	27,851	1.42%
Population 50+	101,171	107,563	121,311	13,748	2.43%
Median Age	34.8	34.9	35.3	0.4	0.23%
Households	148,016	152,199	162,903	10,704	1.37%
% Householders 55+	32.4%	33.7%	36.4%	2.7	1.55%
Owner/Renter Ratio	1.5	1.5	1.5	0.0	0.00%
Median Home Value	-	$150,971	$168,508	$17,537	2.22%
Average Home Value	-	$171,710	$184,248	$12,538	1.42%
Median Household Income	-	$45,854	$52,355	$6,501	2.69%
Median Household Income for Householder 55+	-	$40,894	$48,927	$8,033	3.65%

Population by Age and Sex

	Census 2010		2012		2017	
Male Population	**Number**	**% of 50+**	**Number**	**% of 50+**	**Number**	**% of 50+**
Total (50+)	46,073	100.0%	49,102	100.0%	55,494	100.0%
50-54	12,372	26.9%	12,693	25.9%	12,592	22.7%
55-59	10,456	22.7%	11,152	22.7%	12,367	22.3%
60-64	8,248	17.9%	8,959	18.2%	10,243	18.5%
65-69	5,483	11.9%	6,111	12.4%	7,911	14.3%
70-74	3,844	8.3%	4,200	8.6%	5,477	9.9%
75-79	2,646	5.7%	2,768	5.6%	3,302	5.9%
80-84	1,773	3.8%	1,828	3.7%	1,953	3.5%
85+	1,251	2.7%	1,391	2.8%	1,649	3.0%
	Census 2010		**2012**		**2017**	
Female Population	**Number**	**% of 50+**	**Number**	**% of 50+**	**Number**	**% of 50+**
Total (50+)	55,098	100.0%	58,466	100.0%	65,820	100.0%
50-54	13,199	24.0%	13,543	23.2%	13,377	20.3%
55-59	11,338	20.6%	12,062	20.6%	13,354	20.3%
60-64	9,124	16.6%	9,943	17.0%	11,360	17.3%
65-69	6,490	11.8%	7,198	12.3%	9,308	14.1%
70-74	4,842	8.8%	5,268	9.0%	6,794	10.3%
75-79	3,814	6.9%	3,931	6.7%	4,623	7.0%
80-84	3,100	5.6%	3,101	5.3%	3,212	4.9%
85+	3,191	5.8%	3,421	5.9%	3,792	5.8%
	Census 2010		**2012**		**2017**	
Total Population	**Number**	**% of Total Pop**	**Number**	**% of Total Pop**	**Number**	**% of Total Pop**
Total(50+)	101,171	27.3%	107,563	28.2%	121,311	29.7%
50-54	25,571	6.9%	26,235	6.9%	25,969	6.4%
55-59	21,794	5.9%	23,213	6.1%	25,720	6.3%
60-64	17,372	4.7%	18,902	5.0%	21,603	5.3%
65-69	11,972	3.2%	13,308	3.5%	17,218	4.2%
70-74	8,686	2.3%	9,467	2.5%	12,271	3.0%
75-79	6,461	1.7%	6,698	1.8%	7,924	1.9%
80-84	4,873	1.3%	4,929	1.3%	5,165	1.3%
85+	4,442	1.2%	4,811	1.3%	5,441	1.3%
65+	36,434	9.8%	39,213	10.3%	48,019	11.7%
75+	15,776	4.3%	16,438	4.3%	18,530	4.5%

Data Note - A "-" indicates that the variable was not collected in the 2010 Census.
Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2012 and 2017.

April 09, 2014

Age 50+ Profile

The Health Center of Hermitage
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Ring: 10 mile radius

Latitude: 36.17322
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2012 Households by Income and Age of Householder 55+

	55-64	Percent	65-74	Percent	75+	Percent	Total	Percent
Total	25,590	100%	14,613	100%	11,141	100%	51,344	100%
<$15,000	3,295	12.9%	2,040	14.0%	2,525	22.7%	7,860	15.3%
$15,000-$24,999	2,600	10.2%	1,739	11.9%	2,907	26.1%	7,246	14.1%
$25,000-$34,999	2,751	10.8%	1,981	13.6%	1,919	17.2%	6,651	13.0%
$35,000-$49,999	4,009	15.7%	2,650	18.1%	1,557	14.0%	8,216	16.0%
$50,000-$74,999	5,276	20.6%	3,340	22.9%	1,386	12.4%	10,002	19.5%
$75,000-$99,999	3,286	12.8%	1,245	8.5%	505	4.5%	5,036	9.8%
$100,000-$149,999	2,800	10.9%	1,111	7.6%	247	2.2%	4,158	8.1%
$150,000-$199,999	939	3.7%	266	1.8%	52	0.5%	1,257	2.4%
$200,000+	634	2.5%	241	1.6%	44	0.4%	919	1.8%
Median HH Income	$50,423		$42,430		$25,511		$40,894	
Average HH Income	$64,659		$54,670		$34,547		$55,283	

2017 Households by Income and Age of Householder 55+

	55-64	Percent	65-74	Percent	75+	Percent	Total	Percent
Total	28,348	100%	18,642	100%	12,380	100%	59,370	100%
<$15,000	3,299	11.6%	2,410	12.9%	2,750	22.2%	8,459	14.2%
$15,000-$24,999	2,029	7.2%	1,778	9.5%	2,812	22.7%	6,619	11.1%
$25,000-$34,999	2,211	7.8%	1,946	10.4%	1,750	14.1%	5,907	9.9%
$35,000-$49,999	4,175	14.7%	3,193	17.1%	1,821	14.7%	9,189	15.5%
$50,000-$74,999	6,786	23.9%	5,001	26.8%	2,032	16.4%	13,819	23.3%
$75,000-$99,999	4,478	15.8%	2,019	10.8%	766	6.2%	7,263	12.2%
$100,000-$149,999	3,456	12.2%	1,625	8.7%	331	2.7%	5,412	9.1%
$150,000-$199,999	1,184	4.2%	372	2.0%	68	0.5%	1,624	2.7%
$200,000+	729	2.6%	298	1.6%	49	0.4%	1,076	1.8%
Median HH Income	$56,587		$49,961		$27,894		$48,927	
Average HH Income	$71,970		$59,971		$38,168		$61,154	

Data Note: Income is reported for July 1, 2012 and represents annual income for the preceding year, expressed in current (2011) dollars, including an adjustment for inflation. Income is reported for July 1, 2017 and represents annual income for the preceding year, expressed in current (2016) dollars, including an adjustment for inflation.
Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2012 and 2017.

April 09, 2014

Age 50+ Profile

The Health Center of Hermitage
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Ring: 10 mile radius

Latitude: 36.17322
Longitude: -86.58368

2012 Population 50+ by Race	Number	Percent	% Pop
Total	107,564	100.0%	28.2%
White Alone	85,680	79.7%	33.8%
Black Alone	16,972	15.8%	20.3%
American Indian Alone	355	0.3%	24.6%
Asian Alone	1,886	1.8%	22.0%
Pacific Islander Alone	54	0.1%	13.8%
Some Other Race Alone	1,474	1.4%	6.4%
Two or More Races	1,143	1.1%	11.0%
Hispanic Origin (Any Race)	3,411	3.2%	7.6%

Census 2010 Households and Age of Householder	Number	Percent	% Total HHs
Total	48,008	100.0%	32.4%
Family Households	27,258	56.8%	18.4%
Householder Age 55-64	14,474	30.1%	9.8%
Householder Age 65-74	7,876	16.4%	5.3%
Householder Age 75-84	3,971	8.3%	2.7%
Householder Age 85+	937	2.0%	0.6%
Nonfamily Households	20,750	43.2%	14.0%
Householder Age 55-64	9,469	19.7%	6.4%
Householder Age 65-74	5,457	11.4%	3.7%
Householder Age 75-84	3,746	7.8%	2.5%
Householder Age 85+	2,078	4.3%	1.4%

Census 2010 Occupied Housing Units by Age of Householder	Number	Percent	% Total HHs
Total	48,010	100.0%	32.4%
Owner Occupied Housing Units	36,187	75.4%	24.4%
Householder Age 55-64	17,851	37.2%	12.1%
Householder Age 65-74	10,559	22.0%	7.1%
Householder Age 75-84	5,969	12.4%	4.0%
Householder Age 85+	1,808	3.8%	1.2%
Renter Occupied Housing Units	11,823	24.6%	8.0%
Householder Age 55-64	6,092	12.7%	4.1%
Householder Age 65-74	2,774	5.8%	1.9%
Householder Age 75-84	1,749	3.6%	1.2%
Householder Age 85+	1,208	2.5%	0.8%

Data Note: A family is defined as a householder and one or more other people living in the same household who are related to the householder by birth, marriage, or adoption. Nonfamily households consist of people living alone and households that do not contain any members who are related to the householder. The base for "% Pop" is specific to the row. A Nonrelative is not related to the householder by birth, marriage, or adoption.
Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2012 and 2017.

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Demographic and Income Profile

The Health Center of Hermitage
4214 Central Pike, Nashville, Tennessee, 37076
Ring: 1 mile radius

Latitude: 36.17322
Longitude: -86.58368

Summary	Census 2010	2012	2017
Population	7,986	8,034	8,487
Households	3,453	3,485	3,667
Families	2,037	2,022	2,111
Average Household Size	2.31	2.30	2.31
Owner Occupied Housing Units	1,704	1,679	1,800
Renter Occupied Housing Units	1,749	1,806	1,868
Median Age	32.9	33.0	33.5
Trends: 2012 - 2017 Annual Rate	**Area**	**State**	**National**
Population	1.10%	0.82%	0.68%
Households	1.02%	0.84%	0.74%
Families	0.87%	0.81%	0.72%
Owner HHs	1.40%	0.98%	0.91%
Median Household Income	2.33%	3.30%	2.55%

	2012		2017	
Households by Income	Number	Percent	Number	Percent
<$15,000	393	11.3%	388	10.6%
$15,000 - $24,999	350	10.0%	286	7.8%
$25,000 - $34,999	508	14.6%	403	11.0%
$35,000 - $49,999	553	15.9%	590	16.1%
$50,000 - $74,999	667	19.1%	792	21.6%
$75,000 - $99,999	394	11.3%	494	13.5%
$100,000 - $149,999	409	11.7%	478	13.0%
$150,000 - $199,999	164	4.7%	185	5.0%
$200,000+	47	1.3%	52	1.4%
Median Household Income	$47,797		$53,632	
Average Household Income	$62,829		$68,284	
Per Capita Income	$27,391		$29,623	

	Census 2010		2012		2017	
Population by Age	Number	Percent	Number	Percent	Number	Percent
0 - 4	660	8.3%	661	8.2%	698	8.2%
5 - 9	520	6.5%	520	6.5%	551	6.5%
10 - 14	421	5.3%	418	5.2%	447	5.3%
15 - 19	409	5.1%	395	4.9%	399	4.7%
20 - 24	670	8.4%	684	8.5%	657	7.7%
25 - 34	1,616	20.2%	1,644	20.5%	1,734	20.4%
35 - 44	1,245	15.6%	1,214	15.1%	1,268	14.9%
45 - 54	1,066	13.3%	1,038	12.9%	1,022	12.0%
55 - 64	846	10.6%	892	11.1%	1,000	11.8%
65 - 74	354	4.4%	382	4.8%	494	5.8%
75 - 84	145	1.8%	148	1.8%	169	2.0%
85+	36	0.5%	39	0.5%	47	0.6%

	Census 2010		2012		2017	
Race and Ethnicity	Number	Percent	Number	Percent	Number	Percent
White Alone	5,652	70.8%	5,711	71.1%	6,027	71.0%
Black Alone	1,607	20.1%	1,576	19.6%	1,595	18.8%
American Indian Alone	37	0.5%	36	0.4%	42	0.5%
Asian Alone	242	3.0%	249	3.1%	285	3.4%
Pacific Islander Alone	6	0.1%	8	0.1%	10	0.1%
Some Other Race Alone	215	2.7%	221	2.8%	263	3.1%
Two or More Races	226	2.8%	233	2.9%	265	3.1%
Hispanic Origin (Any Race)	510	6.4%	527	6.6%	638	7.5%

Data Note: Income is expressed in current dollars.
Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2012 and 2017.

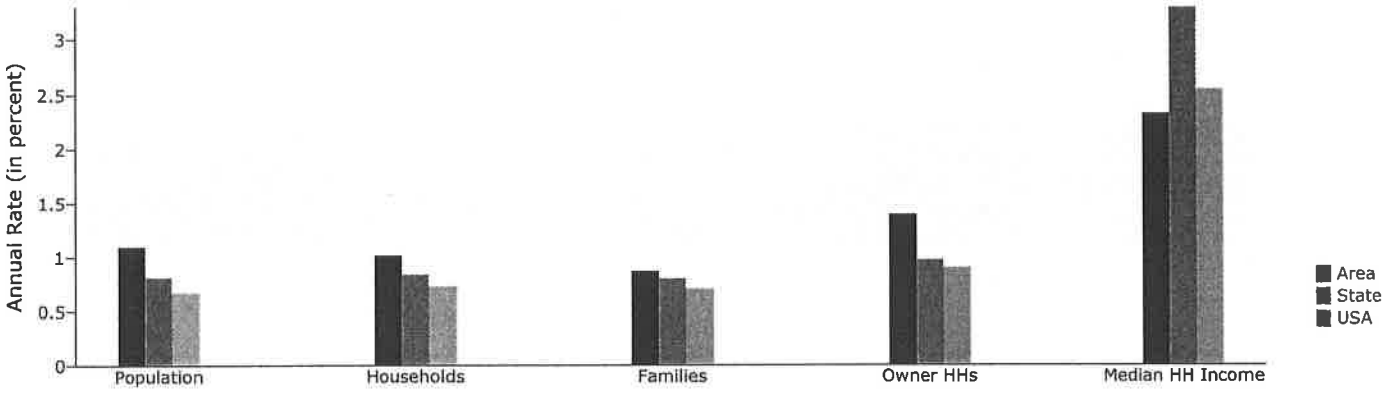
April 09, 2014

Demographic and Income Profile

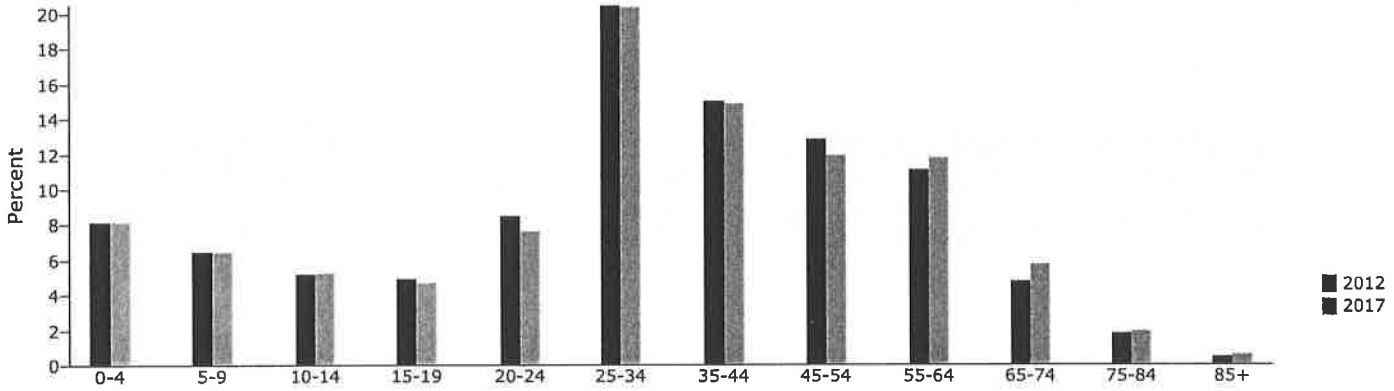
The Health Center of Hermitage
4214 Central Pike, Nashville, Tennessee, 37076
Ring: 1 mile radius

Latitude: 36.17322
Longitude: -86.58368

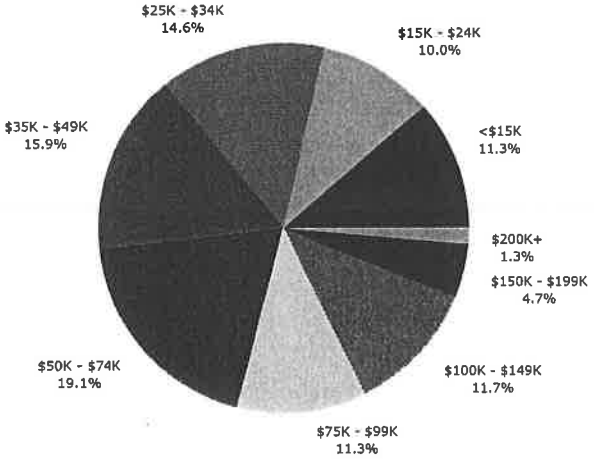
Trends 2012-2017



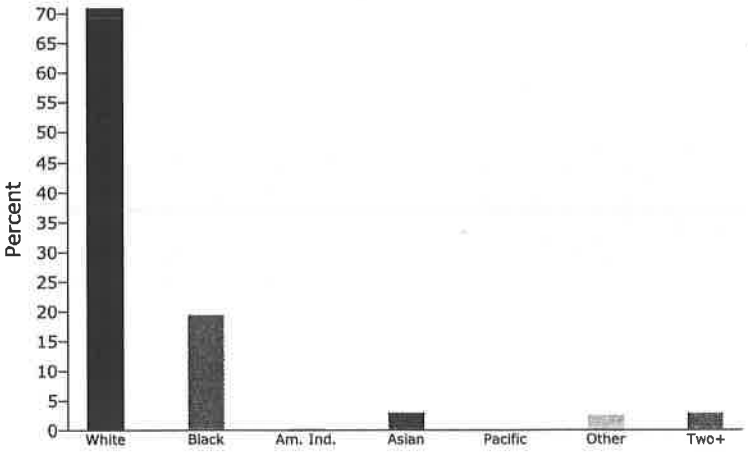
Population by Age



2012 Household Income



2012 Population by Race



2012 Percent Hispanic Origin: 6.6%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2012 and 2017.

April 09, 2014

Demographic and Income Profile

The Health Center of Hermitage
4214 Central Pike, Nashville, Tennessee, 37076
Ring: 5 mile radius

Latitude: 36.17322
Longitude: -86.58368

Summary	Census 2010	2012	2017
Population	83,679	85,582	91,309
Households	35,173	36,008	38,334
Families	22,018	22,347	23,814
Average Household Size	2.36	2.36	2.37
Owner Occupied Housing Units	23,223	23,376	25,141
Renter Occupied Housing Units	11,950	12,633	13,193
Median Age	36.8	37.0	37.4
Trends: 2012 - 2017 Annual Rate	**Area**	**State**	**National**
Population	1.30%	0.82%	0.68%
Households	1.26%	0.84%	0.74%
Families	1.28%	0.81%	0.72%
Owner HHs	1.47%	0.98%	0.91%
Median Household Income	1.78%	3.30%	2.55%

	2012		2017	
Households by Income	Number	Percent	Number	Percent
<$15,000	3,190	8.9%	3,067	8.0%
$15,000 - $24,999	3,422	9.5%	2,761	7.2%
$25,000 - $34,999	4,033	11.2%	3,102	8.1%
$35,000 - $49,999	5,637	15.7%	5,659	14.8%
$50,000 - $74,999	8,390	23.3%	10,180	26.6%
$75,000 - $99,999	4,649	12.9%	5,866	15.3%
$100,000 - $149,999	4,730	13.1%	5,421	14.1%
$150,000 - $199,999	1,280	3.6%	1,545	4.0%
$200,000+	678	1.9%	732	1.9%
Median Household Income	$53,458		$58,388	
Average Household Income	$66,821		$72,685	
Per Capita Income	$28,184		$30,553	

	Census 2010		2012		2017	
Population by Age	Number	Percent	Number	Percent	Number	Percent
0 - 4	5,599	6.7%	5,707	6.7%	6,091	6.7%
5 - 9	5,406	6.5%	5,505	6.4%	5,870	6.4%
10 - 14	5,116	6.1%	5,158	6.0%	5,565	6.1%
15 - 19	4,741	5.7%	4,630	5.4%	4,724	5.2%
20 - 24	5,072	6.1%	5,240	6.1%	5,083	5.6%
25 - 34	13,588	16.2%	14,048	16.4%	14,954	16.4%
35 - 44	12,811	15.3%	12,730	14.9%	13,295	14.6%
45 - 54	12,784	15.3%	12,682	14.8%	12,530	13.7%
55 - 64	9,880	11.8%	10,561	12.3%	11,783	12.9%
65 - 74	5,204	6.2%	5,694	6.7%	7,310	8.0%
75 - 84	2,563	3.1%	2,629	3.1%	2,957	3.2%
85+	915	1.1%	999	1.2%	1,147	1.3%

	Census 2010		2012		2017	
Race and Ethnicity	Number	Percent	Number	Percent	Number	Percent
White Alone	66,223	79.1%	67,799	79.2%	71,663	78.5%
Black Alone	10,987	13.1%	11,003	12.9%	11,561	12.7%
American Indian Alone	346	0.4%	348	0.4%	403	0.4%
Asian Alone	2,060	2.5%	2,155	2.5%	2,522	2.8%
Pacific Islander Alone	43	0.1%	55	0.1%	83	0.1%
Some Other Race Alone	2,047	2.4%	2,161	2.5%	2,689	2.9%
Two or More Races	1,972	2.4%	2,061	2.4%	2,389	2.6%
Hispanic Origin (Any Race)	4,585	5.5%	4,867	5.7%	6,162	6.7%

Data Note: Income is expressed in current dollars.
Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2012 and 2017.

April 09, 2014

Demographic and Income Profile

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Ring: 5 mile radius

Latitude: 36.17322
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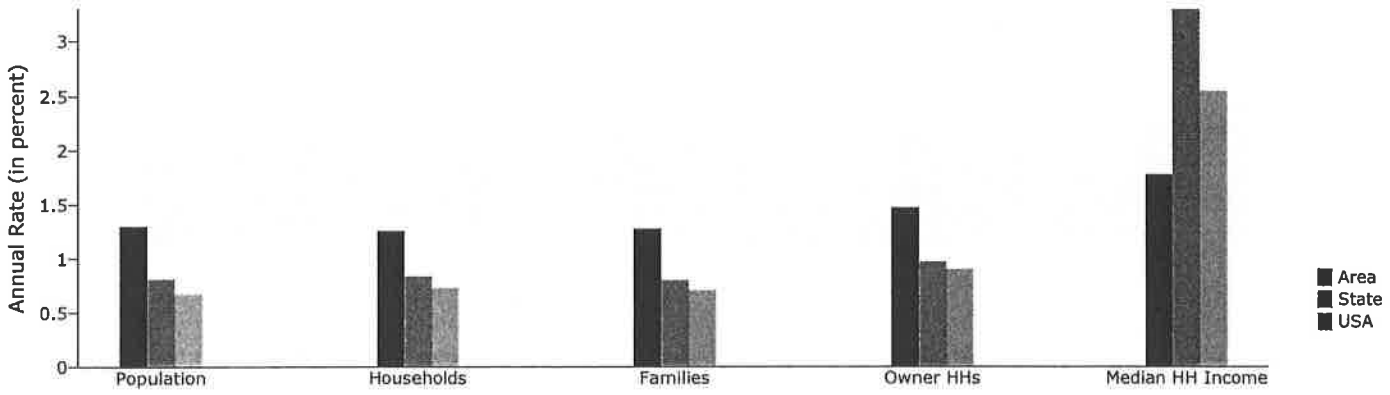
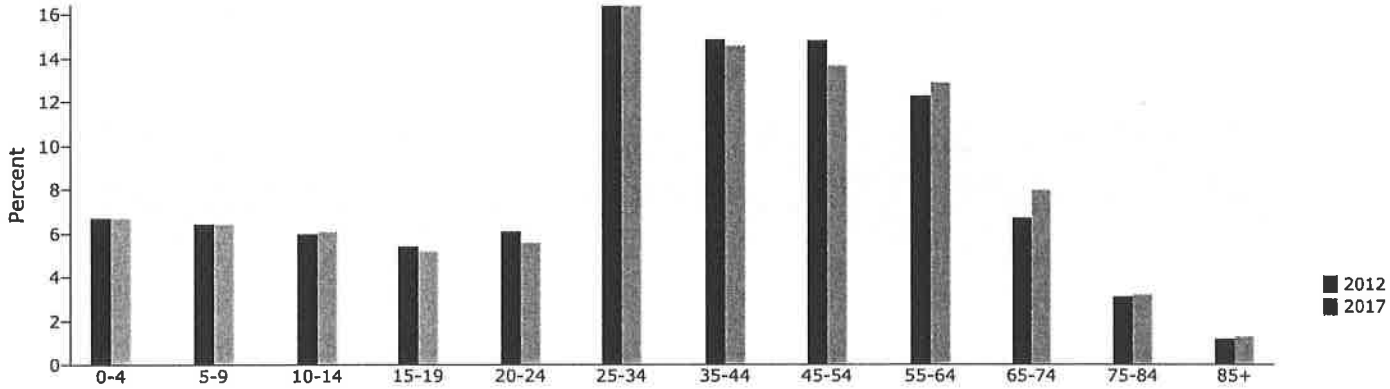
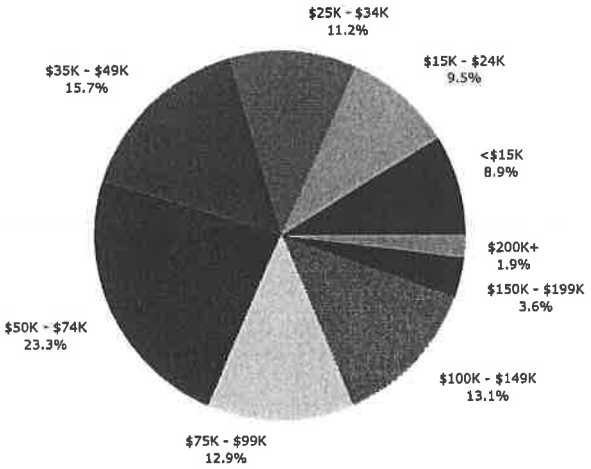
Trends 2012-2017



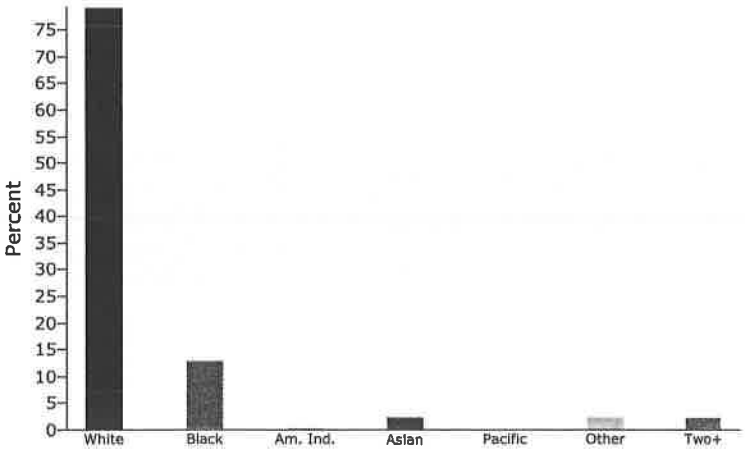
Population by Age



2012 Household Income



2012 Population by Race



2012 Percent Hispanic Origin: 5.7%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2012 and 2017.

April 09, 2014

Demographic and Income Profile

The Health Center of Hermitage
4214 Central Pike, Nashville, Tennessee, 37076
Ring: 10 mile radius

Latitude: 36.17322
Longitude: -86.58368

Summary	Census 2010	2012	2017
Population	370,497	381,067	408,918
Households	148,016	152,199	162,903
Families	91,381	93,166	99,793
Average Household Size	2.46	2.47	2.47
Owner Occupied Housing Units	89,622	90,158	97,429
Renter Occupied Housing Units	58,394	62,041	65,474
Median Age	34.8	34.9	35.3

Trends: 2012 - 2017 Annual Rate	Area	State	National
Population	1.42%	0.82%	0.68%
Households	1.37%	0.84%	0.74%
Families	1.38%	0.81%	0.72%
Owner HHs	1.56%	0.98%	0.91%
Median Household Income	2.69%	3.30%	2.55%

	2012		2017	
Households by Income	Number	Percent	Number	Percent
<$15,000	19,361	12.7%	19,311	11.9%
$15,000 - $24,999	17,646	11.6%	14,716	9.0%
$25,000 - $34,999	19,396	12.7%	15,635	9.6%
$35,000 - $49,999	25,108	16.5%	25,713	15.8%
$50,000 - $74,999	32,890	21.6%	41,097	25.2%
$75,000 - $99,999	17,034	11.2%	22,026	13.5%
$100,000 - $149,999	14,408	9.5%	16,959	10.4%
$150,000 - $199,999	3,785	2.5%	4,558	2.8%
$200,000+	2,570	1.7%	2,889	1.8%
Median Household Income	$45,854		$52,355	
Average Household Income	$58,743		$64,503	
Per Capita Income	$23,898		$26,120	

	Census 2010		2012		2017	
Population by Age	Number	Percent	Number	Percent	Number	Percent
0 - 4	27,679	7.5%	28,380	7.4%	30,506	7.5%
5 - 9	24,526	6.6%	25,105	6.6%	26,934	6.6%
10 - 14	22,894	6.2%	23,211	6.1%	25,220	6.2%
15 - 19	22,707	6.1%	22,300	5.9%	22,897	5.6%
20 - 24	25,249	6.8%	26,338	6.9%	25,926	6.3%
25 - 34	63,284	17.1%	65,971	17.3%	71,007	17.4%
35 - 44	55,284	14.9%	55,297	14.5%	58,258	14.2%
45 - 54	53,273	14.4%	53,134	13.9%	52,826	12.9%
55 - 64	39,166	10.6%	42,115	11.1%	47,323	11.6%
65 - 74	20,658	5.6%	22,775	6.0%	29,489	7.2%
75 - 84	11,334	3.1%	11,627	3.1%	13,089	3.2%
85+	4,442	1.2%	4,811	1.3%	5,441	1.3%

	Census 2010		2012		2017	
Race and Ethnicity	Number	Percent	Number	Percent	Number	Percent
White Alone	245,785	66.3%	253,499	66.5%	269,903	66.0%
Black Alone	82,994	22.4%	83,740	22.0%	87,330	21.4%
American Indian Alone	1,468	0.4%	1,445	0.4%	1,682	0.4%
Asian Alone	8,163	2.2%	8,590	2.3%	9,920	2.4%
Pacific Islander Alone	302	0.1%	390	0.1%	615	0.2%
Some Other Race Alone	21,964	5.9%	23,022	6.0%	27,369	6.7%
Two or More Races	9,822	2.7%	10,380	2.7%	12,099	3.0%
Hispanic Origin (Any Race)	42,444	11.5%	44,637	11.7%	53,776	13.2%

Data Note: Income is expressed in current dollars.
Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2012 and 2017.

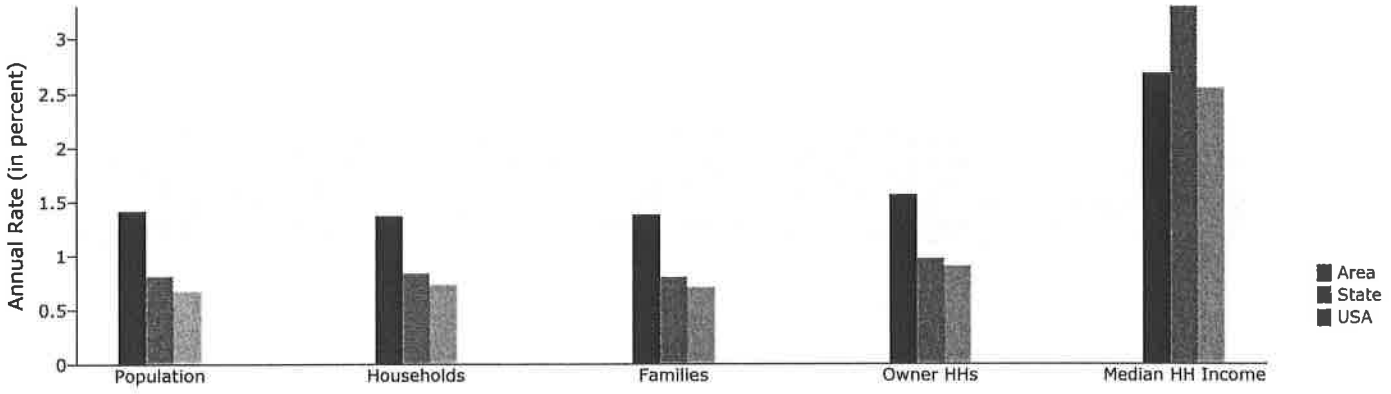
April 09, 2014

Demographic and Income Profile

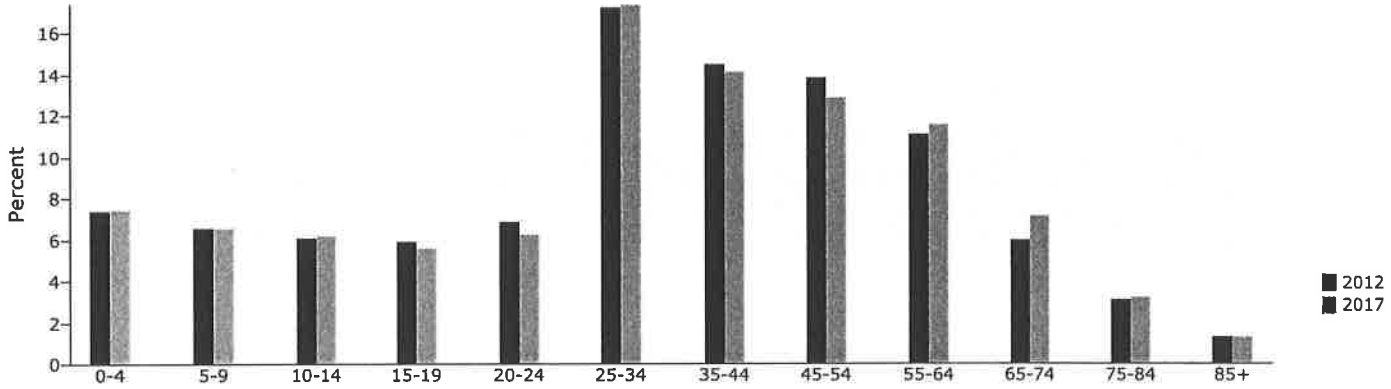
The Health Center of Hermitage
4214 Central Pike, Nashville, Tennessee, 37076
Ring: 10 mile radius

Latitude: 36.17322
Longitude: -86.58368

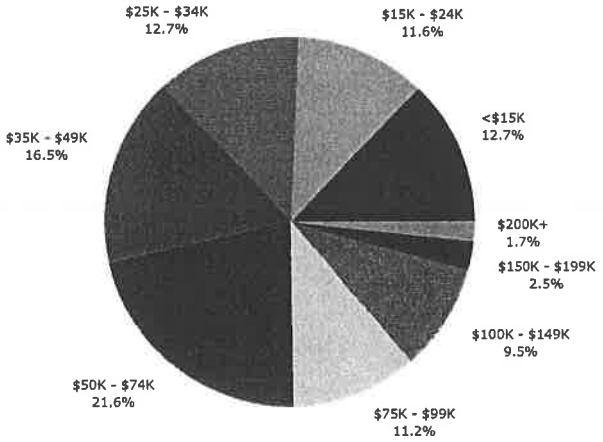
Trends 2012-2017



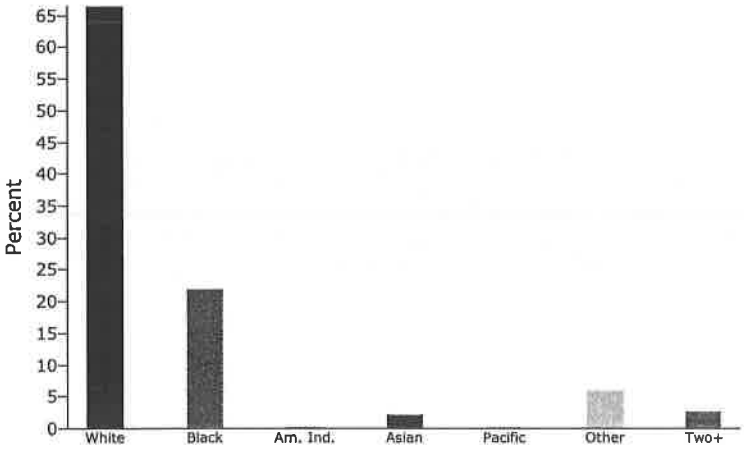
Population by Age



2012 Household Income



2012 Population by Race



2012 Percent Hispanic Origin: 11.7%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2012 and 2017.

April 09, 2014

Market Profile

The Health Center of Hermitage
4214 Central Pike, Nashville, Tennessee, 37076
Ring: 1 mile radius

Latitude: 36.17322
Longitude: -86.58368

	1 mile	5 miles	10 miles
Population Summary			
2000 Total Population	6,411	70,076	321,762
2010 Total Population	7,986	83,679	370,497
2012 Total Population	8,034	85,582	381,067
2012 Group Quarters	9	546	5,797
2017 Total Population	8,487	91,309	408,918
2012-2017 Annual Rate	1.10%	1.30%	1.42%
Household Summary			
2000 Households	2,813	28,640	131,108
2000 Average Household Size	2.26	2.40	2.42
2010 Households	3,453	35,173	148,016
2010 Average Household Size	2.31	2.36	2.46
2012 Households	3,485	36,008	152,199
2012 Average Household Size	2.30	2.36	2.47
2017 Households	3,667	38,334	162,903
2017 Average Household Size	2.31	2.37	2.47
2012-2017 Annual Rate	1.03%	1.26%	1.37%
2010 Families	2,037	22,018	91,381
2010 Average Family Size	2.90	2.95	3.08
2012 Families	2,022	22,347	93,166
2012 Average Family Size	2.89	2.94	3.08
2017 Families	2,111	23,814	99,793
2017 Average Family Size	2.92	2.96	3.09
2012-2017 Annual Rate	0.87%	1.28%	1.38%
Housing Unit Summary			
2000 Housing Units	3,017	30,272	138,847
Owner Occupied Housing Units	43.9%	63.5%	56.9%
Renter Occupied Housing Units	49.4%	31.1%	37.5%
Vacant Housing Units	6.7%	5.4%	5.6%
2010 Housing Units	3,636	37,560	160,514
Owner Occupied Housing Units	46.9%	61.8%	55.8%
Renter Occupied Housing Units	48.1%	31.8%	36.4%
Vacant Housing Units	5.0%	6.4%	7.8%
2012 Housing Units	3,656	38,372	164,464
Owner Occupied Housing Units	45.9%	60.9%	54.8%
Renter Occupied Housing Units	49.4%	32.9%	37.7%
Vacant Housing Units	4.7%	6.2%	7.5%
2017 Housing Units	3,807	40,549	174,506
Owner Occupied Housing Units	47.3%	62.0%	55.8%
Renter Occupied Housing Units	49.1%	32.5%	37.5%
Vacant Housing Units	3.7%	5.5%	6.6%
Median Household Income			
2012	$47,797	$53,458	$45,854
2017	$53,632	$58,388	$52,355
Median Home Value			
2012	$190,725	$168,052	$150,971
2017	$207,740	$182,441	$168,508
Per Capita Income			
2012	$27,391	$28,184	$23,898
2017	$29,623	$30,553	$26,120
Median Age			
2010	32.9	36.8	34.8
2012	33.0	37.0	34.9
2017	33.5	37.4	35.3

Data Note: Household population includes persons not residing in group quarters. Average Household Size is the household population divided by total households. Persons in families include the householder and persons related to the householder by birth, marriage, or adoption. Per Capita Income represents the income received by all persons aged 15 years and over divided by the total population.
Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2012 and 2017. Esri converted Census 2000 data into 2010 geography.

April 09, 2014

Market Profile

The Health Center of Hermitage
4214 Central Pike, Nashville, Tennessee, 37076
Ring: 10 mile radius

Latitude: 36.17322
Longitude: -86.58368

	1 mile	5 miles	10 miles
2012 Households by Income			
Household Income Base	3,485	36,008	152,199
<$15,000	11.3%	8.9%	12.7%
$15,000 - $24,999	10.0%	9.5%	11.6%
$25,000 - $34,999	14.6%	11.2%	12.7%
$35,000 - $49,999	15.9%	15.7%	16.5%
$50,000 - $74,999	19.1%	23.3%	21.6%
$75,000 - $99,999	11.3%	12.9%	11.2%
$100,000 - $149,999	11.7%	13.1%	9.5%
$150,000 - $199,999	4.7%	3.6%	2.5%
$200,000+	1.3%	1.9%	1.7%
Average Household Income	$62,829	$66,821	$58,743
2017 Households by Income			
Household Income Base	3,667	38,334	162,903
<$15,000	10.6%	8.0%	11.9%
$15,000 - $24,999	7.8%	7.2%	9.0%
$25,000 - $34,999	11.0%	8.1%	9.6%
$35,000 - $49,999	16.1%	14.8%	15.8%
$50,000 - $74,999	21.6%	26.6%	25.2%
$75,000 - $99,999	13.5%	15.3%	13.5%
$100,000 - $149,999	13.0%	14.1%	10.4%
$150,000 - $199,999	5.0%	4.0%	2.8%
$200,000+	1.4%	1.9%	1.8%
Average Household Income	$68,284	$72,685	$64,503
2012 Owner Occupied Housing Units by Value			
Total	1,676	23,373	90,118
<$50,000	1.6%	1.0%	1.6%
$50,000 - $99,999	9.4%	9.8%	13.2%
$100,000 - $149,999	20.6%	29.3%	34.7%
$150,000 - $199,999	22.7%	27.5%	26.1%
$200,000 - $249,999	21.5%	15.1%	11.5%
$250,000 - $299,999	15.0%	8.8%	5.8%
$300,000 - $399,999	7.9%	6.0%	4.5%
$400,000 - $499,999	0.9%	1.3%	1.5%
$500,000 - $749,999	0.5%	0.9%	0.9%
$750,000 - $999,999	0.0%	0.2%	0.2%
$1,000,000 +	0.0%	0.1%	0.1%
Average Home Value	$197,442	$185,784	$171,710
2017 Owner Occupied Housing Units by Value			
Total	1,797	25,138	97,385
<$50,000	0.9%	0.5%	0.9%
$50,000 - $99,999	5.9%	6.0%	9.0%
$100,000 - $149,999	13.6%	22.5%	28.2%
$150,000 - $199,999	25.3%	32.3%	32.0%
$200,000 - $249,999	27.1%	19.6%	15.5%
$250,000 - $299,999	17.8%	10.4%	6.9%
$300,000 - $399,999	8.1%	6.3%	4.8%
$400,000 - $499,999	0.7%	1.0%	1.2%
$500,000 - $749,999	0.6%	1.1%	1.1%
$750,000 - $999,999	0.0%	0.2%	0.3%
$1,000,000 +	0.0%	0.1%	0.1%
Average Home Value	$210,759	$198,185	$184,248

Data Note: Income represents the preceding year, expressed in current dollars. Household income includes wage and salary earnings, interest dividends, net rents, pensions, SSI and welfare payments, child support, and alimony.
Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2012 and 2017. Esri converted Census 2000 data into 2010 geography.

April 09, 2014

Market Profile

The Health Center of Hermitage
4214 Central Pike, Nashville, Tennessee, 37076
Ring: 10 mile radius

Latitude: 36.17322
Longitude: -86.58368

	1 mile	5 miles	10 miles
2010 Population by Age			
Total	7,988	83,678	370,499
0 - 4	8.3%	6.7%	7.5%
5 - 9	6.5%	6.5%	6.6%
10 - 14	5.3%	6.1%	6.2%
15 - 24	13.5%	11.7%	12.9%
25 - 34	20.2%	16.2%	17.1%
35 - 44	15.6%	15.3%	14.9%
45 - 54	13.3%	15.3%	14.4%
55 - 64	10.6%	11.8%	10.6%
65 - 74	4.4%	6.2%	5.6%
75 - 84	1.8%	3.1%	3.1%
85 +	0.5%	1.1%	1.2%
18 +	77.1%	77.2%	76.1%
2012 Population by Age			
Total	8,035	85,583	381,064
0 - 4	8.2%	6.7%	7.4%
5 - 9	6.5%	6.4%	6.6%
10 - 14	5.2%	6.0%	6.1%
15 - 24	13.4%	11.5%	12.8%
25 - 34	20.5%	16.4%	17.3%
35 - 44	15.1%	14.9%	14.5%
45 - 54	12.9%	14.8%	13.9%
55 - 64	11.1%	12.3%	11.1%
65 - 74	4.8%	6.7%	6.0%
75 - 84	1.8%	3.1%	3.1%
85 +	0.5%	1.2%	1.3%
18 +	77.4%	77.5%	76.4%
2017 Population by Age			
Total	8,486	91,309	408,916
0 - 4	8.2%	6.7%	7.5%
5 - 9	6.5%	6.4%	6.6%
10 - 14	5.3%	6.1%	6.2%
15 - 24	12.4%	10.7%	11.9%
25 - 34	20.4%	16.4%	17.4%
35 - 44	14.9%	14.6%	14.2%
45 - 54	12.0%	13.7%	12.9%
55 - 64	11.8%	12.9%	11.6%
65 - 74	5.8%	8.0%	7.2%
75 - 84	2.0%	3.2%	3.2%
85 +	0.6%	1.3%	1.3%
18 +	77.4%	77.6%	76.4%
2010 Population by Sex			
Males	3,837	40,298	181,931
Females	4,149	43,381	188,566
2012 Population by Sex			
Males	3,869	41,270	187,258
Females	4,166	44,312	193,808
2017 Population by Sex			
Males	4,085	44,023	200,644
Females	4,402	47,285	208,274

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2012 and 2017. Esri converted Census 2000 data into 2010 geography.

April 09, 2014

The Health Center of Hermitage
4214 Central Pike, Nashville, Tennessee, 37076
Ring: 10 mile radius

Latitude: 36.17327
Longitude: -86.58365

	1 mile	5 miles	10 miles
2010 Population by Race/Ethnicity			
Total	7,985	83,678	370,498
White Alone	70.8%	79.1%	66.3%
Black Alone	20.1%	13.1%	22.4%
American Indian Alone	0.5%	0.4%	0.4%
Asian Alone	3.0%	2.5%	2.2%
Pacific Islander Alone	0.1%	0.1%	0.1%
Some Other Race Alone	2.7%	2.4%	5.9%
Two or More Races	2.8%	2.4%	2.7%
Hispanic Origin	6.4%	5.5%	11.5%
Diversity Index	52.3	42.3	60.9
2012 Population by Race/Ethnicity			
Total	8,034	85,582	381,066
White Alone	71.1%	79.2%	66.5%
Black Alone	19.6%	12.9%	22.0%
American Indian Alone	0.4%	0.4%	0.4%
Asian Alone	3.1%	2.5%	2.3%
Pacific Islander Alone	0.1%	0.1%	0.1%
Some Other Race Alone	2.8%	2.5%	6.0%
Two or More Races	2.9%	2.4%	2.7%
Hispanic Origin	6.5%	5.7%	11.7%
Diversity Index	52.2	42.4	61.0
2017 Population by Race/Ethnicity			
Total	8,487	91,310	408,918
White Alone	71.0%	78.5%	66.0%
Black Alone	18.8%	12.7%	21.4%
American Indian Alone	0.5%	0.4%	0.4%
Asian Alone	3.4%	2.8%	2.4%
Pacific Islander Alone	0.1%	0.1%	0.2%
Some Other Race Alone	3.1%	2.9%	6.7%
Two or More Races	3.1%	2.6%	3.0%
Hispanic Origin	7.5%	6.7%	13.2%
Diversity Index	53.4	44.7	62.8
2010 Population by Relationship and Household Type			
Total	7,986	83,679	370,497
In Households	99.9%	99.3%	98.4%
In Family Households	76.4%	79.7%	78.8%
Householder	25.6%	26.2%	24.7%
Spouse	17.8%	19.4%	16.8%
Child	27.4%	28.6%	29.7%
Other relative	3.2%	3.3%	4.8%
Nonrelative	2.4%	2.1%	2.9%
In Nonfamily Households	23.4%	19.7%	19.6%
In Group Quarters	0.1%	0.7%	1.6%
Institutionalized Population	0.0%	0.6%	1.0%
Noninstitutionalized Population	0.1%	0.0%	0.6%

Data Note: Persons of Hispanic Origin may be of any race. The Diversity Index measures the probability that two people from the same area will be from different race/ethnic groups.
Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2012 and 2017. Esri converted Census 2000 data into 2010 geography.

April 09, 2014

Market Profile

The Health Center of Hermitage
4214 Central Pike, Nashville, Tennessee, 37076
Ring: 10 mile radius

Latitude: 36.17322
Longitude: -86.58368

	1 mile	5 miles	10 miles
2010 Households by Type			
Total	3,453	35,173	148,016
Households with 1 Person	30.7%	29.5%	29.9%
Households with 2+ People	69.3%	70.5%	70.1%
Family Households	59.0%	62.6%	61.7%
Husband-wife Families	41.1%	46.4%	42.0%
With Related Children	17.1%	20.3%	19.4%
Other Family (No Spouse Present)	17.8%	16.2%	19.8%
Other Family with Male Householder	3.8%	4.0%	5.2%
With Related Children	2.5%	2.3%	2.9%
Other Family with Female Householder	14.0%	12.2%	14.6%
With Related Children	10.5%	8.2%	9.9%
Nonfamily Households	10.3%	7.9%	8.3%
All Households with Children	30.5%	31.3%	32.7%
Multigenerational Households	2.7%	3.2%	4.0%
Unmarried Partner Households	8.7%	6.8%	7.5%
Male-female	7.3%	5.8%	6.4%
Same-sex	1.4%	1.0%	1.1%
2010 Households by Size			
Total	3,453	35,172	148,016
1 Person Household	30.7%	29.5%	29.9%
2 Person Household	35.3%	34.6%	32.3%
3 Person Household	16.9%	16.4%	16.2%
4 Person Household	11.1%	12.0%	12.0%
5 Person Household	3.9%	4.8%	5.8%
6 Person Household	1.5%	1.7%	2.3%
7 + Person Household	0.6%	0.9%	1.6%
2010 Households by Tenure and Mortgage Status			
Total	3,453	35,173	148,016
Owner Occupied	49.3%	66.0%	60.5%
Owned with a Mortgage/Loan	40.5%	51.9%	47.3%
Owned Free and Clear	8.9%	14.1%	13.2%
Renter Occupied	50.7%	34.0%	39.5%

Data Note: Households with children include any households with people under age 18, related or not. Multigenerational households are families with 3 or more parent-child relationships. Unmarried partner households are usually classified as nonfamily households unless there is another member of the household related to the householder. Multigenerational and unmarried partner households are reported only to the tract level. Esri estimated block group data, which is used to estimate polygons or non-standard geography.
Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2012 and 2017. Esri converted Census 2000 data into 2010 geography.

April 09, 2014

Medical Expenditures

The Health Center of Hermitage
4214 Central Pike, Nashville, Tennessee, 37076
Ring: 1 mile radius

Latitude: 36.17322
Longitude: -86.58368

Demographic Summary	2012	2017
Population	8,034	8,487
Households	3,485	3,667
Families	2,022	2,111
Median Household Income	$47,797	$53,632
Males per 100 Females	92.9	92.8
Population By Age		
Population <5 Years	8.2%	8.2%
Population 65+ Years	7.1%	8.4%
Median Age	33.0	33.5

	Spending Potential Index	Average Amount Spent	Total
Health Care	84	$3,542.90	$12,346,992
Medical Care	83	$1,559.26	$5,434,037
Physician Services	90	$214.20	$746,497
Dental Services	83	$300.99	$1,048,962
Eyecare Services	84	$40.61	$141,516
Lab Tests, X-Rays	84	$51.25	$178,604
Hospital Room and Hospital Services	92	$145.84	$508,262
Convalescent or Nursing Home Care	61	$8.60	$29,978
Other Medical services (1)	87	$90.03	$313,755
Nonprescription Drugs	85	$100.36	$349,760
Prescription Drugs	79	$364.14	$1,269,013
Nonprescription Vitamins	84	$52.72	$183,730
Medicare Prescription Drug Premium	69	$55.22	$192,425
Eyeglasses and Contact Lenses	83	$68.18	$237,613
Hearing Aids	66	$12.81	$44,651
Medical Equipment for General Use	78	$3.25	$11,335
Other Medical Supplies (2)	87	$51.06	$177,935
Health Insurance	84	$1,983.63	$6,912,956
Blue Cross/Blue Shield	87	$660.37	$2,301,394
Commercial Health Insurance	95	$422.65	$1,472,923
Health Maintenance Organization	90	$355.50	$1,238,911
Medicare Payments	71	$330.17	$1,150,659
Long Term Care Insurance	68	$61.18	$213,204
Other Health Insurance (3)	74	$153.76	$535,864

Data Note: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100. Detail may not sum to totals due to rounding.
(1) Other Medical Services includes Services by Medical Professionals other than Physicians, Nursing Services, Therapeutic Treatments, Blood Donation, Ambulance, Emergency Room, and Outpatient Hospital Services
(2) Other Medical Supplies includes Topicals, Dressings, Supportive and Convalescent Medical Equipment, Rental of Medical Equipment for General Use, and Rental of Supportive and Convalescent Medical Equipment.
(3) Other Health Insurance includes Medicare Supplements and Other Health Insurance excluding Blue Cross/Blue Shield.
Source: Esri forecasts for 2012 and 2017; Consumer Spending data are derived from the 2010 and 2011 Consumer Expenditure Surveys, Bureau of Labor statistics

Medical Expenditures

The Health Center of Hermitage
4214 Central Pike, Nashville, Tennessee, 37076
Ring: 5 mile radius

Latitude: 36.17322
Longitude: -86.58368

Demographic Summary	2012	2017
Population	85,582	91,309
Households	36,008	38,334
Families	22,347	23,814
Median Household Income	$53,458	$58,388
Males per 100 Females	93.1	93.1

Population By Age		
Population <5 Years	6.7%	6.7%
Population 65+ Years	10.9%	12.5%
Median Age	37.0	37.4

	Spending Potential Index	Average Amount Spent	Total
Health Care	95	$3,994.15	$143,821,302
Medical Care	94	$1,760.40	$63,388,570
Physician Services	99	$236.55	$8,517,770
Dental Services	95	$344.91	$12,419,678
Eyecare Services	94	$45.13	$1,625,160
Lab Tests, X-Rays	96	$58.49	$2,106,009
Hospital Room and Hospital Services	99	$155.58	$5,602,255
Convalescent or Nursing Home Care	78	$11.07	$398,584
Other Medical services (1)	98	$101.53	$3,655,976
Nonprescription Drugs	94	$110.65	$3,984,220
Prescription Drugs	91	$417.52	$15,033,967
Nonprescription Vitamins	94	$58.88	$2,120,087
Medicare Prescription Drug Premium	82	$65.87	$2,371,978
Eyeglasses and Contact Lenses	94	$77.04	$2,774,083
Hearing Aids	87	$16.76	$603,664
Medical Equipment for General Use	94	$3.91	$140,926
Other Medical Supplies (2)	96	$56.49	$2,034,214
Health Insurance	95	$2,233.75	$80,432,732
Blue Cross/Blue Shield	97	$736.25	$26,510,898
Commercial Health Insurance	104	$460.07	$16,566,085
Health Maintenance Organization	98	$385.75	$13,890,222
Medicare Payments	84	$392.95	$14,149,494
Long Term Care Insurance	87	$77.64	$2,795,686
Other Health Insurance (3)	88	$181.08	$6,520,346

Data Note: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100. Detail may not sum to totals due to rounding.
(1) Other Medical Services includes Services by Medical Professionals other than Physicians, Nursing Services, Therapeutic Treatments, Blood Donation, Ambulance, Emergency Room, and Outpatient Hospital Services
(2) Other Medical Supplies includes Topicals, Dressings, Supportive and Convalescent Medical Equipment, Rental of Medical Equipment for General Use, and Rental of Supportive and Convalescent Medical Equipment.
(3) Other Health Insurance includes Medicare Supplements and Other Health Insurance excluding Blue Cross/Blue Shield.
Source: Esri forecasts for 2012 and 2017; Consumer Spending data are derived from the 2010 and 2011 Consumer Expenditure Surveys, Bureau of Labor statistics

Medical Expenditures

The Health Center of Hermitage
4214 Central Pike, Nashville, Tennessee, 37076
Ring: 10 mile radius

Latitude: 36.17322
Longitude: -86.58368

Demographic Summary	2012	2017
Population	381,067	408,918
Households	152,199	162,903
Families	93,166	99,793
Median Household Income	$45,854	$52,355
Males per 100 Females	96.6	96.3
Population By Age		
Population <5 Years	7.4%	7.5%
Population 65+ Years	10.3%	11.7%
Median Age	34.9	35.3

	Spending Potential Index	Average Amount Spent	Total
Health Care	84	$3,545.60	$539,637,175
Medical Care	83	$1,560.62	$237,525,249
Physician Services	87	$206.72	$31,462,516
Dental Services	83	$301.31	$45,859,769
Eyecare Services	83	$40.09	$6,101,188
Lab Tests, X-Rays	85	$51.80	$7,884,439
Hospital Room and Hospital Services	88	$138.50	$21,079,194
Convalescent or Nursing Home Care	73	$10.30	$1,567,366
Other Medical services (1)	85	$88.09	$13,407,429
Nonprescription Drugs	84	$98.65	$15,014,707
Prescription Drugs	82	$375.31	$57,122,378
Nonprescription Vitamins	82	$51.16	$7,785,939
Medicare Prescription Drug Premium	77	$61.81	$9,407,608
Eyeglasses and Contact Lenses	83	$68.06	$10,358,715
Hearing Aids	79	$15.38	$2,340,861
Medical Equipment for General Use	83	$3.46	$526,558
Other Medical Supplies (2)	85	$49.98	$7,606,583
Health Insurance	84	$1,984.98	$302,111,927
Blue Cross/Blue Shield	86	$648.32	$98,673,986
Commercial Health Insurance	90	$401.04	$61,037,792
Health Maintenance Organization	85	$337.87	$51,423,570
Medicare Payments	78	$364.87	$55,533,100
Long Term Care Insurance	77	$68.80	$10,471,936
Other Health Insurance (3)	79	$164.07	$24,971,543

Data Note: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100. Detail may not sum to totals due to rounding.
(1) Other Medical Services includes Services by Medical Professionals other than Physicians, Nursing Services, Therapeutic Treatments, Blood Donation, Ambulance, Emergency Room, and Outpatient Hospital Services
(2) Other Medical Supplies includes Topicals, Dressings, Supportive and Convalescent Medical Equipment, Rental of Medical Equipment for General Use, and Rental of Supportive and Convalescent Medical Equipment.
(3) Other Health Insurance includes Medicare Supplements and Other Health Insurance excluding Blue Cross/Blue Shield.
Source: Esri forecasts for 2012 and 2017; Consumer Spending data are derived from the 2010 and 2011 Consumer Expenditure Surveys, Bureau of Labor statistics

April 09, 2014

Section C - Economic Feasibility – 1

Project Costs Chart & Assumptions

The Health Center of Hermitage
90 Beds

PROJECT COSTS CHART

A. Construction and equipment acquired by purchase:	
1. Architectural and Engineering Fees	803,300
2. Legal, Administrative, Consultant Fees	99,700
3. Acqusition of Site (Builiding, including estimated closing costs)	800,300
4. Preparation of Site	1,491,000
5. Construction Costs	12,862,800
6. Contingency Fund	643,200
7. Fixed Equipment (Not included in Construction Contract)	605,900
8. Moveable Equipment (List all equipment over $50,000)	1,137,300
9. Other (Specify) Landscaping, pre-opening, impact fees	275,000
B. Acqusition by gift, donation or lease:	
1. Facility (Inclusive of building and land)	
2. Building Only	
3. Land Only	
4. Equipment (Specify)	
5. Other (Specify)	
C. Financing costs and Fees:	
1. Interim Financing	480,000
2. Underwriting Costs	
3. Reserve for One Year's Debt Service	
4. Other (Specify)	
D. Total Estimated Project Cost (A + B + C)	**19,198,500**
E. CON Filing Fee	43,196.63
F. Total Estimated Project Cost (D + E)	**$ 19,241,697**

The Health Center of Hermitage
90 Beds
Project Costs Charts Assumptions

Architectural/Engineering		
Architect	$	596,500
Civil and Landscaping		105,000
Materials and SWWP Inspection		56,800
Test & balance study		45,000
Total	$	803,300

Fixed Equipment		
Kitchen, Laundry, Asst. Bathing, Signage & Miscellanec	$	605,900

Other Costs		
Landscaping	$	150,000
Impact Fees		50,000
Start up costs (pre-opening)		75,000
Total	$	275,000

Johnson + Bailey Architects P.C.

April 11, 2014

Mr. Bruce Duncan
National HealthCare Corporation
100 East Vine Street
Murfreesboro, TN 37130

Re: The Health Center of Hermitage

Dear Bruce:

Based upon a new construction total building area of 73,699 sq. ft.,it is my opinion, based upon recently completed similar projects, that the total construction costs for the referenced project should be $12,768,000 or approximately $173.25 per sq. ft. exclusive of site development, equipment, and other soft costs.

The plans have been designed in compliance with the applicable building and life safety codes and to the requirements specified in the latest adopted edition of the Guidelines for the Design and Construction of Health Care Facilities.

Please advise if you require any additional information relative to construction costs for this project.

Sincerely,

JOHNSON + BAILEY ARCHITECTS P.C.

James H. Bailey III AIA
President

City Center • Suite 700
100 East Vine Street
Murfreesboro, Tennessee 37130
615 890 4560 • FAX 615 890 4564

Section C – Economic Feasibility - 2

Project Funding

NHC

NATIONAL HEALTHCARE CORPORATION

April 10, 2014

Ms. Melanie Hill, Executive Director
State of Tennessee
Health Services and Development Agency
502 Deadrick Street, 9th Floor
Nashville, TN 37243

RE: The Health Center of Hermitage (Davidson County), New 90 Bed Facility $19,241,697

Dear Ms. Hill:

National HealthCare Corporation, a NYSE Amex publicly traded company with over $81,000,000 of cash and cash equivalents, as stated in the December 31, 2013 10-K, will make available all the necessary funds for the operation and working capital for the above referenced project. These funds are available on immediate notice.

Should you have any further questions or comments, please advise.

Sincerely,

NATIONAL HEALTHCARE CORPORATION

Donald K. Daniel
Senior Vice President and Controller

City Center • 100 East Vine Street • Murfreesboro, Tennessee 37130 (615) 890-2020

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 10-K

(Mark One)

[X] ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES AND EXCHANGE ACT OF 1934
For the fiscal year ended December 31, 2013

OR

[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the transition period from _____ to _____

Commission File No. 001-13489

NHC

NATIONAL HEALTHCARE CORPORATION

(Exact name of registrant as specified in its Corporate Charter)

Delaware	**52-2057472**
(State of Incorporation)	(I.R.S. Employer I.D. No.)

100 Vine Street
Murfreesboro, Tennessee 37130
(Address of principal executive offices)
Telephone Number: **615-890-2020**

Securities registered pursuant to Section 12(b) of the Act.

Title of Each Class	Name of Each Exchange on which Registered
Shares of Common Stock	**NYSE MKT**
Shares of Preferred Cumulative Convertible Stock	**NYSE MKT**

Securities registered pursuant to Section 12(g) of the Act: **None**

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. Yes [ ] No [x]

Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or Section 15(d) of the Act. Yes [ ] No [x]

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days: Yes [x] No [ ]

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such period that the registrant was required to submit and post such files).
Yes [x] No [ ]

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K. [ ]

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company (as defined in Rule 12b-2 of the Act). Large accelerated filer [ ] Accelerated filer [x] Non-accelerated filer [ ] Smaller reporting company [ ]

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes [ ] No [x]

The aggregate market value of Common Stock held by non-affiliates on June 30, 2013 (based on the closing price of such shares on the NYSE MKT) was approximately $346 million. For purposes of the foregoing calculation only, all directors, named executive officers and persons known to the Registrant to be holders of 5% or more of the Registrant's Common Stock have been deemed affiliates of the Registrant.
The number of shares of Common Stock outstanding as of February 19, 2014 was 14,080,796.

Documents Incorporated by Reference

The following documents are incorporated by reference into Part III, Items 10, 11, 12, 13 and 14 of this Form 10-K:
The Registrant's definitive proxy statement for its 2014 shareholder's meeting.

ITEM 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA

REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

Board of Directors and Stockholders
National HealthCare Corporation

We have audited the accompanying consolidated balance sheets of National HealthCare Corporation as of December 31, 2013 and 2012 and the related consolidated statements of income, comprehensive income, stockholders' equity and cash flows for each of the three years in the period ended December 31, 2013. Our audits also included the financial statement schedule listed in the Index and Item 15(a). These financial statements and schedule are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements and schedule based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the consolidated financial position of National HealthCare Corporation at December 31, 2013 and 2012 and the consolidated results of its operations and its cash flows for each of the three years in the period ended December 31, 2013, in conformity with U.S. generally accepted accounting principles. Also, in our opinion, the related financial statement schedule, when considered in relation to the basic financial statements taken as a whole, presents fairly in all material respects the information set forth therein.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), National HealthCare Corporation's internal control over financial reporting as of December 31, 2013, based on criteria established in Internal Control-Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission (1992 Framework) and our report dated February 21, 2014, expressed an unqualified opinion thereon.

/s/ Ernst & Young LLP

Nashville, Tennessee
February 21, 2014

NATIONAL HEALTHCARE CORPORATION
Consolidated Statements of Income
(in thousands, except share and per share amounts)

	Year Ended December 31,		
	2013	2012	2011
		(as adjusted)	*(as adjusted)*
Revenues:			
Net patient revenues	$ 735,837	$ 705,386	$ 715,489
Other revenues	53,120	55,616	57,753
Net operating revenues	788,957	761,002	773,242
Costs and Expenses:			
Salaries, wages and benefits	453,560	426,934	428,672
Other operating	194,989	196,230	196,639
Facility rent	39,449	39,355	39,736
Depreciation and amortization	28,547	29,792	28,901
Interest	331	455	443
Total costs and expenses	716,876	692,766	694,391
Income Before Non-Operating Income	72,081	68,236	78,851
Non-Operating Income	30,095	25,245	20,533
Income Before Income Taxes	102,176	93,481	99,384
Income Tax Provision	(37,563)	(34,181)	(34,394)
Net Income	64,613	59,300	64,990
Dividends to Preferred Stockholders	(8,671)	(8,671)	(8,671)
Net Income Available to Common Stockholders	$ 55,942	$ 50,629	$ 56,319
Earnings Per Common Share:			
Basic	$ 4.05	$ 3.65	$ 4.09
Diluted	$ 3.87	$ 3.57	$ 3.96
Weighted Average Common Shares Outstanding:			
Basic	13,829,626	13,852,709	13,774,628
Diluted	16,698,803	16,598,816	16,414,023
Dividends Declared Per Common Share	$ 1.26	$ 2.20	$ 1.18

The accompanying notes to consolidated financial statements are an integral part of these consolidated statements.

NATIONAL HEALTHCARE CORPORATION
Consolidated Statements of Comprehensive Income
(in thousands)

	Year Ended December 31,		
	2013	2012	2011
		(as adjusted)	*(as adjusted)*
Net Income	$ 64,613	$ 59,300	$ 64,990
Other Comprehensive Income (Loss):			
Unrealized gains (losses) on investments in marketable securities	(7,211)	24,739	1,352
Reclassification adjustment for realized gains on sale of securities	(39)	(1,640)	(754)
Income tax (expense) benefit related to items of other comprehensive income (loss)	2,627	(8,993)	(183)
Other comprehensive income (loss), net of tax	(4,623)	14,106	415
Comprehensive Income	$ 59,990	$ 73,406	$ 65,405

The accompanying notes to consolidated financial statements are an integral part of these consolidated statements.

NATIONAL HEALTHCARE CORPORATION
Consolidated Balance Sheets
(in thousands)

	December 31, 2013	December 31, 2012 *(as adjusted)*
Assets		
Current Assets:		
Cash and cash equivalents	$ 81,705	$ 66,701
Restricted cash and cash equivalents	13,929	11,563
Marketable securities	105,009	107,250
Restricted marketable securities	142,003	135,207
Accounts receivable, less allowance for doubtful accounts of $4,972 and $3,166, respectively	85,511	76,959
Inventories	7,146	6,660
Prepaid expenses and other assets	1,208	1,132
Notes receivable	417	5,840
Federal income tax receivable	-	5,933
Total current assets	436,928	417,245
Property and Equipment:		
Property and equipment, at cost	734,682	675,455
Accumulated depreciation and amortization	(277,884)	(254,548)
Net property and equipment	456,798	420,907
Other Assets:		
Deposits	1,153	143
Goodwill	17,600	17,600
Notes receivable	14,961	15,949
Deferred income taxes	14,531	12,817
Investments in limited liability companies	38,754	40,039
Total other assets	86,999	86,548
Total assets	$ 980,725	$ 924,700

The accompanying notes to consolidated financial statements are an integral part of these consolidated statements.

NATIONAL HEALTHCARE CORPORATION
Consolidated Balance Sheets
(in thousands, except share and per share amounts)

	December 31,	
	2013	2012 *(as adjusted)*
Liabilities and Stockholders' Equity		
Current Liabilities:		
Trade accounts payable	$ 13,050	$ 10,555
Accrued payroll	63,462	37,243
Amounts due to third party payors	21,619	19,267
Accrued risk reserves	110,557	110,331
Deferred income taxes	21,157	24,474
Other current liabilities	13,784	20,411
Dividends payable	6,730	6,480
Total current liabilities	250,359	228,761
Long-term debt	10,000	10,000
Refundable entrance fees	10,720	10,680
Obligation to provide future services	3,689	1,791
Other noncurrent liabilities	14,525	13,890
Deferred revenue	3,320	3,430
Stockholders' Equity:		
Series A convertible preferred stock; $.01 par value; 25,000,000 shares authorized; 10,837,665 and 10,838,412 shares, respectively, issued and outstanding; stated at liquidation value of $15.75 per share	170,510	170,514
Common stock, $.01 par value; 30,000,000 shares authorized; 14,078,028 and 14,158,127 shares, respectively, issued and outstanding	140	141
Capital in excess of par value	153,061	154,692
Retained earnings	318,216	279,993
Accumulated other comprehensive income	46,185	50,808
Total stockholders' equity	688,112	656,148
Total liabilities and stockholders' equity	$ 980,725	$ 924,700

The accompanying notes to consolidated financial statements are an integral part of these consolidated statements.

Section C Economic Feasibility – 4

Historical & Projected Data Charts w/Assumptions

The Health Center of Hermitage
90 Beds

PROJECTED DATA CHART

Give information for the two (2) years following completion of this proposal. The fiscal year begins in November (Month).

	Jun-18	Jun-19
A. Utilization Data (Specify unit of measure) (Patient Days)	8,729	25,815
(Specify unit of measure) (% Occupancy)	26.57%	78.58%
B. Revenue from Services to Patients		
1. Inpatient Services	$4,722,841	$14,580,783
2. Outpatient Services		
3. Emergency Services		
4. Other Operating Revenue (Specify)		
Gross Operating Revenue	**$ 4,722,841**	**$ 14,580,783**
C. Deductions for Operating Revenue		
1. Contractual Adjustments	$ (1,328,173)	$ (4,244,939)
2. Provision for Charity Care	(2,133)	(6,434)
3. Provisions for Bad Debt	(6,345)	(19,380)
Total Deductions	**$ (1,336,651)**	**$ (4,270,753)**
NET OPERATING REVENUE	**$ 3,386,190**	**$ 10,310,030**
D. Operating Expenses		
1. Salaries and Wages	$ 1,677,421	$ 3,254,096
2. Physician's Salaries and Wages	62,001	63,860
3. Supplies	68,514	208,992
4. Taxes	335,045	345,096
5. Depreciation	615,728	615,728
6. Rent		
7. Interest, other than Capital		
8. Management Fees		
a. Fees to Affiliates	101,586	309,301
b. Fees to Non-Affiliates		
9. Other Expenses (Specify) - SEE ATTACHED SCHEDULE	2,654,393	5,411,676
Total Operating Expenses	**$ 5,514,688**	**$ 10,208,749**
E. Other Revenue (Expenses)--Net (Specify)		
NET OPERATING INCOME (LOSS)	**$ (2,128,498)**	**$ 101,281**
F. Capital Expenditure		
1. Retirement of Principal		
2. Interest		
Total Capital Expenditures	**$ -**	**$ -**
NET OPERATING INCOME (LOSS) LESS CAPITAL EXPENDITURES	**$ (2,128,498)**	**$ 101,281**

The Health Center of Hermitage
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PROJECTED DATA CHART

Supplemental innformation for projected year 3 operations

	Jun-20
A. Utilization Data (Specify unit of measure) (Patient Days)	31,213
(Specify unit of measure) (% Occupancy)	95.02%
B. Revenue from Services to Patients	
1. Inpatient Services	$18,415,805
2. Outpatient Services	
3. Emergency Services	
4. Other Operating Revenue (Specify)	
Gross Operating Revenue	**$ 18,415,805**
C. Deductions for Operating Revenue	
1. Contractual Adjustments	$ (5,473,890)
2. Provision for Charity Care	(8,074)
3. Provisions for Bad Debt	(24,200)
Total Deductions	**$ (5,506,164)**
NET OPERATING REVENUE	**$ 12,909,641**
D. Operating Expenses	
1. Salaries and Wages	$ 3,799,830
2. Physician's Salaries and Wages	65,776
3. Supplies	260,594
4. Taxes	355,449
5. Depreciation	615,728
6. Rent	
7. Interest, other than Capital	
8. Management Fees	
a. Fees to Affiliates	387,289
b. Fees to Non-Affiliates	
9. Other Expenses (Specify) - SEE ATTACHED SCHEDULE	6,430,516
Total Operating Expenses	**$ 11,915,182**
E. Other Revenue (Expenses)--Net (Specify)	
NET OPERATING INCOME (LOSS)	**$ 994,459**
F. Capital Expenditure	
1. Retirement of Principal	
2. Interest	
Total Capital Expenditures	**$ -**
NET OPERATING INCOME (LOSS) LESS CAPITAL EXPENDITURES	**$ 994,459**

PROJECTED DATA CHART SUPPLEMENT
The Health Center of Hermitage
PROJECTED DATA
YEAR 1

	Salaries	Other	Total
Inhalation Therapy		$ 36,905	$ 36,905
Occupational Therapy		233,842	233,842
Physical Therapy		147,440	147,440
Speech Pathology		143,364	143,364
Pharmacy		310,186	310,186
Lab and Radiology		31,102	31,102
IV Therapy		33,878	33,878
Nursing Service	962,994	529,726	1,492,720
Social Service	110,552	19,905	130,457
Activities	40,741	10,960	51,701
Dietary	140,104	127,541	267,645
Plant Operations	54,392	545,585	599,977
Housekeeping	93,579	31,546	125,125
Laundry and Linen	30,714	14,217	44,931
Medical Records	38,342	11,391	49,733
Adminstrative and General	206,003	426,805	632,808
Totals	$1,677,421	$2,654,393	$ 4,331,814

PROJECTED DATA CHART SUPPLEMENT
The Health Center of Hermitage
PROJECTED DATA
YEAR 2

	Salaries	Other	Total
Inhalation Therapy		$ 112,711	$ 112,711
Occupational Therapy		663,135	663,135
Physical Therapy		669,934	669,934
Speech Pathology		147,346	147,346
Pharmacy		945,800	945,800
Lab and Radilology		94,747	94,747
IV Therapy		103,227	103,227
Nursing Service	$2,066,333	794,812	2,861,145
Social Service	161,904	46,190	208,094
Activities	67,141	26,880	94,021
Dietary	260,193	357,101	617,294
Plant Operations	89,537	574,164	663,701
Housekeeping	189,687	76,705	266,392
Laundry and Linen	73,134	39,274	112,408
Medical Records	66,448	30,955	97,403
Adminstrative and General	279,719	728,695	1,008,414
Totals	$3,254,096	$5,411,676	$ 8,665,772

PROJECTED DATA CHART SUPPLEMENT
The Health Center of Hermitage
PROJECTED DATA
YEAR 3

	Salaries	Other	Total
Inhalation Therapy		$ 140,751	$ 140,751
Occupational Therapy		831,505	831,505
Physical Therapy		839,973	839,973
Speech Pathology		151,160	151,160
Pharmacy		1,179,045	1,179,045
Lab and Radiology		118,004	118,004
IV Therapy		128,606	128,606
Nursing Service	2,482,754	900,292	3,383,046
Social Service	165,952	54,576	220,528
Activities	68,819	31,788	100,607
Dietary	304,135	440,974	745,109
Plant Operations	91,775	595,161	686,936
Housekeeping	225,362	93,316	318,678
Laundry and Linen	74,962	45,729	120,691
Medical Records	68,109	37,462	105,571
Adminstrative and General	317,962	842,174	1,160,136
Totals	$3,799,830	$6,430,516	$ 10,230,346

The Health Center of Hermitage
OCCUPANCY SUMMARY
FILL RATE = 4 NET PATIENTS PER MONTH

MONTH	CENSUS AT BEGINNING OF MONTH	NET INCREASE IN PATIENTS	CENSUS AT END OF MONTH	AVERAGE CENSUS FOR MONTH	DAYS IN MONTH	PATIENT DAYS	PATIENT DAYS AVAILABLE	% OCCUPANCY
Jul-17	0.00	4.00	4.00	2.00	31	62	2,790	2.22%
Aug-17	4.00	4.00	8.00	6.00	31	186	2,790	6.67%
Sep-17	8.00	4.00	12.00	10.00	30	300	2,700	11.11%
Oct-17	12.00	4.00	16.00	14.00	31	434	2,790	15.56%
Nov-17	16.00	4.00	20.00	18.00	30	540	2,700	20.00%
Dec-17	20.00	4.00	24.00	22.00	31	682	2,790	24.44%
Jan-18	24.00	4.00	28.00	26.00	31	806	2,790	28.89%
Feb-18	28.00	4.00	32.00	30.00	28	840	2,520	33.33%
Mar-18	32.00	4.00	36.00	34.00	31	1,054	2,790	37.78%
Apr-18	36.00	4.00	40.00	38.00	30	1,140	2,700	42.22%
May-18	40.00	4.00	44.00	42.00	31	1,302	2,790	46.67%
Jun-18	44.00	4.00	48.00	46.00	30	1,383	2,700	51.22%
YEAR 1	0.00	48.00	48.00		365	8,729	32,850	26.57%
Jul-18	48.00	4.00	52.00	50.00	31	1,550	2,790	55.56%
Aug-18	52.00	4.00	56.00	54.00	31	1,674	2,790	60.00%
Sep-18	56.00	4.00	60.00	58.00	30	1,740	2,700	64.44%
Oct-18	60.00	4.00	64.00	62.00	31	1,922	2,790	68.89%
Nov-18	64.00	4.00	68.00	66.00	30	1,980	2,700	73.33%
Dec-18	68.00	4.00	72.00	70.00	31	2,170	2,790	77.78%
Jan-19	72.00	4.00	76.00	74.00	31	2,294	2,790	82.22%
Feb-19	76.00	4.00	80.00	78.00	28	2,184	2,520	86.67%
Mar-19	80.00	4.00	84.00	82.00	31	2,542	2,790	91.11%
Apr-19	84.00	1.50	85.50	84.75	30	2,543	2,700	94.19%
May-19	85.50	0.00	85.50	85.50	31	2,651	2,790	95.02%
Jun-19	85.50	0.00	85.50	85.50	30	2,565	2,700	95.00%
YEAR 2	48.00	37.50	85.50		365	25,815	32,850	78.58%

The Health Center of Hermitage
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PROJECTED OPERATING YEAR 1 ENDING Jun-18

PROJECTED REVENUES (TOTAL FACILITY)
FOR NURSING HOME PROJECTS
PAGE 1

	PVT -PVT (1)	SP - Comp (2)	Semi PVT (3)	ICF Mcaid (3A)	MEDICARE (4)	Managed Care (5)	Hospice (6)	MEDICARE PART B (7)	MISC (8)	RESTRICTED GRANTS & DONATIONS (9)	NON NURSING HOME REVENUE (10)	TOTAL (11)
1 ROUTINE SERVICES	1,058,575	153,358			638,000	453,000	-					2,302,933
2 PHYSICAL THERAPY	780	120			482,304	422,076		10,479	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	915,759
3 SPEECH THERAPY	77	12			104,710	84,509		1,508	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	190,816
4 OCCUPATIONAL THERAPY					389,629	337,201		11,120	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	737,950
5 AUDIOLOGICAL THERAPY							-		\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	
6 MEDICAL SUPPLIES	6,951	1,070			12,240	8,283			\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	28,544
7 PHARMACY	18,866	2,903			221,205	185,562		1,018	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	429,554
8 LAB	30	5			14,111	12,040			\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	26,186
9 RADIOLOGY/MEDICAL SERVICES					10,658	7,498			\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	18,156
10 OTHER - INHALATION THERAPY	7,883	1,213			13,782	12,649	-	-	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	35,527
10 OTHER ANCILLARY - IV THERAPY	617	95			19,133	14,198			\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	34,043
11 UNRESTRICTED GRANTS/DONATIONS	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\\\	\\\\\\\\\\\\\\	\\\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\		\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	
12 OUTPATIENT CLINIC	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\\\	\\\\\\\\\\\\\\	\\\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\		\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	
13 OTHER NURSING HOME REVENUE	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\\\	\\\\\\\\\\\\\\	\\\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	3,373	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	3,373
14 ALLOWANCE FOR BAD DEBTS	(2,734)	(397)			(3,154)	(2,133)		(60)	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	(8,478)
15 CONTRACTUAL ADJUSTMENTS				-	(644,229)	(683,944)	-					(1,328,173)
16 PRIVATE ROOM REVENUE	\\\\\\\\\\\\	\\\\\\\\\\\\				\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	
17 TOTAL NURSING HOME REVENUE	1,091,045	158,379			1,258,389	850,939	-	24,065	3,373	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	3,386,190
18 TOTAL RESTRICTED GRANTS/DONATIONS	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\\\	\\\\\\\\\\\\\\	\\\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\		\\\\\\\\\\\\	
19 NON NURSING HOME REVENUES	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\\\	\\\\\\\\\\\\\\	\\\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\		
20 TOTAL REVENUE	1,091,045	158,379			1,258,389	850,939	-	24,065	3,373			3,386,190
22 % OF NURSING HOME REVENUE	32.22%	4.68%			37.16%	25.13%		0.71%	0.10%	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	100.00%
23 PATIENT DAYS	3,782	582			2,552	1,812				\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	8,729
24 % OF PATIENT DAYS	43.33%	6.67%			29.24%	20.76%				\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	100.00%
25 REVENUE PER PATIENT DAY	288.48	272.13	#DIV/0!	#DIV/0!	493.10	469.61	#DIV/0!		0.39			387.92
26 TOTAL NUMBER NURSING HOME BEDS												90
27 TOTAL NUMBER OTHER BEDS												
28 AVERAGE OCCUPANCY NURSING HOME												26.57%
29 AVERAGE OCCUPANCY OTHER												

The Health Center of Hermitage
90 Beds

PROJECTED REVENUES (TOTAL FACILITY)
FOR NURSING HOME PROJECTS
PAGE 2

PROJECTED OPERATING YEAR 2 ENDING Jun-19

	PVT -PVT (1)	SP - Comp (2)	Semi PVT (3)	ICF Mcaid (3A)	MEDICARE (4)	Managed Care (5)	Hospice (6)	MEDICARE PART B (7)	MISC (8)	RESTRICTED GRANTS & DONATIONS (9)	NON NURSING HOME REVENUE (10)	TOTAL (11)
1 ROUTINE SERVICES	3,271,832	474,170			1,962,480	1,393,340	-	-				7,101,822
2 PHYSICAL THERAPY	2,411	371			1,490,531	1,304,401		32,384	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	2,830,098
3 SPEECH THERAPY	237	37			323,552	261,130		4,659	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	589,615
4 OCCPATIONAL THERAPY					1,204,213	1,042,174		34,368	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	2,280,755
5 AUDIOLOGICAL THERAPY									\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	
6 MEDICAL SUPPLIES	21,499	3,310			37,858	25,619			\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	88,286
7 PHARMACY	58,307	8,976			683,701	573,535		3,146	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	1,327,665
8 LAB	95	15			43,680	37,269			\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	81,059
9 RADIOLOGY/MEDICAL SERVICES					33,035	23,242			\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	56,277
10 OTHER - INHALATION THERAPY	24,344	3,747			42,561	39,061			\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	109,713
10 OTHER ANCILLARY - IV THERAPY	1,903	293			59,051	43,820			\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	105,067
11 UNRESTRICTED GRANTS/DONATIONS	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\	\\\\\\\\\\\\\\\\	\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\		\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	
12 OUTPATIENT CLINIC	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\	\\\\\\\\\\\\\\\\	\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\		\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	
13 OTHER NURSING HOME REVENUE	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\	\\\\\\\\\\\\\\\\	\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	10,426	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	10,426
14 ALLOWANCE FOR BAD DEBTS	(8,452)	(1,227)			(9,515)	(6,434)		(186)	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	(25,814)
15 CONTRACTUAL ADJUSTMENTS					(2,074,772)	(2,170,167)	-					(4,244,939)
16 PRIVATE ROOM REVENUE	\\\\\\\\\\\\	\\\\\\\\\\\\				\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	
17 TOTAL NURSING HOME REVENUE	3,372,177	489,691			3,796,375	2,566,990	-	74,371	10,426	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	10,310,030
18 TOTAL RESTRICTED GRANTS/DONATIONS	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\	\\\\\\\\\\\\\\\\	\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\		\\\\\\\\\\\\	
19 NON NURSING HOME REVENUES	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\	\\\\\\\\\\\\\\\\	\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\		
20 TOTAL REVENUE	3,372,177	489,691			3,796,375	2,566,990	-	74,371	10,426			10,310,030
22 % OF NURSING HOME REVENUE	32.71%	4.75%			36.82%	24.90%		0.72%	0.10%	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	100.00%
23 PATIENT DAYS	11,186	1,722			7,548	5,359				\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	25,815
24 % OF PATIENT DAYS	43.33%	6.67%			29.24%	20.76%				\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	100.00%
25 REVENUE PER PATIENT DAY	301.46	284.37	#DIV/0!	#DIV/0!	502.96	479.01	#DIV/0!		0.40			399.38
26 TOTAL NUMBER NURSING HOME BEDS												90
27 TOTAL NUMBER OTHER BEDS												
28 AVERAGE OCCUPANCY NURSING HOME												78.58%
29 AVERAGE OCCUPANCY OTHER												

The Health Center of Hermitage
90 Beds

PROJECTED REVENUES (TOTAL FACILITY)
FOR NURSING HOME PROJECTS
PAGE 3

PROJECTED OPERATING YEAR 3 ENDING Jun-20

	PVT -PVT (1)	Semi-Private (2)	SP - Comp (3)	ICF Mcaid (3A)	MEDICARE (4)	Managed Care (5)	Hospice (6)	MEDICARE PART B (7)	MISC (8)	RESTRICTED GRANTS & DONATIONS (9)	NON NURSING HOME REVENUE (10)	TOTAL (11)
1 ROUTINE SERVICES	4,133,688	599,098			2,464,290	1,749,600	-	-				8,946,676
2 PHYSICAL THERAPY	3,046	469			1,883,415	1,648,223		40,920	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	3,576,073
3 SPEECH THERAPY	300	46			408,849	329,971		5,888	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	745,054
4 OCCPATIONAL THERAPY					1,521,445	1,316,718		43,421	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	2,881,584
5 AUDIOLOGICAL THERAPY									\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	
6 MEDICAL SUPPLIES	27,136	4,177			47,782	32,335			\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	111,430
7 PHARMACY	73,666	11,341			863,795	724,611		3,974	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	1,677,387
8 LAB	120	18			55,169	47,071			\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	102,378
9 RADIOLOGY/MEDICAL SERVICES					41,591	29,263			\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	70,854
10 OTHER - INHALATION THERAPY	30,750	4,734			53,762	49,341			\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	138,587
10 OTHER ANCILLARY - IV THERAPY	2,408	371			74,731	55,457			\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	132,967
11 UNRESTRICTED GRANTS/DONATIONS	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\		\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	
12 OUTPATIENT CLINIC	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\		\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	
13 OTHER NURSING HOME REVENUE	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	32,815	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	32,815
14 ALLOWANCE FOR BAD DEBTS	(10,678)	(1,551)			(11,735)	(8,074)		(236)	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	(32,274)
15 CONTRACTUAL ADJUSTMENTS					(2,720,726)	(2,753,164)	-					(5,473,890)
16 OTHER - INHALATION THERAPY	\\\\\\\\\\\\	\\\\\\\\\\\\				\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	
17 TOTAL NURSING HOME REVENUE	4,260,436	618,703			4,682,368	3,221,352	-	93,967	32,815	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	12,909,641
18 TOTAL RESTRICTED GRANTS/DONATIONS	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\		\\\\\\\\\\\\	
19 NON NURSING HOME REVENUES	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\	\\\\\\\\\\\\\\\\\\		
20 TOTAL REVENUE	4,260,436	618,703			4,682,368	3,221,352	-	93,967	32,815			12,909,641
22 % OF NURSING HOME REVENUE	41.32%	6.00%			45.42%	31.24%		0.91%	0.32%	\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	125.21%
23 PATIENT DAYS	13,524	2,082			9,127	6,480				\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	31,213
24 % OF PATIENT DAYS	43.33%	6.67%			29.24%	20.76%				\\\\\\\\\\\\\\\\\\	\\\\\\\\\\\\	100.00%
25 REVENUE PER PATIENT DAY	315.03	297.17	#DIV/0!	#DIV/0!	513.02	497.12	#DIV/0!		1.05			413.60
26 TOTAL NUMBER NURSING HOME BEDS												90
27 TOTAL NUMBER OTHER BEDS												
28 AVERAGE OCCUPANCY NURSING HOME												95.02%
29 AVERAGE OCCUPANCY OTHER	104.50%	104.50%	#DIV/0!		102.00%	103.78%						

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The Health Center of Hermitage
90 Beds

EFFECT ON PATIENT CHARGE RATES (TOTAL FACILITY)

Patient Charge/Reimbursement type:	Present Charge per Patient Day	Projected Charge per Patient Day During Construction	Projected Charge per Patient Day Day Year 1	Projected Charge per Patient Day Day Year 2
Private/Private pay			279.90	292.49
Semi-private/Private pay			263.50	275.36
Semi Private - Companion			271.70	283.93
			-	-
Medicare Reimbursement	458.94		494.34	504.23
ICF Medicaid			-	-
Managed Care	438.52		470.79	480.21
Hospice			-	-

The Health Center of Hermitage
Applicant's Projected Payor Mix by Level of Care

YEAR 1

Payor/Care Level	Patient Admissions	Days of Care	Average Daily Census	Gross Revenue	Cont Adj/ Bad Debt	Net Revenue	% of Total Revenue	PPD	
Medicare/Skilled Care	101	2,552	6.99	1,905,772	(647,383)	1,258,389	37.16%	493.10	
Managed Care/Tenn Care Skilled Care	51	1,812	4.96	1,537,016	(686,077)	850,939	25.13%	469.61	
Private Pay - Skilled		-	-	-	-	-	0.00%		
Managed Care/Tenn Care ICF		-	-	-	-	-	0.00%		
Hospice		-	-	-	-	-	0.00%		
Private Pay - ICF	31	4,364	11.96	1,252,555	(3,131)	1,249,424	36.90%	286.30	
Medicare Part B				24,125	(60)	24,065	0.71%	2.76	(1)
Other Revenue				3,373	-	3,373	0.10%	0.39	(1)
							100.00%		
Total - Skilled	152	4,364	11.95	3,442,788	(1,333,460)	2,109,328	62.29%	483.35	
Total - ICF	31	4,364	11.96	1,252,555	(3,131)	1,249,424	36.90%	286.30	
Total Other Revenue				27,498	(60)	27,438	0.81%	3.14	
Grand Total	183	8,728	23.91	4,722,841	(1,336,651)	3,386,190	100.00%	387.97	

YEAR 2

Payor/Care Level	Patient Admissions	Days of Care	Average Daily Census	Gross Revenue	Cont Adj/ Bad Debt	Net Revenue	% of Total Revenue	PPD	% Inflation
Medicare/Skilled Care	300	7,548	20.68	5,880,662	(2,084,287)	3,796,375	36.82%	502.96	2.00%
Managed Care/Tenn Care Skilled Care	150	5,359	14.68	4,743,591	(2,176,601)	2,566,990	24.90%	479.01	2.00%
Private Pay - Skilled		-	-	-	-	-	0.00%		
Managed Care/Tenn Care ICF		-	-	-	-	-	0.00%		
Hospice		-	-	-	-	-	0.00%		
Private Pay - ICF	92	12,908	35.36	3,871,547	(9,679)	3,861,868	37.46%	299.18	4.50%
Medicare Part B				74,557	(186)	74,371	0.72%	2.88	0.00%
Other Revenue				10,426	-	10,426	0.10%	0.40	4.49%
							100.00%		
Total - Skilled	450	12,907	35.36	10,624,253	(4,260,888)	6,363,365	61.72%	493.02	2.00%
Total - ICF	92	12,908	35.36	3,871,547	(9,679)	3,861,868	37.46%	299.18	4.50%
Total Other Revenue				84,983	(186)	84,797	0.82%	3.28	4.49%
Grand Total	542	25,815	70.72	14,580,783	(4,270,753)	10,310,030	100.00%	399.38	2.94%

(1) - Medicare Part B Revenue and other revenue is divided by total patient days to determine PPD amount.

The Health Center of Hermitage

ESTIMATED PPS PAYMENTS - 10/1/13 - 9/30/14

RUGS Category	Therapy Minutes	Rate	% of Medicare Residents in RUGS Category	Estimated Medicare Reimbursement
RUX	720	**715.44**	0.28%	2.02
RUL	720	**699.85**	0.44%	3.08
RVX	500	**636.79**	0.44%	2.80
RVL	500	**571.31**	0.39%	2.25
RHX	325	**576.95**	0.49%	2.81
RHL	325	**514.59**	0.00%	-
RMX	150	**529.24**	0.00%	-
RML	150	**485.59**	0.00%	-
RLX	45	**464.79**	0.00%	-
RUC	720	**542.38**	12.48%	67.69
RUB	720	**542.38**	25.57%	138.71
RUA	720	**453.52**	9.87%	44.77
RVC	500	**465.30**	15.23%	70.87
RVB	500	**402.94**	17.40%	70.11
RVA	500	**401.38**	4.45%	17.85
RHC	325	**405.45**	3.60%	14.59
RHB	325	**364.92**	2.37%	8.66
RHA	325	**321.27**	0.41%	1.31
RMC	150	**356.19**	0.41%	1.46
RMB	150	**334.37**	0.91%	3.05
RMA	150	**275.12**	0.52%	1.43
RLB	45	**346.31**	0.03%	0.11
RLA	45	**223.14**	0.00%	-
ES3		**653.17**	0.00%	-
ES2		**511.30**	0.00%	-
ES1		**456.73**	0.00%	-
HE2		**441.14**	0.00%	-
HE1		**366.31**	0.14%	0.52
HD2		**413.07**	0.00%	-
HD1		**344.48**	0.82%	2.82
HC2		**389.69**	0.06%	0.25
HC1		**325.77**	0.80%	2.61
HB2		**385.02**	0.09%	0.36
HB1		**322.65**	0.00%	-
LE2		**400.61**	0.00%	-
LE1		**335.13**	0.41%	1.37
ID2		**385.02**	0.00%	-
ID1		**322.65**	0.28%	0.91
IC2		**338.24**	0.00%	-
IC1		**285.24**	0.38%	1.08
IB2		**321.09**	0.00%	-
IB1		**272.76**	0.00%	-
CE2		**356.95**	0.00%	-
CE1		**328.89**	0.05%	0.16
CD2		**338.24**	0.00%	-
CD1		**310.18**	0.53%	1.66
CC2		**296.14**	0.00%	-
CC1		**274.32**	0.22%	0.60
CB2		**274.32**	0.00%	-
CB1		**254.06**	0.00%	-
CA2		**232.23**	0.00%	-
CA1		**216.64**	0.38%	0.82
BB2		**246.26**	0.00%	-
BB1		**235.35**	0.00%	-
BA2		**204.17**	0.00%	-
BA1		**194.81**	0.00%	-
PE2		**328.89**	0.00%	-
PE1		**313.30**	0.39%	1.23
PD2		**310.18**	0.00%	-
PD1		**294.59**	0.06%	0.19
PC2		**266.53**	0.00%	-
PC1		**254.06**	0.03%	0.08
PB2		**225.99**	0.00%	-
PB1		**216.64**	0.00%	-
PA2		**187.02**	0.00%	-
PA1		**179.22**	0.05%	0.08
DEFAULT RATE		**179.22**	0.00%	-
Projected Medicare Reimbursement			100.00%	468.31

Less: 2% Sequestration	**458.94**

The Health Center of Hermitage
ESTIMATED PPS PAYMENTS

PROJECTED PPS RATE	PERIOD	2.00%
458.94	10/1/13 - 9/30/14	
468.12	10/1/14 - 9/30/15	2% Increase
477.48	10/1/15- 9/30/16	2% Increase
487.03	10/1/16 - 9/30/17	2% Increase
496.77	10/1/17 - 9/30/18	2% Increase
506.71	10/1/18 - 9/30/19	2% Increase

YEAR 1 = 7/17 - 6/18

	# OF MONTHS IN PERIOD	PPS RATE FOR PERIOD	YEAR 1 PROJECTED PPS RATE
10/1/16 - 9/30/17	3	487.03	121.76
10/1/17 - 9/30/18	9	496.77	372.58
	12		494.34

YEAR 2 = 7/18 - 6/19

	# OF MONTHS IN PERIOD	PPS RATE FOR PERIOD	YEAR 2 PROJECTED PPS RATE
10/1/17 - 9/30/18	3	496.77	124.19
10/1/18 - 9/30/19	9	506.71	380.03
	12		504.23

The Health Center of Hermitage
90 Beds
Expense Projection
Year 1

			Amount In $'s	Amount Per Day
INHALATION THERAPY			$ 30,083.10	$ 3.45
INHALATION THERAPY			$ 6,822.00	$ 0.78
TOTAL INHALATION THERAPY			36,905.10	4.23
MEDICAL SUPPLIES			$ 31,732.81	3.64
MEDICAL SUPPLIES			6,015.75	0.69
MEDICAL SUPPLIES			37,748.56	4.32
PHARMACY			$ 279,627.23	32.03
PHARMACY			19,592.10	2.24
TOTAL PHARMACY			299,219.33	34.28
IV THERAPY			$ 33,236.97	3.81
IV THERAPY			640.80	0.07
TOTAL IV THERAPY			33,877.77	3.88
LABORATORY			$ 16,933.87	1.94
RADIOLOGY/Medical Services			$ 14,168.17	1.62
		111.99%		
PHYSICAL THERAPY	FTE	Rate		
Purchased Service - RPT	1.00	68.83	143,169.87	16.40
Purchased Service - LPTA		56.82	-	-
Purchased Service - Aides			-	-
ETO & SICK DAYS			-	-
PAYROLL TAXES			-	-
OTHER FRINGE			-	-
OTHER			4,270.35	0.49
TOTAL PHYSICAL THERAPY			147,440.21	16.89
OCCUPATIONAL THERAPY				
Purchased Service - OTR	1.00	68.83	143,169.87	16.40
Purchased Service - COTA	0.75	56.82	88,634.00	10.15
Purchased Service - Aides			-	-
ETO & SICK DAYS			-	-
PAYROLL TAXES			-	-
OTHER FRINGE			-	-
OTHER			2,038.12	0.23
TOTAL OCCUPATIONAL THERAPY			233,841.99	26.79
SPEECH THERAPY				
Purch Serv - SLP-CCC	1.00	68.83	143,169.87	16.40
Purch Serv - STA			-	-
Purchased Service - Aides			-	-
ETO & SICK DAYS			-	-
PAYROLL TAXES			-	-
OTHER FRINGE			-	-
OTHER			194.11	0.02
TOTAL SPEECH THERAPY			143,363.97	16.42
TOTAL ANCILLARY EXPENSES			963,498.97	110.38
NURSING SERVICE				
ICF RN			$ -	
ICF LPN			-	-
ICF AIDES			-	-
SNF RN			438,366.24	50.22
SNF LPN			204,979.92	23.48
SNF AIDES			319,647.60	36.62
REHAB AIDES			-	-
PAYROLL TAXES			74,628.22	8.55
OTHER FRINGE			34,900.07	4.00
NURSING ADMIN SUPPLIES			11,743.46	1.35
PROFESSIONAL LIABILITY INSURANCE			357,210.00	40.92
			-	-
SMALL EQUIPMENT			10,772.92	1.23
OTHER			40,471.25	4.64
TOTAL NURSING SERVICE			1,492,719.69	171.00

The Health Center of Hermitage
90 Beds
Expense Projection
Year 1

			Amount In $'s	Amount Per Day
ROUTINE CENTRAL SUPPLIES			30,765.92	3.52
NON LEGEND DRUGS			10,967.03	1.26
		111.99%		
SOCIAL SERVICE	FTE	Rate		
SALARIES - Director	1.00	30.36	63,148.80	7.23
SALARIES - Assistant	1.00	22.79	47,403.20	5.43
PAYROLL TAXES			8,171.23	0.94
OTHER FRINGE			961.32	0.11
MANAGEMENT FEE				-
OTHER			10,772.92	1.23
TOTAL SOCIAL SERVICE			130,457.48	14.95
ACTIVITIES	FTE	RATE		
SALARIES - Director	1.00	19.59	$40,741.44	$4.67
SALARIES - Assistant		11.90	-	-
PAYROLL TAXES			3,162.58	0.36
OTHER FRINGE			1,488.27	0.17
MANAGEMENT FEE				-
OTHER			6,308.47	0.72
TOTAL ACTIVITIES			51,700.75	5.92
DIETARY	FTE	Rate		
SALARIES - Reg Dietitian	1.00	23.54	48,964.26	$5.61
SALARIES - Supervisor		22.40	-	-
SALARIES - Cooks	2.10	14.56	59,618.42	6.83
SALARIES - Aides	1.40	11.55	31,521.33	3.61
ETO & SICK DAYS - 8%			11,208.32	1.28
PAYROLL TAXES			10,484.87	1.20
OTHER FRINGE			4,718.19	0.54
FOOD			77,642.69	8.89
MANAGEMENT FEE				-
SUPPLIES			8,443.64	0.97
OTHER			15,043.27	1.72
TOTAL DIETARY			267,644.99	30.66
PLANT OPERATIONS				
SALARIES - Supervisor	1.00	26.15	$54,391.80	$6.23
SALARIES - Assistant		15.85	-	-
PAYROLL TAXES			3,885.13	0.45
OTHER FRINGE			2,072.07	0.24
UTILITIES			505,699.00	57.93
REPAIRS & MAINTENANCE			8,346.59	0.96
GROUND MAINTENANCE			25,000.00	2.86
MANAGEMENT FEE				-
OTHER			582.32	0.07
TOTAL PLANT OPERATIONS			599,976.90	68.73
HOUSEKEEPING				
SALARIES - Supervisor	0.50	16.17	16,818.36	$1.93
SALARIES - Staff	3.65	10.78	76,760.35	8.79
ETO & SICK - 8%			7,486.30	0.86
PAYROLL TAXES			8,028.20	0.92
OTHER FRINGE			3,512.34	0.40
SUPPLIES			9,025.96	1.03
MANAGEMENT FEE				-
OTHER			3,493.92	0.40
TOTAL HOUSEKEEPING			125,125.43	14.33

The Health Center of Hermitage
90 Beds
Expense Projection
Year 1

			Amount In $'s	Amount Per Day
LAUNDRY AND LINEN				
SALARIES - Supervisor	0.50	16.17	16,818.36	1.93
SALARIES - Staff	0.70	10.18	13,895.68	1.59
ETO & SICK - 8%			2,457.12	0.28
PAYROLL TAXES			2,437.62	0.28
OTHER FRINGE			1,170.06	0.13
SUPPLIES & LINEN			5,920.26	0.68
MANAGEMENT FEE				-
OTHER			2,232.23	0.26
TOTAL LAUNDRY & LINEN			44,931.33	5.15
MEDICAL SERVICES			62,000.00	7.10
MEDICAL RECORDS				
SALARIES - Director	1.00	18.43	38,342.14	4.39
SALARIES - Staff		12.73	-	-
PAYROLL TAXES			2,590.69	0.30
OTHER FRINGE			259.07	0.03
SUPPLIES			1,261.69	0.14
MANAGEMENT FEE				-
OTHER			7,279.00	0.83
TOTAL MEDICAL RECORDS			49,732.59	5.70
ADMINISTRATIVE AND GENERAL				
SALARIES - Administrator	1.00	36.06	125,000.00	14.32
SALARIES - Bookkeeper	1.00	33.47	69,626.16	7.98
SALARIES - Bookkeeper		16.45	-	-
SALARIES - Secretary			-	-
SALARIES - Receptionist	0.40	13.67	11,376.85	1.30
PAYROLL TAXES			13,282.43	1.52
OTHER FRINGE			28,569.76	3.27
HEALTH INSURANCE			89,968.47	10.31
MANAGEMENT FEES			101,586.00	11.64
PARTNER/PUBLIC RELATIONS			4,852.67	0.56
TELEPHONE			16,000.00	1.83
EDUCATION			12,000.00	1.37
SUPPLIES			4,076.24	0.47
SMALL EQUIPMENT			2,620.44	0.30
STATE TAX FEE			200,250.00	22.94
OTHER			38,044.92	4.36
TOTAL ADMINISTRATIVE EXPENSES			717,253.94	82.17
TOTAL OPERATING EXPENSES			4,546,775.02	520.88
NET OPERATING INCOME			(1,160,584.52)	(132.96)
FIXED EXPENSES				
NHR LEASE PAYMENT			-	
INTEREST - WORKING CAPITAL			-	-
DEPRECIATION			615,728.00	70.54
PROPERTY INSURANCE			17,140.00	1.96
PROPERTY TAXES			335,045.00	38.38
TOTAL FIXED EXPENSES			967,913.00	110.88
TOTAL NURSING HOME COSTS			$5,514,688.02	$631.76

DAILY NURSING SERVICE STAFFING PATTERN

CENTER The Health Center of Hermitage

PERIOD: Jun-18

INTERMEDIATE CARE		-												
BUDG. OCCUPIED BEDS														
NSG. STATION														
SHIFT	CATEGORY	NUMBER	HOURS	DAYS PER WEEK	AVERAGE HOURS PER DAY	AVERAGE HRS. BY CATEGORY	ETO & SICK %	ETO/SICK HOURS	TOTAL HOURS	AV. PAY RATE	DAILY TOTAL	AV. DAYS IN MONTH	MO. PAY CATEGORY
FIRST	DON			5	-	*	0.00% *	-	-	=	*	30	= $ -
	RN			7	-	*	8.00% *	-	-	=	*	30	=
	LPN			7	-	*	6.00% *	-	-	=	*	30	=
	CNA			7	-	*	5.00% *	-	-	=	*	30	=
SECOND	RN			7	-								
	LPN			7	-								
	CNA			7	-								
THIRD	RN			7	-								
	LPN			7	-								
	CNA			7	-								
	NURSING SUPPLY CLERK		-	5	-	-	5.00% *	-	-	=	*	30	=
	NURSING SECRETARY		-	5	-	-	5.00% *	-	-	=	*	30	=
			-	5	-	-	0.00% *	-	-	=	*	30	=
	ADON		-	5	-	-	8.00% *	-	-	=	*	30	=
	TOTAL HRS. ICF:				-								
	HRS. PPD. ICF:				#DIV/0!			-					$ -

SKILLED CARE		90.00	32,850											
BUDG. OCCUPIED BEDS		23.92	8,729	26.57%										
NSG. STATION														
SHIFT	CATEGORY	NUMBER	HOURS	DAYS PER WEEK	AVERAGE HOURS PER DAY	AVERAGE HRS. BY CATEGORY	ETO & SICK %	ETO/SICK HOURS	TOTAL HOURS	AV. PAY RATE	DAILY TOTAL	AV. DAYS IN MONTH	MO. PAY CATEGORY
FIRST	DON	1.00	8.00	5	5.71	5.71 *	0.00% *	-	5.71	$46.50 =	265.52 *	30	= $ 7,965.60
	RN	1.00	8.00	7	8.00	24.00 *	8.00% *	1.92	25.92	$29.25 =	758.21 *	30	= 22,746.30
	LPN	1.00	8.00	7	8.00	24.00 *	6.00% *	1.44	25.44	$21.98 =	559.27 *	30	= 16,778.10
	CNA	3.00	22.50	7	22.50	60.00 *	5.00% *	3.00	63.00	$12.70 =	800.09 *	30	= 24,002.70
SECOND	RN	1.00	8.00	7	8.00								
	LPN	1.00	8.00	7	8.00								
	CNA	3.00	22.50	7	22.50								
THIRD	RN	1.00	8.00	7	8.00								
	LPN	1.00	8.00	7	8.00								
	CNA	2.00	15.00	7	15.00								
	NURSING SUPPLY CLERK	0.50	3.75	5	2.68	2.68	5.00% *	0.13	2.81	$12.70 =	35.69 *	30	= 1,070.70
	NURSING SECRETARY	0.50	3.75	5	2.68	2.68	5.00% *	0.13	2.81	$12.70 =	35.69 *	30	= 1,070.70
	ALZHEIMER COORD		-	7	-	-	8.00% *	-	-	=	*	30	=
	MDS Coordinator	1.00	8.00	5	5.71	5.71	8.00% *	0.46	6.17	$29.25 =	180.49 *	30	= 5,414.70
	ADON		-	5	-	-	8.00% *	-	-	$38.08 =	*	30	=
	TOTAL HRS. SNF:				124.78			7.08					
	HRS. PPD. SNF:				5.22								$ 79,048.80

REHAB AIDES				5	-	*	5.00% *	-	-	=	*	30	= $ -

CATEGORY	(FTE's) NUMBER OF EMPLOYEES	% OF TURNOVER	NEW EMPLOYEES	ORIENTATION ANNUAL OREINTATION HOURS	DAILY OREINTATION HOURS	AVG PAY RATE	DAILY TOTAL			MO PAY TOTAL
RN	4.20	100.00%	4.20	168.00	0.46	$29.25	13.46	x	30.00	403.92
LPN	4.20	100.00%	4.20	168.00	0.46	$21.98	10.12	x	30.00	303.56
CNA	12.60	100.00%	12.60	472.50	1.29	$12.70	16.44	x	30.00	493.20
REHAB AIDES		100.00%	-	-	-		-	x	30.00	-
	21.00		21.00	808.50	2.22					1,200.68

(A) TOTAL HRS.(ICF, SNF, REHAB)	124.78
(B) TOTAL ORIENTATION HOURS	2.22
(C) TOTAL "DIRECT" HOURS	127.00
(D) TOTAL "DIRECT" HOURS PPD	5.31
(E) TOTAL ETO / SICK HOURS	7.08
(F) TOTAL HRS. (C+E)	134.08
(G) TOTAL PATIENT DAYS	23.92
(H) TOTAL HRS. PPD.:	5.61
TOTAL NURSING SALARIES	$ 80,249.48

The Health Center of Hermitage

RUGS Category	Therapy Minutes	% of Medicare Residents in RUGS Category	Estimated Year 1 Medicare Part A Days	Estimated Patient Days in RUG Category	Therapy Minutes Required Per Patient Day	Estimated Minutes of Therapy Required
RUX	720	0.28%	2,552	7	103	721
RUL	720	0.44%	2,552	11	103	1,133
RVX	500	0.44%	2,552	11	71	781
RVL	500	0.39%	2,552	10	71	710
RHX	325	0.49%	2,552	12	46	552
RHL	325		2,552	-	46	-
RMX	150		2,552	-	21	-
RML	150		2,552	-	21	-
RLX	45		2,552	-	6	-
RUC	720	12.48%	2,552	318	103	32,754
RUB	720	25.57%	2,552	653	103	67,259
RUA	720	9.87%	2,552	252	103	25,956
RVC	500	15.23%	2,552	389	71	27,619
RVB	500	17.40%	2,552	444	71	31,524
RVA	500	4.45%	2,552	114	71	8,094
RHC	325	3.60%	2,552	92	46	4,232
RHB	325	2.37%	2,552	61	46	2,806
RHA	325	0.41%	2,552	10	46	460
RMC	150	0.41%	2,552	10	21	210
RMB	150	0.91%	2,552	23	21	483
RMA	150	0.52%	2,552	13	21	273
RLB	45	0.03%	2,552	1	6	6
RLA	45		2,552	-	6	-
ESTIMATED PART A RESIDENTS RECEIVING THERAPY				2,431		

ESTIMATED THERAPY MINUTES REQUIRED FOR PART A RESIDENTS			**205,573**
ESTIMATED THERAPY STAFF REQUIRED FOR PART A RESIDENTS			**1.65**
TOTAL MEDICARE RESIDENTS	6.99		
TOTAL MANAGED CARE RESIDENTS	4.96		
ADDITIONAL THERAPY STAFF FOR MANAGED CARE RESIDENTS			**1.17**
ESTIMATED PART B AND PRIVATE THERAPY REVENUE		$ 25,054	
ESTIMATED "FEE SCREEN AMOUNT" PER 15 MINUTE PART B TREATMENT		18.75	
ESTIMATED PART B TREATMENTS (15 MINUTES PER TREATMENT)		1,336	
ESTIMATED MINUTES REQUIRED FOR PART B TREATMENTS		20,040	
ESTIMATED THERAPY STAFF REQUIRED FOR PART B TREATMENTS			**0.16**
ESTIMATED TOTAL THERAPY STAFF REQUIRED FOR PART A, PART B AND MANAGED CARE			2.98
NON PRODUCTIVE FACTOR (20%)			0.60
TOTAL THERAPY STAFF REQUIRED			**3.58**

PROPOSED THERAPY STAFF

POSITION	HOURS PPD	PATIENT DAYS	BUDGETD HOURS	BUDGETED STAFF
OTR	0.2383	24	2,080	1.00
COTA	0.1787	24	1,560	0.75
OT AIDES	-	24	-	-
Purch Service		24		
RPT	0.2383	24	2,080	1.00
LPTA	-	24	-	
PT AIDES	-	24	-	
Purch Service		24		
SLP - CCC	0.2383	24	2,080	1.00
STA	-	24	-	-
ST AIDE	-	24	-	-
Purch Service		24		
TOTAL THERAPY STAFF PER BUDGET				**3.75**

The Health Center of Hermitage
90 Beds
Expense Projection
Year 2

			Amount In $'s	Amount Per Day
INHALATION THERAPY			$ 91,643.21	$ 3.55
INHALATION THERAPY			21,068.25	0.82
TOTAL INHALATION THERAPY			$ 112,711.46	$ 4.37
MEDICAL SUPPLIES			$ 96,668.81	3.74
MEDICAL SUPPLIES			18,606.75	0.72
TOTAL MEDICAL SUPPLIES			$ 115,275.56	4.47
PHARMACY			$ 851,838.46	33.00
PHARMACY			60,554.70	2.35
TOTAL PHARMACY			912,393.16	35.34
IV THERAPY - Medicare/Managed Care			$ 101,250.97	3.92
IV THERAPY - Private/Medicaid			1,976.40	0.08
TOTAL IV THERAPY			103,227.37	4.00
LABORATORY			51,586.26	2.00
RADIOLOGY			43,161.00	1.67
PHYSICAL THERAPY	FTE	Rate		
Purchased Service - RPT	2.00	70.56	293,508.80	11.37
Purchased Service - LPTA	3.00	58.24	363,417.60	14.08
Purchased Service - Aides	-	-	-	-
ETO & SICK DAYS			-	-
PAYROLL TAXES			-	-
OTHER FRINGE			-	-
OTHER			13,007.93	0.50
TOTAL PHYSICAL THERAPY			669,934.33	25.95
OCCUPATIONAL THERAPY				
Purchased Service - OTR	2.00	70.56	293,508.80	11.37
Purchased Service - COTA	3.00	58.24	363,417.60	14.08
Purchased Service - Aides	-	-	-	-
ETO & SICK DAYS			-	-
PAYROLL TAXES			-	-
OTHER FRINGE			-	-
OTHER			6,208.33	0.24
TOTAL OCCUPATIONAL THERAPY			663,134.73	25.69
SPEECH THERAPY				
Purch Serv - SLP-CCC	1.00	70.56	146,754.40	5.68
Purch Serv - STA	-	-	-	-
Purchased Service - Aides	-	-	-	-
ETO & SICK DAYS			-	-
PAYROLL TAXES			-	-
OTHER FRINGE			-	-
OTHER			591.27	0.02
TOTAL SPEECH THERAPY			147,345.67	5.71
TOTAL ANCILLARY EXPENSES			2,818,769.55	109.19
NURSING SERVICE				
ICF RN				
ICF LPN			-	-
ICF AIDES			-	-
SNF RN			893,219.64	34.60
SNF LPN			281,783.04	10.92
SNF AIDES			891,329.88	34.53
REHAB AIDES			-	-
PAYROLL TAXES			160,132.63	6.20
OTHER FRINGE			74,886.43	2.90
NURSING ADMIN SUPPLIES			35,771.80	1.39
PROFESSIONAL LIABILITY INSURANCE			367,926.30	14.25
			-	-
SMALL EQUIPMENT			32,815.45	1.27
OTHER			123,279.68	4.78
TOTAL NURSING SERVICE			2,861,144.86	110.83

The Health Center of Hermitage
90 Beds
Expense Projection
Year 2

			Amount In $'s	Amount Per Day
ROUTINE CENTRAL SUPPLIES			93,716.21	3.63
NON LEGEND DRUGS			33,406.72	1.29
		114.79%		
SOCIAL SERVICE	FTE	Rate		
SALARIES - Director	1.00	31.12	$64,727.52	$2.51
SALARIES - Assistant	2.00	23.36	97,176.56	3.76
PAYROLL TAXES			11,966.82	0.46
OTHER FRINGE			1,407.86	0.05
MANAGEMENT FEE				-
OTHER			32,815.45	1.27
TOTAL SOCIAL SERVICE			208,094.22	8.06
ACTIVITIES	FTE	RATE		
SALARIES - Director	1.00	20.08	$41,759.97	$1.62
SALARIES - Assistant	1.00	12.20	25,380.70	0.98
PAYROLL TAXES			5,211.83	0.20
OTHER FRINGE			2,452.63	0.10
MANAGEMENT FEE				-
OTHER			19,216.26	0.74
TOTAL ACTIVITIES			94,021.39	3.64
DIETARY	FTE	Rate		
SALARIES - Reg Dietitian	1.00	24.13	50,188.37	$1.94
SALARIES - Supervisor	1.00	22.96	47,752.97	1.85
SALARIES - Cooks	2.80	14.92	81,478.50	3.16
SALARIES - Aides	3.50	11.83	80,773.40	3.13
ETO & SICK DAYS - 8%			20,815.46	0.81
PAYROLL TAXES			19,471.90	0.75
OTHER FRINGE			8,762.35	0.34
FOOD			236,507.78	9.16
MANAGEMENT FEE				-
SUPPLIES			25,720.22	1.00
OTHER			45,823.38	1.78
TOTAL DIETARY			617,294.34	23.91
PLANT OPERATIONS				
SALARIES - Supervisor	1.00	26.80	$55,751.59	$2.16
SALARIES - Assistant	1.00	16.24	33,785.23	1.31
PAYROLL TAXES			6,395.49	0.25
OTHER FRINGE			3,410.93	0.13
UTILITIES			520,869.97	20.18
REPAIRS & MAINTENANCE			15,964.28	0.62
GROUND MAINTENANCE			25,750.00	1.00
MANAGEMENT FEE				-
OTHER			1,773.81	0.07
TOTAL PLANT OPERATIONS			663,701.28	25.71
HOUSEKEEPING				
SALARIES - Supervisor	0.50	16.58	17,238.82	$0.67
SALARIES - Staff	8.00	11.05	172,447.91	6.68
ETO & SICK - 8%			15,174.94	0.59
PAYROLL TAXES			16,273.39	0.63
OTHER FRINGE			7,119.61	0.28
SUPPLIES			27,494.03	1.07
MANAGEMENT FEE				-
OTHER			10,642.85	0.41
TOTAL HOUSEKEEPING			266,391.55	10.32

The Health Center of Hermitage
90 Beds
Expense Projection
Year 2

			Amount In $'s	Amount Per Day
LAUNDRY AND LINEN				
SALARIES - Supervisor	0.50	16.58	16,161.40	0.63
SALARIES - Staff	2.80	10.43	56,972.28	2.21
ETO & SICK - 8%			5,850.69	0.23
PAYROLL TAXES			5,804.26	0.22
OTHER FRINGE			2,786.04	0.11
SUPPLIES & LINEN			18,033.72	0.70
MANAGEMENT FEE				-
OTHER			6,799.60	0.26
TOTAL LAUNDRY & LINEN			112,407.99	4.35
MEDICAL SERVICES			63,860.00	2.47
MEDICAL RECORDS				
SALARIES - Director	1.00	18.89	39,300.69	$1.52
SALARIES - Staff	1.00	13.05	27,147.56	1.05
PAYROLL TAXES			4,489.75	0.17
OTHER FRINGE			448.97	0.02
SUPPLIES			3,843.25	0.15
MANAGEMENT FEE				-
OTHER			22,172.60	0.86
TOTAL MEDICAL RECORDS			97,402.83	3.77
ADMINISTRATIVE AND GENERAL				
SALARIES - Administrator	1.00		150,000.00	$5.81
SALARIES - Bookkeeper	1.00	34.31	71,366.81	2.76
SALARIES - Bookkeeper	0.50	16.86	17,537.28	0.68
SALARIES - Secretary			-	-
SALARIES - Receptionist	1.40	14.02	40,814.46	1.58
PAYROLL TAXES			18,035.38	0.70
OTHER FRINGE			38,793.08	1.50
HEALTH INSURANCE			274,053.39	10.62
MANAGEMENT FEES			309,301.00	11.98
PARTNER/PUBLIC RELATIONS			14,781.74	0.57
TELEPHONE			16,480.00	0.64
EDUCATION			12,360.00	0.48
SUPPLIES			12,416.66	0.48
SMALL EQUIPMENT			7,982.14	0.31
STATE TAX FEE			200,250.00	7.76
OTHER			115,888.81	4.49
TOTAL ADMINISTRATIVE EXPENSES			1,300,060.75	50.36
TOTAL OPERATING EXPENSES			9,230,271.70	357.55
NET OPERATING INCOME			1,079,758.30	41.83
FIXED EXPENSES				
NHR LEASE PAYMENT			-	
INTEREST - WORKING CAPITAL			-	-
DEPRECIATION			615,728.00	23.85
PROPERTY INSURANCE			17,654.20	0.68
PROPERTY TAXES			345,096.35	13.37
TOTAL FIXED EXPENSES			978,478.55	37.90
TOTAL NURSING HOME COSTS			$10,208,750.25	$395.46

The Health Center of Hermitage
90 Bed Center

Staffing - Full Time Equivalents
Year 2

	90 Beds
Administrator	1.00
Medical Director	*
Secretary	
Receptionist	1.40
Bookkeeper	1.50
RN's	8.40
LPN's	5.60
Aides	32.20
DON	1.00
Nursing Supply Clerk	0.50
Nursing Secretary	0.50
MDS Coordinator	2.00
Alzheimer Nursing Coordinator	
ADON	1.00
Rehab Aides	
Assisted Living	
Medical Records - Head	1.00
Medical Records - Staff	1.00
Speech Therapy	*
Occupational Therapy	*
Physical Therapy	*
Dietary	7.30
Laundry	3.30
Housekeeping	8.50
Maintenance - Dept Head	1.00
Maintenance - Staff	1.00
Other (spec.)	
Activities - Dept Head	1.00
Activiteis - Alzheimer	
Activities Staff	1.00
Social Services - Dept Head	1.00
Social Services - Staff	2.00
Total	83.20

* Consultants

DAILY NURSING SERVICE STAFFING PATTERN

CENTER The Health Center of Hermitage

PERIOD: Jun-19

INTERMEDIATE CARE
BUDG. OCCUPIED BEDS
NSG. STATION

SHIFT	CATEGORY	NUMBER	HOURS	DAYS PER WEEK	AVERAGE HOURS PER DAY	AVERAGE HRS. BY CATEGORY	ETO & SICK %	ETO/SICK HOURS	TOTAL HOURS	AV. PAY RATE	DAILY TOTAL	AV. DAYS IN MONTH	MO. PAY CATEGORY
FIRST	DON			5	-		0.00%	-	-			30	$ -
	RN			7	-		8.00%	-	-			30	
	LPN			7	-		6.00%	-	-			30	
	CNA			7	-		5.00%	-	-			30	
SECOND	RN			7	-								
	LPN			7	-								
	CNA			7	-								
THIRD	RN			7	-								
	LPN			7	-								
	CNA			7	-								
	NURSING SUPPLY CLERK		-	5	-	-	5.00%	-	-			30	
	NURSING SECRETARY		-	5	-	-	5.00%	-	-			30	
	ALZHEIMER DIRECTOR		-	5	-	-	0.00%	-	-			30	
	ADON		-	5	-	-	8.00%	-	-			30	
	TOTAL HRS. ICF:				-								
	HRS. PPD. ICF:				#DIV/0!			-					$ -

SKILLED CARE 90.00 32,850
BUDG. OCCUPIED BEDS 70.73 25,815 78.58%
NSG. STATION

SHIFT	CATEGORY	NUMBER	HOURS	DAYS PER WEEK	AVERAGE HOURS PER DAY	AVERAGE HRS. BY CATEGORY	ETO & SICK %	ETO/SICK HOURS	TOTAL HOURS	AV. PAY RATE	DAILY TOTAL	AV. DAYS IN MONTH	MO. PAY CATEGORY
FIRST	DON	1.00	8.00	5	5.71	5.71	0.00%	-	5.71	$47.66	272.15	30	$ 8,164.50
	RN	3.00	24.00	7	24.00	48.00	8.00%	3.84	51.84	$29.98	1,554.34	30	46,630.20
	LPN	1.00	8.00	7	8.00	32.00	6.00%	1.92	33.92	$22.53	764.33	30	22,929.90
	CNA	9.00	67.50	7	67.50	172.50	5.00%	8.63	181.13	$13.02	2,357.82	30	70,734.60
SECOND	RN	2.00	16.00	7	16.00								
	LPN	1.00	8.00	7	8.00								
	CNA	8.00	60.00	7	60.00								
THIRD	RN	1.00	8.00	7	8.00								
	LPN	2.00	16.00	7	16.00								
	CNA	6.00	45.00	7	45.00								
	NURSING SUPPLY CLERK	0.50	3.75	5	2.68	2.68	5.00%	0.13	2.81	$13.02	36.58	30	1,097.40
	NURSING SECRETARY	0.50	3.75	5	2.68	2.68	5.00%	0.13	2.81	$13.02	36.58	30	1,097.40
	MDS Coord	2.00	16.00	5	11.43	11.43	8.00%	0.91	12.34	$29.98	369.99	30	11,099.70
	ALZHEIMER COORD		-	7	-	-	8.00%	-	-			30	
	ADON	1.00	8.00	5	5.71	5.71	8.00%	0.46	6.17	$39.03	240.81	30	7,224.30
	TOTAL HRS. SNF:				280.71			16.02					
	HRS. PPD. SNF:				3.97								$168,978.00

REHAB AIDES				7	-		5.00%	-	-			30	$ -

ORIENTATION

CATEGORY	(FTE's) NUMBER OF EMPLOYEES	% OF TURNOVER	NEW EMPLOYEES	ANNUAL OREINTATION HOURS	DAILY OREINTATION HOURS	AVG PAY RATE	DAILY TOTAL			MO PAY TOTAL
RN	8.40	100.00%	8.40	336.00	0.92	$47.66	43.88	x	30.00	1,316.27
LPN	5.60	100.00%	5.60	224.00	0.61	$29.98	18.40	x	30.00	552.02
CNA	33.60	100.00%	33.60	1,260.00	3.45	$13.02	44.94	x	30.00	1,348.09
REHAB AIDES		100.00%	-	-	-		-	x	30.00	-
	47.60		47.60	1820.00	4.99					3,216.38

(A) TOTAL HRS.(ICF, SNF, REHAB)	280.71
(B) TOTAL ORIENTATION HOURS	4.99
(C) TOTAL "DIRECT" HOURS	285.70
(D) TOTAL "DIRECT" HOURS PPD	4.04
(E) TOTAL ETO / SICK HOURS	16.02
(F) TOTAL HRS. (C+E)	301.72
(G) TOTAL PATIENT DAYS	70.73
(H) TOTAL HRS. PPD.:	4.27
TOTAL NURSING SALARIES	$172,194.38

The Health Center of Hermitage

RUGS Category	Therapy Minutes	% of Medicare Residents in RUGS Category	Estimated Year 2 Medicare Part A Days	Estimated Patient Days in RUG Category	Therapy Minutes Required Per Patient Day	Estimated Minutes of Therapy Required
RUX	720	0.28%	7,548	21	103	2,163
RUL	720	0.44%	7,548	33	103	3,399
RVX	500	0.44%	7,548	33	71	2,343
RVL	500	0.39%	7,548	30	71	2,130
RHX	325	0.49%	7,548	37	46	1,702
RHL	325		7,548	-	46	-
RMX	150		7,548	-	21	-
RML	150		7,548	-	21	-
RLX	45		7,548	-	6	-
RUC	720	12.48%	7,548	942	103	97,026
RUB	720	25.57%	7,548	1,930	103	198,790
RUA	720	9.87%	7,548	745	103	76,735
RVC	500	15.23%	7,548	1,150	71	81,650
RVB	500	17.40%	7,548	1,313	71	93,223
RVA	500	4.45%	7,548	336	71	23,856
RHC	325	3.60%	7,548	272	46	12,512
RHB	325	2.37%	7,548	179	46	8,234
RHA	325	0.41%	7,548	31	46	1,426
RMC	150	0.41%	7,548	31	21	651
RMB	150	0.91%	7,548	69	21	1,449
RMA	150	0.52%	7,548	39	21	819
RLB	45	0.03%	7,548	2	6	12
RLA	45		7,548	-	6	-
ESTIMATED PART A RESIDENTS RECEIVING THERAPY				7,193		

ESTIMATED THERAPY MINUTES REQUIRED FOR PART A RESIDENTS		**608,120**
ESTIMATED THERAPY STAFF REQUIRED FOR PART A RESIDENTS		**4.87**
TOTAL MEDICARE RESIDENTS	20.68	
TOTAL MANAGED CARE RESIDENTS	14.68	
ADDITIONAL THERAPY STAFF FOR MANAGED CARE RESIDENTS		**3.46**

ESTIMATED PART B AND PRIVATE THERAPY REVENUE	$ 77,427	
ESTIMATED "FEE SCREEN AMOUNT" PER 15 MINUTE PART B TREATMENT	18.75	
ESTIMATED PART B TREATMENTS (15 MINUTES PER TREATMENT)	4,129	
ESTIMATED MINUTES REQUIRED FOR PART B TREATMENTS	61,935	
ESTIMATED THERAPY STAFF REQUIRED FOR PART B TREATMENTS		**0.50**
ESTIMATED TOTAL THERAPY STAFF REQUIRED FOR PART A, PART B AND MANAGED CARE		8.83
NON PRODUCTIVE FACTOR (20%)		1.77
TOTAL THERAPY STAFF REQUIRED		**10.60**

PROPOSED THERAPY STAFF

POSITION	HOURS PPD	PATIENT DAYS	BUDGETD HOURS	BUDGETED STAFF
OTR	0.1611	71	4,160	2.00
COTA	0.2417	71	6,240	3.00
OT AIDES	-	71	-	-
Purch Service		71		
RPT	0.1611	71	4,160	2.00
LPTA	0.2417	71	6,240	3.00
PT AIDES	-	71	-	
Purch Service		71		
SLP - CCC	0.0806	71	2,080	1.00
STA	-	71	-	
ST AIDE	-	71	-	-
Purch Service		71		
TOTAL THERAPY STAFF PER BUDGET				**11.00**

The Heatlh Center of Hermitage
90 Beds
Expense Projection
Year 3

			Amount In $'s	Amount Per Day
INHALATION THERAPY			$ 114,138.37	$ 3.66
INHALATION THERAPY			26,613.00	0.85
TOTAL INHALATION THERAPY			$ 140,751.37	$ 4.51
MEDICAL SUPPLIES			$ 120,397.57	3.86
MEDICAL SUPPLIES			23,484.75	0.75
			143,882.32	4.61
PHARMACY			$ 1,060,934.55	33.99
PHARMACY			76,506.30	2.45
TOTAL PHARMACY			1,137,440.85	36.44
IV THERAPY - Medicare/Managed Care			$ 126,104.49	4.04
IV THERAPY - Private/Medicaid			2,501.10	0.08
TOTAL IV THERAPY			128,605.59	4.12
LABORATORY			64,248.86	2.06
RADIOLOGY			53,755.49	1.72
PHYSICAL THERAPY	FTE	Rate		
Purchased Service - RPT	3.00	72.32	451,269.78	14.46
Purchased Service - LPTA	3.00	59.70	372,503.04	11.93
Purchased Service - Aides	-	-	-	-
ETO & SICK DAYS			-	-
PAYROLL TAXES			-	-
OTHER FRINGE			-	-
OTHER			16,199.77	0.52
TOTAL PHYSICAL THERAPY			839,972.59	26.91
OCCUPATIONAL THERAPY				
Purchased Service - OTR	3.00	72.32	451,269.78	14.46
Purchased Service - COTA	3.00	59.70	372,503.04	11.93
Purchased Service - Aides	-	-	-	-
ETO & SICK DAYS			-	-
PAYROLL TAXES			-	-
OTHER FRINGE			-	-
OTHER			7,731.71	0.25
TOTAL OCCUPATIONAL THERAPY			831,504.53	26.64
SPEECH THERAPY				
Purch Serv - SLP-CCC	1.00	72.32	150,423.26	4.82
Purch Serv - STA	-	-	-	-
Purchased Service - Aides	-	-	-	-
ETO & SICK DAYS			-	-
PAYROLL TAXES			-	-
OTHER FRINGE			-	-
OTHER			736.35	0.02
TOTAL SPEECH THERAPY			151,159.61	4.84
TOTAL ANCILLARY EXPENSES			3,491,321.19	111.85
NURSING SERVICE				
ICF RN				
ICF LPN			-	-
ICF AIDES			-	-
SNF RN			915,552.96	29.33
SNF LPN			433,242.36	13.88
SNF AIDES			1,133,958.48	36.33
REHAB AIDES			-	-
PAYROLL TAXES			192,403.64	6.16
OTHER FRINGE			89,978.04	2.88
NURSING ADMIN SUPPLIES			44,549.36	1.43
PROFESSIONAL LIABILITY INSURANCE			378,964.09	12.14
			-	-
SMALL EQUIPMENT			40,867.59	1.31
OTHER			153,529.60	4.92
TOTAL NURSING SERVICE			3,383,046.11	108.39

The Heatlh Center of Hermitage
90 Beds
Expense Projection
Year 3

			Amount In $'s	Amount Per Day
ROUTINE CENTRAL SUPPLIES			116,711.95	3.74
NON LEGEND DRUGS			41,603.94	1.33
		114.79%		
SOCIAL SERVICE	FTE	Rate		
SALARIES - Director	1.00	31.90	$66,345.71	$2.13
SALARIES - Assistant	2.00	23.94	99,605.97	3.19
PAYROLL TAXES			12,265.99	0.39
OTHER FRINGE			1,443.06	0.05
MANAGEMENT FEE				-
OTHER			40,867.59	1.31
TOTAL SOCIAL SERVICE			220,528.32	7.07
ACTIVITIES	FTE	RATE		
SALARIES - Director	1.00	20.58	$42,803.97	$1.37
SALARIES - Assistant	1.00	12.51	26,015.22	0.83
PAYROLL TAXES			5,342.13	0.17
OTHER FRINGE			2,513.94	0.08
MANAGEMENT FEE				-
OTHER			23,931.47	0.77
TOTAL ACTIVITIES			100,606.74	3.22
DIETARY	FTE	Rate		
SALARIES - Reg Dietitian	1.00	24.73	51,443.08	$1.65
SALARIES - Supervisor	1.00	23.53	48,946.79	1.57
SALARIES - Cooks	3.50	15.30	104,394.33	3.34
SALARIES - Aides	4.20	12.13	99,351.28	3.18
ETO & SICK DAYS - 8%			24,330.84	0.78
PAYROLL TAXES			22,760.37	0.73
OTHER FRINGE			10,242.17	0.33
FOOD			294,541.19	9.44
MANAGEMENT FEE				-
SUPPLIES			32,031.35	1.03
OTHER			57,067.36	1.83
TOTAL DIETARY			745,108.77	23.87
PLANT OPERATIONS				
SALARIES - Supervisor	1.00	27.47	$57,145.38	$1.83
SALARIES - Assistant	1.00	16.65	34,629.86	1.11
PAYROLL TAXES			6,555.37	0.21
OTHER FRINGE			3,496.20	0.11
UTILITIES			536,496.07	17.19
REPAIRS & MAINTENANCE			19,881.53	0.64
GROUND MAINTENANCE			26,522.50	0.85
MANAGEMENT FEE				-
OTHER			2,209.06	0.07
TOTAL PLANT OPERATIONS			686,935.97	22.01
HOUSEKEEPING				
SALARIES - Supervisor	0.50	16.99	17,669.79	$0.57
SALARIES - Staff	9.40	11.33	207,691.95	6.65
ETO & SICK - 8%			18,028.94	0.58
PAYROLL TAXES			19,333.98	0.62
OTHER FRINGE			8,458.62	0.27
SUPPLIES			34,240.41	1.10
MANAGEMENT FEE				-
OTHER			13,254.35	0.42
TOTAL HOUSEKEEPING			318,678.05	10.21

The Heatlh Center of Hermitage
90 Beds
Expense Projection
Year 3

			Amount In $'s	Amount Per Day
LAUNDRY AND LINEN				
SALARIES - Supervisor	0.50	16.99	16,565.43	0.53
SALARIES - Staff	2.80	10.70	58,396.58	1.87
ETO & SICK - 8%			5,996.96	0.19
PAYROLL TAXES			5,949.37	0.19
OTHER FRINGE			2,855.70	0.09
SUPPLIES & LINEN			22,458.77	0.72
MANAGEMENT FEE				-
OTHER			8,468.06	0.27
TOTAL LAUNDRY & LINEN			120,690.86	3.87
MEDICAL SERVICES			65,775.80	2.11
MEDICAL RECORDS				
SALARIES - Director	1.00	19.37	40,283.21	$1.29
SALARIES - Staff	1.00	13.38	27,826.25	0.89
PAYROLL TAXES			4,601.99	0.15
OTHER FRINGE			460.20	0.01
SUPPLIES			4,786.29	0.15
MANAGEMENT FEE				-
OTHER			27,613.24	0.88
TOTAL MEDICAL RECORDS			105,571.18	3.38
ADMINISTRATIVE AND GENERAL				
SALARIES - Administrator	1.00		185,000.00	$5.93
SALARIES - Bookkeeper	1.00	35.17	73,150.98	2.34
SALARIES - Bookkeeper	0.50	17.28	17,975.71	0.58
SALARIES - Secretary			-	-
SALARIES - Receptionist	1.40	14.37	41,834.82	1.34
PAYROLL TAXES			20,501.17	0.66
OTHER FRINGE			44,096.85	1.41
HEALTH INSURANCE			341,299.61	10.93
MANAGEMENT FEES			387,289.00	12.41
PARTNER/PUBLIC RELATIONS			18,408.82	0.59
TELEPHONE			16,974.40	0.54
EDUCATION			12,730.80	0.41
SUPPLIES			15,463.41	0.50
SMALL EQUIPMENT			9,940.77	0.32
STATE TAX FEE			200,250.00	6.42
OTHER			144,325.18	4.62
TOTAL ADMINISTRATIVE EXPENSES			1,529,241.53	48.99
TOTAL OPERATING EXPENSES			10,925,820.43	350.04
NET OPERATING INCOME			1,983,820.57	63.56
FIXED EXPENSES				
NHR LEASE PAYMENT			-	
INTEREST - WORKING CAPITAL			-	-
DEPRECIATION			615,728.00	19.73
PROPERTY INSURANCE			18,183.83	0.58
PROPERTY TAXES			355,449.24	11.39
TOTAL FIXED EXPENSES			989,361.07	31.70
TOTAL NURSING HOME COSTS			$11,915,181.50	$381.74

DAILY NURSING SERVICE STAFFING PATTERN

CENTER The Health Center of Hermitage

PERIOD: Jun-20

INTERMEDIATE CARE
BUDG. OCCUPIED BEDS
NSG. STATION

SHIFT	CATEGORY	NUMBER	HOURS	DAYS PER WEEK	AVERAGE HOURS PER DAY	AVERAGE HRS. BY CATEGORY	ETO & SICK %	ETO/SICK HOURS	TOTAL HOURS	AV. PAY RATE	DAILY TOTAL	AV. DAYS IN MONTH	MO. PAY CATEGORY
FIRST	DON			5	-		0.00%	-	-			30	$ -
	RN			7	-		8.00%	-	-			30	
	LPN			7	-		6.00%	-	-			30	
	CNA			7	-		5.00%	-	-			30	
SECOND	RN			7	-								
	LPN			7	-								
	CNA			7	-								
THIRD	RN			7	-								
	LPN			7	-								
	CNA			7	-								
	NURSING SUPPLY CLERK		-	5	-	-	5.00%	-	-			30	
	NURSING SECRETARY		-	5	-	-	5.00%	-	-			30	
	ALZHEIMER DIRECTOR		-	5	-	-	0.00%	-	-			30	
	ADON		-	5	-	-	8.00%	-	-			30	
	TOTAL HRS. ICF:				-								
	HRS. PPD. ICF:				#DIV/0!			-					$ -

SKILLED CARE 90.00 32,850
BUDG. OCCUPIED BEDS 85.52 31,213 95.02%
NSG. STATION

SHIFT	CATEGORY	NUMBER	HOURS	DAYS PER WEEK	AVERAGE HOURS PER DAY	AVERAGE HRS. BY CATEGORY	ETO & SICK %	ETO/SICK HOURS	TOTAL HOURS	AV. PAY RATE	DAILY TOTAL	AV. DAYS IN MONTH	MO. PAY CATEGORY
FIRST	DON	1.00	8.00	5	5.71	5.71	0.00%	-	5.71	$48.85	278.96	30	$ 8,368.80
	RN	3.00	24.00	7	24.00	48.00	8.00%	3.84	51.84	$30.73	1,593.20	30	47,796.00
	LPN	2.00	16.00	7	16.00	48.00	6.00%	2.88	50.88	$23.10	1,175.16	30	35,254.80
	CNA	11.00	82.50	7	82.50	210.00	5.00%	10.50	220.50	$13.34	2,942.07	30	88,262.10
SECOND	RN	2.00	16.00	7	16.00								
	LPN	2.00	16.00	7	16.00								
	CNA	9.00	67.50	7	67.50								
THIRD	RN	1.00	8.00	7	8.00								
	LPN	2.00	16.00	7	16.00								
	CNA	8.00	60.00	7	60.00								
	NURSING SUPPLY CLERK	1.00	7.50	5	5.36	5.36	5.00%	0.27	5.63	$13.34	75.12	30	2,253.60
	NURSING SECRETARY	1.00	7.50	5	5.36	5.36	5.00%	0.27	5.63	$13.34	75.12	30	2,253.60
	MDS Coord	2.00	16.00	5	11.43	11.43	8.00%	0.91	12.34	$30.73	379.24	30	11,377.20
	ALZHEIMER COORD		-	7	-	-	8.00%	-	-			30	
	ADON	1.00	8.00	5	5.71	5.71	8.00%	0.46	6.17	$40.00	246.83	30	7,404.90
	TOTAL HRS. SNF:				339.57			19.13					
	HRS. PPD. SNF:				3.97								$202,971.00

REHAB AIDES				7	-		5.00%	-	-			30	$ -

ORIENTATION

CATEGORY	(FTE's) NUMBER OF EMPLOYEES	% OF TURNOVER	NEW EMPLOYEES	ANNUAL OREINTATION HOURS	DAILY OREINTATION HOURS	AVG PAY RATE	DAILY TOTAL			MO PAY TOTAL
RN	8.40	100.00%	8.40	336.00	0.92	$48.85	44.97	x	30.00	1,349.18
LPN	8.40	100.00%	8.40	336.00	0.92	$30.73	28.29	x	30.00	848.73
CNA	42.00	100.00%	42.00	1,575.00	4.32	$13.34	57.57	x	30.00	1,727.24
REHAB AIDES		100.00%	-	-	-		-	x	30.00	-
	58.80		58.80	2247.00	6.16					3,925.15

(A) TOTAL HRS.(ICF, SNF, REHAB)	339.57
(B) TOTAL ORIENTATION HOURS	6.16
(C) TOTAL "DIRECT" HOURS	345.73
(D) TOTAL "DIRECT" HOURS PPD	4.04
(E) TOTAL ETO / SICK HOURS	19.13
(F) TOTAL HRS. (C+E)	364.86
(G) TOTAL PATIENT DAYS	85.52
(H) TOTAL HRS. PPD.:	4.27
TOTAL NURSING SALARIES	$206,896.15

The Health Center of Hermitage

RUGS Category	Therapy Minutes	% of Medicare Residents in RUGS Category	Estimated Year 3 Medicare Part A Days	Estimated Patient Days in RUG Category	Therapy Minutes Required Per Patient Day	Estimated Minutes of Therapy Required
RUX	720	0.28%	9,127	26	103	2,678
RUL	720	0.44%	9,127	40	103	4,120
RVX	500	0.44%	9,127	40	71	2,840
RVL	500	0.39%	9,127	36	71	2,556
RHX	325	0.49%	9,127	44	46	2,024
RHL	325		9,127	-	46	-
RMX	150		9,127	-	21	-
RML	150		9,127	-	21	-
RLX	45		9,127	-	6	-
RUC	720	12.48%	9,127	1,139	103	117,317
RUB	720	25.57%	9,127	2,334	103	240,402
RUA	720	9.87%	9,127	901	103	92,803
RVC	500	15.23%	9,127	1,390	71	98,690
RVB	500	17.40%	9,127	1,588	71	112,748
RVA	500	4.45%	9,127	406	71	28,826
RHC	325	3.60%	9,127	329	46	15,134
RHB	325	2.37%	9,127	217	46	9,982
RHA	325	0.41%	9,127	37	46	1,702
RMC	150	0.41%	9,127	37	21	777
RMB	150	0.91%	9,127	83	21	1,743
RMA	150	0.52%	9,127	47	21	987
RLB	45	0.03%	9,127	3	6	18
RLA	45		9,127	-	6	-
ESTIMATED PART A RESIDENTS RECEIVING THERAPY				8,697		

ESTIMATED THERAPY MINUTES REQUIRED FOR PART A RESIDENTS			**735,347**
ESTIMATED THERAPY STAFF REQUIRED FOR PART A RESIDENTS			**5.89**
TOTAL MEDICARE RESIDENTS	25.01		
TOTAL MANAGED CARE RESIDENTS	17.75		
ADDITIONAL THERAPY STAFF FOR MANAGED CARE RESIDENTS			**4.18**
ESTIMATED PART B AND PRIVATE THERAPY REVENUE		94,090	
ESTIMATED "FEE SCREEN AMOUNT" PER 15 MINUTE PART B TREATMENT		18.75	
ESTIMATED PART B TREATMENTS (15 MINUTES PER TREATMENT)		5,018	
ESTIMATED MINUTES REQUIRED FOR PART B TREATMENTS		75,270	
ESTIMATED THERAPY STAFF REQUIRED FOR PART B TREATMENTS			**0.60**
ESTIMATED TOTAL THERAPY STAFF REQUIRED FOR PART A, PART B AND MANAGED CARE			10.67
NON PRODUCTIVE FACTOR (20%)			2.13
TOTAL THERAPY STAFF REQUIRED			**12.80**

PROPOSED THERAPY STAFF

POSITION	HOURS PPD	PATIENT DAYS	BUDGETD HOURS	BUDGETED STAFF
OTR	0.2417	71	6,240	3.00
COTA	0.2417	71	6,240	3.00
OT AIDES	-	71	-	-
Purch Service		71		
RPT	0.2417	71	6,240	3.00
LPTA	0.2417	71	6,240	3.00
PT AIDES	-	71	-	
Purch Service		71		
SLP - CCC	0.0806	71	2,080	1.00
STA	-	71	-	
ST AIDE	-	71	-	-
Purch Service		71		
TOTAL THERAPY STAFF PER BUDGET				**13.00**

Section C – Economic Feasibility – 6b

Estimated Rates

Davidson County 2012 Nursing Home Rates

	NURSING HOMES	2012 Rates						
		SNF/Medicare	Medicaid		Private Pay/Private Room		Private Pay Semi/Pvt	
			Level II	Level I	Level II	Level I	Level II	Level I
1	Belcourt Terrace	$475.00	$178.00	$155.00	$300.00	$184.00	$300.00	$164.00
2	Bethany Health Care Center	$536.00	$230.00	$190.00	$408.00	$209.00	$269.00	$194.00
3	Bordeaux Long Term Care	$500.00	$500.00	$170.00	$365.00	$185.00	$350.00	$170.00
4	Crestview Nursing Home	$517.00	$178.00	$163.00	N/A	$185.00	$195.00	$180.00
5	Cumberland Manor	$398.00	N/A	$177.00	$183.00	$183.00	$177.00	$177.00
6	Donelson Place Care & Rehab Center	$199.00	$200.00	$198.00	N/A	$202.00	N/A	$202.00
7	Good Samaritan Health & Rehab	$467.00	$150.00	$145.00	$280.00	$185.00	$200.00	$170.00
8	Grace Healthcare of Whites Creek	$459.00	$148.00	$144.00	N/A	$185.00	N/A	$175.00
9	Green Hills Health & Rehab Center	$525.00	$173.00	$165.00	$519.00	$265.00	$220.00	$220.00
10	Imperial Gardens Health & Rehab	$414.00	$178.00	$165.00	$220.00	$190.00	$210.00	$180.00
11	Jackson Park Christian Home	N/A	N/A	N/A	N/A	N/A	N/A	N/A
12	Lakeshore Heartland	N/A	N/A	$160.00	N/A	$191.00	N/A	$181.00
13	Life Care Center of Hickory Wood	N/A	N/A	N/A	N/A	N/A	N/A	N/A
14	Life Care Center of Old Hickory Village	$465.00	N/A	N/A	$351.00	$351.00	$215.00	$215.00
15	Madison Healthcare & Rehab (Kindred)	$408.00	$158.00	$145.00	N/A	N/A	$194.00	N/A
16	McKendree Village	$425.00	$178.00	$165.00	$288.00	$186.00	$278.00	$176.00
17	Health Center at Richland Place	$513.00	N/A	N/A	$265.00	$265.00	$235.00	$235.00
18	The Meadows	$290.00	N/A	N/A	$225.00	$231.00	$192.00	$186.00
19	Trevecca Health Care Center	$488.00	$230.00	$191.00	$284.00	$207.00	$269.00	$192.00
20	Vanco Manor	$523.00	N/A	$193.00	$209.00	$209.00	$193.00	$193.00
21	West Meade Place	$265.00	$265.00	$185.00	$265.00	$210.00	$265.00	$185.00
22	Woodcrest at Blakeford	$365.00	N/A	N/A	$435.00	$270.00	$365.00	$215.00
	Average Rates	**$433.26**	**$212.77**	**$169.44**	**$306.47**	**$215.42**	**$242.76**	**$190.00**

Source: 2012 Joint Annual Report Schedule H - Financial Data - Daily Charge

Davidson County Estimated 2017 Nursing Home Rates

	NURSING HOMES	Estimated 2017 Rates						
		SNF/Medicare	Medicaid		Private Pay/Private Room		Private Pay Semi/Pvt	
			Level II	Level I	Level II	Level I	Level II	Level I
1	Belcourt Terrace	$591.94	$221.82	$193.16	$373.85	$229.30	$373.85	$204.37
2	Bethany Health Care Center	$667.95	$286.62	$236.77	$508.44	$260.45	$335.22	$241.76
3	Bordeaux Long Term Care	$623.09	$623.09	$211.85	$454.86	$230.54	$436.16	$211.85
4	Crestview Nursing Home	$644.28	$221.82	$203.13	N/A	$230.54	$243.01	$224.31
5	Cumberland Manor	$495.98	N/A	$220.57	$228.05	$228.05	$220.57	$220.57
6	Donelson Place Care & Rehab Center	$247.99	$249.24	$246.74	N/A	$251.73	N/A	$251.73
7	Good Samaritan Health & Rehab	$581.97	$186.93	$180.70	$348.93	$230.54	$249.24	$211.85
8	Grace Healthcare of Whites Creek	$572.00	$184.43	$179.45	N/A	$230.54	N/A	$218.08
9	Green Hills Health & Rehab Center	$654.25	$215.59	$205.62	$646.77	$330.24	$274.16	$274.16
10	Imperial Gardens Health & Rehab	$515.92	$221.82	$205.62	$274.16	$236.77	$261.70	$224.31
11	Jackson Park Christian Home	N/A	N/A	N/A	N/A	N/A	N/A	N/A
12	Lakeshore Heartland	N/A	N/A	$199.39	N/A	$238.02	N/A	$225.56
13	Life Care Center of Hickory Wood	N/A	N/A	N/A	N/A	N/A	N/A	N/A
14	Life Care Center of Old Hickory Village	$579.47	N/A	N/A	$437.41	$437.41	$267.93	$267.93
15	Madison Healthcare & Rehab (Kindred)	$508.44	$196.90	$180.70	N/A	N/A	$241.76	N/A
16	McKendree Village	$529.63	$221.82	$205.62	$358.90	$231.79	$346.44	$219.33
17	Health Center at Richland Place	$639.29	N/A	N/A	$330.24	$330.24	$292.85	$292.85
18	The Meadows	$361.39	N/A	N/A	$280.39	$287.87	$239.27	$231.79
19	Trevecca Health Care Center	$608.14	$286.62	$238.02	$353.92	$257.96	$335.22	$239.27
20	Vanco Manor	$651.75	N/A	$240.51	$260.45	$260.45	$240.51	$240.51
21	West Meade Place	$330.24	$330.24	$230.54	$330.24	$261.70	$330.24	$230.54
22	Woodcrest at Blakeford	$454.86	N/A	N/A	$542.09	$336.47	$454.86	$267.93
	Average Rates	**$539.92**	**$265.15**	**$211.15**	**$381.91**	**$268.45**	**$302.53**	**$236.77**

Source: 2012 Joint Annual Report Schedule H - Financial Data - Daily Charge

Davidson County Estimated 2018 Nursing Home Rates

	NURSING HOMES	Estimated 2018 Rates						
		SNF/Medicare	Medicaid		Private Pay/Private Room		Private Pay Seml/Pvt	
			Level II	Level I	Level II	Level I	Level II	Level I
1	Belcourt Terrace	$618.57	$231.80	$201.85	$390.68	$239.62	$390.68	$213.57
2	Bethany Health Care Center	$698.01	$299.52	$247.43	$531.32	$272.17	$350.31	$252.64
3	Bordeaux Long Term Care	$651.13	$651.13	$221.38	$475.32	$240.92	$455.79	$221.38
4	Crestview Nursing Home	$673.27	$231.80	$212.27	N/A	$240.92	$253.94	$234.41
5	Cumberland Manor	$518.30	N/A	$230.50	$238.31	$238.31	$230.50	$230.50
6	Donelson Place Care & Rehab Center	$259.15	$260.45	$257.85	N/A	$263.06	N/A	$263.06
7	Good Samaritan Health & Rehab	$608.16	$195.34	$188.83	$364.63	$240.92	$260.45	$221.38
8	Grace Healthcare of Whites Creek	$597.74	$192.73	$187.53	N/A	$240.92	N/A	$227.90
9	Green Hills Health & Rehab Center	$683.69	$225.29	$214.87	$675.87	$345.10	$286.50	$286.50
10	Imperial Gardens Health & Rehab	$539.14	$231.80	$214.87	$286.50	$247.43	$273.47	$234.41
11	Jackson Park Christian Home	N/A	N/A	N/A	N/A	N/A	N/A	N/A
12	Lakeshore Heartland	N/A	N/A	$208.36	N/A	$248.73	N/A	$235.71
13	Life Care Center of Hickory Wood	N/A	N/A	N/A	N/A	N/A	N/A	N/A
14	Life Care Center of Old Hickory Village	$605.55	N/A	N/A	$457.09	$457.09	$279.99	$279.99
15	Madison Healthcare & Rehab (Kindred)	$531.32	$205.76	$188.83	N/A	N/A	$252.64	N/A
16	McKendree Village	$553.46	$231.80	$214.87	$375.05	$242.22	$362.03	$229.20
17	Health Center at Richland Place	$668.06	N/A	N/A	$345.10	$345.10	$306.03	$306.03
18	The Meadows	$377.66	N/A	N/A	$293.01	$300.82	$250.03	$242.22
19	Trevecca Health Care Center	$635.50	$299.52	$248.73	$369.84	$269.57	$350.31	$250.03
20	Vanco Manor	$681.08	N/A	$251.34	$272.17	$272.17	$251.34	$251.34
21	West Meade Place	$345.10	$345.10	$240.92	$345.10	$273.47	$345.10	$240.92
22	Woodcrest at Blakeford	$475.32	N/A	N/A	$566.48	$351.61	$475.32	$279.99
	Average Rates	**$564.22**	**$277.08**	**$220.65**	**$399.10**	**$280.53**	**$316.14**	**$247.43**

Source: 2012 Joint Annual Report Schedule H - Financial Data - Daily Charge

Section III – Contribution of Orderly Development – 3

Salary Comparison

Nursing	2013 Wages	The Health Center of Hermitage Year 1 Average Wages
RN	$27.90	$29.25
LPN	$18.25	$21.98
C N A	$11.15	$12.70

Source: Tennessee Department of Labor & Workforce Development 2013 Occupational Employment and Wages Nashville-Davidson-Murfreesboro, TN MSA Healthcare Practitioners and Technical Operations

Physical Therapists	29-1123	1,100	73,260	55,920	81,940	62,000	73,720	86,670
			35.20	26.90	39.40	29.80	35.45	41.65
Radiation Therapists	29-1124	N/A	68,920	51,350	77,700	56,000	67,020	78,450
			33.15	24.70	37.35	26.90	32.20	37.70
Recreational Therapists	29-1125	130	38,490	27,000	44,230	30,390	35,750	43,180
			18.50	13.00	21.25	14.60	17.20	20.75
Respiratory Therapists	29-1126	590	49,950	38,460	55,690	41,220	49,770	58,390
			24.00	18.50	26.80	19.80	23.95	28.05
Speech-Language Pathologists	29-1127	370	56,510	39,350	65,090	42,690	52,700	66,380
			27.15	18.90	31.30	20.50	25.35	31.90
Exercise Physiologists	29-1128	20	50,050	35,700	57,220	37,670	46,830	63,140
			24.05	17.15	27.50	18.10	22.50	30.35
Therapists, All Other	29-1129	30	54,890	39,060	62,800	42,040	50,050	61,490
			26.40	18.80	30.20	20.20	24.05	29.55
Veterinarians	29-1131	270	110,010	66,220	131,910	70,630	84,740	107,250
			52.90	31.85	63.40	33.95	40.75	51.55
* Registered Nurses	29-1141	12,110	58,260	44,710	65,040	48,220	58,060	68,600
			28.00	21.50	31.25	23.20	27.90	33.00
Nurse Practitioners	29-1171	1,200	86,980	70,200	95,370	77,770	87,420	97,550
			41.80	33.75	45.85	37.40	42.05	46.90
Audiologists	29-1181	40	59,780	52,010	63,660	51,590	56,020	63,010
			28.75	25.00	30.60	24.80	26.95	30.30

Entry and Experienced wages represent the mean of the lower third and the mean of the upper two-thirds of the wage distribution respectively. The OES survey does not collect information for entry or experienced workers. Tennessee Department of Labor & Workforce Development, Employment Security Division, Labor Market Information. Publish date June 2013.

TENNESSEE OCCUPATIONAL WAGES

Total all industries
Nashville-Davidson--Murfreesboro, TN MSA

Healthcare Practitioners and Technical Occupations

Occupation	Occ. code	Est. empl.	Mean wage	Entry wage	Exp. wage	25th pct	Median wage	75th pct
Medical and Clinical Laboratory Technicians	29-2012	1,770	34,380	25,030	39,050	27,220	32,790	40,490
			16.55	12.05	18.80	13.10	15.75	19.45
Dental Hygienists	29-2021	900	65,580	55,560	70,590	61,530	67,220	72,830
			31.55	26.70	33.95	29.60	32.30	35.00
Diagnostic Medical Sonographers	29-2032	180	67,000	53,970	73,520	58,580	66,970	74,920
			32.20	25.95	35.35	28.15	32.20	36.00
Nuclear Medicine Technologists	29-2033	100	57,930	42,010	65,890	50,110	62,450	69,260
			27.85	20.20	31.70	24.10	30.00	33.30
Radiologic Technologists and Technicians	29-2034	1,270	48,370	35,770	54,670	39,540	47,630	57,360
			23.25	17.20	26.30	19.00	22.90	27.60
Magnetic Resonance Imaging Technologists	29-2035	170	67,040	48,470	76,330	55,370	66,940	78,930
			32.25	23.30	36.70	26.60	32.20	37.95
Emergency Medical Technicians and Paramedics	29-2041	1,790	33,590	21,520	39,620	24,060	31,650	41,250
			16.15	10.35	19.05	11.55	15.20	19.85
Dietetic Technicians	29-2051	340	25,620	18,720	29,070	20,540	24,810	29,600
			12.30	9.00	14.00	9.85	11.95	14.25
Pharmacy Technicians	29-2052	2,870	29,080	23,160	32,040	24,760	28,090	32,730
			14.00	11.15	15.40	11.90	13.50	15.75
Psychiatric Technicians	29-2053	610	24,350	21,840	25,610	21,340	23,050	25,880
			11.70	10.50	12.30	10.25	11.10	12.45
Respiratory Therapy Technicians	29-2054	80	40,920	33,710	44,520	34,980	40,140	46,440
			19.65	16.20	21.40	16.80	19.30	22.35
Surgical Technologists	29-2055	560	42,090	32,420	46,930	34,290	39,970	49,100
			20.25	15.60	22.55	16.50	19.20	23.60
Veterinary Technologists and Technicians	29-2056	400	28,400	22,260	31,470	23,750	27,730	32,390
			13.65	10.70	15.15	11.40	13.35	15.55
Ophthalmic Medical Technicians	29-2057	N/A	35,680	29,900	38,560	31,030	35,310	40,790
			17.15	14.40	18.55	14.90	17.00	19.60
* Licensed Practical and Licensed Vocational Nurses	29-2061	4,820	38,750	33,140	41,550	33,910	37,930	43,800
			18.65	15.95	20.00	16.30	18.25	21.05
Medical Records and Health Information Technicians	29-2071	820	35,290	24,510	40,690	26,550	32,600	40,980
			16.95	11.80	19.55	12.75	15.65	19.70
Opticians, Dispensing	29-2081	190	32,820	25,750	36,350	28,910	33,000	36,370
			15.80	12.40	17.50	13.90	15.85	17.50
Health Technologists and Technicians, All Other	29-2099	170	65,680	34,880	81,080	40,690	58,120	99,320
			31.60	16.75	39.00	19.55	27.95	47.75
Occupational Health and Safety Specialists	29-9011	240	60,220	42,660	69,000	47,570	58,100	73,130
			28.95	20.50	33.15	22.85	27.95	35.15

TENNESSEE OCCUPATIONAL WAGES

Total all industries
Nashville-Davidson--Murfreesboro, TN MSA

Healthcare Support Occupations

Occupation	Occ. code	Est. empl.	Mean wage	Entry wage	Exp. wage	25th pct	Median wage	75th pct
HEALTHCARE SUPPORT OCCUPATIONS	31-0000	20,250	26,900	18,710	31,000	20,360	24,640	31,710
			12.95	9.00	14.90	9.80	11.85	15.25
Home Health Aides	31-1011	4,650	19,830	16,760	21,360	17,570	19,830	22,420
			9.55	8.05	10.25	8.45	9.55	10.80
Psychiatric Aides	31-1013	N/A	24,040	19,960	26,070	20,820	23,150	26,900
			11.55	9.60	12.55	10.00	11.15	12.95
* Nursing Assistants	31-1014	6,070	24,140	18,720	26,860	20,180	23,220	27,820
			11.60	9.00	12.90	9.70	11.15	13.40
Orderlies	31-1015	270	N/A	N/A	N/A	N/A	N/A	N/A
			N/A	N/A	N/A	N/A	N/A	N/A
Occupational Therapist Assistants	31-2011	80	52,390	40,310	58,440	44,980	53,370	60,070
			25.20	19.40	28.10	21.60	25.65	28.90
Physical Therapist Assistants	31-2021	400	45,730	29,020	54,080	33,050	47,950	56,970
			22.00	13.95	26.00	15.90	23.05	27.40
Physical Therapist Aides	31-2022	200	21,940	17,480	24,170	19,040	21,460	23,720
			10.55	8.40	11.60	9.15	10.30	11.40
Massage Therapists	31-9011	250	39,220	25,440	46,110	31,100	35,550	41,950
			18.85	12.25	22.15	14.95	17.10	20.15
Dental Assistants	31-9091	1,540	34,980	29,140	37,900	31,110	34,960	39,520
			16.80	14.00	18.20	14.95	16.80	19.00
Medical Assistants	31-9092	3,810	30,920	25,060	33,850	26,210	29,550	35,250
			14.85	12.05	16.30	12.60	14.20	16.95
Medical Transcriptionists	31-9094	770	42,230	30,950	47,880	32,530	36,280	43,420
			20.30	14.90	23.00	15.65	17.45	20.90
Pharmacy Aides	31-9095	N/A	18,480	16,820	19,310	16,830	18,250	19,770
			8.90	8.10	9.30	8.10	8.80	9.50
Veterinary Assistants and Laboratory Animal Caretakers	31-9096	420	26,350	19,100	29,980	21,430	26,520	30,810
			12.65	9.20	14.40	10.30	12.75	14.80
Phlebotomists	31-9097	870	27,170	19,610	30,950	22,090	27,360	32,730
			13.05	9.45	14.90	10.60	13.15	15.75
Healthcare Support Workers, All Other	31-9099	N/A	37,230	25,560	43,060	28,950	38,780	45,370
			17.90	12.30	20.70	13.90	18.65	21.80

Entry and Experienced wages represent the mean of the lower third and the mean of the upper two-thirds of the wage distribution respectively. The OES survey does not collect information for entry or experienced workers. Tennessee Department of Labor & Workforce Development, Employment Security Division, Labor Market Information. Publish date June 2013.

Section III – Contribution of Orderly Development – 7b

Copy of CON

STATE OF TENNESSEE
Health Services and Development Agency

Certificate of Need No. **CN1306-022A** is hereby granted under the provisions of T.C.A. § 68-11-1601, *et seq.*, and rules and regulations issued thereunder by this Agency.

To: The Health Center of Hermitage, LLC
100 Vine Street
Murfreesboro, TN 37130

For: The Health Center of Hermitage

This Certificate is issued for: The establishment of a nursing home by relocating 60 of the 150 nursing home beds from the approved but unimplemented certificate of need for the Health Center of Nashville, CN1107-024A, pursuant to T.C.A.§ 68-11-1631 which permits the qualified partial relocation of nursing home beds and the addition of 30* new Medicare-certified skilled nursing home beds for a total 90 Medicare-certified skilled bed nursing home.

* These beds are subject to the 2013-2014 Nursing Home Bed Pool.

On the premises located at: Unaddressed site at Bell Road south of Woodland Point Drive and north of Couchville Pike
Nashville (Davidson County), TN 37201

For an estimated project cost of: $20,142,000.00

The Expiration Date for this Certificate of Need is

December 1, 2016

or upon completion of the action for which the Certificate of Need was granted, whichever occurs first. After the expiration date, this Certificate of Need is null and void.

Date Approved: October 23, 2013

D. Lyn Johns
Chairman

Date Issued: November 20, 2013

Melanie M Hull
Executive Director

HF-0022 (Rev.1/04)

Attachment – Proof of Publication

Billing Rep
High volume healthcare billing office in the Franklin area needs experienced medical billing rep. Responsibilities include but not limited to: filing claims, working insurance AR/appeals, payment posting, handling customer service calls, daily balancing and reconciliation, credentialing and special projects. CPC a plus but not required.
Please fax resume to attn: Dawn at 615-550-4035 or email to dbrooks@integratedmds.com

Business Opportunity

Removal/ Repairs $50! www.Computers4LessTN.com (615)573-5941

Your merchandise is as good as gone. Call 242-SALE today.

Health Care

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GI experience preferred. EMR (preferrably Eclinical work). Escribe experience, front office & back office. Please email resume to: mnhargrove29@gmail.com

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April 18th for Good Friday. Busy Bee Farms. Hwy 41, Trenton, KY. **Call 270-466-3207**

Your merchandise is as good as gone. Call 242-SALE today.

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HARP ELECTRIC
new Camac BABY BLUE, hand held with shoulder strap included, $4800. Call 919-225-7687

Place your ad online @ www.tennessean.com

Sales

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Garage Sales - Area 2 - Davidson Co.

Belle Meade Garage Sale
4/12 8am
136 Brookfield Ave
Bedroom set, Dining room set, lawn mower, blower & trimmer and much more West side East of the 70 & 100 split

Forest Hills Estate
April 26 & 27
Tyne Boulevard
Massive high end ESTATE SALE! House & contents! 7,000 sq. ft. of fine antiques, collectibles & tons of furniture, Drexel Heritage, Black Forest, Persian rugs, famous original art, a 16th century icon, Handel, Tiffany, Colt guns, Louis Vuitton, Gucci, 1850's TN sugar chest, Civil War relics, coins, pottery, glassware, jewelry, Hummer H2, BMW Z4, Harley Davidson and MUCH more! For more, call 615-389-7755 and/or visit MidTnBullion.com for photos.

HARDING MALL
Fri, Sat, 12am - 4pm
264 Willow Lane
Bsmt Sale, Antique piano and many other items.

ESTATE SALE
HILLWOOD
Fri-Sat, 4/11-12, 9am-4.
407 West Hillwood Dr.
Entire contents of house. Furniture, crystal, silver, lots of household items see pictures at estatesales.net
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Sales

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Fri. 4/11, 8am-4pm
Sat. 4/12, 8am-3pm
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Fri. 4/11, 8am-4pm
Sat. 4/12, 8am-3pm
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Public Notices

Public Notices

701 S. 6th St.
Nashville, TN 37206 (615)-252-8400

REQUEST FOR RELEASE OF FUNDS

On or about April 28, 2014 the Metropolitan Development & Housing Agency is authorized by the Metropolitan Government of Nashville/Davidson County, TN to submit a request to the Department of Housing & Urban Development (HUD) for the release of Community Development Block Grant (CDBG) & Neighborhood Stabilization Program (NSP1) Funds for the acquisition of five contiguous vacant lots located at 933-941 Jefferson Street. Affordable multi-family housing units will be developed on these lots.

FINDING OF NO SIGNIFICANT IMPACT

The Metropolitan Government of Nashville & Davidson County has determined this project to have a finding of "No Significant Impact on the environment. The Environmental Review Record (ERR) is on file at the Metropolitan Development & Housing Agency, 712 S. 6th St. and may be examined or copied M-F 7:30 am-4:30 pm.

PUBLIC COMMENTS

Any individual, group or agency may submit written comments on the ERR to the Metropolitan Development & Housing Agency's Community Development department, the designated office for receiving and responding to comments. All comments received by April 25, 2014 will be considered by the Metropolitan Development & Housing Agency prior to the submission of a Request for Release of Funds (ROFF).

REQUEST RELEASE OF FUNDS (RROF)

The Metropolitan Government of Nashville & Davidson County certifies to HUD that Karl Dean, in his capacity as Mayor, consents to accept the jurisdiction of the Federal Courts if an action is brought to enforce responsibilities in relation to the environmental review process and these responsibilities have been satisfied. HUD's approval of the City's certification satisfies its responsibilities under NEPA and related laws and authorities, and allows the city to use or authorize the use of program funds for the purposes identified in this notice.

OBJECTIONS TO RELEASE OF FUNDS

HUD will accept objections to its RROF and the Metropolitan Government of Nashville & Davidson County's certification for a period of fifteen (15) days following the anticipated submission date or its actual receipt of the request (whichever is later) if they are on one of the following bases: a) the certification was not executed by the Certifying Officer or the Metropolitan Government of Nashville & Davidson County; b) the Metropolitan Government of Nashville & Davidson County has omitted a step or failed to make a decision or finding required by HUD regulations at 24 CFR Part 58; c) the City of Nashville has committed funds or incurred costs not authorized by 24 CFR Part 58 before approval of the ROFF by HUD; d) another federal agency acting pursuant to 40 CFR Part 1504 has submitted a written finding that the project is unsatisfactory from the standpoint of environmental quality. Objections must be prepared and submitted in accordance with the required procedures of 24 CFR Part 58 and shall be addressed to the Department of Housing & Urban Development, 710 Locus St. Suite 300 Knoxville, TN 37902-2526. Potential objectors should contact HUD to verify the actual last day of the objection period. Karl Dean, Mayor of the Metropolitan Government of Nashville & Davidson County.

0101728802

NOTIFICATION OF INTENT TO APPLY FOR A CERTIFICATE OF NEED

This is to provide official notice to the Health Services and Development Agency and all interested parties, in accordance with T.C.A. § 68-11-1601 et seq., and the Rules of the Health Services and Development Agency, that:
The Health Center of Hermitage, Nursing Home owned by: The Health Center of Hermitage, LLC with an ownership type of Limited Liability Company and to be managed by: The Health Center of Hermitage, LLC intends to file an application for a Certificate of Need
for: Change of Site/Relocation of 90 Bed's approved by CN1306-22A from the original site located along Bell Road approximately 2 miles south of its intersection with I-40. The undeveloped property does not have an address. Its location is on the west side of Bell Road approximately 436 yards south of Woodland Point Drive and 600 yards north of Couchville Pike. The site is 13 acres with 650 feet of frontage in Nashville, (Davidson County), Tennessee. The new proposed site is located on approximately 14.02 acres (shown as Tax Parcel 89.00 on tax Map 087) at 4214 Central Pike, Davidson Country Tennessee. The project, The Health Center of Hermitage, is to be certified for the Medicare participation. The project is not requesting any additional Nursing Home Beds. The estimated project cost is projected to be $19,198,500.
The anticipated date of filing the application is: April 15, 2014
The contact person for this project is Bruce K. Duncan, Assistant Vice President who may be reached at: National HealthCare Corporation, 100 Vine Street, 12th Floor, Murfreesboro, Tennessee 37130 615/ 890-2020
Upon written request by interested parties, a local Fact-Finding public hearing shall be conducted. Written requests for hearing should be sent to:
Health Services and Development Agency
Andrew Jackson Building, 9th Floor
502 Deaderick Street
Nashville, Tennessee 37243
The published Letter of Intent must contain the following statement pursuant to T.C.A. § 68-11-1607(c)(1). (A) Any health care institution wishing to oppose a Certificate of Need application must file a written notice with the Health Services and Development Agency no later than fifteen (15) days before the regularly scheduled Health Services and Development Agency meeting at which the application is originally scheduled; and (B) Any other person wishing to oppose the application must file written objection with the Health Services and Development Agency at or prior to the consideration of the application by the Agency.

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Robertson County
Call today for early morning routes in the following areas:
Springfield - Robertson County
Call or email Marsha Liby
Email: **maw_word@yahoo.com**
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Must have reliable vehicle, proof of insurance and a valid driver's license.

Newspaper Carrier Opportunities
Clarksville / Indian Mound / Dickson Area
Email today for early morning routes in the following areas:
Montgomery and Dickson Counties
Send email to Pam at Pamelaf0314@hotmail.com
You must have a reliable vehicle, proof of insurance and a valid driver's license.

Newspaper Carrier Opportunities
Call today for early morning routes in the following areas:
Belle Meade/West Meade/Bellevue /Kingston Springs
Jill Riezinger
Phone: 615-308-2698
Email @ jeriezinger@comcast.net
Must have reliable vehicle, proof of insurance and a valid driver's license

Newspaper Carrier Opportunities
Clarksville / Dickson Area
★★★★★★★★★★★★★★
Email today for early morning routes in the following areas:
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Montgomery and Dickson Counties
Send email to Pam at Pamelaf0314@hotmail.com
★★★★★★★★★★★★★★
You must have a reliable vehicle, proof of insurance and a valid driver's license.

General Help Wanted | **General Help Wanted**

Newspaper Carrier Opportunities
Sumner County
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REQUIREMENTS INCLUDE:
-Candidate must be 18 or older
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Contact Jesse @ (517)581-1611

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NHC

NATIONAL HEALTHCARE CORPORATION

April 3, 2014

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PHONE: 615-259-8861
Email: publicnotice@tennessean.com

Dear Public Notices:

Please publish the attached document according to the instructions at the top of the attached document page on Thursday the tenth (10) of April 2014. Also, please send us a copy of the notice and proof of publication (i.e. notary of publication). Please bill us for any cost incurred with regard to this request. Please send all correspondence to my attention at:

Bruce K. Duncan, National HealthCare Corporation, City Center, 100 Vine Street, 12th Floor, Murfreesboro, TN 37130.

I will need the proof of publication no later than April the 10th (FAX 615-890-0123), and the original mailed to me on the same day. Thank you for your prompt attention to this matter.

If you have any questions please do not hesitate to call me at 615-890-2020.

Sincerely,

NATIONAL HEALTHCARE CORPORATION

Bruce K. Duncan, Assistant Vice President
Director of Health Planning

Attachment

City Center • 100 East Vine Street • Murfreesboro, Tennessee 37130 (615) 890-2020

PUBLICATION OF INTENT
TENNESSEE HEALTH SERVICES AND DEVELOPMENT AGENCY

The following shall be published in the "Legal Notices" section of the newspaper in a space no smaller than two (2) columns by two (2) inches.

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NOTIFICATION OF INTENT TO APPLY FOR A CERTIFICATE OF NEED

This is to provide official notice to the Health Services and Development Agency and all interested parties, in accordance with T.C.A. § 68-11-1601 *et seq.*, and the Rules of the Health Services and Development Agency, that:

The Health Center of Hermitage (Name of Applicant), Nursing Home (Facility Type-Existing)

owned by: The Health Center of Hermitage, LLC with an ownership type of Limited Liability Company and to be managed by: The Health Center of Hermitage, LLC intends to file an application for a Certificate of Need

for: Change of Site/Relocation of 90 Bed's approved by CN1306-22A from the original site located along Bell Road approximately 2 miles south of its intersection with I-40. The undeveloped property does not have an address. Its location is on the west side of Bell Road approximately 436 yards south of Woodland Point Drive and 600 yards north of Couchville Pike. The site is 13 acres with 650 feet of frontage in Nashville, (Davidson County), Tennessee. The new proposed site is located on approximately 14.02 acres (shown as Tax Parcel 89.00 on tax Map 087) at 4214 Central Pike, Hermitage, Davidson Country Tennessee. The project, The Health Center of Hermitage, is to be certified for the Medicare participation. The project is not requesting any additional Nursing Home Beds. The estimated project cost is projected to be $19,198,500.

The anticipated date of filing the application is: April 15, 2014

The contact person for this project is Bruce K. Duncan (Contact Name), Assistant Vice President (Title)

who may be reached at: National HealthCare Corporation (Company Name), 100 Vine Street, 12th Floor (Address)

Murfreesboro (City), Tennessee (State), 37130 (Zip Code), 615 / 890-2020 (Area Code / Phone Number)

Upon written request by interested parties, a local Fact-Finding public hearing shall be conducted. Written requests for hearing should be sent to:

Health Services and Development Agency
Andrew Jackson Building, 9th Floor
502 Deaderick Street
Nashville, Tennessee 37243

The published Letter of Intent must contain the following statement pursuant to T.C.A. § 68-11-1607(c)(1). (A) Any health care institution wishing to oppose a Certificate of Need application must file a written notice with the Health Services and Development Agency no later than fifteen (15) days before the regularly scheduled Health Services and Development Agency meeting at which the application is originally scheduled; and (B) Any other person wishing to oppose the application must file written objection with the Health Services and Development Agency at or prior to the consideration of the application by the Agency.

==========

HF50 (Revised 01/09/2013 – all forms prior to this date are obsolete)

Attachment – Letter of Intent

APR 15 '14 AM 10:50

LETTER OF INTENT
TENNESSEE HEALTH SERVICES AND DEVELOPMENT AGENCY

The Publication of Intent is to be published in the Tennessean (Name of Newspaper) which is a newspaper of general circulation in Davidson (County), Tennessee, on or before April 10 (Month / day), 20 14 (Year), for one day.

==========

This is to provide official notice to the Health Services and Development Agency and all interested parties, in accordance with T.C.A. § 68-11-1601 *et seq.*, and the Rules of the Health Services and Development Agency, that:

The Health Center of Hermitage (Name of Applicant), Nursing Home (Facility Type-Existing)

owned by: The Health Center of Hermitage, LLC with an ownership type of Limited Liability Company and to be managed by: The Health Center of Hermitage, LLC intends to file an application for a Certificate of Need for: Change of Site/Relocation of 90 Bed's approved by CN1306-22A from the original site located along Bell Road approximately 2 miles south of its intersection with I-40. The undeveloped property does not have an address. Its location is on the west side of Bell Road approximately 436 yards south of Woodland Point Drive and 600 yards north of Couchville Pike. The site is 13 acres with 650 feet of frontage in Nashville, (Davidson County), Tennessee. The new proposed site is located on approximately 14.02 acres (shown as Tax Parcel 89.00 on tax Map 087) at 4214 Central Pike, Hermitage, Davidson Country Tennessee. The project, The Health Center of Hermitage, is to be certified for the Medicare participation. The project is not requesting any additional Nursing Home Beds. The estimated project cost is projected to be $19,198,500.

The anticipated date of filing the application is: April 15, 20 14

The contact person for this project is Bruce K. Duncan (Contact Name), Assistant Vice President (Title)

who may be reached at: National HealthCare Corporation (Company Name), 100 Vine, Street, 12th Floor (Address)

Murfreesboro (City), Tennessee (State), 37130 (Zip Code), 615 / 890-2020 (Area Code / Phone Number)

(Signature), 4/3/14 (Date), Bduncan@nhccare.com (E-mail Address)

==========

The Letter of Intent must be filed in triplicate and received between the first and the tenth day of the month. If the last day for filing is a Saturday, Sunday or State Holiday, filing must occur on the preceding business day. File this form at the following address:

Health Services and Development Agency
Andrew Jackson Building, 9th Floor
502 Deaderick Street
Nashville, Tennessee 37243

==========

The published Letter of Intent must contain the following statement pursuant to T.C.A. § 68-11-1607(c)(1). (A) Any health care institution wishing to oppose a Certificate of Need application must file a written notice with the Health Services and Development Agency no later than fifteen (15) days before the regularly scheduled Health Services and Development Agency meeting at which the application is originally scheduled; and (B) Any other person wishing to oppose the application must file written objection with the Health Services and Development Agency at or prior to the consideration of the application by the Agency.

==========

HF51 (Revised 01/09/2013 – all forms prior to this date are obsolete)

State of Tennessee
Health Services and Development Agency
Andrew Jackson, 9th Floor, 502 Deaderick Street, Nashville, TN 37243
www.tn.gov/hsda Phone: 615-741-2364 Fax: 615-741-9884

CONSENT CALENDAR

May 1, 2014

Bruce K. Duncan, Assistant Vice President
National HealthCare Corporation
100 Vine Street, 12th Floor
Murfreesboro, TN 37130

RE: Certificate of Need Application for The Health Center of Hermitage -- CN1404-011

Dear Mr. Duncan:

This is to acknowledge the receipt of supplemental information to your application for a Certificate of Need for the change of site/relocation of the 90* bed, Medicare certified nursing home approved (but unimplemented CN1306-022A) at the October 23, 2013 Agency meeting. The proposed re-location is from the original, unaddressed 13 acre site at Bell Road near Woodland Point Road and Couchville Pike in Nashville (Davidson County), Tennessee to a new site containing approximately 14.02 acres at 4214 Central Pike, Hermitage (Davidson County), Tennessee, a distance of approximately 5 miles. There is no change in the proposed bed complement and plans to seek Medicare certification. The estimated project cost is $19,241,697.00. *These beds are not subject to the 2013-2014 Nursing Home Bed Pool.

Please be advised that your application is now considered to be complete by this office. Your application is being forwarded to the Tennessee Department of Health and/or its representative for review.

In accordance with Tennessee Code Annotated, §68-11-1601, et seq., as amended by Public Chapter 780, the 30-day review cycle for **CONSENT CALENDAR** for this project will begin on May 1, 2014. The first thirty (30) days of the cycle are assigned to the Department of Health, during which time a public hearing may be held on your application. You will be contacted by a representative from this Agency to establish the date, time and place of the hearing should one be requested. At the end of the thirty (30)-day period, a written report from the Department of Health or its representative will be forwarded to this office for Agency review within the thirty (30)-day period immediately following. You will receive a copy of their findings. The Health Services and Development Agency will review your application on June 25, 2014.

Any communication regarding projects under consideration by the Health Services and Development Agency shall be in accordance with T.C.A. § 68-11-1607(d):

(1) No communications are permitted with the members of the agency once the Letter of Intent initiating the application process is filed with the agency. Communications between agency members and agency staff shall not be prohibited. Any communication received by an agency member from a person unrelated to the applicant or party opposing the application shall be reported to the Executive Director and a written summary of such communication shall be made part of the certificate of need file.

(2) All communications between the contact person or legal counsel for the applicant and the Executive Director or agency staff after an application is deemed complete and placed in the review cycle are prohibited unless submitted in writing or confirmed in writing and made part of the certificate of need application file. Communications for the purposes of clarification of facts and issues that may arise after an application has been deemed complete and initiated by the Executive Director or agency staff are not prohibited.

Should you have questions or require additional information, please contact me.

Sincerely,

Melanie M. Hill
Executive Director

MMH:mab

cc: Trent Sansing, CON Director, Division of Health Statistics

State of Tennessee
Health Services and Development Agency
Andrew Jackson, 9th Floor, 502 Deaderick Street, Nashville, TN 37243
www.tn.gov/hsda Phone: 615-741-2364 Fax: 615-741-9884

MEMORANDUM

TO: Trent Sansing, CON Director
Office of Policy, Planning and Assessment
Division of Health Statistics
Andrew Johnson Tower, 2nd Floor
710 James Robertson Parkway
Nashville, Tennessee 37243

FROM: Melanie M. Hill
Executive Director

DATE: May 1, 2014

RE: Certificate of Need Application
The Health Center of Hermitage -- CN1404-011
CONSENT CALENDAR

Please find enclosed an application for a Certificate of Need for the above-referenced project.

This application has undergone initial review by this office and has been deemed complete. It is being forwarded to your agency for a **CONSENT CALENDAR** thirty (30) day review period to begin on May 1, 2014 and end on June 1, 2014.

Should there be any questions regarding this application or the review cycle, please contact this office.

MMH:mab

Enclosure

cc: Bruce K. Duncan, Assistant Vice President

APR 10 '14 AM 10:14

LETTER OF INTENT
TENNESSEE HEALTH SERVICES AND DEVELOPMENT AGENCY

The Publication of Intent is to be published in the Tennessean (Name of Newspaper) which is a newspaper of general circulation in Davidson (County), Tennessee, on or before April 10 (Month / day), 20 14 (Year), for one day.

==========

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The Health Center of Hermitage (Name of Applicant), Nursing Home (Facility Type-Existing)

owned by: The Health Center of Hermitage, LLC with an ownership type of Limited Liability Company and to be managed by: The Health Center of Hermitage, LLC intends to file an application for a Certificate of Need for: Change of Site/Relocation of 90 Bed's approved by CN1306-22A from the original site located along Bell Road approximately 2 miles south of its intersection with I-40. The undeveloped property does not have an address. Its location is on the west side of Bell Road approximately 436 yards south of Woodland Point Drive and 600 yards north of Couchville Pike. The site is 13 acres with 650 feet of frontage in Nashville, (Davidson County), Tennessee. The new proposed site is located on approximately 14.02 acres (shown as Tax Parcel 89.00 on tax Map 087) at 4214 Central Pike, Hermitage, Davidson Country Tennessee. The project, The Health Center of Hermitage, is to be certified for the Medicare participation. The project is not requesting any additional Nursing Home Beds. The estimated project cost is projected to be $19,198,500.

The anticipated date of filing the application is: April 15, 20 14

The contact person for this project is Bruce K. Duncan (Contact Name), Assistant Vice President (Title)

who may be reached at: National HealthCare Corporation (Company Name), 100 Vine, Street, 12th Floor (Address)

Murfreesboro (City), Tennessee (State), 37130 (Zip Code), 615 / 890-2020 (Area Code / Phone Number)

(Signature), 4/3/14 (Date), Bduncan@nhccare.com (E-mail Address)

==========

The Letter of Intent must be filed in triplicate and received between the first and the tenth day of the month. If the last day for filing is a Saturday, Sunday or State Holiday, filing must occur on the preceding business day. File this form at the following address:

Health Services and Development Agency
Andrew Jackson Building, 9th Floor
502 Deaderick Street
Nashville, Tennessee 37243

==========

The published Letter of Intent must contain the following statement pursuant to T.C.A. § 68-11-1607(c)(1). (A) Any health care institution wishing to oppose a Certificate of Need application must file a written notice with the Health Services and Development Agency no later than fifteen (15) days before the regularly scheduled Health Services and Development Agency meeting at which the application is originally scheduled; and (B) Any other person wishing to oppose the application must file written objection with the Health Services and Development Agency at or prior to the consideration of the application by the Agency.

==========

NHC

NATIONAL HEALTHCARE CORPORATION

SUPPLEMENTAL- # 1
April 25, 2014
12:26am

APR 25 '14 12:26

April 24, 2014

Mr. Jeff Grimm, HSDA Examiner
State of Tennessee
Health Services & Development Agency
Andrew Jackson Building, 9th Floor
502 Deaderick Street
Nashville, TN 37243

VIA: Overnight Mail

RE: Certificate of Need Application CN1404-011, The Health Center of Hermitage (Omission Response) Davidson County, TN.

Dear Mr. Grimm:

Enclosed please find the additional information to the above referenced CON application and supplemental request. This information has been submitted in triplicate

If there are any questions, please do not hesitate to contact me at 615-890-2020.

Sincerely,

NATIONAL HEALTHCARE CORPORATION

Bruce K. Duncan
Assistant Vice President & Authorized Representative for CN1404-011

Enclosure

ORIGINAL-
Addendum
Supplemental-1

CN1404-011
THE HEALTH CENTER OF HERMITAGE

APR 25 '14 PM 2:20

SUPPLEMENTAL- # 1
April 25, 2014
12:26am

OMISSION RESPONSES

TO

THE HEALTH CENTER OF HERMITAGE, LLC CON APPLICATION, CN1404-011

FOR A CHANGE OF SITE: THE HEALTH CENTER OF HERMITAGE

PREVIOUSLY APPROVED 90 BED NURSING HOME

DAVIDSON COUNTY

April 25, 2014

ATTN: MR. JEFF GRIMM, HSDA EXAMINER

SUPPLEMENTAL- # 1
April 25, 2014
12:26am

1. **Section A, Item 6 (legal Interest in the Site)**

   Review of the fully executed purchase agreement between the parties revealed that the applicant's legal interest in the site will be active through a closing date anticipated on or about October 31, 2014. However, review of the Limited warranty revealed otherwise, based on the absence of any signatures by the parties to the agreement. Please clarify by explaining why a limited warranty would not be appropriate as a means to protect the interests of the parties to the Purchase Agreement.

   Legal Interest: Our contract provides for a 180 Inspection, Due Diligence, and Planning Period. We have the ability to extend that period for 120 days with a payment of $15,000. NHC's control of the site extends until Dec. 30, 2014, if the extension is requested. The Limited Warranty Deed referred to is the "form" or example of the deed that will be used at closing. This reduces the possibility of a misunderstanding on the type of deed required at closing. Deeds are used at closing to transfer and establish ownership. The Purchase and Sale Agreement is the controlling document prior to closing.

2. **Section A, Item 11 and Item 13**

The response to Item 11 reflects that the 90 bed nursing home will not seek Medicaid provider certification; however, it appears that it will seek contracts with TennCare MCOs in Davidson County. Given the financial plans for a managed care payor mix that potentially accounts for approximately 20% of total projected patient days in Year 1 and 2, please discuss the plans for admission of Medicaid recipients in more detail.

The managed care payor mix projected in Year 1 and 2 is managed care for Medicare patients. The projection reflects no "Medicaid" managed care patients. Admission of Medicaid recipients would be done out of network, at negotiated rates, and have not been reflected in the proforma projections since such admissions are not expected to occur in great numbers.

3. **Section B, Project Description, Item I**

Please provide confirmation from an authorized management representative confirming that CN1306-022A, The Health Center of Hermitage, LLC, will be voluntarily surrendered if the application is approved.

I, Bruce K Duncan, as authorized representative for the referenced project and Assistant Vice President with National HealthCare Corporation, confirm that CN1306-022A will be voluntarily surrendered if and when CN1404-011 is approved and issued.

4. **Section B, Project Description, Item II.A.**

As reflected in the Letter of Intent, Section A, Item 9 on page 3 and Section B, Item 1 on page 5, the applicant seeks to relocate the 90 bed approved but unimplemented new nursing facility in CN1306-022A (The Health Center of Hermitage, LLC) from its current site Bell Road near Woodland Point Road and Couchville Pike in Nashville, TN (Davidson County) to a new site at 4214 Central Pike in Hermitage, Davidson County. In addition, the applicant provides a copy of the Oct 23, 2013 approval letter for CN1306-022A on page 164 of application. However, the applicant states that the project is for the relocation of the 90 beds approved in CN1107-024AME, The Health Center of Nashville, LLC, on pages 6 and 7 of this section. Please confirm that the project involves the relocation of the 90 beds approved in CN1306-022A.

The project involves the relocation of the 90 beds approved by CN1306-022A. Please see the attached revised pages 6 and 7 which correctly identify CN1306-022A as the CON at issue for the change of site.

II. Provide a detailed narrative of the project by addressing the following items as they relate to the proposal.

A. Describe the construction, modification and/or renovation of the facility (exclusive of major medical equipment covered by T.C.A. § 68-11-1601 et seq.) including square footage, major operational areas, room configuration, etc. Applicants with hospital projects (construction cost in excess of $5 million) and other facility projects (construction cost in excess of $2 million) should complete the Square Footage and Cost per Square Footage Chart. Utilizing the attached Chart, applicants with hospital projects should complete Parts A.-E. by identifying as applicable nursing units, ancillary areas, and support areas affected by this project. Provide the location of the unit/service within the existing facility along with current square footage, where, if any, the unit/service will relocate temporarily during construction and renovation, and then the location of the unit/service with proposed square footage. The total cost per square foot should provide a breakout between new construction and renovation cost per square foot. Other facility projects need only complete Parts B.-E. Please also discuss and justify the cost per square foot for this project.
If the project involves none of the above, describe the development of the proposal.

The Health Center of Hermitage, LLC ("NHC") is applying for a Certificate of Need ("CON") to relocate its 90 nursing home bed CN1306-22A. **Please see the attached CN1306-22A included in the Attachment "Section III, Contribution of Orderly Development – 7b" on page 164 at the end of the application.**

The new proposed site is approximately 14.02 acres (shown as Tax Parcel 89.00 on tax Map 087) located at 4214 Central Pike, Hermitage, Davidson Country, Tennessee.

We are requesting that the Agency approve a site change for the subject CON for a number of reasons. In summary, we are changing sites because of cost and engineering challenges at the Bell Road site. The proposed Central Pike site is a better location, allows more efficient building layouts, and is less expensive to purchase and develop.

Key points are:

Location- The proposed location along Central Pike is a better location because of its proximity to Summit Hospital (2 minute drive vs. 9 min from Bell Road).

Engineering- The original Bell Road site has been determined to offers significant engineering challenges. The Bell Road site is situated approximately 45-50 feet above Bell Road. This would require a 600 ft driveway with a 7% grade. Visitors will enter the Central Pike site at grade. This provides a much better entrance for our elderly population.

In addition, the original Bell Road site would require substantial grading. Our engineering studies indicated that NHC would have to blast 100,000 cy of rock and export 74,500 cy. Blasting and haul off would add $856,000 to the budget. The Central Pike site, while it evidences substantial rock in the subsurface, can be a balanced site. A rock premium will be included in the construction estimates.

The Bell Road site's topographical changes are significant. This factor and its tight dimensions would require substantial retaining walls. Estimates of retaining wall costs are in the $545,000 range.

All in all, the cumulative engineering challenges for the Bell Road site would add $1.0 million to the project's final cost.

Price-The Central Pike site is less expensive than the Bell Road original site. Our new contract purchase price is $78,571/ac compared to $150,000/ac for the Bell Road site. This site has better dimensions for the project as well. The subject 90 Bed health care center can be sited on 10 acres at Central Pike compared to 13 acres for Bell Road. The Central Pike

SUPPLEMENTAL- # 1
April 25, 2014
12:26am

site allows for a more efficient use of property and is less expensive resulting in $220,000 in savings.

The new nursing facility will be a single story structure which has been designed to meet all current Life Safety Codes. The center will contain 73,699 square feet and have many ancillary patient areas for center operations such as kitchen, therapy suite for physical, speech and occupational therapies, laundry and administrative offices. The center will have 74 private rooms, and 6 companion rooms/private rooms with shared baths. The center will also include dining and activity rooms and central bathing. Full ancillary areas to be constructed include Physical, Speech, Occupational Therapy, Laundry, Activity rooms and Dining Rooms and administrative offices. The center has been designed to provide state of the art care in a comfortable environment.

The Health Center of Hermitage should be granted the relocation CON for the following reasons: NHC has a long history of providing quality long term care services in Davidson County. The relocation of the 90 beds approved by CN1306-22A will help local residents in need of post-acute care services find them. The project is financial feasible (see proforma projections), and lastly, it promotes the orderly development of the existing health care system in that it relocates existing approved beds to an area of need without adding new beds and capacity to the county and service area. The Health Center of Hermitage, LLC is also supported by the community

SERVICES:

a. Nursing Services: Licensed (RN's and LPN's) and ancillary nursing personnel will serve patients and in emergencies, area residents. In recognizing the critical role qualified nursing assistants play in the care of patients, NHC has established a pilot program with levels of certified nurse assistants (CNA).

b. Rehabilitation Services: The center will provide physical, occupational, speech and recreational therapy services according to physician's orders as part of a rehabilitation program. These services are also available to all residents of the service area (outpatient) as part of the applicant's continuum of care.

c. Dietary Services: All special diet needs will be met and proper nourishment will be provided at all times. NHC has implemented (and is the only long-term health care chain to do so) an American Dietetic Association-approved Dietetic Internship program whereby dietitians are chosen to train in the three major areas of dietetics within the long-term health care setting: administrative, clinical and community dietetics with an emphasis on the treatment of geriatric nutritional problems. Internists also receive training in hospitals and community health centers. Upon graduation and completion of exams, they become licensed and certified dietitians. NHC's goal is to place an ADA Dietitian in each NHC facility.

d. Medical Director: A local physician will be employed as medical director on a consulting basis and will be available to attend to needs of our nursing home patients.

e. Consultant Services: Advice and instructions is sought from health care professionals, including dietitians, pharmacists, gerontologists, therapists, and social workers.

f. Housekeeping & Janitorial Services: Housekeeping and janitorial services will be provided to insure that services are rendered to patients in a clean, attractive, well-maintained and comfortable atmosphere.

Since CN1306-022A includes 60 of the 150 beds approved in CN1107-24AME, which, in turn, appears to be related to CN1002-007AVS (unimplemented and surrendered on or about November 1, 2011), it is suggested that the applicant provide a brief summary of the CON history that applies to the project focusing on this project's relationship to the CN1306-022A, CN1107-24AME and CN 1002-009AVS. The summary should include, at a minimum, the following information:

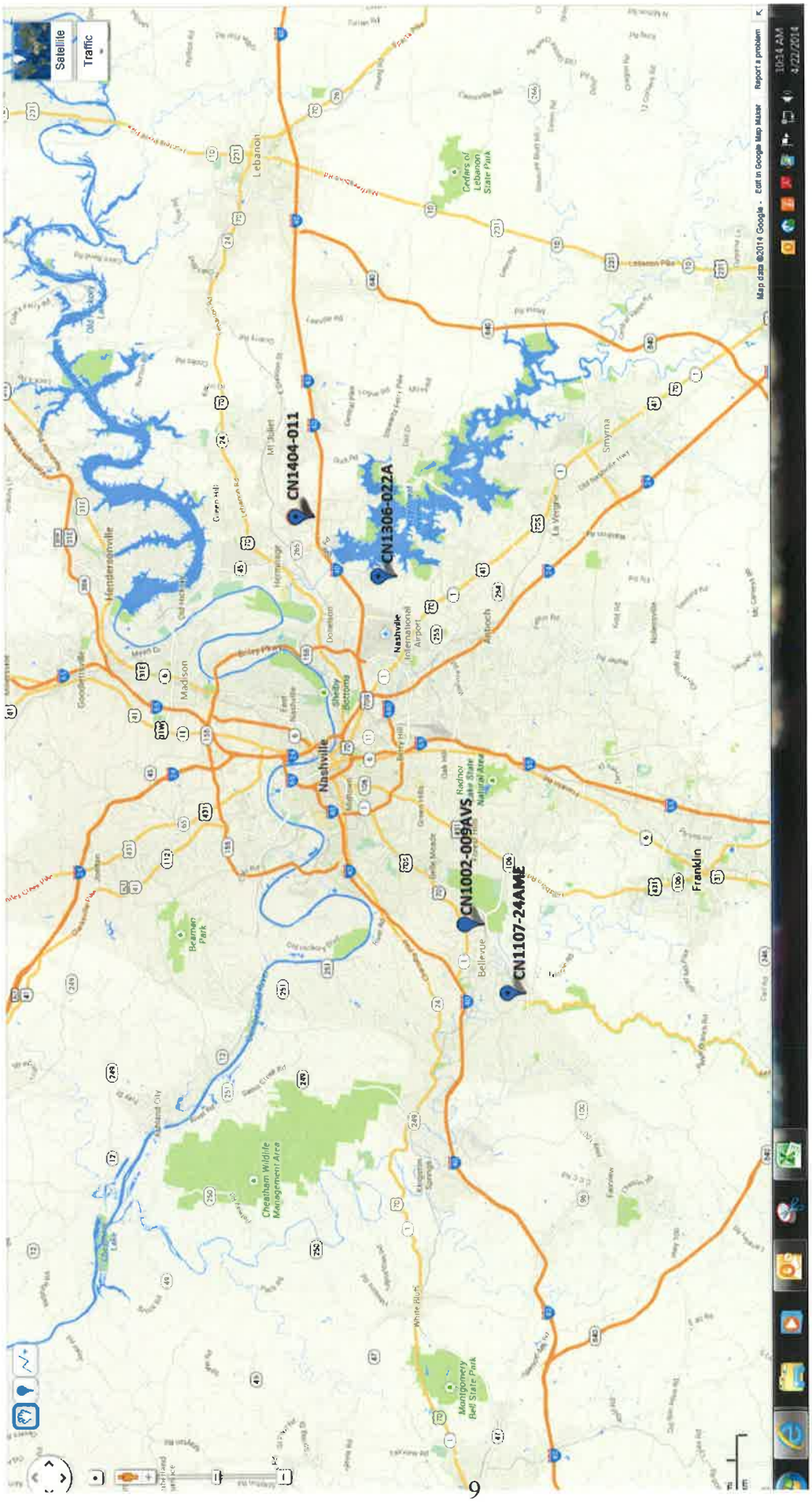
1) CON project number and project cost,
2) total size in square feet of proposed NF and # of licensed beds
3) proposed Medicare/Medicaid certification status,
4) proposed room mix (# semi-private and # private)
5) distance in miles and driving time from the proposed site at 4214 Central Pike in Hermitage to each of the related and approved CONs (note: please also provide a map that shows the locations of the nursing homes in the subject CON projects)

Please see the attached Table.

Project	CON Number	Project Cost	Square Footage	# Beds	Medicare/ Medicaid Beds	Room Mix	Driving Distance
The Health Center of Hermitage, LLC	CN1306-022A Bell Road & Woodland	$20,142,000.00	70,054	90	90 Medicare	72 Private 4 Companion/Private 5 Semi-pvt	5.5 Miles 8 Minutes
The Health Center of Nashville, LLC (CON was modified on 10/23/13)	CN110724AME Hwy 100 & Pasquo Rd	$21,512,150.00	77,408	90	45 Medicare 45 Medicare/Medicaid	90 Private	30 Miles 33 Minutes
The Health Center of Nashville, LLC (CON was surrendered upon issuance of CN110724A)	CN1002-009AVS Old Hickory Blvd	$23,320,300.00	86,000	150	75 Medicare 75 Medicare/Medicaid	38 Private 82 Companion/Private 15 Semi-pvt	26 Miles 27 Minutes

SUPPLEMENTAL- # 1

April 25, 2014
12:26am



In the second paragraph on page 7, the applicant states that the facility will contain 73,699 square feet with 74 private rooms and 6 companion rooms/private rooms (# rooms totals to a maximum capacity of 86 beds). These amounts differ from the 74,699 SF facility in the **Square Footage Chart** on page 10 and the number of rooms needed to house a total of 90 beds (as shown on page 3 in the bed complement table or in the floor plans on pages 49 - 55). Please clarify.

Please note that the 74,699 SF number found in the Square Footage Chart on page 10 includes a 1,000 SF, Item E, for a Maintenance Building. As the Maintenance building is separate from the healthcare center building, the narrative reflected in page 7 addresses the square footage in the "facility" or patient care building only, minus the 1000 Sq. ft. exterior maintenance building.
Please see the floor plans attached to Supplemental Question 6 for a revised floor plan correctly totaling to 90 beds.

How is the 14 acre property zoned? If residential, and restrictions exist, please discuss plans to rezone to "Mixed Use" or "Specific Plan" classifications, as appropriate. Does the applicant's recent experience with rezoning to Specific Plan designation for the 90 bed facility approved in CN1107-024AME (to be constructed in western Davidson County) have any implications for the development of this nursing home in Hermitage?

The property is zoned single family residential. We have had several meetings with Metro Planning and they have agreed that we should make an application to rezone the property using a *regulatory specific plan* NOT a *specific plan*. The former does not require engineered site plans, building elevations, and other technical details. The regulatory SP allows us to deal with uses not project details. We will be able to save 30-60 days by not having to go the Specific Plan route because we don't have to provide building and site plan details. This may change as we go thru the rezoning process but right now we are very optimistic about this approach. The previously mentioned rezoning effort was well received by the Metro Planning Staff. Our professionalism, team strength, and NHC's product made that a relatively painless/non-controversial project for Staff which I'm sure they appreciated.

5. **Section B, Project Description, Item II.B., Item II.C and Item II.D.**

   Item II.B.: The description on page 9 refers to relocating the 90 beds approved in CN1107-24A, The Health Center of Nashville, LLC, in lieu of the 90 beds approved in CN1306-022A, The Health Center of Hermitage, LLC. Please revise the statement to reflect that the project involves the relocation of the 90 bed nursing home approved in CN1306-022A.

   Please see the attached revised page 9.

B. **Identify the number and type of beds increased, decreased, converted, relocated, designated, and/or redistributed by this application. Describe the reasons for change in bed allocations and describe the impact the bed change will have on the existing services.**

The proposed project calls for the relocation of a 90 bed nursing home granted by CN1306-22A. The center will promote the orderly development of the health care system in that it moves existing beds and services previously utilized and well received by the Davidson County community and patients it served. No new beds are being requested as part of this proposal.

We are requesting that the Agency approve a site change for the subject CON for a number of reasons. In summary, we are changing sites because of cost and engineering challenges at the Bell Road site. The proposed Central Pike site is a better location, allows more efficient building layouts, and is less expensive to purchase and develop.

Key points are:

Location- The proposed location along Central Pike is a better location because of its proximity to Summit Hospital (2 minute drive vs. 9 min from Bell Road).

Engineering- The original Bell Road site has been determined to offers significant engineering challenges. The Bell Road site is situated approximately 45-50 feet above Bell Road. This would require a 600 ft driveway with a 7% grade. Visitors will enter the Central Pike site at grade. This provides a much better entrance for our elderly population.

In addition, the original Bell Road site would require substantial grading. Our engineering studies indicated that NHC would have to blast 100,000 cy of rock and export 74,500 cy. Blasting and haul off would add $856,000 to the budget. The Central Pike site, while it evidences substantial rock in the subsurface, can be a balanced site. A rock premium will be included in the construction estimates.

The Bell Road site's topographical changes are significant. This factor and its tight dimensions would require substantial retaining walls. Estimates of retaining wall costs are in the $545,000 range.

All in all, the cumulative engineering challenges for the Bell Road site would add $1.0 million to the project's final cost.

Price-The Central Pike site is less expensive than the Bell Road original site. Our new contract purchase price is $78,571/ac compared to $150,000/ac for the Bell Road site. This site has better dimensions for the project as well. The subject 90 Bed health care center can be sited on 10 acres at Central Pike compared to 13 acres for Bell Road. The Central Pike site allows for a more efficient use of property and is less expensive resulting in $220,000 in savings.

It appears that the new construction building footprint will increase slightly in size from 71,054 square feet to 74,699 square feet reflected in the Square Footage Chart on page 10. Please compare to the amounts provided in the Square Footage Chart of the original facility proposed in CN1306-022A. As a suggestion, the applicant could simply show a side by side comparison using a modified SF Chart as a template with entries for Current, CN1306-022A and Proposed, CN1404-011.

Please see the attached Square Footage Table which compares <u>square footage</u> found in CN1306-022A with the proposed square footage in CN1404-011.

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A. Unit / Department	Square Footage		
	CN1306-022A	CN1404-011	Difference
Admin	3,318	3,318	0
Kitchen	2,691	2,691	0
Employee Break	406	406	0
Laundry	1,386	1,386	0
Storage/Central Supply	1,175	1,175	0
Housekeeping	303	303	0
Classroom	0	0	0
Beauty/Barber	344	344	0
PT/OT/Speech	5,028	5,028	0
Nursing Support	2,874	2,874	0
Dining/Rec	5,935	5,935	0
Sun Porch	703	703	0
Public/Staff Toilets	556	556	0
Patient Rms & Baths	26,027	29,122	3,095
B. Unit/Depart. GSF Sub-Total	50,746	53,841	3,095
C. Mechanical/ Electrical GSF	1468	1,468	0
D. Circulation /Structure GSF	17,840	18,390	550
E. Maintenance Building	1,000	1,000	0
F. Total GSF	71,054	74,699	3,645

To help illustrate the impact the relocated beds will have on existing services, please complete the following table comparing the utilization of area nursing homes within a 10 mile radius of the proposed site in Hermitage. *Note: existing facilities have been included in the table to assist the applicant – please add any other NFs that may apply.*

Nursing Home Utilization Trends - within 10 miles of Proposed Project in Hermitage

Facility	Distance from applicant's proposed site in Hermitage	Licensed Beds (2014)	SNF Beds-Medicare	SNF/NF Beds-Dually Certified	2010 Licensed ADC	2011 Licensed ADC	2012 Licensed ADC	'10-12 % change
Bethany Health & Rehab								
Donelson Place								
Good Samaritan Health								
Lakeshore Heartland								
Life Care-Hickory Woods								
McKendree								
TOTAL								

Please see the attached Table with the requested information.

Nursing Home Utilization within 10 mile radius of The Health Center of Hermitage Proposed Location

Nursing Home	Driving Distance from The Health Center of Hermitage	2014 Licensed Beds	CON Approved but Unimplemented Beds	SNF Beds - Medicare	SNF/NF Beds Dually Certified	2010 Licensed ADC	2011 Licensed ADC	2012 Licensed ADC	10-12% Change
Donelson Place Care & Rehab	10.53 miles	124	N/A	0	124	115	100	103	-10%
Good Samaritan Health	11.04 miles	110	N/A	0	30	102	94	79	-23%
Lakeshore Heartland	7.93 miles	66	N/A	0	0	64	49	47	-26%
Life Care Center of Old Hickory	8.15 miles	124	N/A	124	0	N/A	N/A	38	N/A
Life Care Center of Hickory Woods	13.04 miles	124	N/A	N/A	0	N/A	N/A	N/A	N/A
McKendree Village	3.79 miles	150	30	0	150	125	131	139	11%
Madison Healthcare & Rehab	10.53 miles	102	N/A	0	102	97	92	89	-8%
Trevecca Health Care Center	11.09 miles	240	N/A	0	240	217	212	208	-4%
TOTAL		**1,040**	**30**	**124**	**646**	**719**	**679**	**703**	**-2%**

Source: Mapquest.com was utilized to calculate driving distance.
2010 - 2012 JAR

Each above facility is located within a 10 mile radius of The Health Center of Hermitage.

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Item II.C:

Please revise the reference to reflect that the project proposes relocating the 90 beds approved in CN1306-022A.

Please see the attached revised page 11.

Item II.D:

Please revise the reference to reflect that the project proposes relocating the 90 beds approved in CN1306-022A.

Please see the attached revised page 11.

C. As the applicant, describe your need to provide the following health care services (if applicable to this application):

1. Adult Psychiatric Services
2. Alcohol and Drug Treatment for Adolescents (exceeding 28 days)
3. Birthing Center
4. Burn Units
5. Cardiac Catheterization Services
6. Child and Adolescent Psychiatric Services
7. Extracorporeal Lithotripsy
8. Home Health Services
9. Hospice Services
10. Residential Hospice
11. ICF/MR Services
12. Long-term Care Services
13. Magnetic Resonance Imaging (MRI)
14. Mental Health Residential Treatment
15. Neonatal Intensive Care Unit
16. Non-Residential Methadone Treatment Centers
17. Open Heart Surgery
18. Positron Emission Tomography
19. Radiation Therapy/Linear Accelerator
20. Rehabilitation Services
21. Swing Beds

The applicant is seeking approval to relocate a 90 bed CON approved by CN1306-22A, which was granted by HSDA to construct a nursing home in Davidson County. While NHC manages the continuum care retirement community known as Richland Place in Nashville, this CON will be NHC's second owned center in Davidson County. Davidson County is an important market to NHC and its operations and services to the citizens of Tennessee.

D. Describe the need to change location or replace an existing facility.

NHC is proposing to move its 90 CON granted by CN1306-22A.
We are requesting that the Agency approve a site change for the subject CON for a number of reasons. In summary, we are changing sites because of cost and engineering challenges at the Bell Road site. The proposed Central Pike site is a better location, allows more efficient building layouts, and is less expensive to purchase and develop.

Key points are:
Location- The proposed location along Central Pike is a better location because of its proximity to Summit Hospital (2 minute drive vs. 9 min from Bell Road).
Engineering- The original Bell Road site has been determined to offers significant engineering challenges. The Bell Road site is situated approximately 45-50 feet above Bell Road. This would require a 600 ft driveway with a 7% grade. Visitors will enter the Central Pike site at grade. This provides a much better entrance for our elderly population.
In addition, the original Bell Road site would require substantial grading. Our engineering studies indicated that NHC would have to blast 100,000 cy of rock and export 74,500 cy. Blasting and haul off would add $856,000 to the budget. The Central Pike site, while it evidences substantial rock in the subsurface, can be a balanced site. A rock premium will be included in the construction estimates.
The Bell Road site's topographical changes are significant. This factor and its tight dimensions would require substantial retaining walls. Estimates of retaining wall costs are in the $545,000 range.
All in all, the cumulative engineering challenges for the Bell Road site would add $1.0 million to the project's final cost.

Price-The Central Pike site is less expensive than the Bell Road original site. Our new contract purchase price is $78,571/ac compared to $150,000/ac for the Bell Road site. This site has better dimensions for the project as well. The subject 90 Bed health care center can be sited on 10 acres at Central Pike compared to 13 acres for Bell Road. The Central Pike site allows for a more efficient use of property and is less expensive resulting in $220,000 in savings.

Using population and nursing home licensed bed data from the Tennessee Department of Health, please complete the following table to help illustrate the need to change location of the new 90 bed facility. Please note that the table is quite similar to what was provided in CN1306-022A to help illustrate the need for the project.

65+ Nursing Home Beds/1,000 Population Within a 10-Mile Radius

Location	Year1 (2017) Population	2017 age 65+ population	2014 total nursing home beds within 10 mile radius	2017 Medicare SNF and dually certified beds within 10 mile radius	2017 nursing home beds per 1,000 age 65+ population	2017 Medicare SNF and dually cert beds per 1,000 age 65+ population
CN1404-011, Health Center of Hermitage						
CN1107-024AME, Health Center of Nashville						
Davidson County						

Please see the attached Table with the requested information.

65+ Nursing Home Beds/1,000 population within a 10 mile radius

10 Mile Radius

Location	2017 Total Population	2017 65+ Population	2014 Total 10 Mile Radius Nursing Home Beds *	2017 Medicare SNF and Dually certified beds w/in 10 mile	2017 65+ Nursing Home Beds/1,000	2017 Medicare SNF and Dually certified beds/1,000 65+
The Health Center of Nashville CN1107-024AE (Hwy 100 & Pasquo)	296,197	42,722	774	485	18	11
The Health Center of Hermitage CN1401-011 (4214 Central Pike)	408,918	48,019	1,160	860	24	18
Davidson County	676,131	82,728	3,010	2,032	36	25

Source: ESRI Population Projections (CON Site Population)
TN Department of Health Population Projections (Davidson County)

2017 Medicare SNF and Dually certified beds based on 2012 JAR Annual Reports. Includes CN1107-024AE and CN1401-011 certified beds.

*774 beds consist of the following facilities located in Davidson County. Health Center of Nashville (90), The Meadows (113) West Meade Place (120), Woodcrest at Blakeford (83,) Greenhills Health & Rehab (150), Richland Place (107), and Crestview Nursing Home (111)

*1,160 beds consist of the following facilities located in Davidson County. Health Center of Hermitage (90 CON beds), Donelson Place (124), Good Samaritan Health (110) Lakeshore Heartland (66), Life Care Hickory Woods (124), Life Care of Old Hickory (124), McKendree (150 + 30 CON Beds), Madison Healthcare & Rehab (102) and Trevecca Health Care (240 beds)

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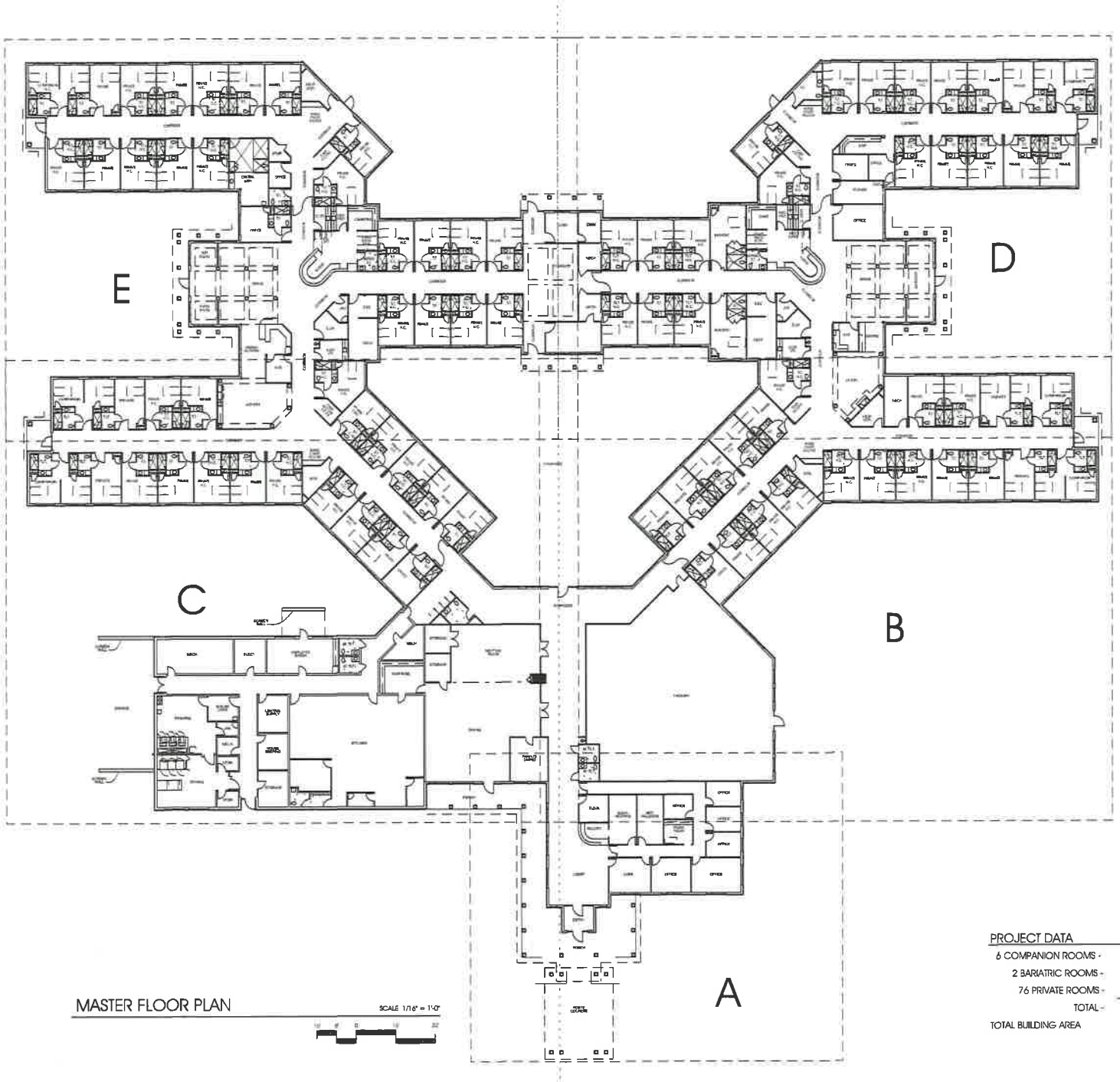
6. **Section B, Project Description, Item IV. (Floor Plan)**

   As noted in Section B, Item I, the applicant mentions 74 private rooms and 6 companion rooms/private rooms which could only account for a maximum capacity of 86 beds in lieu of the 90 beds proposed for the project & approved in CN1306-022A. Please confirm that the floor plans identify the location of all 90 beds.

   Please see the revised floor plan which correctly identifies the 90 proposed beds. Please note the issue was that 2 bariatric beds correctly identified on the floor plan were left off the Project Data table.



MASTER FLOOR PLAN

SCALE 1/16" = 1'-0"

PROJECT DATA

6 COMPANION ROOMS -	12 BEDS
2 BARIATRIC ROOMS -	2 BEDS
76 PRIVATE ROOMS -	76 BEDS
TOTAL -	90 BEDS
TOTAL BUILDING AREA	73,699 S.F.

Johnson + Bailey Architects P.C.

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The Health Center of Hermitage

Nashville, Tennessee

REVISION	DATE

NOTES:

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PROJECT NO. CON
DATE 04/21/14
DRAWN BY J.R.P.
CHECKED BY

April 25, 2014
12:26am

A

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SUPPLEMENTAL- # 1

April 25, 2014
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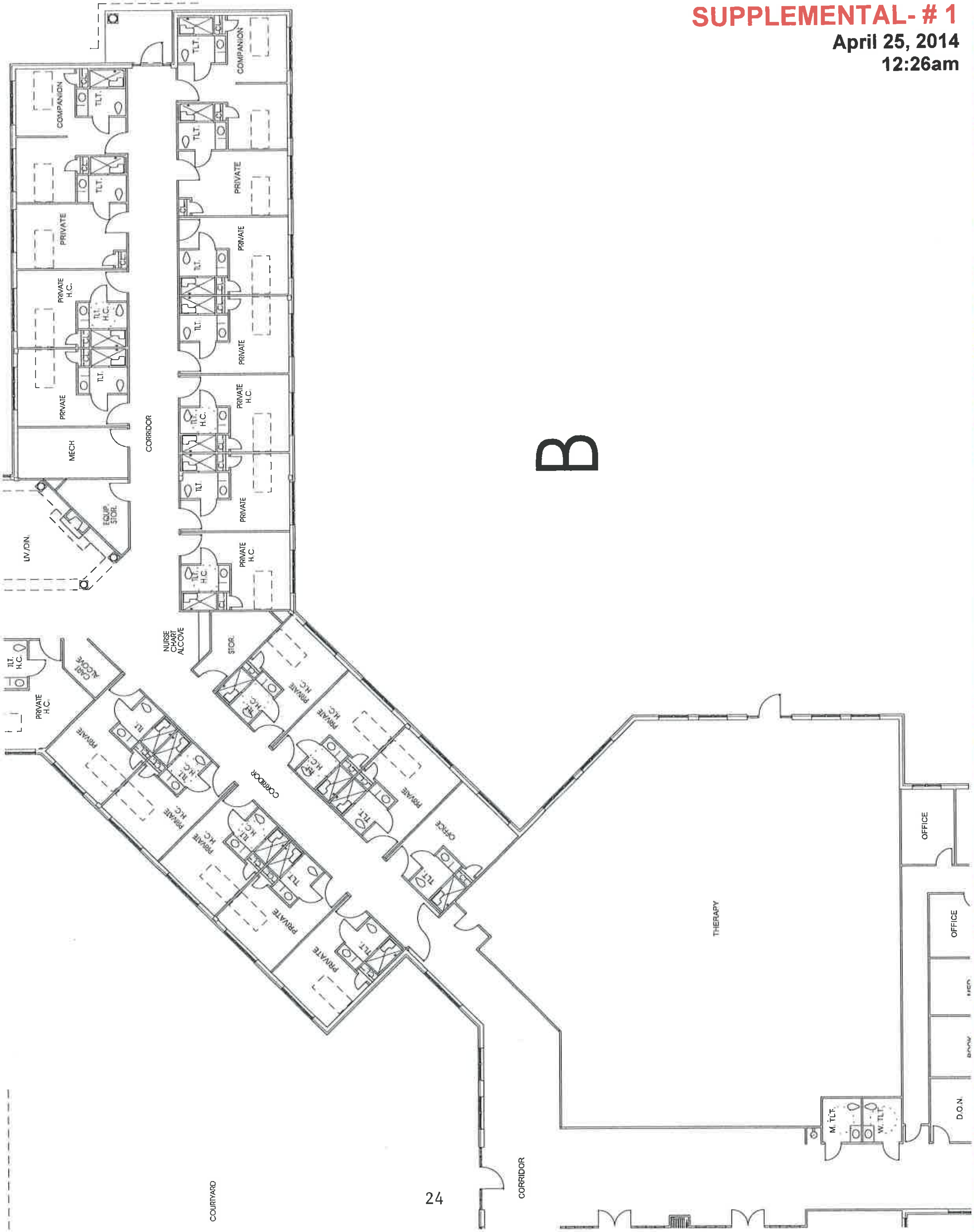
SUPPLEMENTAL- # 1
April 25, 2014
12:26am



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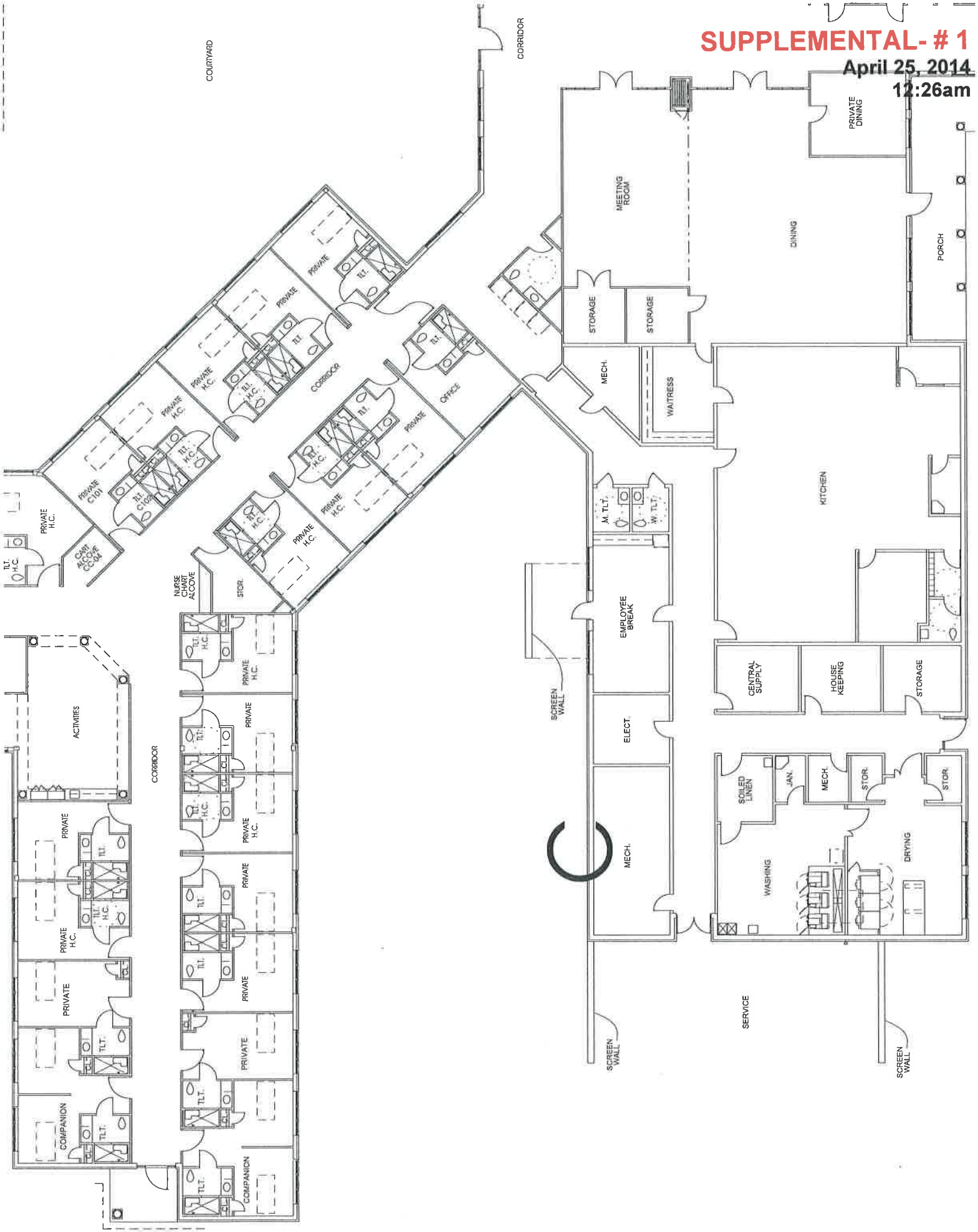

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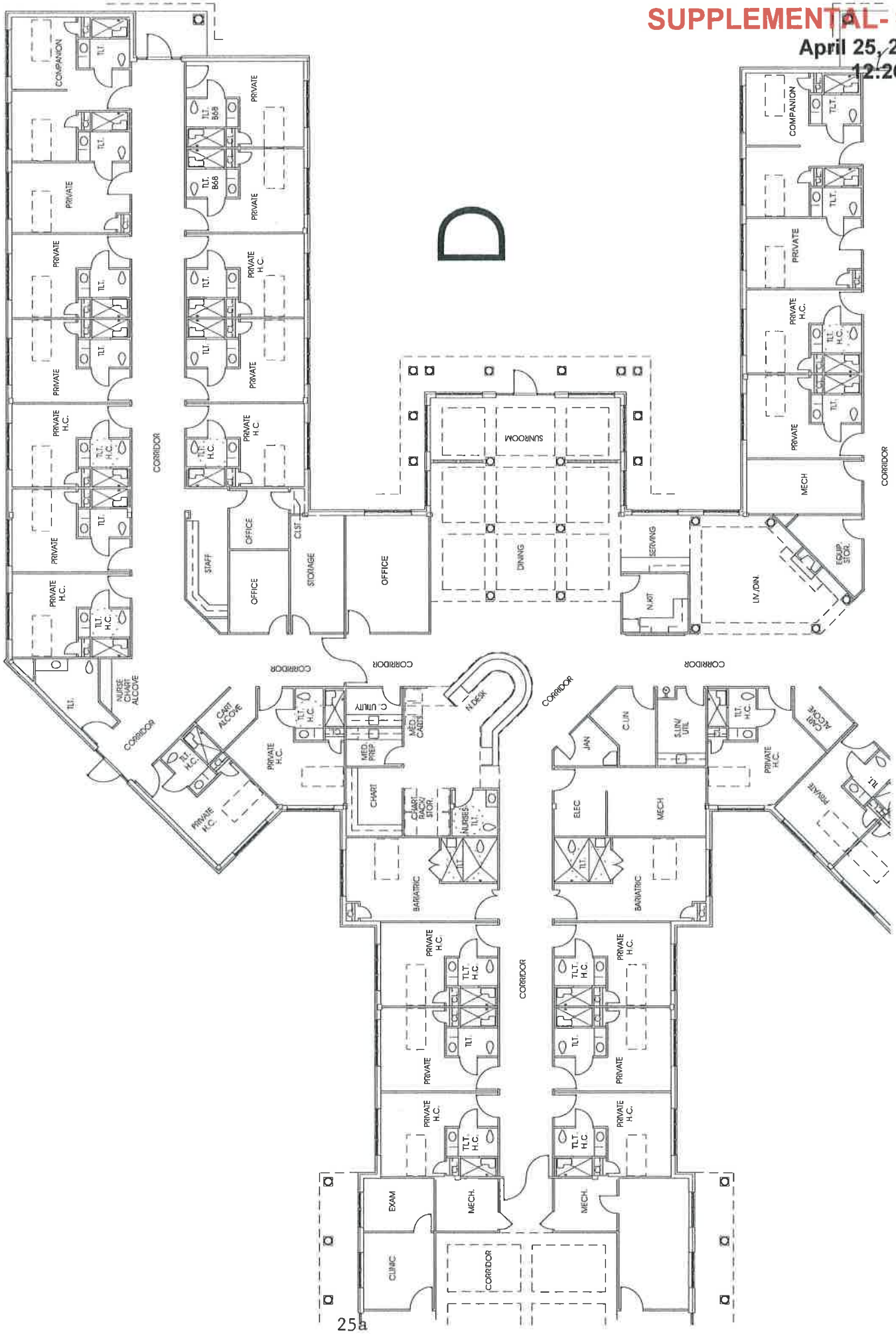

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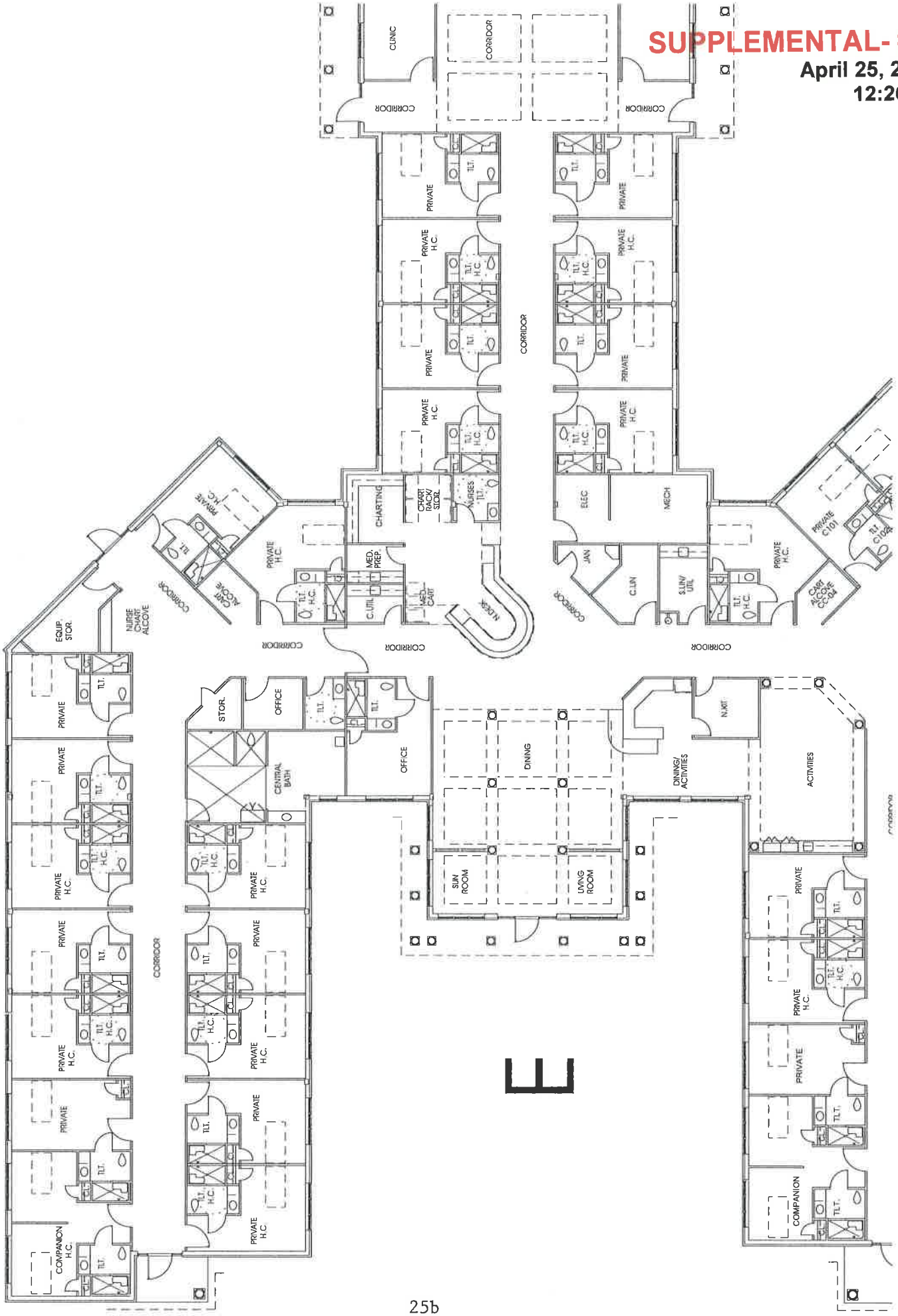
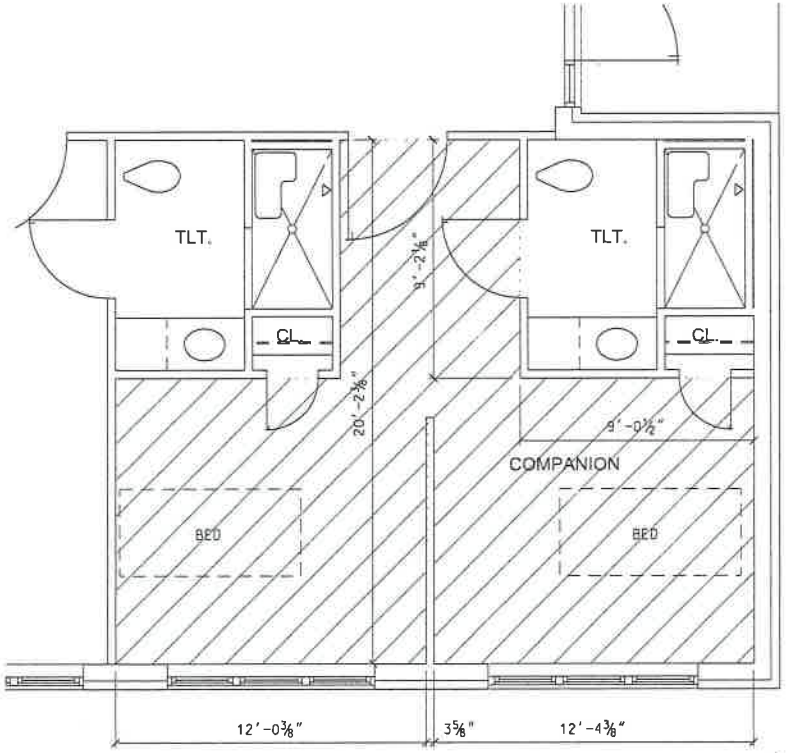
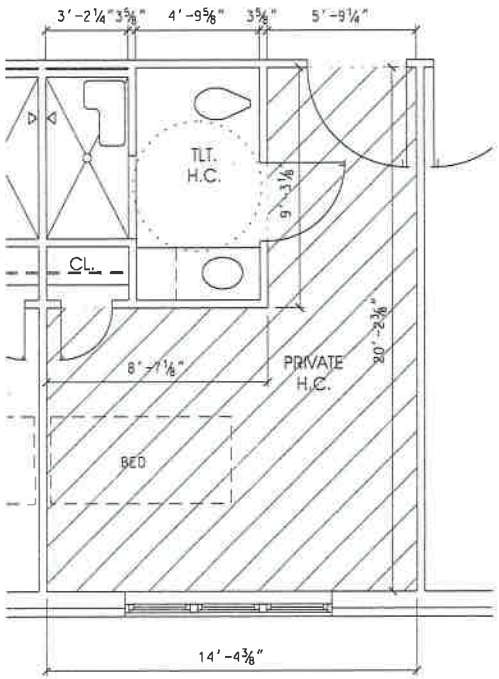




LARGE SCALE FLOOR PLAN - COMPANION

334 S.F.



LARGE SCALE FLOOR PLAN - PRIVATE

211 S.F.

Johnson - Bailey Architects P.C.

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The Health Center of Hermitage

Nashville, Tennessee

REVISION	DATE

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PROJECT
DATE
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CHECKED BY

SUPPLEMENTAL- #1

April 25, 2014
12:26am

7. **Section C., Need, Item l.a. (Service Specific Criteria)**

Please note that the justification for the Nursing Home Services project specific criteria was addressed in the applicant's approved and unimplemented Certificate of Need, CN1306-022A (*as approved at the September 25, 2013 Agency meeting*). As a result, the applicant's responses for the criteria specified for the State Health Plan, "Five Principles for Achieving Better Health" plus the criteria for "Construction, Renovation, Expansion and Replacement of Health Care Institutions" will apply to this application.

In consideration of the principle of Access in the State Health Plan, please also discuss how the Long-term Care Community Choices Act of 2008 has impacted nursing home utilization rates in Davidson County for the most recent 3 consecutive year periods. The Long-term Care Community Choices Act of 2008 allows TennCare to pay for more community and home-based services for seniors such as household assistance, home delivered meals, personal hygiene assistance, adult day care centers and respite.

Even though the proposed project does not anticipate being TennCare/Medicaid certified, the impact of the Choices Act may be impacting the availability of beds that are dually-certified for Medicare skilled patients. Please discuss.

It is hard if not impossible to quantify the impact the Long-term Care Community Choices Act of 2008 has had on nursing home utilization rates in Davidson County for the simple reason that the data has not been made available by TennCare. But it is reasonable to say that the Choices Act has contributed to a decline in nursing home occupancy specifically in the number of patients receiving intermediate care. Home and community based services are not targeted at skilled level patients nor have they contributed to a decline in skilled Medicare days and services. In fact, Medicare and other third party payment source census has increased since the Choices Act was enacted.

8. **Section C, Need, Item 4.A.**

The response is noted. The amounts shown in the two tables for the population for Davidson County (total population and age 65+ population) for CY2014 and CY2016 are different even though the source appears to be the same. Please clarify.

Please see the attached revised page 27 from the CON which reflects the 2013 population numbers, source attached as well.

Per the ESRI Dominant Tapestry Lifestyle Map in the attachments, it appears that the dominant segment in the proposed location in Hermitage is Level 28 - aspiring young families. What impact will this have on the project in attracting seniors to the facility at its new location?

Please note that the Tapestry Segmentation represents 66 groupings of neighborhoods based on socioeconomic and demographic composition, these groupings are discussed in a 68 page source paper. The map referenced combines those groups into twelve "LifeMode" groups. Even though the proposed site borders young households, it is also in close proximity to upper income, well educated, married couple homeowners. Nevertheless, the driving force for our center admissions will be referrals coming directly from the Tri Star Summitt Hospital.

4. A. Describe the demographics of the population to be served by this proposal.

During the 20th century, the number of person in the United States under age 65 has tripled. At the same time, the number aged 65 and over has grown by a factor of 11. According to Census Bureau's projections, the elderly populations will more than double between 1995 and the year 2050, to 80 million. By that year, as many as 1 in 5 Americans could be elderly. In 2010, persons 65 and above represented 13.0% of the total population (Census 2010).

Perhaps more significant is the rapid growth expected in oldest old age group, which are more likely to need some form of nursing home care. Thanks to the arrival of the survivors of the baby boom generation, it is expected the oldest old will number 19 million in 2050. That would make them 22 percent of elderly Americans and 4.3 percent of all Americans. (U.S. Census, *The Next four Decades: The Older Population in the United States: 2010*-2050, 5/10).

Diagnostic Related Group (DRG) prospective payment for hospitals made a significant impact on the demand for nursing home services. The prospective payment system encourages hospitals to discharge their elderly patients to long term care facilities (Modern Healthcare, 1984). Nursing homes today still experience great demand to accommodate patients who are admitted sicker and require greater amounts of nursing care. Consequently, there exist a growing need for nursing facilities offering and providing high level and quality skilled care services (Level II). Since many of the local medical centers do not provide nursing home care, the responsibility to provide this level of service rest on local nursing home providers.

Davidson County's age 65 and over population grew by 13.7% from 2010 to 2014. According to the Census 2010 figures, Davidson County total population increased by 29,704 persons from 2010 to 2016 or 6.8% from 626,681 to 656,385 residents.

The age 65+ population in Davidson County is projected to increase from 65,403 to 79,897, from 2010 to 2016 respectively (Source: Office of Health Statistics, TN Dept of Health) The primary population to be served by the proposal is those over the age of 65. **Please see Attachment "Section C – General Criteria – 4A Demographics of the Population Served" located on page 81 at the end of the application.**

Davidson County Population Projections

Age	2010	2014	2016	2010 - 2014 % Increase	2010 - 2016 % Increase
60 - 64	29,801	34,861	37,018	17.0%	24.2%
65-74	34,993	43,409	48,570	24.1%	38.8%
75-84	21,470	21,447	21,773	-0.1%	1.4%
85+	8,940	9,519	9,554	6.5%	6.9%
65+	65,403	74,375	79,897	13.7%	22.2%
Total Population	626,681	656,385	669,151	4.7%	6.8%

Source: TN Department of Health, Office of Policy, Planning and Assessment, Division of Health Statistics

Population Projections,
Tennessee Counties and the State,
2010-2020

COUNTY - DAVIDSON
SEX - Total

AGE	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
0-4	44,691	45,258	47,107	48,612	49,846	50,924	50,822	50,185	49,407	48,535	47,605
5-9	37,613	38,832	40,178	41,668	43,130	44,322	45,933	47,819	49,365	50,632	51,748
10-14	33,904	34,685	35,449	36,254	37,158	37,962	39,283	40,643	42,158	43,635	44,844
15-19	38,999	38,047	35,605	35,053	34,610	34,882	35,249	36,042	36,875	37,802	38,636
20-24	54,479	52,987	51,163	48,229	45,455	42,507	39,438	37,068	36,583	36,207	36,544
25-29	61,397	62,862	61,849	59,820	57,964	56,053	54,621	52,892	50,059	47,387	44,551
30-34	52,004	54,259	57,364	60,239	62,418	63,241	63,967	63,036	61,089	59,319	57,490
35-39	45,150	44,467	45,285	46,910	49,175	51,899	54,761	57,889	60,787	62,998	63,861
40-44	40,628	41,678	42,929	44,020	44,362	44,787	44,634	45,476	47,119	49,394	52,123
45-49	42,844	42,047	41,194	40,364	39,872	40,252	41,473	42,722	43,813	44,164	44,605
50-54	42,295	42,494	42,390	42,268	42,500	42,057	41,374	40,553	39,765	39,306	39,704
55-59	37,473	38,772	39,704	40,489	40,659	41,203	41,263	41,173	41,066	41,307	40,895
60-64	29,801	32,406	33,053	33,630	34,861	35,976	37,018	37,905	38,650	38,820	39,344
65-69	20,002	20,689	22,786	24,665	26,337	28,083	30,152	30,742	31,286	32,427	33,463
70-74	14,991	15,147	15,707	16,466	17,072	17,829	18,418	20,308	21,986	23,461	24,997
75-79	11,910	12,079	12,020	12,078	12,311	12,568	12,674	13,138	13,783	14,289	14,918
80-84	9,560	9,458	9,457	9,352	9,136	9,012	9,099	9,047	9,094	9,275	9,473
85 plus	8,940	9,306	9,289	9,390	9,519	9,594	9,554	9,493	9,445	9,360	9,303
All Ages	626,681	635,473	642,529	649,507	656,385	663,151	669,733	676,131	682,330	688,318	694,104

Source: The University of Tennessee Center for Business and Economic Research Population Projection Data Files, Reassembled by the Tennessee Department of Health, Division of Policy, Planning and Assessment, Office of Health Statistics.
Note: These data will not match the University of Tennessee Center for Business of Economic Research data exactly due to rounding.

2013 Revision (6/13)

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9. **Section C., Need, Item 5**

As an update to the applicant's last review in CN1306-022A, please describe the status of any licensure activities such as the inactive status of 165 licensed bed Imperial Garden effective May 2013.

Please note that the information submitted with CN1404-011 reflects the current status of the licensed and inactive licenses in Davidson County at the time of filing. Specifically, the need calculations found on page 20 account for all nursing home beds whether licensed, inactive or held in CON state. In addition, Imperial Garden is referenced on page 31 as Creekside Health & Rehab Center, f/k/a Imperial Garden, in the inventory on page 65, and again on page 77 with the date of its survey on 1/15/14 where they had six deficiencies. That public information is the extent of the knowledge the applicant has regarding Imperial Garden.

Please explain in detail why the change in location would not have an adverse impact to other sites, such as those located within 10 miles of the proposed facility in Hermitage.

The reality of the situation is this, the need for nursing home beds in Tennessee is determined on a "county level" basis. Two thirds of the beds which are the subject of this CON, or 60 of the 90 beds are replacement beds with 30 beds being from the 2012-2013 bed pool. All 90 beds granted by CN1306-022A were unanimously approved at the 10/23/13 HSDA meeting. While changing the site will move the facility closer to some providers, it will at the same time, move the CON away from others that were closer to the original CON site. Specifically, the proposed new CON site has 180 fewer beds within a ten mile radius than the existing CON site. In terms of drive time, in the Table that was requested as part of this Question, only three (3) centers are within ten miles of this new CON site in Davidson County. However, reference to a 10 mile radius is also not a specific criteria used to measure impact on existing providers.

The chart of nursing homes in Davidson County with current licensed beds and 3 year utilization trend is noted. Please add a column to the chart that identifies the approximate distance in miles to the applicant's proposed facility in Hermitage.

Please see attached requested Table.

Nursing Homes	Driving Distance in miles to CN1404-011	2014 Licensed Beds	2010 Patient Days	2011 Patient Days	2012 Patient Days	2010 Licensed Occupancy	2011 Licensed Occupancy	2012 Licensed Occupancy
Belcourt Terrace	14.46	49	14,636	15,350	16,445	81.8%	85.8%	91.7%
Bethany Health Care Center	14.08	180	62,936	61,284	59,111	95.8%	93.3%	89.7%
Bordeaux Long Term Care	19.10	419	130,085	128,642	113,981	85.1%	84.1%	74.3%
Creekside Health & Rehab Center*	12.98	150	46,288	117	47,640	82.8%	0.2%	78.9%
Crestview Health & Rehab	17.54	111	30,231	29,873	20,819	74.6%	76.6%	51.2%
Cumberland Health Care & Rehab	19.75	124	42,644	42,968	42,133	94.2%	94.9%	92.8%
Donelson Place Care & Rehab Center	10.53	124	41,882	36,675	37,616	92.5%	81.0%	82.9%
Good Samaritan Health & Rehab	11.04	110	37,094	34,343	28,790	92.4%	85.5%	71.5%
Grace Healthcare of Whites Creek	18.19	127	39,207	43,442	43,032	84.6%	93.7%	92.6%
Green Hills Health & Rehab Center	16.18	150	46,259	46,172	45,683	84.5%	84.3%	83.2%
Jackson Park Christian Home	16.58	28	9,292	8,584	N/A	90.9%	84.0%	N/A
Lakeshore Heartland	7.93	66	23,419	17,960	17,377	97.2%	74.6%	71.9%
Life Care Center of Hickory Woods**	13.04	124	N/A	N/A	N/A	N/A	N/A	N/A
Life Care Center of Old Hickory Village**	8.15	124	N/A	N/A	9,372	N/A	N/A	31.0%
Madison Healthcare & Rehab	10.53	102	35,370	33,728	32,618	95.0%	90.6%	87.4%
McKendree Village	3.79	150	45,594	47,882	50,707	83.3%	87.5%	92.4%
Signature Healthcare of Nashville**	13.51	119	N/A	N/A	N/A	N/A	N/A	N/A
Health Center at Richland Place	16.50	107	38,445	38,481	38,925	98.4%	98.5%	99.4%
The Meadows	26.98	113	30,436	41,430	40,973	73.8%	100.4%	99.1%
Trevecca Health Care Center	11.09	240	79,092	77,422	76,178	90.3%	88.4%	86.7%
Vanco Health Care and Rehab	14.81	90	31,776	31,619	31,627	96.7%	96.3%	96.0%
West Meade Place	20.95	120	38,781	35,204	35,538	88.5%	80.4%	80.9%
Woodcrest at Blakeford	16.91	83	25,142	28,752	30,399	83.0%	94.9%	100.1%
Total		**3,010**	**848,609**	**799,928**	**818,964**	**88.3%**	**82.5%** **87.9% Less Imperial**	**77.0%** **84.1% (See below)**

Source: 2010 - 2012 JAR

* Formally Imperial Gardens Health & Rehabilitation (Change occurred in 2013).
2010 - 2012 Patient Days and Occupancy is based on JAR filings by Imperial Gardens (165 beds). Please note, Imperial Gardens only reported 117 resident days of care for 2011.

** Life Care Center of Hickory Woods was licensed on 10/25/11.
Life Care Center of Old Hickory Village was licensed on 5/3/12.
Signature Healthcare of Nashville was licensed on 1/17/13.

2012 Occupancy of 84.1% is Less Jackson Park, Life Care Center of Old Hickory Village, Life Care Center of Hickory Woods and Signature Healthcare.

SUPPLEMENTAL- # 1
April 25, 2014
12:26am

10. Section C, Need, Item 6

Your response to this item is noted as Section C, Need, Item 5. However, please renumber to reflect that it pertains to Section C, Need, Item 6.

Please see attached revised page with the new number.

SUPPLEMENTAL- # 1
April 25, 2014
12:26am

6. **Provide applicable utilization and/or occupancy statistics for your institution for each of the past three (3) years and the projected annual utilization for each of the two (2) years following completion of the project. Additionally, provide the details regarding the methodology used to project utilization. The methodology must include detailed calculations or documentation from referral sources, and identification of all assumptions.**

Annual utilization for each of the two (2) years following completion of the project.

	2018	2019	2020
The Health Center of Hermitage	26.57%	78.58%	95.02%

Please see Attachment, Section C, Economic Feasibility – 4, Historical & Projected Data Chart, p. 130 for the details and methodology used to project utilization.

In addition to the projections provided in the attachment, please complete the following table:

The Health Center of Hermitage Projected Utilization

Year	Licensed Beds	SNF Medicare and dually certified beds*	SNF Medicare ADC	Medicaid Level II ADC	SNF All other Payors-ADC	Medicaid Level I ADC	All other Payors Non-skilled ADC	Total Facility ADC	Licensed Occupancy %
2017	90	90	6.99	None	4.96	None	11.96	23.91	26.57
2018	90	90	20.68	None	14.68	None	35.36	70.72	78.58
2019	90	90	25.0	None	17.75	None	42.75	85.50	95.00

* includes both Medicare only SNF beds and SNF/NF dually-certified beds

The detailed charts noting how the proposed project is projected to ramp up is noted. Please provide a narrative response that provides some details on how the applicant expects the rate of growth to take place, e.g., surveys or letters from referral sources, etc.

We expect the center to have no problem filing its beds to capacity in the amount of time proposed, in fact we believe the projections to be conservative. NHC's relationships with Summit Medical Center (please see support letter from Jeff Whitehorn) and the volume of discharges they have on a yearly basis, and the past relationship NHC has had with Summit in our managing of McKendree Village's health center and their skilled rehab unit. In addition, NHC have close professional ties and relationships with the hospitals in the downtown Nashville area and routinely admit patients from these hospitals daily (St. Thomas, Baptist, Centennial, Vanderbilt, Southern Hills just to name a few).

NHC has community ties with area churches in the Hermitage area, and has worked with several hospice companies who utilize facilities, such as the one we are proposing, to assist with the care for individuals who are receiving comfort care services and require in-patient care or respite care (Caris, Alive, Odyssey, just to name a few)

In addition, there are a multitude of independent living and assisted living facilities within a 10-15 mile radius of our proposed health center location, and NHC has a longstanding relationship with these businesses through our relationships with managing McKendree Village, and through NHC HomeCare which has served the Hermitage/Mt. Juliet/Lebanon area.

The proximity of the location of our center in the Hermitage area is near I-40 which will also make us an attractive option for individuals who live in the area, as well as individuals coming from Donelson, and the greater downtown Nashville area.

Please see the attached support letters, gathered from the community for the original 90 bed project, for a 90 bed center to be built in Hermitage.

SUPPLEMENTAL- # 1
April 25, 2014
12:26am

The Health Center of Hermitage
Support Letters

Hospital	Political	Physicians	Community
Jeffrey T. Whtehorn, CEO Summit Medial Center Tim Scarvey, SVP TriStar Health	Senator Douglas Henry Senator Thelma Harper Representative Darren Jernigan Councilman Josh Stites Senator Ferrell Haile Senator Steven Dickerson Representative Mike Turner Representative Sheila Butt	Dr. Abdul S. Enayat Dr. Richard W. Garman Dr. Thomas Patton	Allen Black

Summit Medical Center

TRI STAR HEALTH SYSTEM

May 20, 2013

Ms. Melanie Hill, Executive Director
State of Tennessee
Health Services and Development Agency
181 Rosa L. Parks Blvd., 3rd Floor
Nashville, TN 37243

Dear Ms. Hill:

This letter expresses my support for NHC at The Health Center at Hermitage's CON application for the relocation of 60 beds and the addition of 30 beds for a new 90 bed skilled facility. NHC is filing its CON based on Davidson County's projected skilled bed need. I am the CEO of Summit Medical Center in Davidson County and given my experience in the local market, I believe these additional skilled nursing beds will be needed to accommodate our county's growing aging population. Even today, skilled referrals can be difficult to place and often require patient delays in our acute care facilities.

Given NHC's excellent history, these residents will receive the highest quality of care. I ask you to favorably consider this proposal.

If you have any questions, please do not hesitate to call me.

Sincerely,

Jeffrey T. Whitehorn, FACHE
Chief Executive Officer

JTW/pp

5655 Frist Boulevard • Hermitage, TN 37076 • 615-316-3000 • www.tristarhealth.com

TRI STAR
HEALTH SYSTEM.

June 12, 2013

Ms. Melanie Hill, Executive Director
State of Tennessee
Health Services and Development Agency
161 Rosa L. Parks Blvd, 3rd Floor
Nashville, TN 37243

Dear Ms. Hill:

Please accept this letter as my support for NHC at The Health Center at Hermitage and its plans for the relocation of 60 beds and the addition of 30 beds for the construction of a new 90 bed skilled facility.

NHC is filing this CON based on the bed need projection for additional skilled beds in Davidson County. We need to meet the demands of our senior population with quality care and NHC is a great resource.

NHC is to be commended for their care and for their future commitment of creating more housing to meet the aging senior's needs. I wish NHC well in the fulfillment of its mission of care for the elderly.

Sincerely,

Tim Scarvey
SVP TriStar Health

110 Winners Circle • 1st Floor • Brentwood, TN 37027 • 615-886-5000 • TriStarHealth.com

SUPPLEMENTAL- # 1
April 25, 2014
12:26am

DOUGLAS HENRY
SENATOR
21st SENATORIAL DISTRICT
OF DAVIDSON COUNTY
PRIVATE OFFICE:
200 CAPITOL BOULEVARD BUILDING
NASHVILLE, TN 37219-1889
(615) 244-6931
FAX (615) 255-1995
LEGISLATIVE OFFICE:
321 WAR MEMORIAL BUILDING
NASHVILLE, TENNESSEE 37243-0021
PHONE: (615) 741-3291
FAX:
E-MAIL ADDRESS:
sen.douglas.henry@capitol.tn.gov

Senate Chamber
State of Tennessee

NASHVILLE

Chairman Emeritus,
COMMITTEE
FINANCE, WAYS AND MEANS

MEMBER OF COMMITTEES
:
FISCAL REVIEW COMMITTEE
GENERAL WELFARE AND
HUMAN RESOURCES
RULES COMMITTEE

MEMBER:
TENNESSEE STATE MUSEUM
FOUNDATION BOARD
MEMBER
TENNESEE STATE MUSEUM
COMMISSION
COUNCIL ON PENSIONS AND
INSURANCE

TENNESSEE COMMISSION ON
INTERGOVERNMENTAL RELATIONS

June 12, 2013

Ms. Melanie Hill, Executive Director
State of Tennessee
Health Services and Development Agency
161 Rosa L. Parks Blvd, 3rd Floor
Nashville, TN 37243

Dear Ms. Hill:

It has been brought to my attention that a 498 nursing home bed need will exist by 2015 in Davidson County for additional skilled beds. I am told that skilled Medicare beds can often be difficult to find when needed in the community. NHC is responding to this need by requesting CON approval for the relocation of 60 beds and the addition of 30 beds for a new 90 bed skilled facility.

I urge you to approve NHC's request to construct a 90 skilled bed nursing facility to service the residents of Davidson County.

Sincerely,

Douglas Henry

Douglas Henry

SUPPLEMENTAL- # 1
April 25, 2014
12:26am

THELMA M. HARPER
SENATOR
19TH SENATORIAL DISTRICT

Senate Chamber
State of Tennessee

NASHVILLE

COMMITTEES:
GOVERNMENT OPERATIONS
STATE AND LOCAL GOVERNMENT
TRANSPORTATION & SAFETY
TENNESSEE BLACK CAUCUS OF STATE LEGISLATORS

Ms. Melanie Hill, Executive Director
State of Tennessee
Health Services and Development Agency
161 Rosa L. Parks Blvd, 3rd Floor
Nashville, TN 37243

Dear Ms. Hill:

This letter is written in support of the National Healthcare Corporation's request to construct a 90 skilled bed nursing facility in Davidson County.

It has been brought to my attention that a 498 nursing home bed need will exist by 2015 in Davidson County for additional skilled beds. I am also aware that skilled Medicare beds can often be difficult to find when needed in the community. NHC is responding to this need by requesting CON approval for the relocation of 60 beds and the addition of 30 beds for a new 90 bed skilled facility.

In conclusion, I urge the State of Tennessee to give full consideration to the National Healthcare Corporation's request for construction of an additional nursing facility in Davidson County.

Sincerely,

Thelma Harper

Thelma M. Harper
State Senator
19th Senatorial District

303 War Memorial Building, Nashville, TN 37243- 0219
Phone (615) 741 – 2453 FAX (615) 253-0268
sen.thelma.harper@capitol.tn.gov

SUPPLEMENTAL- # 1
April 25, 2014
12:26am

60TH HOUSE DISTRICT
DAVIDSON COUNTY

HOUSE CHAMBER
STATE OF TENNESSEE

COMMITTEES:
HEALTH
HEALTH SUB
STATE GOVERNMENT

24 LEGISLATIVE PLAZA
NASHVILLE, TN 37243-160
PHONE: (615) 741-6959
FAX: (615) 253-0331

DARREN JERNIGAN
REPRESENTATIVE
rep.darren.jernigan@capitol.tn.gov

4837 RAINER DRIVE
OLD HICKORY, TN 37138
PHONE: (615) 847-1733

June 28, 2013

Ms. Melanie Hill, Executive Director
TN Health Services & Development Agency
161 Rosa L. Parks Blvd. 3rd Floor
Nashville, TN 37243

Dear Ms. Hill,

It has been brought to my attention that a 498 nursing home bed need will exist by 2015 in Davidson County for additional skilled beds. I also know first hand that skilled Medicare beds can often be difficult to find when needed in the community. NHC is responding to this need by requesting CON approval for the relocation of 60 beds and the addition of 30 beds for a new 90 bed skilled facility.

We need to meet the demands of our senior population with quality care and NHC is a great resource. They are to be commended for their care and future commitment of creating more housing to meet the aging senior's needs. I urge you to approve NHC's request to construct a 90 skilled bed nursing facility to service the residents of Davidson County.

Sincerely,

Darren Jernigan

DJ/pjm

SUPPLEMENTAL- # 1
April 25, 2014
12:26am

METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

One Public Square, Suite 204
Nashville, Tennessee 37201
Office: (615) 862-6780
Fax: (615) 862-6784

605 Sycamore Ridge Circle
Nashville, Tennessee 37214
Home: (615) 583-9271
Email: josh.stites@nashville.gov

JOSH STITES
Councilman, District 13

July 24, 2013

Ms. Melanie Hill, Executive Director
State of Tennessee
Health Services and Development Agency
161 Rosa L. Parks Boulevard, 3rd Floor
Nashville, TN 37243

Dear Ms. Hill:

Please accept this letter as my support for NHC's CON application for The Health Center at Hermitage and its plans for the relocation of 60 beds and the addition of 30 beds for the construction of a new 90 bed skilled facility.

NHC is filing this CON based on the bed need projection for additional skilled beds in Davidson County. We need to meet the demands of our senior population with quality care and NHC is a great resource.

NHC is to be commended for their care and for their future commitment of creating more housing to meet the aging senior's needs. I wish NHC well in the fulfillment of its mission of care for the elderly.

Sincerely,

Josh Stites
Councilman, District 13

JS/rh

FERRELL HAILE, D.Ph.
STATE SENATOR
SENATE DISTRICT 18

SUMNER, TROUSDALE, AND
EASTERN PART OF DAVIDSON COUNTIES

VICE-CHAIRMAN OF GOVERNMENT
OPERATIONS COMMITTEE

MEMBER OF FINANCE, WAYS & MEANS
COMMITTEE

Senate Chamber
State of Tennessee

NASHVILLE

SUPPLEMENTAL- # 1
April 25, 2014
12:26am

LEGISLATIVE OFFICE:
SUITE 10-A, LEGISLATIVE PLAZA
NASHVILLE, TENNESSEE 37243
PHONE: (615) 741.1999
E-MAIL:
sen.ferrell.haile@capitol.tn.gov

June 12, 2013

Ms. Melanie Hill, Executive Director
State of Tennessee
Health Services and Development Agency
161 Rosa L. Parks Blvd, 3rd Floor
Nashville, TN 37243

Dear Ms. Hill:

Please accept this letter as my support for NHC at The Health Center at Hermitage and its plans for the relocation of 60 beds and the addition of 30 beds for the construction of a new 90 bed skilled facility.

NHC is filing this CON based on the bed need projection for additional skilled beds in Davidson County. We need to meet the demands of our senior population with quality care and NHC is a great resource.

NHC is to be commended for their care and for their future commitment of creating more housing to meet the aging senior's needs. I wish NHC well in the fulfillment of its mission of care for the elderly.

Sincerely,

Ferrell Haile

Ferrell Haile

FH/dg

SUPPLEMENTAL- # 1
April 25, 2014
12:26am

Steven Dickerson
STATE SENATOR
20TH SENATORIAL DISTRICT

REPRESENTING DAVIDSON COUNTY

E-MAIL
Sen.steven.dickerson@capitol.tn.gov

Senate Chamber
State of Tennessee

NASHVILLE

LEGISLATIVE OFFICE
310 WAR MEMORIAL BUILDING
NASHVILLE, TN 37243
615-741-6679

June 11, 2013

Ms. Melanie Hill, Executive Director
State of Tennessee
Health Services and Development Agency
161 Rosa L. Parks Blvd, 3rd Floor
Nashville, TN 37243

Dear Ms. Hill:

Please accept this letter as my support for NHC at The Health Center at Hermitage and its plans for the relocation of 60 beds and the addition of 30 beds for the construction of a new 90 bed skilled facility.

NHC is filing this CON based on the bed need projection for additional skilled beds in Davidson County. We need to meet the demands of our senior population with quality care and NHC is a great resource.

NHC is to be commended for their care and for their future commitment of creating more housing to meet the aging senior's needs. I wish NHC well in the fulfillment of its mission of care for the elderly.

Sincerely,

Steven Dickerson

Senator Steven Dickerson, M.D.

SUPPLEMENTAL- # 1
April 25, 2014
12:26am

MIKE TURNER
STATE REPRESENTATIVE

1408 HADLEY AVENUE
OLD HICKORY, TENNESSEE 37138
(615) 847-0002

17 LEGISLATIVE PLAZA
NASHVILLE, TENNESSEE 37243-0151
(615) 741-3229

House of Representatives
State of Tennessee

NASHVILLE

Office of
Democratic Caucus Chair

MEMBER OF COMMITTEES
Calendar & Rules
Government Operations
Health & Human Resources
State & Local

SUB-COMMITTEES
State & Local
Health

July 16, 2013

Ms. Melanie Hills, Executive Director
State of Tennessee
Health Services and Development Agency
161 Rosa L. Parks Blvd. 3rd Floor
Nashville, TN 37243

Dear Ms. Hill;

It has been brought to my attention that a 498 nursing home bed need will exist by 2015 in Davidson County. I know first hand that skilled Medicare beds can often be difficult to find when needed in the community. NHC is responding to this need by requesting CON approval for the relocation of 60 beds and the addition of 30 beds for a new skilled nursing home facility.

I urge you to approve NHC's request to construct a 90 skilled bed nursing facility to service the residents of Davidson County.

Sincerely,

Mike Turner

51st LEGISLATIVE DISTRICT

SUPPLEMENTAL- # 1
April 25, 2014
12:26am

Sheila Butt
State Representative

Assistant Chairman State Government Committee

106 War Memorial Building
Nashville, TN 37243
Phone: (615) 741-3005

State of Tennessee
House of Representatives

64th District Office
P.O. Box 1283
Columbia, TN 38402

Phone: (931) 698-5432
Fax: (615) 253-0365
rep.sheila.butt@capitol.tn.gov

July 15, 2013

Mrs. Melanie Hill, Executive Director
Health Service and Development Agency
161 Rosa L. Parks Blvd, 3rd Floor
Nashville, TN 37243

Dear Mrs. Hill:

The following letter is in regard to my enthusiastic support for NHC/Maury Regional Transitional Care Center to replace and relocate 112 nursing facility beds in Maury County. As a physician practicing in Maury County, I am aware of the great need for such a facility. As you know, a large percentage of the population in this county is comprised of the elderly. Such a facility would be an asset and would fulfill a need for the elderly and their families.

Thank you very much in advance for your attention and cooperation in this matter.

Sincerely,

State Representative Sheila Butt
64 District

SB:jw

SUPPLEMENTAL- # 1
April 25, 2014
12:26am

Abdul S. Enayat, M.D.
DIPLOMATE OF THE AMERICAN BOARD OF INTERNAL MEDICINE
5651 FRIST BLVD., SUITE 416
HERMITAGE, TN 37076

TELEPHONE: (615) 346-6000
FAX: (615) 346-6043

September 12, 2013

Ms. Melanie Hill, Executive Director
State of Tennessee
Health Services and Development Agency
161 Rosa L. Parks Blvd, 3rd Floor
Nashville, TN 37243

Dear Ms. Hill:

This letter expresses my support for NHC's Health Center of Hermitage CON application for a new 90 skilled bed facility. The Health Center of Hermitage is filing its CON based on Davidson County's projected skilled bed need. I am a physician practicing in Davidson County and given my experience in the local market, I believe these additional killed nursing beds will be needed to accommodate our county's growing aging population. Even today, skilled referrals can be difficult to place and often require patient delays in our acute care facilities.

Given NHC's excellent history, these residents will receive the highest quality of care. I ask you to favorable consider this proposal.

If you have any questions, please do not hesitate to call me.

Sincerely,

Abdul S. Enayat, M.D.

September 18, 2013

Mrs. Melanie Hill, Executive Director
State of Tennessee
Health Services and Development Agency
161 Rosa L. Parks Boulevard, 3rd Floor
Nashville, TN 37243

Dear Mrs. Hill:

This letter is written to express my support for NHC's Health Center of Hermitage, CON application for a new 90 skilled bed facility. This Health Center of Hermitage is filing its CON based on Davidson County's projected skilled bed need. I am an internal medicine geriatric physician that has practiced in Davidson County for the last 30 years and in working with the local market, I believe these additional skilled nursing beds will be needed to accommodate our county's growing aging population. Still today, skilled referrals can be difficult to place and often require patient delays in our acute care facilities.

Sincerely,

Richard W. Garman, M.D.

RWG:gd

Job: 0918-
DT: 09.19.2013 T:

Cardiology Disease
Rebecca Hung, M.D.
Andrew R. Sager, M.D.
Todd G. Tolbert, M.D.

Family Medicine
Viola Chen, M.D.
Wm Daniel Halford, M.D.
Rachel Mehr, M.D.
Michael R. Miller, D.O.
Aparna Murti, M.D.
A. Jamie Slandzicki, M.D.

Gastroenterology
Mark A. Miller, M.D.
Neil M. Price, M.D.

Neurology
Richard T. Hoos, M.D.
Manju Kandula, M.D.
Allegra Patten, M.D.

Internal Medicine
Patricia A. Arns, M.D.
Renata Bluhm, M.D.
Parminder Bolina, M.D.
G. William Bounds, III, M.D.
Thomas E. Brittingham, M.D.
J. Jeremy Burns, M.D.
Bryce W. Dixon, M.D.
Leslie Douglas-Churchwell, M.D.
Robert L. Forti, M.D., Ph.D.
Richard W. Garman, Jr., M.D.
John R. Gibson, M.D.
Shawnda E. Hollie, M.D.
Bruce Hollinger, M.D.
Stephen D. May, M.D.
Eric Myers, M.D
Julie L. Owens, M.D.
Leah C. Patton, M.D.
Bruce E. Richards, M.D.
Craig D. Rutland, M.D.
Richard S. Smith, M.D.
Margaret M. Stolz, M.D.
A. Lee Tucker, Jr., M.D.
Michelle G. Wall, M.D.
John A. Williams, M.D.

Pulmonary/Sleep/Acute Care
Stephen J. Heyman, M.D.

Sleep Medicine
J. Michael Bolds, M.D.

Endocrinology
Swaroopa V. Bartakke, M.D.

Physician Assistants
Daniela Cullen, N.P.
Joyce C. Eyler, P.A.-C
Kenneth Tanner, Jr., P.A.-C

Administrator
Gregory A. Winston

300 - 20th Avenue North • 8th floor
Nashville, Tennessee 37203
(615) 284-1400 • Fax (615) 284-1420

7105 South Springs Drive • Suite 111
Franklin, Tennessee 37067
(615) 284-1400 • Fax (615) 778-9960

6005 Nolensville Road • Suite 205
Nashville, Tennessee 37211
(615) 284-1450 • Fax (615) 846-1630

5002 Crossings Circle • Suite 180
Mt. Juliet, Tennessee 37122
(615) 316-0100 • Fax (615) 872-0088

SUPPLEMENTAL- # 1
April 25, 2014
12:26am

September 6, 2013

Ms. Melanie Hill, Executive Director
State of Tennessee
Health Services and Development Agency
161 Rosa L. Parks Blvd, 3rd Floor
Nashville, TN 37243

Dear Ms. Hill:

This letter expresses my support for NHC's Health Center of Hermitage CON application for a new 90 skilled bed facility. The Health Center of Hermitage is filing its CON based on Davidson County's projected skilled bed need. I am a physician practicing in Davidson County and given my experience in the local market, I believe these additional skilled nursing beds will be needed to accommodate our county's growing aging population. Even today, skilled referrals can be difficult to place and often require patient delays in our acute care facilities.

Given NHC's excellent history, these residents will receive the highest quality of care. I ask you to favorably consider this proposal.

If you have any questions, please do not hesitate to call me.

Sincerely,

Thomas Patten MD

BAPTIST OFFICE
222-22ND AVENUE NORTH, SUITE 100
NASHVILLE, TENNESSEE 37203-1870
(615) 284-2222

BELLEVUE OFFICE
7640 HIGHWAY 70 SOUTH, SUITE 110
NASHVILLE, TENNESSEE 37221

COOL SPRINGS OFFICE
1909 MALLORY LANE, SUITE 200
FRANKLIN, TENNESSEE 37067
(615) 376-2550

GRASSLAND OFFICE
2339 HILLSBORO ROAD
FRANKLIN, TENNESSEE 37069
(615) 791-9300

GREEN HILLS OFFICE
2325 CRESTMOOR ROAD
NASHVILLE, TENNESSEE 37215
IM (615) 284-2222 • PEDS (615) 284-2260

ST. THOMAS OFFICE
4230 HARDING ROAD, SUITE 601E
NASHVILLE, TENNESSEE 37205
(615) 222-3652

ST. THOMAS OFFICE – DERMATOLOGY
4230 HARDING ROAD, SUITE 609E
NASHVILLE, TENNESSEE 37205
(615) 222-3442

SUPPLEMENTAL- # 1
April 25, 2014
12:26am

June 27, 2013

Ms. Melanie Hill, Executive Director
State of Tennessee
Health Services and Development Agency
161 Rosa L. Parks Blvd. 3rd Floor
Nashville, TN 37243

Dear Ms. Hill:

Due to the increase of persons in need in the congregation here at Hermitage United Methodist Church, I would like to request that NHC at The Health Center at Hermitage be granted the CON for the plan to relocate 60 beds and the addition of 30 beds for the construction of a new 90 bed skilled facility.

NHC is filing this CON based on the bed need projection for additional skilled beds in Davidson County. We need to meet the demands of our senior population with quality care and NHC is a great resource.

NHC is to be commended for their care and for their future commitment of creating more housing to meet the aging senior's needs. I wish NMHC well in the fulfillment of its mission of care for the elderly.

Sincerely,

Allen R. Black

Pastor Allen Black
Lead Pastor
Hermitage United Methodist Church

AB:tb

(615) 883-3918

205 Belinda Drive
Hermitage, TN 37076

www.humc.org

What are the major changes to the applicant's projected referral sources due to the proposed 5 mile relocation from the current Bell Road, Nashville, TN location in Davidson County?

There are no major changes to the projected referral sources due to the relocation. In fact, we are moving closer to our main referral source which supports this project.

11. Section C, Economic Feasibility, Item 1 (Project Cost Chart)

The chart contains an entry for $605,900 of moveable equipment. Please identify the key equipment included and identify any equipment at $50,000 or greater.

Moveable Equipment-This category includes pieces of furniture (patient room beds, chairs, dining room tables, etc) none of which cost $50,000 individually.

12. Section C, Economic Feasibility, Item 6

Please revise the statement to reflect that the project pertains to the relocation of the 90 bed nursing home approved in CN1306-022A.

Please see the attached revised page.

The applicant provides charges for semiprivate- private pay and semiprivate - companion. However, this appears to be an all private room only facility with 90 beds. Please clarify how these two rates would apply to the financial projections of the application.

This proposed project has the following room mix:

76	**Private Room**	**76 beds**
2	**Bariatric Rooms**	**2 beds**
6	**Companion Rooms**	**12 beds**
84 Rooms		**90 Beds**

The proforma provides rates for Private rooms, Semi-private rooms and Companion rooms. Patients are only in Private rooms and Companion rooms. The Semi-private room rate was included in the application for reference purposes and to establish the proposed rate for the Companion rooms.

The rate information contained in the tables on pages 155 - 157 is noted. Please add a row to the 2017 and 2018 tables containing the applicant's proposed rates for 2017 and 2018. The row should be included in bold font at the bottom of the chart following the "Average Rates" row.

Please see the attached table containing the requested information.

SUPPLEMENTAL- # 1
April 25, 2014
12:26am

6. **Please provide the current and proposed charge schedules for the proposal. Discuss any adjustment to current charges that will result from the implementation of the proposal. Additionally, describe the anticipated revenue from the proposed project and the impact on existing patient charges.**

Patient Charge/Reimbursement	Year 1(6/2017) Proposed	Year 2(6/2018) Proposed
Private/Private Pay	$279.90	$292.49
Semi-Private/Private Pay	$263.50	$275.36
Semi Private – Companion	$271.70	$283.93
Medicare	$494.34	$504.23
Managed Care	$470.79	$480.21

The proposed CON project is for the relocation of a 90 bed nursing home approved by CN1306-022A and called The Health Center of Hermitage. Consequently, there are no existing patient charges. Medicare RUG rates are inflated 2.0% annually. The anticipated revenue from the proposed project is sufficient to produce positive net operating income in year two of $101,281.

Davidson County Estimated 2018 Nursing Home Rates

	NURSING HOMES	Estimated 2018 Rates						
		SNF/Medicare	Medicaid		Private Pay/Private Room		Private Pay Semi/Pvt	
			Level II	Level I	Level II	Level I	Level II	Level I
1	Belcourt Terrace	$618.57	$231.80	$201.85	$390.68	$239.62	$390.68	$213.57
2	Bethany Health Care Center	$698.01	$299.52	$247.43	$531.32	$272.17	$350.31	$252.64
3	Bordeaux Long Term Care	$651.13	$651.13	$221.38	$475.32	$240.92	$455.79	$221.38
4	Crestview Nursing Home	$673.27	$231.80	$212.27	N/A	$240.92	$253.94	$234.41
5	Cumberland Manor	$518.30	N/A	$230.50	$238.31	$238.31	$230.50	$230.50
6	Donelson Place Care & Rehab Center	$259.15	$260.45	$257.85	N/A	$263.06	N/A	$263.06
7	Good Samaritan Health & Rehab	$608.16	$195.34	$188.83	$364.63	$240.92	$260.45	$221.38
8	Grace Healthcare of Whites Creek	$597.74	$192.73	$187.53	N/A	$240.92	N/A	$227.90
9	Green Hills Health & Rehab Center	$683.69	$225.29	$214.87	$675.87	$345.10	$286.50	$286.50
10	Imperial Gardens Health & Rehab	$539.14	$231.80	$214.87	$286.50	$247.43	$273.47	$234.41
11	Jackson Park Christian Home	N/A	N/A	N/A	N/A	N/A	N/A	N/A
12	Lakeshore Heartland	N/A	N/A	$208.36	N/A	$248.73	N/A	$235.71
13	Life Care Center of Hickory Wood	N/A	N/A	N/A	N/A	N/A	N/A	N/A
14	Life Care Center of Old Hickory Village	$605.55	N/A	N/A	$457.09	$457.09	$279.99	$279.99
15	Madison Healthcare & Rehab (Kindred)	$531.32	$205.76	$188.83	N/A	N/A	$252.64	N/A
16	McKendree Village	$553.46	$231.80	$214.87	$375.05	$242.22	$362.03	$229.20
17	Health Center at Richland Place	$668.06	N/A	N/A	$345.10	$345.10	$306.03	$306.03
18	The Meadows	$377.66	N/A	N/A	$293.01	$300.82	$250.03	$242.22
19	Trevecca Health Care Center	$635.50	$299.52	$248.73	$369.84	$269.57	$350.31	$250.03
20	Vanco Manor	$681.08	N/A	$251.34	$272.17	$272.17	$251.34	$251.34
21	West Meade Place	$345.10	$345.10	$240.92	$345.10	$273.47	$345.10	$240.92
22	Woodcrest at Blakeford	$475.32	N/A	N/A	$566.48	$351.61	$475.32	$279.99
	Average Rates	**$564.22**	**$277.08**	**$220.65**	**$399.10**	**$280.53**	**$316.14**	**$247.43**
	The Health Center of Hermitage	**$504.23**	-	-	-	**$292.49**	-	**$275.36**

Source: 2012 Joint Annual Report Schedule H - Financial Data - Daily Charge

SUPPLEMENTAL- # 1
April 25, 2014
12:26am

Davidson County Estimated 2017 Nursing Home Rates

	NURSING HOMES	Estimated 2017 Rates						
		SNF/Medicare	Medicaid		Private Pay/Private Room		Private Pay Semi/Pvt	
			Level II	Level I	Level II	Level I	Level II	Level I
1	Belcourt Terrace	$591.94	$221.82	$193.16	$373.85	$229.30	$373.85	$204.37
2	Bethany Health Care Center	$667.95	$286.62	$236.77	$508.44	$260.45	$335.22	$241.76
3	Bordeaux Long Term Care	$623.09	$623.09	$211.85	$454.86	$230.54	$436.16	$211.85
4	Crestview Nursing Home	$644.28	$221.82	$203.13	N/A	$230.54	$243.01	$224.31
5	Cumberland Manor	$495.98	N/A	$220.57	$228.05	$228.05	$220.57	$220.57
6	Donelson Place Care & Rehab Center	$247.99	$249.24	$246.74	N/A	$251.73	N/A	$251.73
7	Good Samaritan Health & Rehab	$581.97	$186.93	$180.70	$348.93	$230.54	$249.24	$211.85
8	Grace Healthcare of Whites Creek	$572.00	$184.43	$179.45	N/A	$230.54	N/A	$218.08
9	Green Hills Health & Rehab Center	$654.25	$215.59	$205.62	$646.77	$330.24	$274.16	$274.16
10	Imperial Gardens Health & Rehab	$515.92	$221.82	$205.62	$274.16	$236.77	$261.70	$224.31
11	Jackson Park Christian Home	N/A	N/A	N/A	N/A	N/A	N/A	N/A
12	Lakeshore Heartland	N/A	N/A	$199.39	N/A	$238.02	N/A	$225.56
13	Life Care Center of Hickory Wood	N/A	N/A	N/A	N/A	N/A	N/A	N/A
14	Life Care Center of Old Hickory Village	$579.47	N/A	N/A	$437.41	$437.41	$267.93	$267.93
15	Madison Healthcare & Rehab (Kindred)	$508.44	$196.90	$180.70	N/A	N/A	$241.76	N/A
16	McKendree Village	$529.63	$221.82	$205.62	$358.90	$231.79	$346.44	$219.33
17	Health Center at Richland Place	$639.29	N/A	N/A	$330.24	$330.24	$292.85	$292.85
18	The Meadows	$361.39	N/A	N/A	$280.39	$287.87	$239.27	$231.79
19	Trevecca Health Care Center	$608.14	$286.62	$238.02	$353.92	$257.96	$335.22	$239.27
20	Vanco Manor	$651.75	N/A	$240.51	$260.45	$260.45	$240.51	$240.51
21	West Meade Place	$330.24	$330.24	$230.54	$330.24	$261.70	$330.24	$230.54
22	Woodcrest at Blakeford	$454.86	N/A	N/A	$542.09	$336.47	$454.86	$267.93
	Average Rates	**$539.92**	**$265.15**	**$211.15**	**$381.91**	**$268.45**	**$302.53**	**$236.77**
	The Health Center of Hermitage	**$494.34**	-	-	-	**$279.90**	-	**$263.50**

Source: 2012 Joint Annual Report Schedule H - Financial Data - Daily Charge

SUPPLEMENTAL- # 1
April 25, 2014
12:26am

13. Section C, Economic Feasibility, Item 9

The projected payor mix is noted. What amount is projected, if any, for revenue from services provided to Medicaid recipients through the applicant's out- of-network contracts with the Tenncare MCOs identified on page 4 of the application?

Please clarify if the anticipated Medicare revenue includes crossover claims reimbursed by TennCare. Medicare crossover payments are normally made by the Bureau of TennCare separately from the Managed Care Contractors. Medicare crossover claims are claims that have been submitted to the Bureau of TennCare for Medicare cost sharing payments after the claim has been adjudicated by Medicare and paid by Medicare and Medicare has determined the enrollee's liability.

The projection reflects no "Medicaid Managed Care Patients". Thus, there is no projected revenue from services provided to Medicaid recipients through the applicant's out of network contracts with TennCare MCO's.

Anticipated Medicare revenue does not include crossover claims reimbursed by TennCare. This 90 bed project will not participate in the Tennessee Medicaid program, thus this 90 bed project will not bill TennCare for services or seek reimbursement from TennCare.

14. Section C, Orderly Development, Item 2

The response is noted. As noted previously, the statement regarding relocating 60 beds and adding 30 beds does not apply to this project. Please revise to reflect that the project applies to the relocation of the 90 bed nursing home approved in CN1306-022A at the September 23, 2013 Agency meeting.

Please see the attached revised page.

2. Describe the positive and/or negative effects of the proposal on the health care system. Please be sure to discuss any instances of duplication or competition arising from your proposal including a description of the effect the proposal will have on the utilization rates of existing providers in the service area of the project.

The Health Center of Hermitage, LLC is requesting the authority to relocate 90 beds approved in CN1306-022A. The results are seen to have positive effects for both the long-term care industry and the growing aging population in Davidson County.

National HealthCare Corporation is one of the largest providers of long-term care beds and services in the State of Tennessee, of which The Health Center of Hermitage, LLC is a subsidiary. The Health Center of Hermitage will be committed to providing the highest quality of care at maximum efficiency. Through the proposed project, NHC will continue with its commitment to improve both efficiency and care in Davidson County.

This project will serve as a needed relocation of services to the residents of Davidson County. The proposed project will serve as a referral source for home health agencies, doctors and area hospitals. This project will not have negative effects on the health care system of duplication or competition because 60 of the 90 requested beds are replacement beds and the 30 beds requested are supported by both the State's bed need formula in Davidson County, and the health care community that will make referrals and utilize the facility.

15. **CON Progress Reports of Affiliated Facilities**

According to HSDA records, there are several outstanding Certificate of Need (CON) projects of facilities related through ownership to the applicant's parent company such as NHC at Indian Path, CN121-059A, The Health Center at Nashville, CN1107-022Aand NHC Healthcare-Sumner, CN1108-029A. Please provide a brief progress report and/or annual progress report, as appropriate, for these outstanding CONs.

Various status reports- Indian Path/Kingsport-under construction; The Health Center of Nashville (Place at the Trace)-construction plans (98% complete) and site work to start in 60-90 days; and Sumner-under construction.

SUPPLEMENTAL- # 1
April 25, 2014
12:26am

AFFIDAVIT

STATE OF TENNESSEE

COUNTY OF Rutherford

NAME OF FACILITY: The Health Center of Hermitage, LLC d/b/a The Health Center of Hermitage

I, Bruce K. Duncan, being first duly sworn, state under oath that I am the applicant named in this Certificate of Need application or the lawful agent thereof, that I have reviewed all of the supplemental information submitted herewith, and that it is true, accurate, and complete.

Assistant Vice President
Signature/Title

Sworn to and subscribed before me, a Notary Public, this the 22nd day of April, 2014, witness my hand at office in the County of Rutherford, State of Tennessee.

Barbara Harris
NOTARY PUBLIC

My commission expires 9-20, 2015

HF-0043

Revised 7/02

State of Tennessee
Health Services and Development Agency
Andrew Jackson Building, 9th Floor, 502 Deaderick Street, Nashville, TN 37243
www.tn.gov/hsda Phone: 615-741-2364/Fax: 615-741-9884

April 17, 2014

Bruce K. Duncan.
Assistant Vice President
National Healthcare Corporation
100 Vine Street
Murfreesboro, TN 37130

RE: Certificate of Need Application CN1404-011
The Health Center of Hermitage

Dear Mr. Duncan:

This will acknowledge our April 15, 2014 receipt of your **Consent Calendar Request** for your application for a Certificate of Need for the change of site/relocation of 90 beds to be Medicare certified as approved and unimplemented in CN1306-022A from the original unaddressed 13 acre site at Bell Road near Woodland Point Road and Couchville Pike in Nashville, Davidson County, Tennessee to a new site containing approximately 14.02 acres at 4214 Central Pike, Hermitage, Davidson County, Tennessee. The project is not subject to the 125-bed Nursing Home Bed Pool for the 2013-2014 state fiscal year period.

Several items were found which need clarification or additional discussion. Please review the list of questions below and address them as indicated. The questions have been keyed to the application form for your convenience. I should emphasize that an application cannot be deemed complete and the review cycle begun until all questions have been answered and furnished to this office.

Please submit responses in triplicate by 12:00 PM, Thursday, April 24, 2014. If the supplemental information requested in this letter is not submitted by or before this time, then consideration of this application may be delayed into a later review cycle.

---

1. **Section A, Item 6 (legal Interest in the Site)**

   Review of the fully executed purchase agreement between the parties revealed that the applicant's legal interest in the site will be active through a closing date anticipated on or about October 31, 2014. However, review of the Limited warranty revealed otherwise, based on the absence of any signatures by the

parties to the agreement. Please clarify by explaining why a limited warranty would not be appropriate as a means to protect the interests of the parties to the Purchase Agreement.

2. **Section A, Item 11 and Item 13**

The response to Item 11 reflects that the 90 bed nursing home will not seek Medicaid provider certification, however, it appears that it will seek contracts with Tenncare MCOs in Davidson County. Given the financial plans for a managed care payor mix that potentially accounts for approximately 20% of total projected patient days in Year 1 and 2, please discuss the plans for admission of Medicaid recipients in more detail.

3. **Section B, Project Description, Item I**

Please provide confirmation from an authorized management representative confirming that CN1306-022A, The Health Center of Hermitage, LLC, will be voluntarily surrendered if the application is approved.

4. **Section B, Project Description, Item II.A.**

As reflected in the Letter of Intent, Section A, Item 9 on page 3 and Section B, Item 1 on page 5, the applicant seeks to relocate the 90 bed approved but unimplemented new nursing facility in CN1306-022A (The Health Center of Hermitage, LLC) from its current site Bell Road near Woodland Point Road and Couchville Pike in Nashville, TN (Davidson County) to a new site at 4214 Central Pike in Hermitage, Davidson County. In addition, the applicant provides a copy of the Oct 23, 2013 approval letter for CN1306-022A on page 164 of application. However, the applicant states that the project is for the relocation of the 90 beds approved in CN1107-024AME, The Health Center of Nashville, LLC, on pages 6 and 7 of this section. Please confirm that the project involves the relocation of the 90 beds approved in CN1306-022A.

Since CN1306-022A includes 60 of the 150 beds approved in CN1107-24AME, which, in turn, appears to be related to CN1002-007AVS (unimplemented and surrendered on or about November 1, 2011), it is suggested that the applicant provide a brief summary of the CON history that applies to the project focusing on this project's relationship to the CN1306-022A, CN1107-24AME and CN 1002-009AVS. The summary should include, at a minimum, the following information:
1) CON project number and project cost,
2) total size in square feet of proposed NF and # of licensed beds
3) proposed Medicare/Medicaid certification status,
4) proposed room mix (# semi-private and # private)
5) distance in miles and driving time from the proposed site at 4214 Central Pike in Hermitage to each of the related and approved CONs (note: please also provide a map that shows the locations of the nursing homes in the subject CON projects)

In the second paragraph on page 7, the applicant states that the facility will contain 73,699 square feet with 74 private rooms and 6 companion rooms/private rooms (# rooms totals to a maximum capacity of 86 beds). These amounts differ from the 74,699 SF facility in the **Square Footage Chart** on page 10 and the number of rooms needed to house a total of 90 beds (as shown on

page 3 in the bed complement table or in the floor plans on pages 49 - 55). Please clarify.

How is the 14 acre property zoned? If residential, and restrictions exist, please discuss plans to rezone to "Mixed Use" or "Specific Plan" classifications, as appropriate. Does the applicant's recent experience with rezoning to Specific Plan designation for the 90 bed facility approved in CN1107-024AME (to be constructed in western Davidson County) have any implications for the development of this nursing home in Hermitage?

5. **Section B, Project Description, Item II.B., Item II.C and Item II.D.**

Item II.B.: The description on page 9 refers to relocating the 90 beds approved in CN1107-24A, The Health Center of Nashville, LLC, in lieu of the 90 beds approved in CN1306-022A, The Health Center of Hermitage, LLC. Please revise the statement to reflect that the project involves the relocation of the 90 bed nursing home approved in CN1306-022A.

It appears that the new construction building footprint will increase slightly in size from 71,054 square feet to 74,699 square feet reflected in the Square Footage Chart on page 10. Please compare to the amounts provided in the Square Footage Chart of the original facility proposed in CN1306-022A. As a suggestion, the applicant could simply show a side by side comparison using a modified SF Chart as a template with entries for Current, CN1306-022A and Proposed, CN1404-011.

To help illustrate the impact the relocated beds will have on existing services, please complete the following table comparing the utilization of area nursing homes within a 10 mile radius of the proposed site in Hermitage. *Note: existing facilities have been included in the table to assist the applicant – please add any other NFs that may apply.*

Nursing Home Utilization Trends - within 10 miles of Proposed Project in Hermitage

Facility	Distance from applicant's proposed site in Hermitage	Licensed Beds (2014)	SNF Beds-Medicare	SNF/NF Beds-Dually Certified	2010 Licensed ADC	2011 Licensed ADC	2012 Licensed ADC	'10-12 % change
Bethany Health & Rehab								
Donelson Place								
Good Samaritan Health								
Lakeshore Heartland								
Life Care-Hickory Woods								
McKendree								
TOTAL								

Item II.C:

Please revise the reference to reflect that the project proposes relocating the 90 beds approved in CN1306-022A.

Item II.D:

Please revise the reference to reflect that the project proposes relocating the 90 beds approved in CN1306-022A.

Using population and nursing home licensed bed data from the Tennessee Department of Health, please complete the following table to help illustrate the need to change location of the new 90 bed facility. Please note that the table is quite similar to what was provided in CN1306-022A to help illustrate the need for the project.

65+ Nursing Home Beds/1,000 Population Within a 10-Mile Radius

Location	Year1 (2017) Population	2017 age 65+ population	2014 total nursing home beds within 10 mile radius	2017 Medicare SNF and dually certified beds within 10 mile radius	2017 nursing home beds per 1,000 age 65+ population	2017 Medicare SNF and dually cert beds per 1,000 age 65+ population
CN1404-011, Health Center of Hermitage						
CN1107-024AME, Health Center of Nashville						
Davidson County						

6. **Section B, Project Description, Item IV. (Floor Plan)**

As noted in Section B, Item I, the applicant mentions 74 private rooms and 6 companion rooms/private rooms which could only account for a maximum capacity of 86 beds in lieu of the 90 beds proposed for the project & approved in CN1306-022A. Please confirm that the floor plans identify the location of all 90 beds.

7. **Section C., Need, Item l.a. (Service Specific Criteria)**

Please note that the justification for the Nursing Home Services project specific criteria was addressed in the applicant's approved and unimplemented Certificate of Need, CN1306-022A (*as approved at the September 25, 2013 Agency meeting*). As a result, the applicant's responses for the criteria specified for the State Health Plan, "Five Principles for Achieving Better Health" plus the criteria for "Construction, Renovation, Expansion and Replacement of Health Care Institutions" will apply to

this application.

In consideration of the principle of Access in the State Health Plan, please also discuss how the Long-term Care Community Choices Act of 2008 has impacted nursing home utilization rates in Davidson County for the most recent 3 consecutive year periods. The Long-term Care Community Choices Act of 2008 allows TennCare to pay for more community and home-based services for seniors such as household assistance, home delivered meals, personal hygiene assistance, adult day care centers and respite.

Even though the proposed project does not anticipate being TennCare/Medicaid certified, the impact of the Choices Act may be impacting the availability of beds that are dually-certified for Medicare skilled patients. Please discuss.

8. **Section C, Need, Item 4.A.**

The response is noted. The amounts shown in the two tables for the population for Davidson County (total population and age 65+ population) for CY2014 and CY2016 are different even though the source appears to be the same. Please clarify.

Per the ESRI Dominant Tapestry Lifestyle Map in the attachments, it appears that the dominant segment in the proposed location in Hermitage is Level 28 - aspiring young families. What impact will this have on the project in attracting seniors to the facility at its new location?

9. **Section C., Need, Item 5**

As an update to the applicant's last review in CN1306-022A, please describe the status of any licensure activities such as the inactive status of 165 licensed bed Imperial Garden effective May 2013.

Please explain in detail why the change in location would not have an adverse impact to other sites, such as those located within 10 miles of the proposed facility in Hermitage.

The chart of nursing homes in Davidson County with current licensed beds and 3 year utilization trend is noted. Please add a column to the chart that identifies the approximate distance in miles to the applicant's proposed facility in Hermitage.

10. **Section C, Need, Item 6**

Your response to this item is noted as Section C, Need, Item 5. However, please renumber to reflect that it pertains to Section C, Need, Item 6.

In addition to the projections provided in the attachment, please complete the following table:

The Health Center of Hermitage Projected Utilization

Year	Licensed Beds	SNF Medicare and dually certified beds*	SNF Medicare ADC	Medicaid Level II ADC	SNF All other Payors-ADC	Medicaid Level I ADC	All other Payors Non-skilled ADC	Total Facility ADC	Licensed Occupancy %
2017									
2018									

* includes both Medicare only SNF beds and SNF/NF dually-certified beds

The detailed charts noting how the proposed project is projected to ramp up is noted. Please provide a narrative response that provides some details on how the applicant expects the rate of growth to take place, e.g., surveys or letters from referral sources, etc.
What are the major changes to the applicant's projected referral sources due to the proposed 5 mile relocation from the current Bell Road, Nashville, TN location in Davidson County?

11. Section C, Economic Feasibility, Item 1 (Project Cost Chart)

The chart contains an entry for $605,900 of moveable equipment. Please identify the key equipment included and identify any equipment at $50,000 or greater.

12. Section C, Economic Feasibility, Item 6

Please revise the statement to reflect that the project pertains to the relocation of the 90 bed nursing home approved in CN1306-022A.

The applicant provides charges for semiprivate– private pay and semiprivate – companion. However, this appears to be an all private room only facility with 90 beds. Please clarify how these two rates would apply to the financial projections of the application.
The rate information contained in the tables on pages 155 – 157 is noted. Please add a row to the 2017 and 2018 tables containing the applicant's proposed rates for 2017 and 2018. The row should be included in bold font at the bottom of the chart following the "Average Rates" row.

13. Section C, Economic Feasibility, Item 9

The projected payor mix is noted. What amount is projected, if any, for revenue from services provided to Medicaid recipients through the applicant's out- of-network contracts with the Tenncare MCOs identified on page 4 of the application?

Please clarify if the anticipated Medicare revenue includes crossover claims reimbursed by TennCare. Medicare crossover payments are normally made by the Bureau of TennCare separately from the Managed Care Contractors. Medicare crossover claims are claims that have been submitted to the Bureau of TennCare for Medicare cost sharing payments after the claim has been adjudicated by Medicare and paid by Medicare and Medicare has determined the enrollee's liability.

14. Section C, Orderly Development, Item 2

The response is noted. As noted previously, the statement regarding relocating 60 beds and adding 30 beds does not apply to this project. Please revise to reflect that the project applies to the relocation of the 90 bed nursing home approved in CN1306-022A at the September 23, 2013 Agency meeting.

15. CON Progress Reports of Affiliated Facilities

According to HSDA records, there are several outstanding Certificate of Need (CON) projects of facilities related through ownership to the applicant's parent company such as NHC at Indian Path, CN121-059A, The Health Center at Nashville, CN1107-022Aand NHC Healthcare-Sumner, CN1108-029A. Please provide a brief progress report and/or annual progress report, as appropriate, for these outstanding CONs.

In accordance with Tennessee Code Annotated, §68-11-1607(c) (5), "...If an application is not deemed complete within sixty (60) days after written notification is given to the applicant by the agency staff that the application is deemed incomplete, the application shall be deemed void." **For this application the sixtieth (60th) day after written notification is Thursday, June 19, 2014. If this application is not deemed complete by this date, the application will be deemed void.** Agency Rule 0720-10-.03(4) (d) (2) indicates that "Failure of the applicant to meet this deadline will result in the application being considered withdrawn and returned to the contact person. Re-submittal of the application must be accomplished in accordance with Rule 0720-10-.03 and requires an additional filing fee." Please note that supplemental information must be submitted timely for the application to be deemed complete prior to the beginning date of the review cycle which the applicant intends to enter, even if that time is less than the sixty (60) days allowed by the statute. The supplemental information must be submitted with the enclosed affidavit, which shall be executed and notarized; please attach the notarized affidavit to the supplemental information.

If all supplemental information is not received and the application officially deemed complete prior to the beginning of the next review cycle, then consideration of the application could be delayed into a later review cycle. The review cycle for each application shall begin on the first day of the month after the application has been deemed complete by the staff of the Health Services and Development Agency.

Any communication regarding projects under consideration by the Health Services and Development Agency shall be in accordance with T.C.A. ɜ 68-11-1607(d):

(1) No communications are permitted with the members of the agency once the Letter of Intent initiating the application process is filed with the agency. Communications between agency members and agency staff shall not be prohibited. Any communication received by an agency member from a person unrelated to the applicant or party opposing the application shall be reported to the Executive Director and a written summary of such communication shall be made part of the certificate of need file.

(2) All communications between the contact person or legal counsel for the applicant and the Executive Director or agency staff after an application is deemed complete and placed in the review cycle are prohibited unless submitted in writing or confirmed in writing and made part of the certificate of need application file. Communications for

the purposes of clarification of facts and issues that may arise after an application has been deemed complete and initiated by the Executive Director or agency staff are not prohibited.

Should you have any questions or require additional information, please do not hesitate to contact this office.

Sincerely,

Jeff Grimm
HSDA Examiner

Enclosure/PJG

ORIGINAL SUPPLEMENTAL-2

The Health Center of Hermitage

CN1404-011

APR 28 '14 AM 10:17

SUPPLEMENTAL

1. **Section B, Project Description, Item II.A.**

Confirmation that the project involves the relocation of the 90 beds approved in CN1306-022A is noted for this item and other related questions of the supplemental response. However, please note that page 6 of your response includes a reference to 74 private rooms and 6 companion rooms in lieu of the clarification provided in the revised floor plans and page 53 of the supplemental response (both of these items identified 76 private rooms, 2 bariatric rooms and 6 companion rooms). Please correct the reference to the room/bed mix and provide by revising page 7 of the application. a revised page for this item

Please see attached page with corrected room reference.

In your response, it may be helpful to further illustrate & confirm the room/bed mix for this project, CN1404-011, by adding a row to the table you provided on page 8 that includes the following information:
1) CON project number and project cost,
2) total size in square feet of proposed NF and # of licensed beds
3) proposed Medicare/Medicaid certification status,
4) **proposed room mix (# semi-private and # private)**
5) distance in miles and driving time from the proposed site at 4214 Central Pike in Hermitage to each of the related and approved CONs (note: please also provide a map that shows the locations of the nursing homes in the subject CON projects)

Please see the attached revised Table now including CN1404-011 information.

SUPPLEMENTAL

site allows for a more efficient use of property and is less expensive resulting in $220,000 in savings.

The new nursing facility will be a single story structure which has been designed to meet all current Life Safety Codes. The center will contain 73,699 square feet and have many ancillary patient areas for center operations such as kitchen, therapy suite for physical, speech and occupational therapies, laundry and administrative offices. The center will have 76 private rooms, two (2) bariatric beds each located in a private room and 6 companion rooms/private rooms with two persons sharing a full bath. The center will also include dining and activity rooms and central bathing. Full ancillary areas to be constructed include Physical, Speech, Occupational Therapy, Laundry, Activity rooms and Dining Rooms and administrative offices. The center has been designed to provide state of the art care in a comfortable environment.

The Health Center of Hermitage should be granted the relocation CON for the following reasons: NHC has a long history of providing quality long term care services in Davidson County. The relocation of the 90 beds approved by CN1306-22A will help local residents in need of post-acute care services find them. The project is financial feasible (see proforma projections), and lastly, it promotes the orderly development of the existing health care system in that it relocates existing approved beds to an area of need without adding new beds and capacity to the county and service area. The Health Center of Hermitage, LLC is also supported by the community

SERVICES:

a. Nursing Services: Licensed (RN's and LPN's) and ancillary nursing personnel will serve patients and in emergencies, area residents. In recognizing the critical role qualified nursing assistants play in the care of patients, NHC has established a pilot program with levels of certified nurse assistants (CNA).

b. Rehabilitation Services: The center will provide physical, occupational, speech and recreational therapy services according to physician's orders as part of a rehabilitation program. These services are also available to all residents of the service area (outpatient) as part of the applicant's continuum of care.

c. Dietary Services: All special diet needs will be met and proper nourishment will be provided at all times. NHC has implemented (and is the only long-term health care chain to do so) an American Dietetic Association-approved Dietetic Internship program whereby dietitians are chosen to train in the three major areas of dietetics within the long-term health care setting: administrative, clinical and community dietetics with an emphasis on the treatment of geriatric nutritional problems. Internists also receive training in hospitals and community health centers. Upon graduation and completion of exams, they become licensed and certified dietitians. NHC's goal is to place an ADA Dietitian in each NHC facility.

d. Medical Director: A local physician will be employed as medical director on a consulting basis and will be available to attend to needs of our nursing home patients.

e. Consultant Services: Advice and instructions is sought from health care professionals, including dietitians, pharmacists, gerontologists, therapists, and social workers.

f. Housekeeping & Janitorial Services: Housekeeping and janitorial services will be provided to insure that services are rendered to patients in a clean, attractive, well-maintained and comfortable atmosphere.

Project	CON Number	Project Cost	Square Footage	# Beds	Medicare/ Medicaid Beds	Room Mix	Driving Distance
The Health Center of Hermitage, LLC	CN1404-011 4214 Central Pike	$19,241,697.00	73,699	90	90 Medicare	76 Private 2 Bariatric/Private 6 Companion/Private	N/A
The Health Center of Hermitage, LLC	CN1306-022A Bell Road & Woodland	$20,142,000.00	70,054	90	90 Medicare	72 Private 4 Companion/Private 5 Semi-pvt	5.5 Miles 8 Minutes
The Health Center of Nashville, LLC (CON was modified on 10/23/13)	CN110724AME Hwy 100 & Pasquo Rd	$21,512,150.00	77,408	90	45 Medicare 45 Medicare/Medicaid	90 Private	30 Miles 33 Minutes
The Health Center of Nashville, LLC (CON was surrendered upon issuance of CN110724A)	CN1002-009AVS Old Hickory Blvd	$23,320,300.00	86,000	150	75 Medicare 75 Medicare/Medicaid	38 Private 82 Companion/Private 15 Semi-pvt	26 Miles 27 Minutes

SUPPLEMENTAL

APR 28 '14 10:17

SUPPLEMENTAL

AFFIDAVIT

STATE OF TENNESSEE

COUNTY OF Rutherford

NAME OF FACILITY: The Health Center of Hermitage, LLC d/b/a The Health Center of Hermitage

I, Bruce K. Duncan, being first duly sworn, state under oath that I am the applicant named in this Certificate of Need application or the lawful agent thereof, that I have reviewed all of the supplemental information submitted herewith, and that it is true, accurate, and complete.

Assistant Vice President
Signature/Title

Sworn to and subscribed before me, a Notary Public, this the 25th day of April, 2014, witness my hand at office in the County of Rutherford, State of Tennessee.

Melinda A. Vance
NOTARY PUBLIC

My commission expires 1/21/2018.

MELINDA A. VANCE
Notary Public At Large
RUTHERFORD COUNTY, TN

HF-0043

Revised 7/02