# FY 11–12 Business Plan



#### MISSION

Under the direction of the Colorado Department of Human Services, the mission of the Division of State Veterans Nursing Homes is to honor and serve our nation's veterans, their spouses and Gold Star Parents by creating opportunities for meaningful activity, continued growth and feelings of self-worth in resident-centered long-term care and supportive living environments.





# Colorado State Veterans Home at Fitzsimons

Business Plan: Fiscal Year 2011-2012

# **Executive Summary**

#### Colorado State Veterans Home at Fitzsimons Executive Summary: Fiscal Year 2011-2012 Business Plan

Colorado State Veterans Home at Fitzsimons has a well-defined mission of serving the needs of our honored military men and women, their spouses and Gold Star Parents. In the coming year we plan to build upon our previous successes. The facility will continue to expand in care areas, namely by improving services to our residents with dementia as we work to train all staff through our two-day, in-house dementia intensive training class. In addition, we will continue to offer this program to the other State Veteran Homes.

Additional service areas slated for expansion are expected to have positive effects on the short-term, rehabilitative resident. Last year we began a close partnership with Kindred Hospital and our oxygen provider to care for veterans with tracheotomies. Through well thought-out procedures and fine-tuned training, our staff has the resources needed to successfully care for this medically challenged population. Fitzsimons will continue researching additional care areas that are lacking in the community and that are needed by the veteran population. Some of these additional areas include outpatient therapy, adult day services and durable medical equipment.

As we continue to set our sights high to meet the developing needs of the veteran, we will also commit to the following goals:

- Liberalize medication pass times.
- Each neighborhood team will develop community meeting schedule and format.
- 30 percent of staff will be Eden Associates by end of fiscal year.
- Send all of Leadership Team and staff development coordinator to Leadership Culture Change Training.
- 50 percent of staff will complete 2-day in house dementia training by end of fiscal year.
- Leadership Team members to provide on spontaneous activity per month for residents (This can be for as few or as many residents as they want.)
- Create and complete resident video care plans.
- 50 percent of staff members in some manner touch the life of a resident outside the scope of their regular duties.
- Formal leaders will initiate and engage in fun and recognize team efforts to make fun a part of daily life.
- Formal leaders will create healthy relationships by knowing information beyond the name (and job) of the residents, care partners and families and can share a story about each person.
- Families are welcomed as participants in the neighborhood care partner team.
- Residents, families and care partners will work together to create a caring community.
- Residents actively will participate in assisting with neighborhood gatherings.
- Care partners and residents will work together to decide how the physical environment reflects the people who live and work here beyond resident rooms.

## Analysis of Strengths, Weaknesses, Opportunities and Threats (SWOT Analysis)

	Strengths	Weaknesses	Opportunities	Threats
Marketing	marketing strategy for FY 11-12 Strong cohesive team Well defined product Successful track record Strong nursing team	the VA pays for long- term nursing care	Pre-surgical admits, i.e. orthopedic future scheduled surgeries  Processes in place to grow tracheotomy and respiratory programs  Market expansion, i.e. northern and southern	Newer facilities with enhanced amenities such as wireless Internet services and private rooms  Hospital step down units, sending possible admissions to internal rehab
	both rehab and long- term care  Above industry average staff-to- resident ratio Strong leadership team  Culture change philosophy  Eden Registered	services	Market to assisted living facilities through advertisement of rehabilitative services  Hospital visitation, i.e. monthly schedule  Build relationships with hospital discharge planners	Numerous competitor facilities in local area  Payment structure for service-connected veterans  Poor economic environment, delaying elective surgeries
	State-of-the-art facility Outside marketing events  Positive relationships with hospital discharge planners  Expanded office hours to better serve veteran community		Explore expansion into additional services to include:  • Adult day care  • Outpatient rehabilitation services  Durable medical equipment provider	Medicare changes and lowered reimbursement rates

	Strengths	Weaknesses	Opportunities	Threats
Capital construction / renovation	Beautiful facility layout  Location of the facility  Historical location of the facility	Aging building	Domiciliary construction  New VA Regional Center to provide additional opportunities for generating increased census  New medical tower built on the campus for the University Health System (opportunity to attract residents)  Upgrades to the facility through flooring, walls and furniture  Upgrades to the lighting and water systems to produce energy savings  Remodeling the satellite kitchens to include short-	population  New medical tower built on the campus for the University Health System (competition for staff)
			order cooking stations	

	Strengths	Weaknesses	Opportunities	Threats
Fundraising	Interested family members Involved veteran community	materials to inform the public of donation opportunities	Communicate donation needs  Celebrate donations and successes	Multiple veteran organizations seeking financial and other assistance
			Reach out to veteran community for donations	

	Strengths	Weaknesses	Opportunities	Threats
Culture change	In-house Eden Associate training provided by Fitzsimons Eden certified trainers  Eden Associate Training included in new employee orientation  100% of leadership and management are Eden certified  100% of leadership team is trained in Eden leadership principles  Consistent staffing on all neighborhoods  Variety of meal choices  Blue Plate Diner  Resident-directed care  Choices related to care  Expanded pantry available for neighborhood gatherings  Variety of clubs:  Cooking club	Getting staff buy in to new ideas; staff can be resistant to change  Acceptance can be a cumbersome and difficult process	Grow and expand snack	If not invested in culture change can miss future opportunities  The consumer / customer is educated and is shopping for rehab/long-term care facilities  Negative staff attitudes may affect culture change progress
	<ul> <li>Huntsman club</li> <li>Baking club</li> <li>Crochet club</li> <li>Anglers Club</li> </ul>	,		

	Strengths	Weaknesses	Opportunities	Threats
Quality assurance / quality of care	Internal pharmacy Certified wound nurse on staff	challenges span of control that can cause systems to break down		Environmental and regulatory changes
	Involved physician staff			

	Strengths	Weaknesses	Opportunities	Threats
Customer satisfaction	Greater than 78% return-to-home rehab	Families see Medicare guidelines as facility	Positive word of mouth	Negative word of mouth
	success rate	driven	Positive outcomes	Unmet expectations
	Positive customer	No longer accept	Resident/family feedback to	
	relationships	Medicaid-pending individuals without	hospital discharge planners	Negative staff interactions can affect
	Positive hospital	securing payment	Resident/family feedback to	customer satisfaction
	discharge planner		other residents in assisted	
	relationships		living facilities regarding Fitzsimons experience	
	Educational offerings			
	to assisted living facilities and their		Grow Fitzsimons image	
	residents		Positive staff interactions	
	Repeat business		Certified application assistance site for Medicaid	
	Positive staff		applicants	
	interactions			

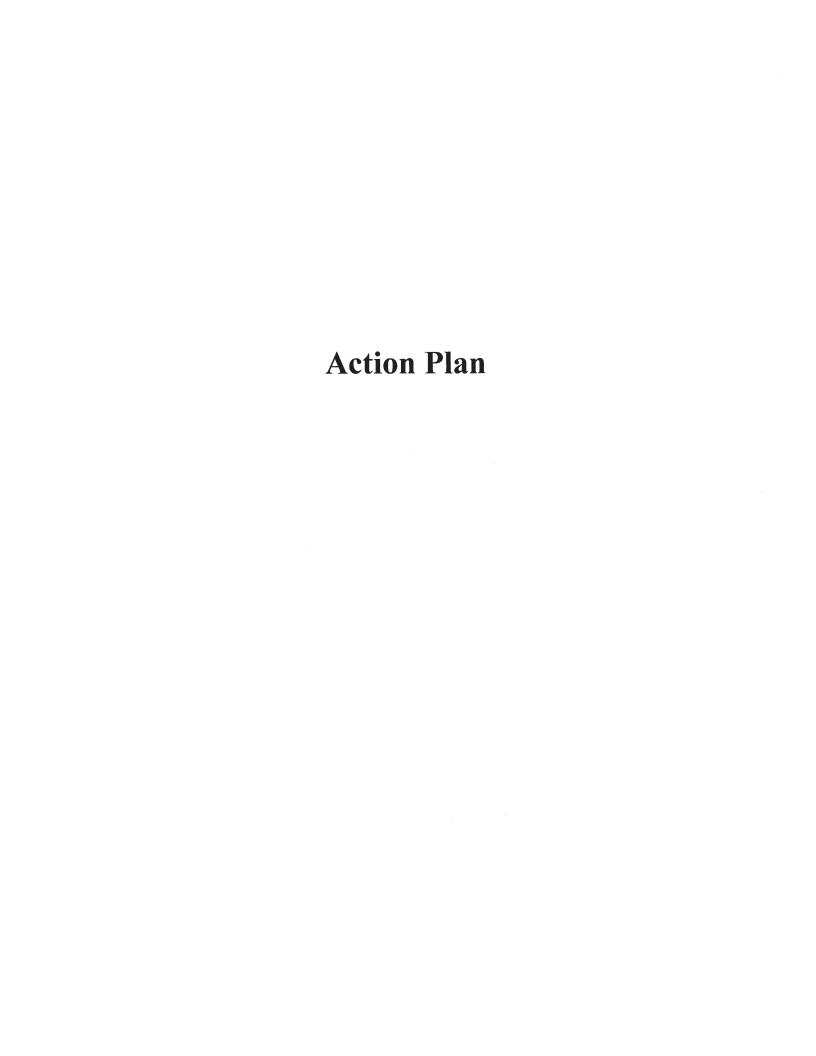
	Strengths	Weaknesses	Opportunities	Threats
Advisory Board activities	Objective, third-party view  Actively involved in the affairs of the	Difficult to recruit new members	Have been invited to participate in dementia and Eden Associate in-house trainings	Limited pool of replacements for outgoing members
	facility  Actively involved in veteran affairs		Monthly interdepartmental trainings have been and continue to be provided	
	Willingness to become involved to assist the facility			

	Strengths	Weaknesses	Opportunities	Threats
Staff training	(two-day) training program  Provide high-quality educational opportunities	Second hand training, train the trainer  Limited out of state travel paid for by facility	Expanding staffing expertise, Colorado Health Care Association (CHCA) "season ticket"  Commitment to provide all staff with in-house dementia training  Market expansion, new training opportunities, i.e. tracheotomy and respiratory therapy	

	Strengths	Weaknesses	Opportunities	Threats
State and VA surveys	Positive quality improvement survey (QIS) history	Lengthy QIS survey process, which includes numerous interviews with	To initiate and better understand the QIS survey process	Poor survey can negatively affect reputation
	Good rapport with survey agency	residents, families and staff	existing processes	QIS survey process may reflect negative resident feedback
	Director of nursing services has a high knowledge level regarding survey process		To be survey-ready at all times through use of the Abaqis software, which mimics the QIS survey	VA and State surveys can occur in close proximity of one another, causing
	New QIS process has removed some subjectivity from the State survey process		QIS survey process may produce positive resident feedback	additional stress to staff and residents
	Good survey outcomes in past several years			

	Strengths	Weaknesses	Opportunities	Threats
Pay for performance	Enhanced dining  Person-centered care (daily schedules)  Neighborhoods/households 80% consistent assignments  Living environment  Eden Registered Home	paths	New employee orientation	Implementation does not always meet the expectations of staff  Potential for lost revenue and reduction of five-star rating from the Centers for Medicare & Medicaid Services (CMS)

Strengths	Weaknesses	Opportunities	Threats
Volunteer retention and growth  Volunteer learning opportunities Positive feedback from residents, families and staff	Volunteers have limited opportunities to get to know one another	Increase volunteer interaction activities  Increase volunteer appreciation/recognition throughout the year	Limited fund availability that can be used toward volunteer appreciation
Yearly Volunteer Appreciation Celebration			



#### Marketing

Goals	Objectives	Tasks	Expected outcomes	Responsible individual(s)	Due date / timeline
	Increase community awareness of services offered	Follow the marketing strategy developed	Increase rehab admissions by two on average monthly	Admissions and Marketing Coordinator	Ongoing
Continue to grow team		Develop programs: to enhance morale in-house training	Improve warmth and satisfaction survey data for customer service by 5%	NHA	6/30/12
other geographic markets	of the Denver Metro	Follow marketing plan Utilize Marketing		Admissions and Marketing Coordinator	6/30/12
relationships to	l .	Expedite admission acceptance process	At least one referral from all of the hospitals being marketed to during the current fiscal year	Coordinator and	6/30/12
awareness of	educate target audience on services provided	surgeries	of admission criteria by	Admissions and Marketing Coordinator	6/30/12
83%	veterans to help	Attend marketing events geared toward female vets	Increase spouse admissions by one per month	Admissions and Marketing Coordinator	6/30/12
residents will be	Develop relationships with orthopedic surgeon groups	Schedule ortho office visits and marketing	Pre-admit two planned orthopedic rehabilitation admissions for the fiscal year	Clinical Nurse Liaison	6/30/12
Build and grow relationships to	Team staff to discharge planners	Develop programs: Network with new software programs, i.e. Curaspan and Allscripts	Increase number of rehab referrals by two on average per month	Admissions and Marketing Coordinator	6/30/12

#### Marketing

Goals	Objectives	Tasks	Expected outcomes	Responsible individual(s)	Due date / timeline
Continue to	Develop relationships	Schedule ALF	Increased Facility	Admissions and	6/30/12
market and	with Orthopedic	visitation programs	Awareness to five	Marketing	
make	Surgeon groups	similar to hospital	ALFs	Coordinator	
community		marketing program			ļ.
aware of services	Develop marketing	with social workers			
provided	plan to Assisted				
•	Living Facilities				
	(ALFs)				
Continue to	Actively participate	Thorough cost analysis	Receive appropriate	NHA/Business	Ongoing
reach out and		to ensure continued	reimbursement for care	Office Manager	
care for those	Association of State	financial viability			
veterans with a	Veterans Homes				
service	(NASVH) to have fee	Investigation of any			
connection		programs that can assist			
	appropriate payments	,			
	1 * * * * * * * * * * * * * * * * * * *	responsibility			

## Capital construction/renovation

Goals	Objectives	Tasks	Expected outcomes	Responsible individual(s)	Due date / timeline
			A building with a positive image as expressed by community visitors	Maintenance Team	Ongoing
	4	Obtain funding and legislative support	Construction of two new buildings	NHA/CDHS	2020
Obtain grant, create design, and bid out project to		Grant has been preliminarily approved, once funded work with architect to create design and then bid project	satisfaction over current	NHA/Facility Maintenance Director/CDHS	12/12/11

#### **Fundraising**

Goals	Objectives	Tasks	<b>Expected outcomes</b>	Responsible individual(s)	Due date / timeline
Allow family members the opportunity to participate in gift giving campaigns	opportunities	facility and in the newsletter of the need for specific gifting opportunities	Greater community awareness of opportunities to donate as evidenced by an increase in donations by 5%	NHA	6/30/12
Allow the veteran community to	1 *	opportunities	Greater community awareness of opportunities to donate as evidenced by an increase in donations by 5%	NHA	6/30/12
Inform donors of the potential and rewards for donating to Fitzsimons	community the good	_	Greater community awareness of opportunities to donate as evidenced by an increase in donations by 5%	NHA	6/30/12

#### Culture change

Goals	Objectives	Tasks	Expected outcomes	Responsible individual(s)	Due date / timeline
Remaining	Educate staff on what	Offering Eden	A 10% growth of	Volunteer	6/30/12
staff to become	it means to have	Associate training to	culture change	Coordinator	
Eden	resident directed care	all new hires and	activities in the		
Associates		monthly to staff	building		
Continue to	Educate residents	Social Services	Improve warmth and	Directors of	6/30/12
involve	that they drive/direct	educates and informs	satisfaction survey data	Nursing Services &	
residents in	their care	residents about	for customer service by	Social Services	
care and		culture change	5%		
choices and					
staff					
consistently					
Educate staff	l .	Continued education	Train 30% of staff as	Volunteer	6/30/12
of the effect on	enhances resident	3 day associate	Eden Associates by the	Coordinator	
residents	lives	training	end of the fiscal year.		
Create a	To provide additional	Purchase variety of	A growth of 10%	Neighborhood team	6/30/12
culture change	choices	items for pantry	1	leaders	
pantry with a			activities in the		
variety of		Expand pantry	neighborhoods		
foods available					
for impromptu	1	Purchase necessary			
neighborhood		supplies and			
get together		equipment			
Meet the	1	C.N.A. involvement	Increased resident	Snack Team	6/30/12
residents	alternatives in their		satisfaction of 5% as	•	
individual		Query residents about			
preferences	have if living at	choices	survey on Abaqis		
	home		software		
Educate	Show volunteers how		5-10% of volunteer	Volunteer	6/30/12
volunteers of		training	corps will receive	Coordinator	
the effect on	resident lives		training		
residents		***************************************			
Work on Eden	Educate staff on what	Follow Eden program		NHA/Leadership	Ongoing
Milestone # 2	it means to have		from the "Medical		
	resident directed care		Model of Care" by		
			maintaining a home		
			like appearance		

#### Quality Assurance/Quality of Care

Goals	Objectives	Tasks	<b>Expected outcomes</b>	Responsible individual(s)	Due date / timeline
Better than average care results	wound care services	care nurse		Director of Nursing Services	6/30/12
Maintain a viable pharmacy operation		Provide outstanding customer service	1 .	Pharmacy manager	6/30/12
Improve communication and staff education in quality of care	To assure that system breakdowns are discovered in a timely manner	Routinely scheduled quality assurance meetings and staff inservices	Reduce negative outcomes by 5%, e.g. area of falls	Leadership	6/30/12
Reduce falls to an acceptable level based on industry averages	protect residents by	Categorize, track, and trend types of falls Prepare viable solutions for perpetual fallers	A 5% yearly reduction in the number of falls occurring in the facility as evidenced by My InnerView data	Fall Management Committee	6/30/12
Maintain or increase the percentage of residents who are prescribed anti-psychotic medications	be caused by the use of anti-psychotic medication	the percentage of residents who are prescribed anti- psychotic medications	Maintenance or increase in the percentage of residents without anti-psychotic medications, as reflected in My InnerView quality metric data	Director of Nursing	Monthly

#### Quality Assurance/Quality of Care

Goals	Objectives	Tasks	<b>Expected outcomes</b>	Responsible individual(s)	Due date / timeline
Maintain resident health and nutrition	weights for residents	Incorporate weight- related goals into all resident care plans  Monitor resident weights each month; implement appropriate actions to increase or decrease weight as appropriate		Director of Nursing	Monthly

#### **Customer satisfaction**

Goals	Objectives	Tasks	Expected outcomes	Responsible individual(s)	Due date / timeline
have positive results with	customer service in all areas of care from Admission to discharge	Social Services to educate and inform residents about culture change and to create and utilize internal resident surveys	Facility will have a 5% reduction in resident and family concerns	All staff	6/30/12
Always exceed customer expectations	Go that extra step in customer service and strive for excellence	communication to	Positive surveys to improve CMS's Nursing Home Compare star rating by one star	Leadership Team	6/30/12
Exceed customer expectations	Go that extra step in customer service and strive for excellence	processes to ensure	Facility will have a 5% reduction in resident and family concerns	All staff	6/30/12
Improve Communication	1	Listen to resident/ family member	Facility will have a 5% reduction in resident and family concerns	All staff	6/30/12
Meet the needs of residents and families		Seek out complainant and attempt to fix	1	All staff/Affected Department	6/30/12

#### Stakeholder and advisory board activities

Goals	Objectives	Tasks	Expected outcomes	Responsible individual(s)	Due date / timeline
Increase board membership interest	interested parties to		To attract at least one more veteran to join the Advisory Board	NHA/Advisory Board	6/30/12
Education of Board members and provide a better understanding of dementia	The members will have a better understanding of the needs of Fitzsimons	Continue to invite members to scheduled trainings	Invite Board members to 100% of related trainings (e.g. Dementia and Eden Associate)	i i	Ongoing
Education of Board members regarding the wide range of care provided at Fitzsimons	Through knowledge the members will have a better understanding of the needs of Fitzsimons	interdepartmental	Have at least four guest speakers at the Advisory Board meetings	NHA/Department Leaders	6/30/12

#### Staff training

Goals	Objectives	Tasks	Expected outcomes	Responsible individual(s)	Due date / timeline
Better care due	Increased staff	Schedule and	Have 80% of staff	Dementia	6/30/12
to a better	awareness	coordinate staff	complete dementia	Training Team	
understanding		attendance	training		
of whom we					
serve					
Expanded	Seek additional training	Train the trainer	Every staff member will	Staff	Ongoing
Learning	opportunities		attend either Dementia	Development	
<b>Opportunities</b>			Training or Eden	Coordinator	
			Associate Training		
Continuing	Surpass the VA	Prepare innovative	Well prepared staff	Staff	Yearly
	requirements in this	training programs to	functioning at an above	Development	
educational lab	training requirement	stimulate interest	average level within the	Coordinator	
type setting			industry		
A higher	In-house dementia	Develop programming:	80% of staff will receive	Dementia	6/30/12
quality of care	training and Eden		dementia training. 30% of	Training Team,	
		2-day in-house	staff will receive Eden	Staff	
this facility	with the focus to	dementia training	Associate Training	Development	
	educate staff on what it			Coordinator,	
	means to have resident	3 day Eden Associate		and Volunteer	
	directed care	training		Coordinator	

#### State & VA Surveys

Goals	Objectives	Tasks	Expected outcomes	Responsible individual(s)	Due date / timeline
To continue with positive survey outcomes		improvement through strong systems and ongoing audits designed to discover areas which are not	survey  Maintain or reduce the	PIC Committee	6/30/12
Utilize the Abaqis software to help ensure regulatory compliance	the use of interdisciplinary	times, which will help to	Fewer than the statewide average number of deficient areas on state survey	Interdisciplinary Team	6/30/12

#### **Pay for Performance**

Goals	Objectives	Tasks	<b>Expected outcomes</b>	Responsible individual(s)	Due date / timeline
of care because staff and	Because staff care for the same residents, they are better able to understand their needs	consistent assignments	Staff will be assigned to neighborhoods on a consistent basis 80% of the time		Met and continuing
i .	medical nursing home model	Educate staff through Eden Associate, Dementia and other relevant training opportunities	100% residents, if able, will set their own daily schedules		Met and continuing
To provide alternate dining opportunities for residents	from, e.g., the blue plate diner, or alternate	choices in the blue plate that include menu	Residents will have a greater choice in their dining experience as evidenced by a 5% improvement as reflected on the satisfaction survey	Dining Service Manager and team	Ongoing
To reach the highest attainable score	facility is meeting its goals to provide the	Set benchmarks in all areas of the facility and meet those goals through ongoing audit and review	Positive surveys to improve Center for Medicare & Medicaid Services' (CMS) Nursing Home Compare star rating by one star	NHA/Leadership Team	Ongoing

#### **Volunteer services**

Goals	Objectives	Tasks	Expected outcomes	Responsible individual(s)	Due date / timeline
Continue to grow the volunteer ranks	activities	1 -	Maintain core volunteer group and increase those ranks with new volunteers 10%	Volunteer Coordinator	6/30/12
programming	recognizing the	Develop opportunities that will bring volunteers together	Maintain core volunteer group and increase those ranks with new volunteers 10%	Volunteer Coordinator	6/30/12
Become partners on culture change journey and encourage cross training	volunteer	Offer Eden training and other trainings as per interest and applicability	Train 5-10% of volunteers as Eden Associates	Volunteer Coordinator	6/30/12

#### Caring communities that honor America's heroes!

#### **KEY STAFF**

Brad Honl, Administrator

Mindy Moskowitz, Assistant Administrator

Mary Ann Terry, Director of Nursing

Portia Benjamin, Assistant Director of Nursing

Dr. Jeffrey Wallace, Medical Director

Patti Ott, Staff Development Coordinator, RN, Infection Control Nurse

Jan Conner, Restorative Nurse

Gerri Ventura, Admissions and Marketing Coordinator

Carrie Hsu, Business Office Manager

Don Kessenger, Food Service Manager

Nancy McCullough, Social Service Director

Loretta Santistevens, Director of Environmental Services

Annette Ternes, Director of Health Information Management

Ray Fetherman, Director of Facility Services

Jeane Johnson, Director of Pharmacy Operations

Vanessa Carlson, Volunteer Coordinator

Melissa Blair-O'Shaughnessy, Director of Recreation Therapy

## COLORADO STATE VETERANS HOME AT FITZSIMONS

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Our vision is that residents experience compassion, dignity and companionship in communities filled with life, love and laughter.

Colorado's State and Veteran Nursing Homes are operated as self-funded enterprises by the Colorado Department of Human Services (CDHS). CDHS oversees Colorado's 64-county departments of social/human services, public mental health system, system of services for people with disabilities, juvenile corrections system, vocational rehabilitation system and all state and veterans nursing homes, through more than 5,000 employees and thousands of community-based service providers.



