

## Executive Directors Report

March 16, 2015

### Revenue

1. Revenue continues down due to closed and weather delays in February. Speech had days closed due to City of Zanesville delays. Private therapy days closed due to weather. ADC days closed due to weather- we remained open in several subzero days and had attendees.
2. We are starting to see sales in Care4Carr program. Currently a breakeven. We need items to sell. Partnering- donor receives 65% of selling price. Now accepting larger items.
3. You will see an increase in our bottom line next month for revenue from Insurance claim. We are in the beginning stages of repairs for that building. First receipt for \$30977.00. Total reimburse may be as high as \$46,000.00
4. Gearing up for Cake Auction. Sent a letter to approx. 800 businesses in the Chamber. Will be doing follow up phone calls to recent non-attenders. We are looking for community donors for the program cakes' incentives.
5. Currently working on the United Way application. Will be requesting 4 scholarships this year.

### Program Development

1. Home Bridge has been presented to the Patient Navigators at Genesis. We are providing follow up to them for their questions (rate card) They will tour the Carr Center on April 10 for program updates. Had a conversation with Interim about sending current clients to us to help iron out the kinks. I will be presenting to case managers at Interim next week to familiarize them with the referral process.
2. Care4Carr has decided to take advantage of a retail location on rt #33. It will be manned by my staff. This is for the sale of larger items donated or partnered.
3. Obtained dates for Safety Town in June and July, and Special Riders in May, June, August and September.
4. We are continuing to seek information about the Spark Partnership. I will be attending an Ohio Employment First meeting tomorrow in regard to the Disabled Community and employment.
5. A Matter of Balance class training for staff continues and we will a class to the public later this quarter.

### Marketing

1. I will be presenting to Kiwanis at the end of the month.
2. I will be presenting to Area Agency on Aging and also other home health organizations for possible ADC referral.

### Board Request

1. Board sponsored cake and incentive.