



The National
CONSUMER VOICE
for Quality Long-Term Care



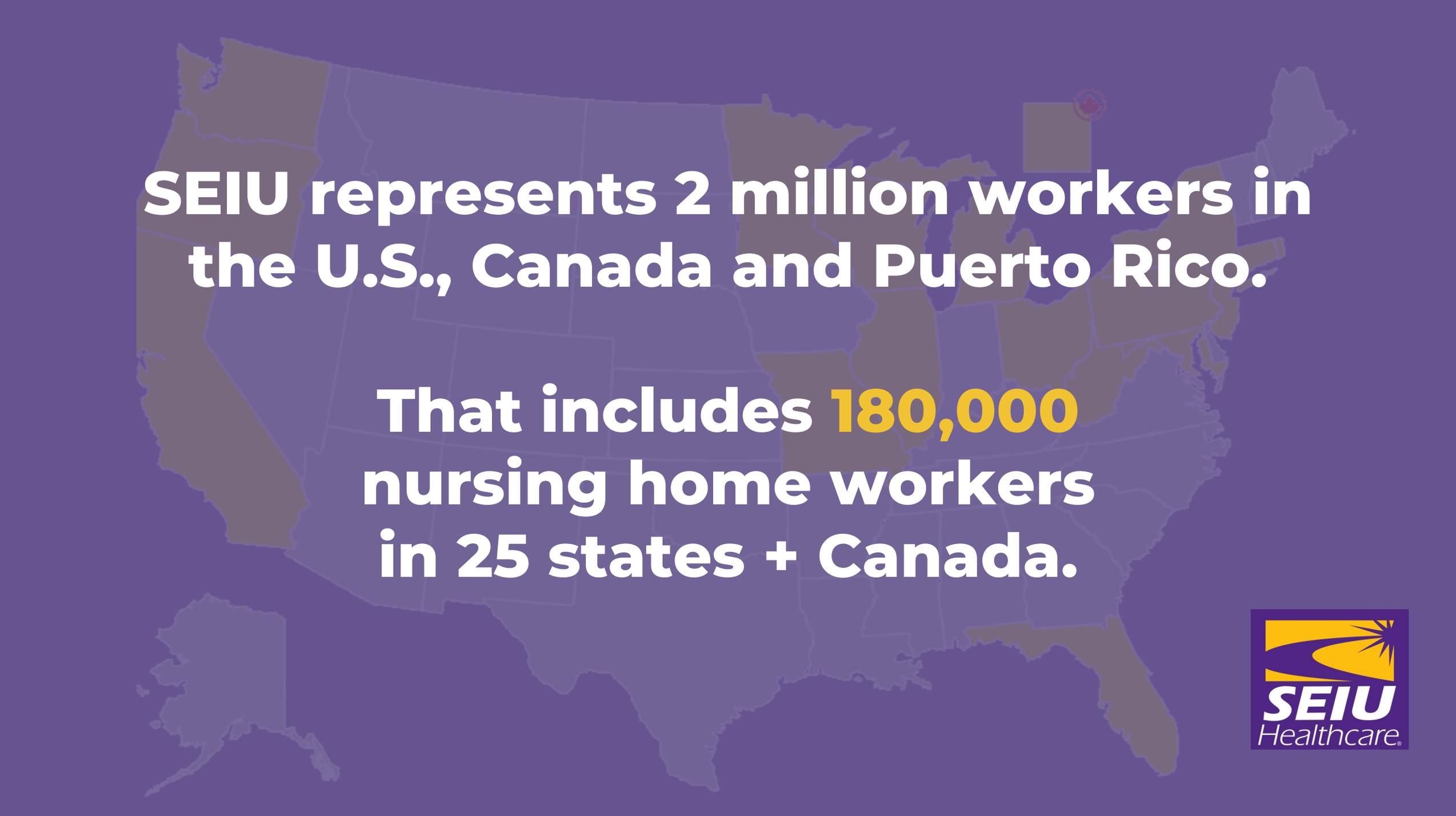
No Excuses, No Delays: Strong Nursing Home Staffing Standards Now!

March 21, 2024

About the Consumer Voice

The leading national voice representing consumers in issues related to long-term care

- ▶ **Advocate for public policies** that support quality of care and quality of life responsive to consumers' needs in all long-term care settings.
- ▶ **Empower and educate** consumers and families with the knowledge and tools they need to advocate for themselves.
- ▶ **Train and support** individuals and groups that empower and advocate for consumers of long-term care.
- ▶ **Promote the critical role** of direct-care workers and best practices in quality care delivery.



SEIU represents 2 million workers in the U.S., Canada and Puerto Rico.

That includes 180,000 nursing home workers in 25 states + Canada.



Welcome

- ▶ The program is being **recorded**
- ▶ Use the **Q&A feature** for questions for the speakers
- ▶ Use the **chat feature** to submit comments or respond to questions from speakers or other attendees
- ▶ Please complete the **evaluation** questionnaire when the webinar is over.
- ▶ Links to **resources** will be posted in the chat box and will be posted to the Consumer Voice website – theconsumervoice.org

Speakers

- ▶ **Sarah Cubba**, Med Tech, SEIU Local 503
- ▶ **Donna Wilkes**, Washington, D.C. Nursing Home Resident
- ▶ **Ernest Tosh**, Founding Attorney, Bedsore.Law



Sarah Cubba



Donna Wilkes



Ernest Tosh



NURSING HOME FINANCES

HIDE THE MONEY

HOW COULD
THE FACILITY
STAFF MORE?

WE HAVE NO
MONEY.



RECENT RELEVANT ARTICLES

For-profit nursing homes are cutting corners on safety and draining resources ..., **The Conversation**, Sean Campbell and Charlene Harrington.

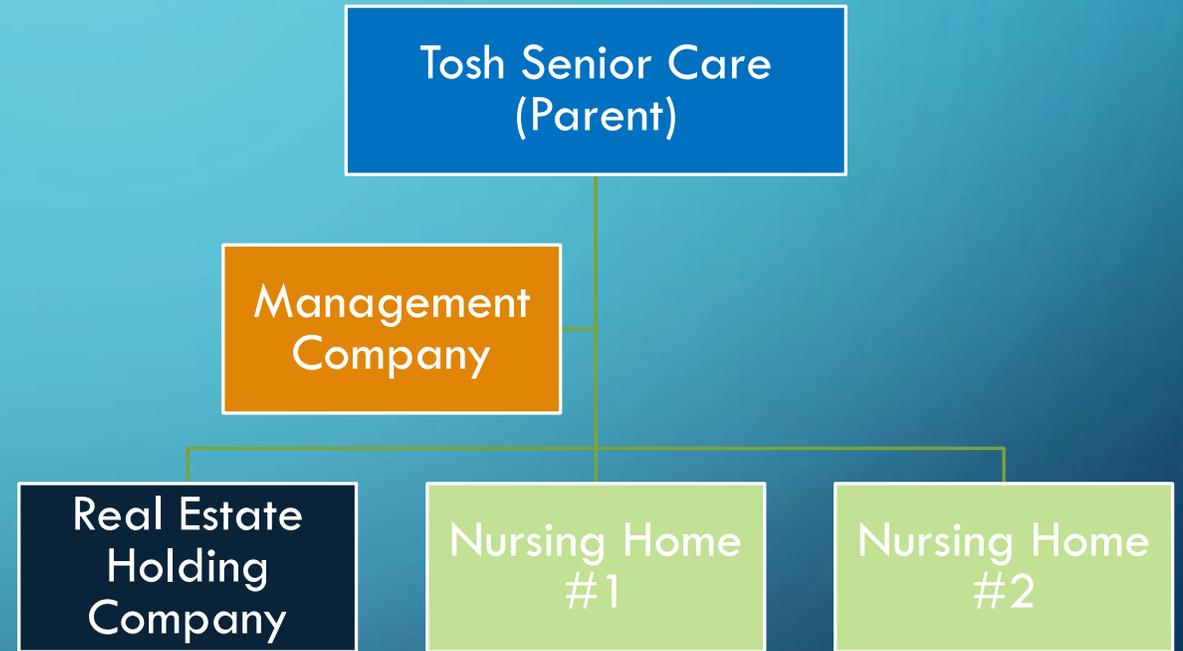
Tunneling and Hidden Profits in Health Care, Ashvin Gandhi and Andrew Olenski.

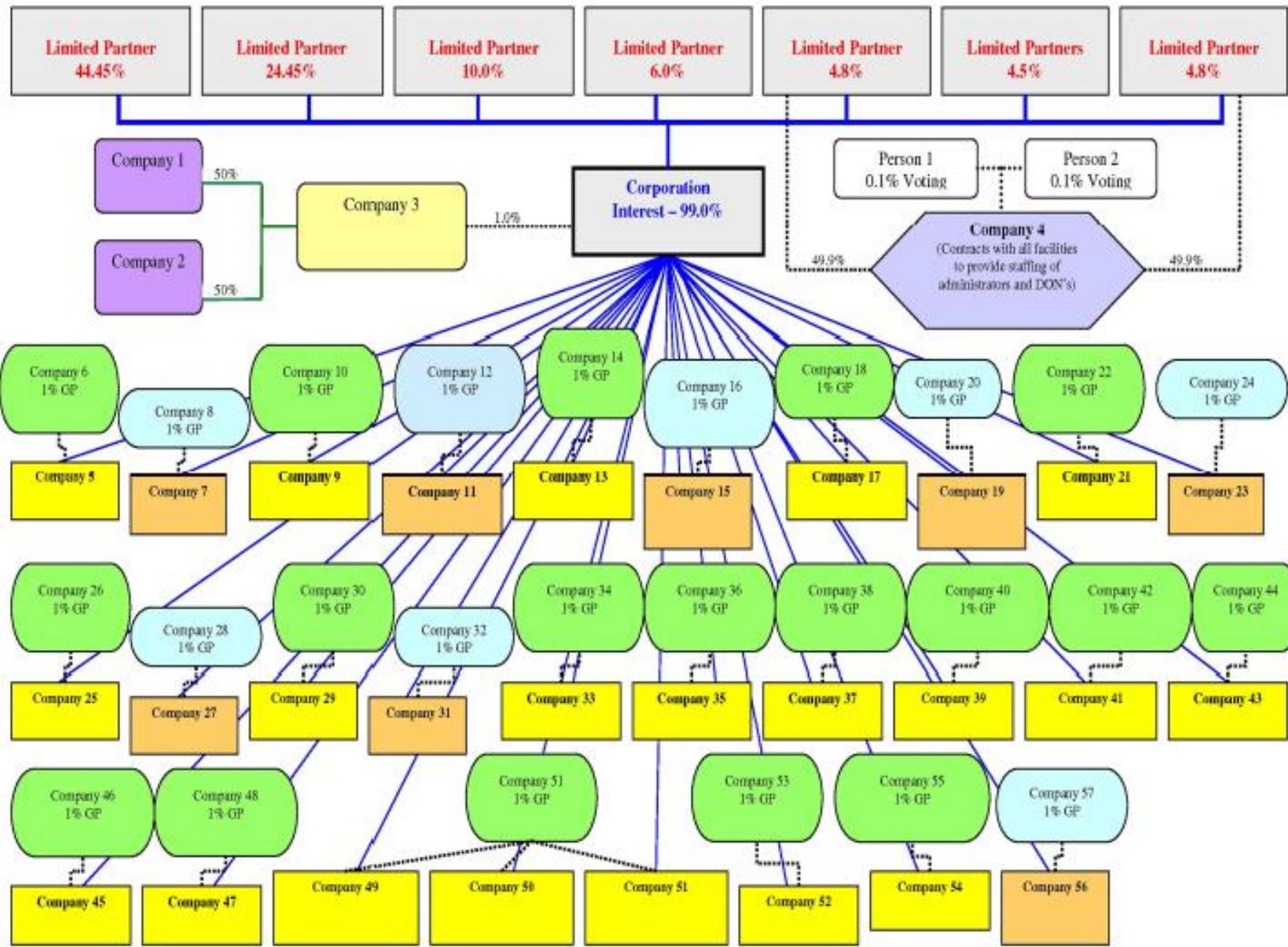
Where do the Billions of Dollars Go?, Consumer Voice Report 2023



ORIGINAL INCOME STATEMENT

NURSING HOME CHAIN STRUCTURE





HOW DOES
THE USE OF
RELATED
PARTIES
IMPACT
STAFFING?



A decorative graphic on the left side of the slide consists of white and light blue lines forming a circuit-like pattern. The lines are vertical and horizontal, with small circles at various points, resembling a stylized tree or a network diagram. The background is a gradient of blue, darker at the bottom and lighter at the top.

FIX THE INCOME STATEMENT

Expenses			
Real Estate (Owned)			
Mortgage Payment	\$500,000		
Taxes	100,000		
Total for Real Estate	600,000		
Real Estate (Rented)			
Lease Payment	\$2,000,000		
Total for Real Estate	\$2,000,000		
Increased Real Estate Expense	\$1,400,000	← Siphon	

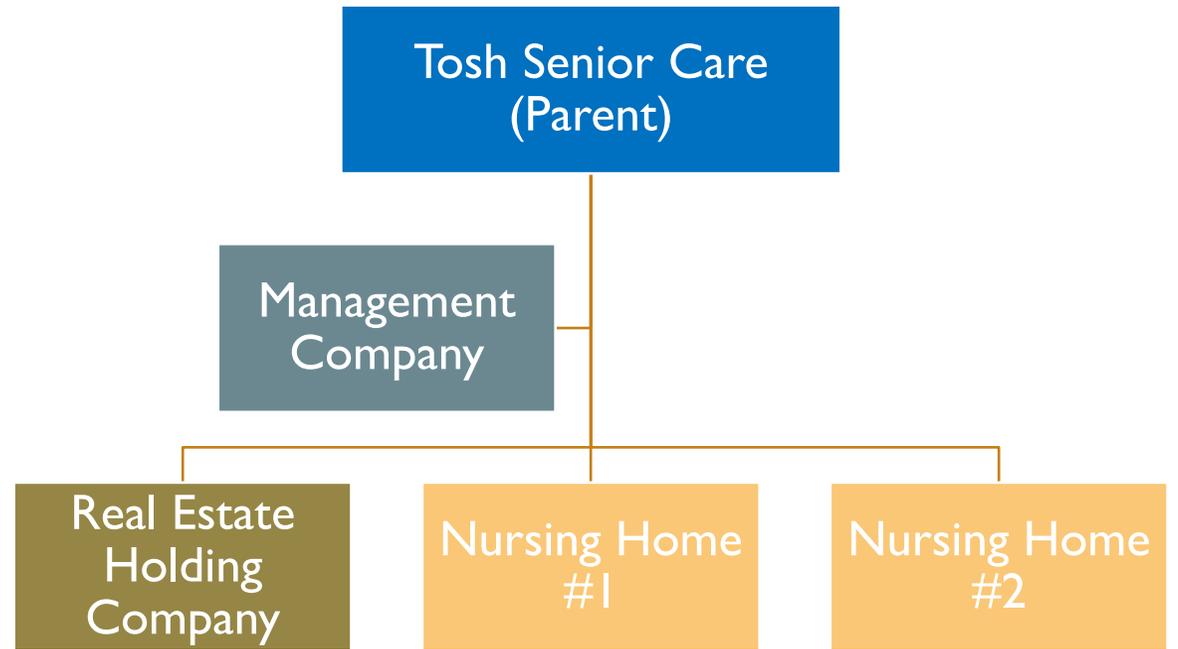
EXPENSES

NO TRANSPARENCY

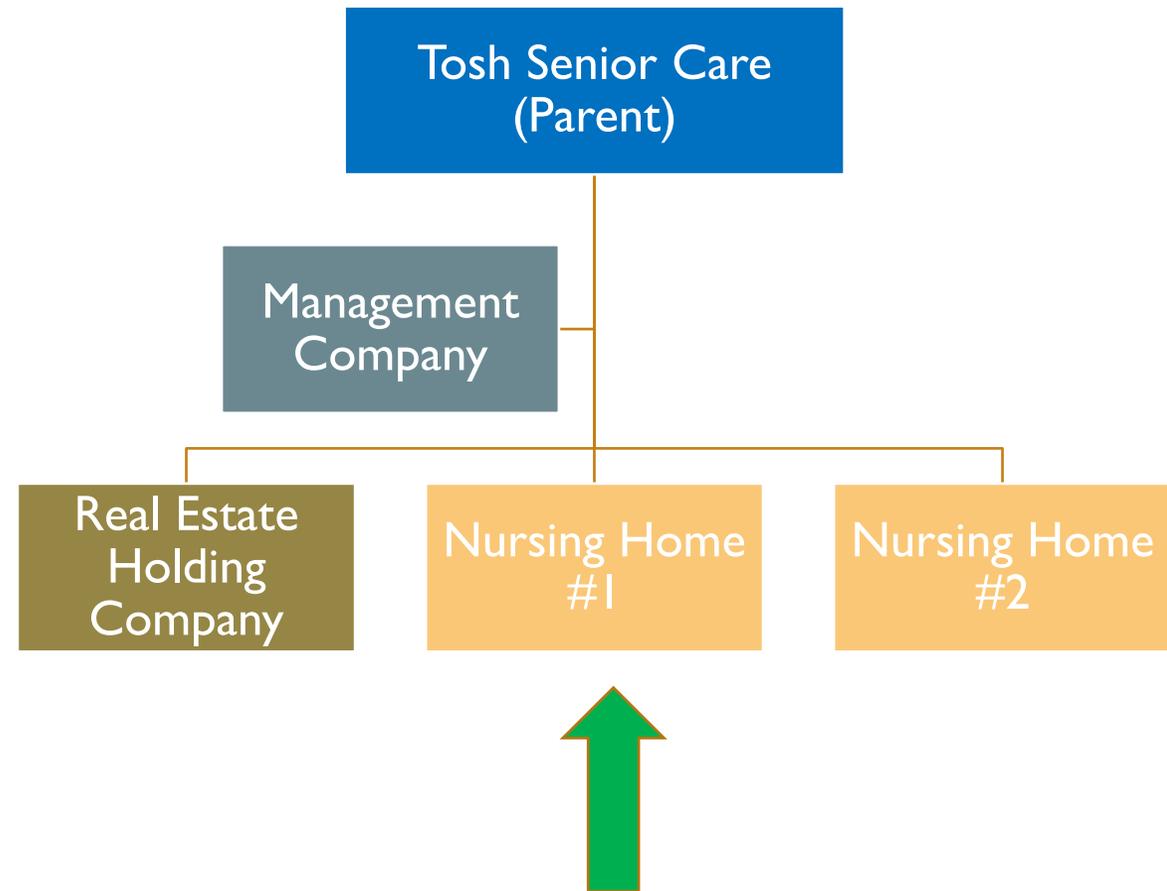
Hidden money, horrible outcomes.



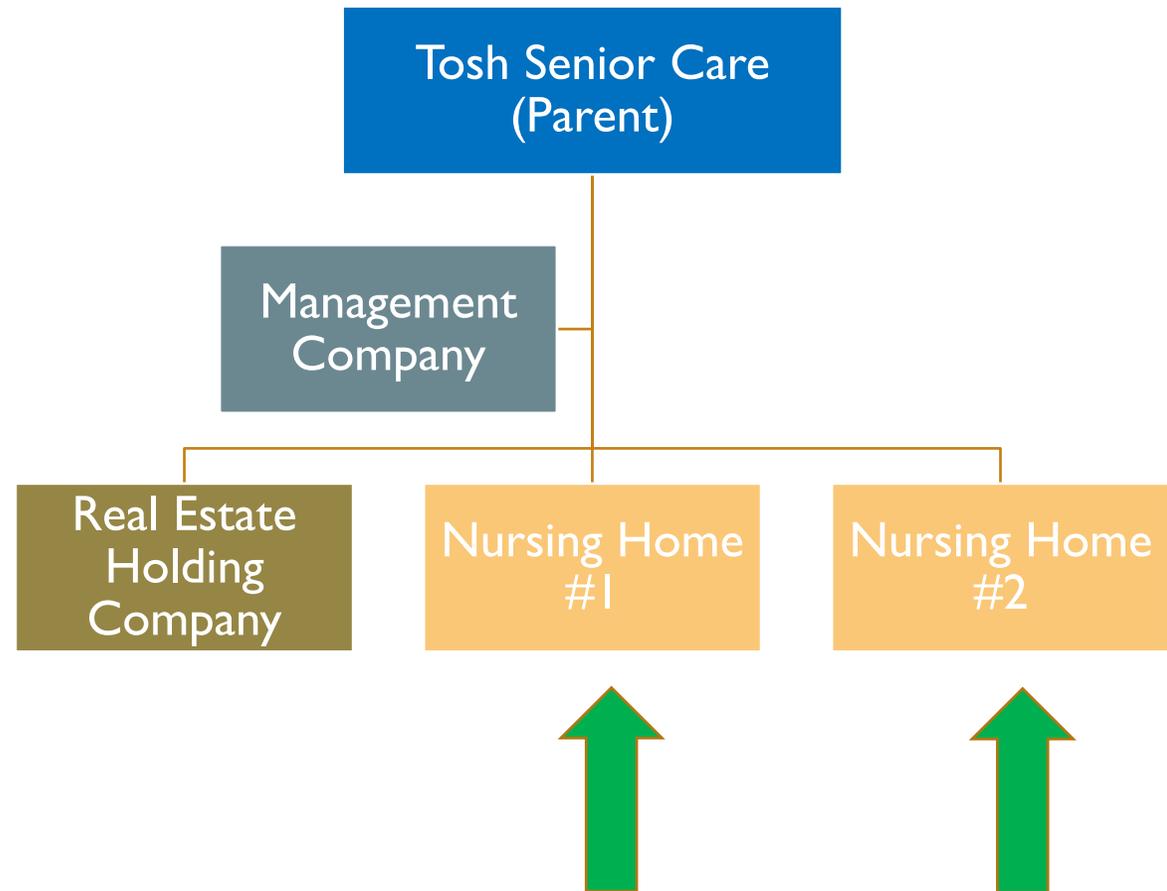
CORPORATE STRUCTURE



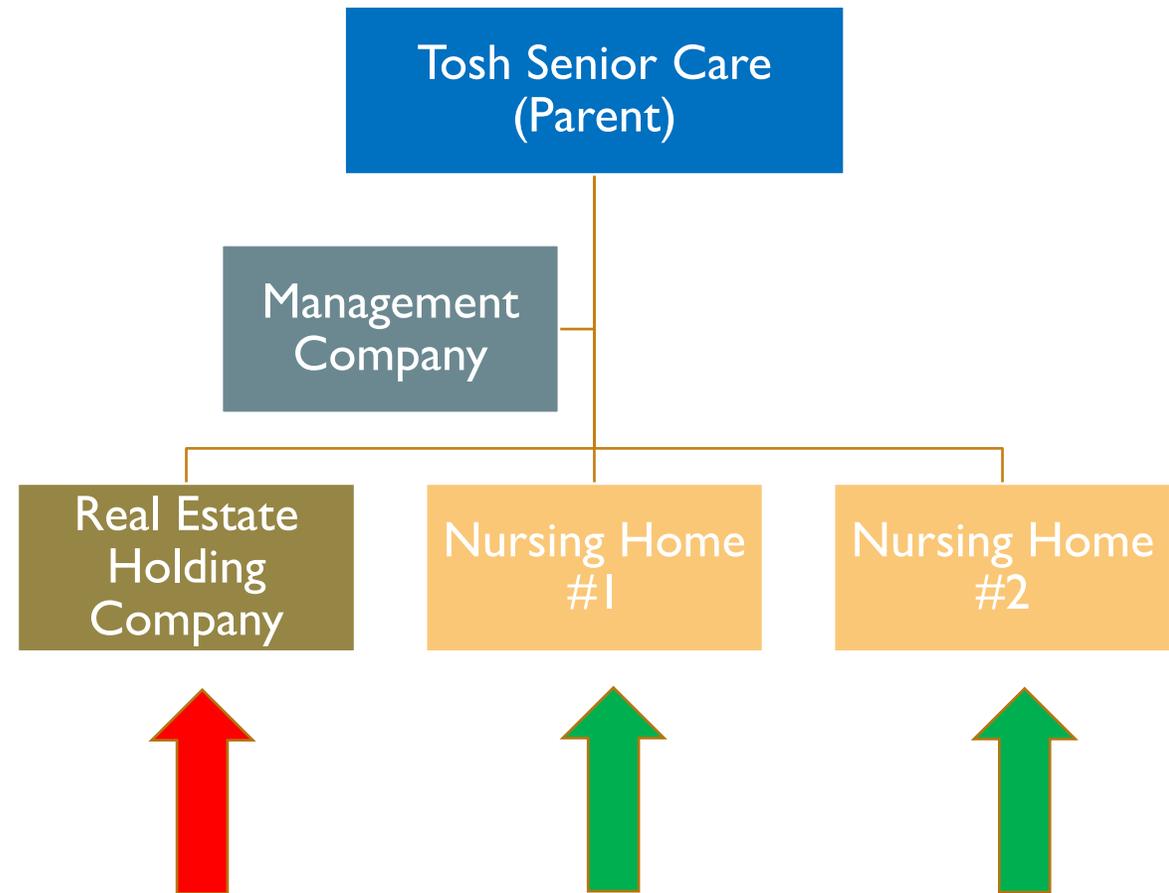
FINANCIAL REPORTING



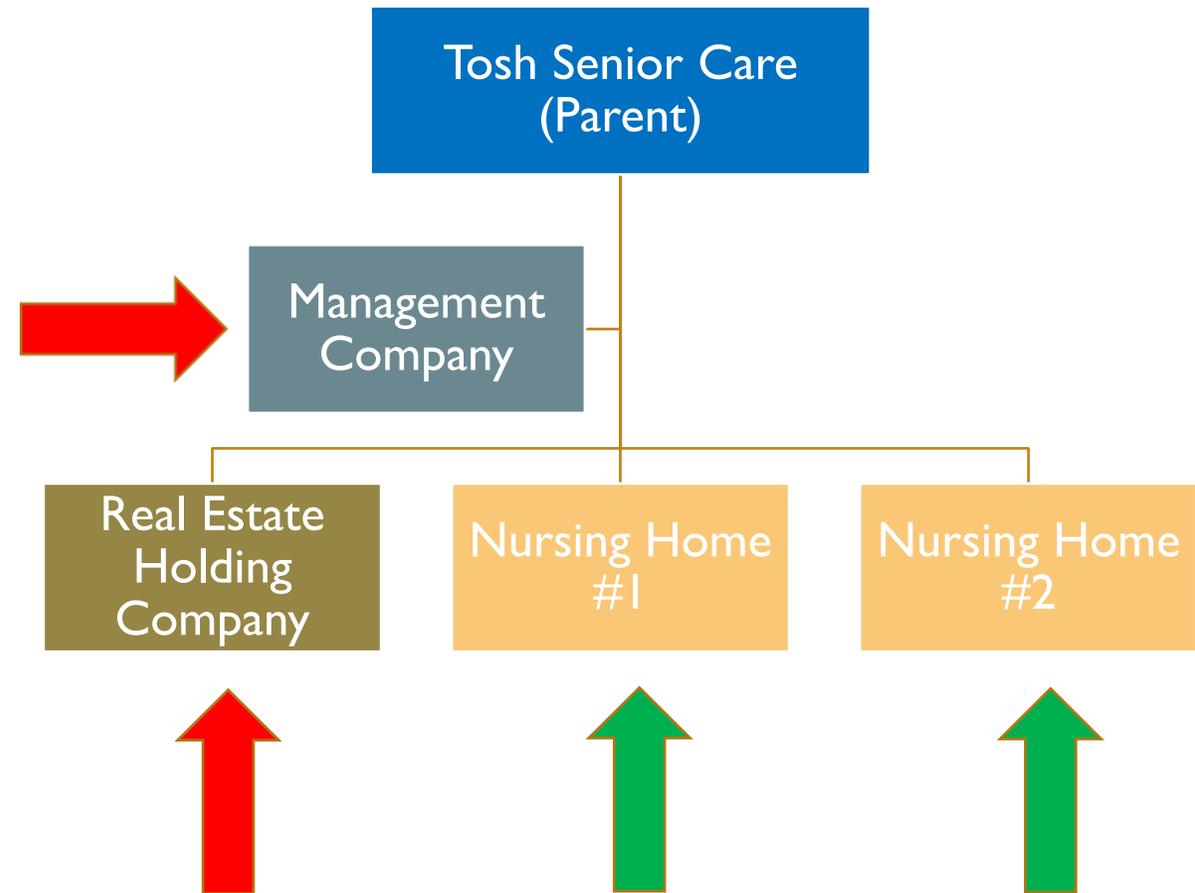
FINANCIAL REPORTING



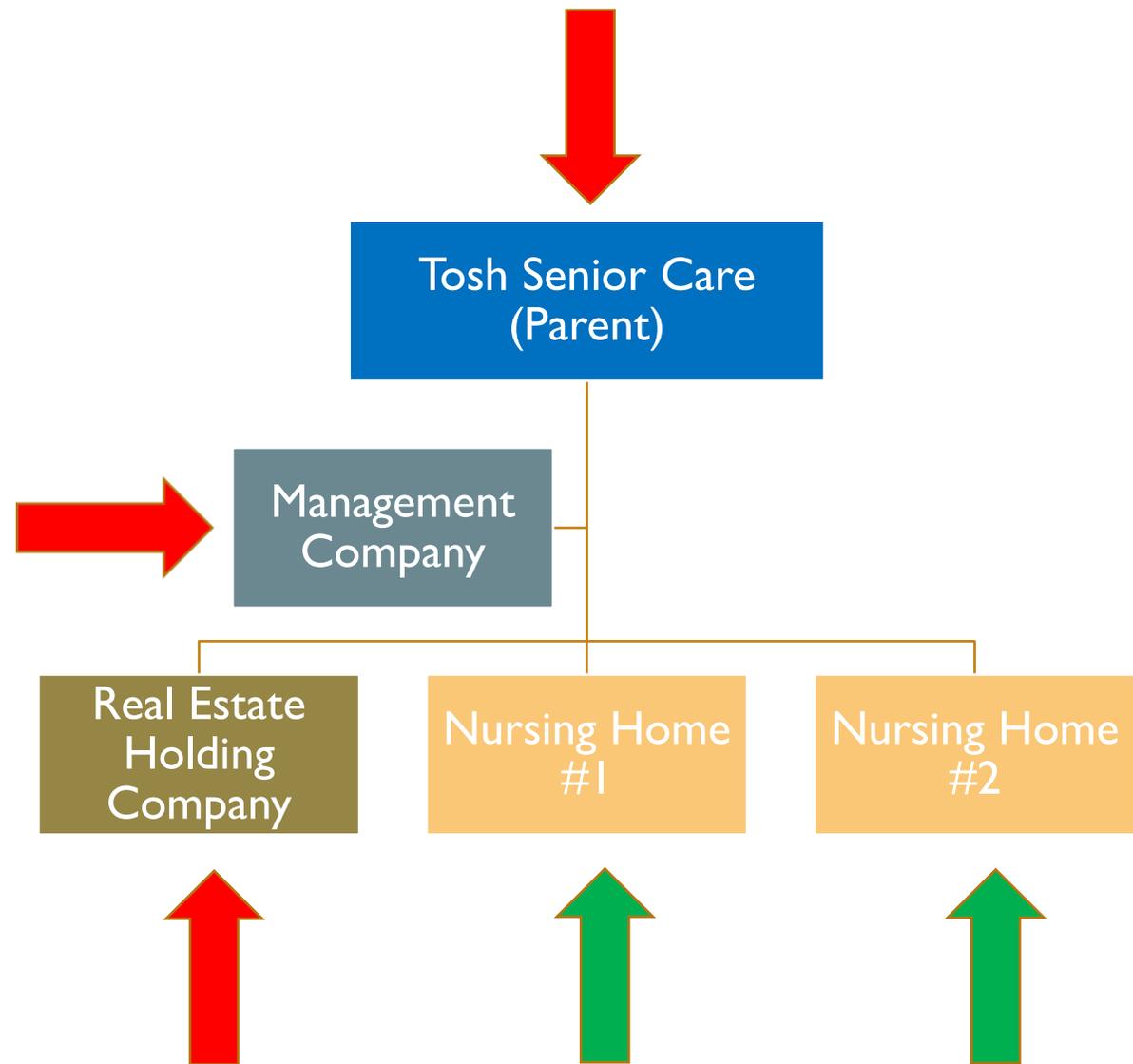
FINANCIAL REPORTING



FINANCIAL REPORTING



**FINANCIAL
REPORTING**



BIGGEST
QUESTION?



IS POOR CARE DUE
TO UNDER
REIMBURSEMENT OR
UNDER UTILIZATION?

Biggest Question



EASY ANSWER?



CONSOLIDATED
FINANCIAL REPORTS
FROM THE PARENT TO
THE BOTTOM OF THE
CORPORATE
STRUCTURE AND
DISCLOSURE OF
OWNERSHIP ALL THE
WAY TO THE
INDIVIDUAL
INVESTORS.

Easy Answer





THANK YOU

Ernest C. Tosh

ErnestTosh@Bedsore.Law

(877) 460-0248

► What you can do!

- ▶ Tell your members of Congress to oppose efforts to derail the staffing standard.
- ▶ Letters to the editor
- ▶ Call for transparency in nursing home finances!



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Connect with us!

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