

- **Direction on the next steps for Assisted Living (consultant, convert to senior housing only? )**

The Borough's Assisted Living operation continues to be in a position where the costs are greater than the current revenue. This is despite substantial waiting lists and 100% occupancy. In the Budget year ending June 30, 2018, the Assisted Living operation lost an estimated \$240,117; \$137,980 from operations, and \$102,137 in depreciation. The remaining debt service of \$780,000 will be paid off by December of 2023.

While Director Bell and I will continue to look for efficiencies and ways to save money, I do not feel we will get to a position of breaking even. While Director Bell and I can continue to try different things, my recommendation is for the Assembly to consider bringing in an outside consultant with expertise in this industry. A consultant in this area, could likely help Director Bell and myself better understand our options, and identify opportunities to improve the financial viability of the facility. I have consulted with our Hospital CEO and he has helped me find a potential consultant who could look at our facility. I will be asking for a proposal from an outside consultant to evaluate our operations and provide recommendations. The cost of this evaluation will be budgeted for in the 2019-20 budget.