

BERGEN COUNTY  
BOARD OF CHOSEN FREEHOLDERS  
HACKENSACK, NEW JERSEY  
WORK SESSION  
WEDNESDAY, SEPTEMBER 12, 2018  
COMMENCING AT 4:48 P.M.

FREEHOLDERS PRESENT:

THOMAS J. SULLIVAN, CHAIRMAN

MARY J. AMOROSO, CHAIRWOMAN PRO TEMPORE

TRACY SILNA ZUR

DAVID L. GANZ

DR. JOAN M. VOSS

FREEHOLDERS ABSENT:

GERMAINE M. ORTIZ, VICE CHAIRWOMAN

STEVEN A. TANELLI

KIM O. FURBACHER, C.C.R., R.M.R.  
P.O. BOX 213  
ROCHELLE PARK, NEW JERSEY 07662-0213  
201-336-6200

1  
2  
3 ALSO PRESENT:  
4

5 JAMES J. TEDESCO III  
6 BERGEN COUNTY EXECUTIVE

7 LARA RODRIGUEZ  
8 CLERK TO THE BOARD

9 LAURIE BIANCHI  
10 DEPUTY CLERK TO THE BOARD

11 JULIEN X. NEALS, ESQUIRE  
12 ACTING COUNTY ADMINISTRATOR

13 EDWARD J. FLORIO, ESQUIRE  
14 COUNSEL TO THE BOARD

15 JARED LAUTZ  
16 COUNTY EXECUTIVE'S OFFICE

17 MICHAEL SHEINFELD  
18 DIRECTOR OF COMMUNICATIONS & POLICY  
19  
20  
21  
22  
23

24 KIM O. FURBACHER, C.C.R., R.M.R.  
25 P.O. BOX 213  
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1 CHAIRMAN SULLIVAN: The meeting is  
2 called to order at 4:48.

3 Before we begin our meeting, I ask that  
4 everyone please take a moment to silence their  
5 cellphones.

6 Thank you.

7 Will the Clerk please read the Sen.  
8 Byron Baer Open Public Meetings Act.

9 MS. RODRIGUEZ: In accordance with  
10 Section 5 of the Sen. Byron Baer Open Public Meetings  
11 Act, adequate notice of this meeting has been  
12 provided in the Annual Notice Schedule, which  
13 contained the time, date, and location of this  
14 meeting, copies of which Notices were forwarded to  
15 the official County newspapers, to wit: The Herald  
16 News and The Record, and a copy of which was posted  
17 on the bulletin board in the Bergen County Justice  
18 Center and Administration Building, One Bergen County  
19 Plaza, Hackensack, New Jersey, and filed with the  
20 Office of the Bergen County Clerk.

21 ROLL CALL

22 CHAIRMAN SULLIVAN: Will the Clerk  
23 please call the roll.

24 (At this point in the proceeding roll  
25 call is taken with Freeholders Amoroso, Ganz, Voss,

1 Silna Zur, and Chairman Sullivan present, with  
2 Vice-Chairwoman Ortiz and Freeholder Tanelli absent.)

3 CHAIRMAN SULLIVAN: Evidence of a  
4 quorum is present.

5 PLEDGE OF ALLEGIANCE

6 CHAIRMAN SULLIVAN: Will you all please  
7 rise for the Pledge of Allegiance.

8 (At this point in the proceeding all  
9 rise for a recitation of the Pledge of Allegiance.)

10 MOMENT OF SILENCE

11 CHAIRMAN SULLIVAN: Would you kindly  
12 remain standing.

13 Before we begin, I'd ask for a Moment  
14 of Silence as we remember Gwenn Feldman, who passed  
15 away this morning.

16 Gwenn is the loving mother of United  
17 States Congressman Josh Gottheimer.

18 Please keep Congressman Gottheimer and  
19 his family in your thoughts and prayers, and I ask  
20 for a Moment of Silence.

21 (Whereupon a Moment of Silence is  
22 observed.)

23 CHAIRMAN SULLIVAN: Thank you.

24 PRESENTATION OF COMMENDATION TO PROJECT LITERACY IN

25 RECOGNITION OF RESOLUTION #884-18

1                   CHAIRMAN SULLIVAN: Before we begin  
2 tonight's meeting, we have three presentations.

3                   First we have with us tonight, Chris  
4 Stout from Project Literacy in recognition of  
5 Resolution #884-18, which the Freeholder Board will  
6 be voting on this evening.

7                   I'd ask Freeholder Voss to say a few  
8 words, and, afterwards, invite Chris up for some  
9 photos and comments from the Freeholders.

10                  FREEHOLDER VOSS: Well, Chris is the  
11 Executive Director of Project Literacy, which it is  
12 very near and dear to my heart, because, as you know,  
13 there are millions of people in this country who  
14 cannot read, and that's adults. Here in Bergen  
15 County, we probably have over 140,000 adults who  
16 cannot read or can only read at the most basic level.

17                  September 8th was International  
18 Literacy Day. UNESCO is, of course, trying to  
19 encourage literacy all over the world. At the  
20 present moment, 782 million people that are members  
21 of the nations that belong to the United Nations  
22 cannot read. Unfortunately, the majority of them are  
23 women. This is a major concern, and so I'm just  
24 going to do a little campaigning for us.

25                  Project Literacy is having its gala,

1     which is the main vehicle we use to raise money,  
2     because all of our tutors are unpaid. The students  
3     don't pay anything, and the only thing that we need  
4     are materials to help them.

5             The thing about Project Literacy that  
6     is so wonderful is that it's one-on-one. There is no  
7     stigma. There is no embarrassment. We have a  
8     93-year-old lady who is now learning how to read --

9             FREEHOLDER AMOROSO:   Wow!

10            FREEHOLDER VOSS:   -- at Project  
11     Literacy. It's never too late to learn.

12            (Applause.)

13            CHAIRMAN SULLIVAN:   That's awesome.

14            FREEHOLDER VOSS:   Isn't that awesome?

15            And this year's theme for international  
16     literacy is literacy by strengthening the ability to  
17     have trade and a skill.

18            And this is something that we have to  
19     do in our own country, because we're graduating kids,  
20     some of whom cannot read well and most of whom do not  
21     have any job skills, and so we have to encourage  
22     them.

23            I talked to several superintendents in  
24     the course of yesterday's events, and I said to them,  
25     you really need to reinstate vocational education in

1 the schools.

2 And they said, "Can you come and talk  
3 to us?"

4 And I said, "Is the Pope Catholic? Of  
5 course I can come and talk about that."

6 And so this is really important. We  
7 have a citation for Chris honoring National Literacy  
8 Month. I'm just going to read a couple of things,  
9 because I love statistics.

10 In the United States, 44 million  
11 adults, who are 23 percent of the population,  
12 struggle at the lowest level of literacy, including  
13 50 percent of the chronically unemployed.

14 Literacy skills are a prerequisite for  
15 the learning of the broadest sense of knowledge,  
16 skills, attitude, and values. And literacy is the  
17 key driver for employment, economic, and academic  
18 success, and sustainable development. And there's a  
19 whole bunch of more, but you get the drift of what  
20 I'm saying.

21 Chris, I present this to you.

22 MR. STOUT: Thank you.

23 FREEHOLDER VOSS: Our gala is the 12th.

24 MR. STOUT: Our gala is the 12th of  
25 October, and we are honoring this lady right there.



1 Debbie Visconi is our honoree at our gala at the  
2 Stony Hill on the 12th of October. Please come, if  
3 you'd like to. County Executive Tedesco will be  
4 making the presentation of her award.

5 FREEHOLDER VOSS: Tom Eastwick will be  
6 the master of ceremonies. He has been very  
7 supportive of Project Literacy.

8 MR. STOUT: We're also honoring Bergen  
9 Community College that evening, and who is it that's  
10 going to be introducing them?

11 FREEHOLDER VOSS: Who?

12 MR. STOUT: You.

13 FREEHOLDER VOSS: I'll introduce  
14 anybody who needs to be introduced.

15 MR. STOUT: Two things.

16 Speaking a little bit of what you've  
17 said, of the approximately 200 students who we've had  
18 over the past year, most of them are immigrants, but  
19 the one change we've seen among that crowd is a  
20 different sub category, which I call "refugees."  
21 We're kind of a barometer of what is going on in the  
22 world and in this country. We've picked up a lot of  
23 refugees, mainly from Syria and Turkey, and the Turks  
24 are all highly educated professionals, college  
25 professors, physicians, who cross swords with the

1 government, I suppose, and are here. They don't  
2 speak English, so they come to us to reinforce their  
3 English studies. In the meantime, they're flipping  
4 burgers and packing groceries at Stop & Shop.

5 FREEHOLDER VOSS: Many of the Turkish  
6 immigrants have started schools, particularly in some  
7 of the poorer areas, and they are very successful.  
8 And, as Chris said, many of them are from very  
9 prestigious jobs in Turkey, but they need to hone  
10 their English skills, and so that's what we do, and  
11 it makes life better for everybody.

12 MR. STOUT: The last thing I want to  
13 say, the largest percentage of total nationality, the  
14 nationality that is the largest percent of total of  
15 our students is American born, which is a sad  
16 commentary.

17 CHAIRMAN SULLIVAN: Well, thank you.  
18 We'll take a photo with you. We'll put it up on the  
19 county website.

20 (Whereupon, the presentation is made.)

21 CHAIRMAN SULLIVAN: Thank you very  
22 much.

23 (Applause.)

24 MR. STOUT: I gave you some homework,  
25 by the way, a little handout.

1 FREEHOLDER AMOROSO: It's all great  
2 stuff. Thank you.

3 CHAIRMAN SULLIVAN: Does anybody want  
4 to say anything to them before they leave?

5 FREEHOLDER AMOROSO: Joan said so many  
6 good things.

7 FREEHOLDER VOSS: Please come to our  
8 gala.

9 FREEHOLDER AMOROSO: Yes.

10 FREEHOLDER GANZ: Mr. Chairman?

11 CHAIRMAN SULLIVAN: Yes.

12 FREEHOLDER GANZ: I would ask that the  
13 record be kept open for five days for anybody that  
14 wants to submit written comments.

15 CHAIRMAN SULLIVAN: Anyone have an  
16 objection to that?

17 FREEHOLDER AMOROSO: No.

18 CHAIRMAN SULLIVAN: Okay.

19 PRESENTATION MADE BY NEW JERSEY ASSOCIATION OF  
20 COUNTIES

21 CHAIRMAN SULLIVAN: Next we have Mr.  
22 John Donnadio, the Executive Director of the New  
23 Jersey Association of Counties, along with Mary  
24 Melfi, President of New Jersey Association of  
25 Counties.

1                   Would you please join us at the table  
2                   for your presentation.

3                   Thank you.

4                   MR. DONNADIO: I appreciate the time  
5                   today. I know I was here a couple of weeks ago to  
6                   talk about the NJAC Foundation, and I just wanted to  
7                   take a couple of minutes to talk about the New Jersey  
8                   Association of Counties.

9                   But before I do that, I really want to  
10                  thank Bergen County, not only the Executive, but the  
11                  Freeholder Board for their support of the association  
12                  over the years, and I want to particularly thank your  
13                  professional staff.

14                 I don't think that this Board realizes  
15                 how much I rely on your folks to be an advocate in  
16                 Trenton. Julien Neals, your County Administrator.  
17                 Mike, Michele. I was just talking to Joe Femia, Joe  
18                 Luppino. Gerald won a county service award for his  
19                 work on purchasing issues. So you just have a  
20                 tremendous, a tremendous -- and if I missed somebody,  
21                 I apologize, I didn't mean to, but, honestly, just a  
22                 tremendous staff that, again, I rely on a great deal  
23                 to be an advocate for county government across the  
24                 state and in Trenton. Thank you for that. I  
25                 appreciate that a great deal.

1                   Before I give you a legislative update,  
2     I just want to point out two events that we have  
3     coming up that are very important.

4                   The first is the county administrator  
5     certificate program that we started two years ago and  
6     partnered with the Rutgers Center for Local  
7     Government Services, because there's no specific  
8     training for county administrators. It's a  
9     comprehensive two-day program that's open to all  
10    county professionals. It covers fiscal affairs,  
11    procurement, labor relations, and runs the gambit,  
12    and, again, just a terrific two-day program that is  
13    in November this year, and you can visit our website.  
14    I'll leave these packets behind, so if you have a  
15    hard time falling asleep tonight, you can go all  
16    through them and read them all.

17                  Second is our year-end summit that we  
18    host a different topic every year. This year is, we  
19    think, an important and timely one on active shooter  
20    preparedness and 911 telecommunications, which leads  
21    me into my legislative update, because for well over  
22    now, a year or two --

23                  FREEHOLDER SILNA ZUR: When is that  
24    conference?

25                  MR. DONNADIO: Oh, I'm sorry. It's

1 December 14th at the Trenton Country Club in Trenton.  
2 And because of the seriousness of the topic, it is  
3 free for public officials. So, if you're a  
4 municipal, school district or county official, it is  
5 free of charge for you to come there. If you're a  
6 business, unfortunately we got to pay for some of the  
7 stuff, we're feeding you.

8 But the 911 fees have been an issue  
9 that we have been advocating for for well over 2 or  
10 3 years now. As you know, the State of New Jersey,  
11 this has been well documented in the press, has  
12 diverted close to \$1.3 billion in 911 fees that are  
13 supposed to go back to county municipal 911 centers.  
14 And governors on both sides of the aisle and the  
15 legislature have diverted these fees for over a  
16 decade.

17 I'm optimistic that in fiscal year  
18 2020's budget, we're going to see some type of  
19 funding that is going to come back to the counties so  
20 it can help them with their infrastructure for their  
21 911 centers. So we thought it was important. It's  
22 an important issue in and of itself at a year-end  
23 conference, but we thought we had to keep the 911  
24 issue out in the forefront so we can secure some of  
25 that funding to come back to counties on a regional

1 scale. The counties will get the monies first, and  
2 then it will trickle down to the municipalities.

3 So, if you have an opportunity to speak  
4 to your legislative delegation, and I think this is  
5 where we're very effective as an advocacy group,  
6 please let them know that this is one of our top  
7 legislative priorities to secure some of our 911  
8 funding for our county 911 centers.

9 We are also going to continue to  
10 aggressively pursue, now reinstating, the two percent  
11 cap on binding interest arbitration awards.

12 I know our County Administrator and  
13 County Counsel know how important this is in terms of  
14 how it leveled the playing field in negotiations and  
15 saved valuable taxpayer dollars over the near decade  
16 that it was in effect.

17 The law's sunset expired in December of  
18 2017. The legislature did not take it up. The  
19 governor wasn't moving forward until he reviewed the  
20 report from the arbitration task force. We are going  
21 to use the recently published Path To Progress report  
22 as an opportunity at public hearings in Trenton to  
23 continue to talk about how important extending the  
24 two percent cap on binding interest arbitration is.

25 We are also hoping to, and we're in

1     conversations with two colleges and universities in  
2     the state to have them do an independent study of the  
3     data and make recommendations to the legislature  
4     accordingly. So we're not giving up on that. That's  
5     a critical tool, I think, for county governments to  
6     maintain property taxpayer dollars moving forward.

7                 We're also looking to streamline, and I  
8     know this county did a fantastic job with its court  
9     facility, looking to streamline the court facility's  
10    operation costs.

11                Counties across the state, between the  
12    capital and operational expenses, spend over  
13    \$600 million a year on county court facilities, and  
14    there has to be some additional. We have some  
15    recommendations that we're going to come out with  
16    next week or the week after on what we think the  
17    legislature needs to move to help counties control  
18    some of those costs moving forward.

19                Two other issues that we're being  
20    proactive on.

21                I know I'm rambling on, but there's a  
22    lot that we've been working on.

23                This is the kind of stuff that I really  
24    enjoy working on, because we reach out to our members  
25    and say, "What can we do to help you in your



1 day-to-day operations?"

2 Because the things I just spoke about,  
3 they're big things, they're big ticket items, and  
4 they're things that we've been working on for 2 or  
5 3 years, and even longer on the court facility piece.  
6 But I think we're at the point we're going to see  
7 some success on those three issues I just mentioned.

8 But two of our initiatives, one has to  
9 do with counties providing notice to municipalities  
10 of bond ordinances by email as opposed to having to  
11 send those notices by regular mail. It would be  
12 permissive, but under current law you have to send  
13 them by registered mail. It's costly. It's  
14 expensive. It's time-consuming. I don't know if  
15 registered mail, it can be regular mail, correct?

16 MR. FLORIO: Right.

17 MR. DONNADIO: But still in a county  
18 like Bergen County, where you have 70 municipalities,  
19 it's costly and it's time-consuming. And, again, it  
20 would be permissive on behalf of the counties. This  
21 came from our County Clerk's Association as something  
22 they want to see us advocate for. So we have reached  
23 out to legislators. We think we're going to see a  
24 bill very shortly, and it's something we think we're  
25 going to be able to get done rather quickly.

1           The other piece of legislation that  
2       we're taking a proactive approach on is a bill that  
3       would allow a county that has a homelessness trust  
4       fund to use trust fund dollars. Not every county has  
5       them. I think it's 15 or 16 counties in the state  
6       that have. I think Bergen County has one. But you  
7       can use homelessness trust fund dollars to help  
8       offset some of the costs with implementing a Code  
9       Blue plan.

10           As you may recall, last year a bill was  
11       signed into law that requires counties to notify  
12       municipalities of when weather conditions reached a  
13       certain point. And it's proven difficult and costly  
14       for some counties to administer, so we thought that  
15       this was a way for the counties to help offset some  
16       of those costs.

17           Right now, the fee that a county may  
18       collect is \$3 on certain documents that are recorded  
19       in the County Clerk's Office. We're looking to  
20       increase that to \$5, just increase it by \$2, and,  
21       again, dedicate those monies to helping pay in  
22       implementing the Code Blue alert.

23           The other thing we're going to talk  
24       about, we have a board meeting on Friday, is the  
25       recently enacted vote-by-mail law that I think has

1 given some of our County Clerks fits to implement.  
2 So we're going to talk about potentially the  
3 association filing a complaint with the Council on  
4 Local Mandates, again because of some of the costs  
5 that the clerks have incurred in terms of ramping up  
6 the staff that they needed just to implement the Blue  
7 Law, because they have to go back to 2016. And if  
8 you voted by mail in 2016, then you automatically  
9 need to receive a vote-by-mail ballot, unless you  
10 actively decide to opt out of it.

11 So it's been difficult for the clerks  
12 to implement, and we're going to see about a way to  
13 firm it down moving forward.

14 So I thank you for your time and  
15 patience.

16 CHAIRMAN SULLIVAN: Go over again. If  
17 you voted by mail, you automatically get another one?

18 FREEHOLDER AMOROSO: The next time.

19 MR. DONNADIO: Correct, the next time.

20 FREEHOLDER AMOROSO: Every election  
21 after that.

22 MR. DONNADIO: Yes.

23 CHAIRMAN SULLIVAN: Even if you don't  
24 request it, if you vote-by-mail once, you're going to  
25 continue to get it?

1 MR. DONNADIO: Right.

2 You have the opportunity to opt out of  
3 it. I think the Clerk's Association adopted a sample  
4 form that you a can use to opt out of it. You don't  
5 have to use that form, but you have to actively say I  
6 no longer want to receive --

7 FREEHOLDER VOSS: And most people won't  
8 do that.

9 MR. DONNADIO: And most people won't do  
10 that.

11 FREEHOLDER AMOROSO: So that's  
12 legislation from last year?

13 MR. DONNADIO: It was signed into law  
14 about two weeks or so ago.

15 FREEHOLDER AMOROSO: Okay, because we  
16 got notes from Hogan saying you're automatically  
17 re-opted on this thing.

18 MR. DONNADIO: Right, and that went out  
19 across-the-board from the County Clerks, because  
20 what's going to happen, if you show up, you've going  
21 to have to vote as a provisional ballot.

22 FREEHOLDER VOSS: Oh, that's awful!

23 MR. DONNADIO: Yes, it's an awful  
24 situation. Again, the Clerk's are scrambling with  
25 that right now.

1 CHAIRMAN SULLIVAN: Okay.

2 Anyone have any questions?

3 Thanks for your time. I appreciate it.

4 MR. DONNADIO: Thank you. You got it.

5 Thanks.

6 CHAIRMAN SULLIVAN: Our final  
7 presentation is from Deborah Visconi, president and  
8 CEO of New Bridge Medical Center.

9 Deb, would you please join us to the  
10 table for your presentation, along with our County  
11 Executive, James J. Tedesco III.

12 Julien has asked that we do the resos  
13 first, because we have people waiting, and we can  
14 come back to your presentation then. Is that okay?

15 COUNTY EXECUTIVE TEDESCO: Yes. Thank  
16 you for thinking of that.

17 MINUTES

18 CHAIRMAN SULLIVAN: Will the Clerk  
19 please read the minutes to be accepted.

20 MS. RODRIGUEZ: August 1st - Public  
21 Session; Freeholder Voss and Freeholder Zur absent.

22 August 8th - Work Session; Freeholder  
23 Tanelli and Freeholder Zur absent.

24 August 15th - Work Session; Freeholder  
25 Ganz absent.

1                   CHAIRMAN SULLIVAN:   May I have a motion  
2   to accept the minutes?

3                   FREEHOLDER GANZ:   Move the minutes.

4                   FREEHOLDER AMOROSO:   Second.

5                   CHAIRMAN SULLIVAN:   All in favor?

6                   (All present Freeholders respond in the  
7   affirmative.)

8                   CHAIRMAN SULLIVAN:   Opposed?

9                   (No response.)

10                  CHAIRMAN SULLIVAN:   Carried.

11   PUBLIC COMMENT

12                  CHAIRMAN SULLIVAN:   May I have a motion  
13   to open the meeting to the public?

14                  FREEHOLDER SILNA ZUR:   So moved.

15                  FREEHOLDER GANZ:   So moved.

16                  CHAIRMAN SULLIVAN:   Second?

17                  FREEHOLDER AMOROSO:   Second.

18                  CHAIRMAN SULLIVAN:   All in favor?

19                  (All present Freeholders respond in the  
20   affirmative.)

21                  CHAIRMAN SULLIVAN:   Opposed?

22                  (No response.)

23                  CHAIRMAN SULLIVAN:   We will now have  
24   the Hearing of the General Public, with a  
25   three-minute time limit in effect, in accordance with

1 the Bergen County Freeholder bylaws.

2 The Board Attorney will keep the time.  
3 When the time of the speaker expires, the Board  
4 Attorney will announce that the time has expired.

5 Is there anyone from the public who  
6 would like to speak?

7 FREEHOLDER VOSS: This gentleman.

8 CHAIRMAN SULLIVAN: Please approach the  
9 mic, state your name, spell it for our stenographer.

10 COUNCILMAN VOIGT: Good afternoon,  
11 Freeholders and Administrators of Bergen County.

12 My name is Jeff Voigt. I'm a  
13 councilman in the Village of Ridgewood.

14 I'm going to pass out comments I'm  
15 going to make.

16 CHAIRMAN SULLIVAN: Thank you.

17 COUNCILMAN VOIGT: I'm here today to  
18 talk about an issue in our village related to traffic  
19 on Franklin Avenue, which is a county road. It runs  
20 in an east/west fashion.

21 This east/west corridor is  
22 approximately a half a mile in length. It's one of  
23 the main thoroughfares in the surrounding area. The  
24 road has four traffic lights on it, which were  
25 originally installed in the 1960s.

1                   Additionally, I'm here to speak about  
2                   the intersections at these traffic lights.

3                   All of the lights are timed lights.

4                   Currently, two of these intersections  
5                   are at the level of service designated as level E,  
6                   which is the worst level you can get at a traffic  
7                   light. It can take a car anywhere from up to 10  
8                   minutes to travel the half hour thoroughfare from  
9                   east/west on the county road.

10                  This isn't the main issue, however; the  
11                  main issue is the safety of our residents who use  
12                  this corridor to walk along it or across it. Most  
13                  especially, we have older adults and people with  
14                  disabilities who live in this corridor who use it for  
15                  food shopping and going to locations in the Central  
16                  Business District.

17                  Unfortunately, last night we had an  
18                  accident on this road where a woman was hit. She was  
19                  sent to Valley Hospital. She has a hip injury. I  
20                  think she broke her hip. She's 73-years-old. She  
21                  had a neck injury, and she also had abrasions to her  
22                  hip.

23                  The corridor is only going to get worst  
24                  over the next several years, with four large  
25                  multifamily developments that are going to be put on



1     it or around it. This will add significantly to foot  
2     traffic in our downtown and along this corridor.

3                   Over the past 10 years, Ridgewood has  
4     contributed approximately \$190 million to Bergen  
5     County in taxes. During this time, we received  
6     approximately \$3.8 million in Open Space grants,  
7     which amounts to two percent of what Ridgewood has  
8     paid to the county over these years. In other words,  
9     we've not asked for much over this time and we have  
10    given much.

11                  Tonight, we are asking the county to  
12    upgrade these traffic lights on this road. The  
13    traffic lights are close to 60-years-old. It would  
14    help the surrounding towns and our village residents  
15    that use the Franklin Avenue east/west cut-through  
16    immensely if new traffic lights and intersections  
17    could be installed in order to improve traffic flow.

18                  Our village would be more than happy to  
19    work with the county in accomplishing these very  
20    important objectives.

21                  Thank you.

22                  CHAIRMAN SULLIVAN: Do you want to  
23    comment?

24                  FREEHOLDER GANZ: I have a question.

25                  CHAIRMAN SULLIVAN: Sure.

1                   FREEHOLDER GANZ:   Has the mayor and  
2   council endorsed this?

3                   COUNCILMAN VOIGT:   We've endorsed it  
4   over the past several years, the four traffic lights,  
5   so this is kind of a reiteration.

6                   FREEHOLDER GANZ:   Has the current  
7   council?

8                   COUNCILMAN VOIGT:   Not yet, but they  
9   will tonight.

10                  CHAIRMAN SULLIVAN:   I assume that your  
11   community is the one who approved these four large  
12   multifamily developments, right?

13                  COUNCILMAN VOIGT:   Yes.

14                  CHAIRMAN SULLIVAN:   So it wasn't the  
15   county?

16                  COUNCILMAN VOIGT:   Oh, no, no, I'm not  
17   saying it was the county.

18                  CHAIRMAN SULLIVAN:   And then I just  
19   have a little problem with your math.

20                  Over the past 10 years, you contributed  
21   \$190 million to Bergen County in taxes and only  
22   received \$3.8 million in Open Space, that amounts to  
23   two percent of what Ridgewood has paid the county.

24                  You get services from the county every  
25   year that you didn't include there.   I'm not being

1 nitpicky here, but we plow every county road, we salt  
2 every county road, we police. We do everything.

3 So just in the future, I think that  
4 your math is a little misleading, just in my opinion  
5 to you.

6 COUNCILMAN VOIGT: Understood.

7 Thank you.

8 CHAIRMAN SULLIVAN: Thank you.

9 Anybody else who would like to speak  
10 from the public?

11 Sure.

12 MS. BROGAN: It's really on the same  
13 subject.

14 Good afternoon or evening. My name is  
15 Sheila Brogan. I co-chair Age Friendly Ridgewood.  
16 I'm from Ridgewood.

17 We have a project to make Ridgewood a  
18 community of all ages, in fact, our tag line is  
19 "Ridgewood: A good place to grow up and to grow  
20 old."

21 Our funding for this three-year pilot  
22 project is through the Henry and Marilyn Taub  
23 Foundation. We are 1 of 5 towns in Bergen County  
24 that participate in the Taub funded Age Friendly  
25 Initiative.

1                   Age Friendly Ridgewood endorses  
2     Councilman Voigt's request to partner with Bergen  
3     County in making improvements to the Franklin Avenue  
4     corridor that is adjacent to the Ridgewood Central  
5     Business District.

6                   Twenty-five percent of Ridgewood's  
7     population is 55 and over. Our total population is  
8     slightly over 25,000 people.

9                   A block west of Franklin Avenue is a  
10    129-unit low income apartment building housing  
11    disabled and older adults.

12                  Many of these adults no longer have  
13    cars and walk on Franklin Avenue to the grocery store  
14    or nearby banks.

15                  Other older adults living close to the  
16    Central Business District also walk Franklin Avenue  
17    as their main thoroughfare to shop, bank, and enjoy  
18    the restaurants, and you know we have a lot in  
19    Ridgewood. I think it's 104 restaurants.

20                  Within the next two years, we'll see  
21    tremendous growth in Ridgewood's downtown area, with  
22    the addition of 241 new apartments that developers  
23    believe will attract millennials and empty-nesters  
24    eager to downsize and lessen the economic housing  
25    burden brought on by high property taxes in our

1 village.

2 Age Friendly Ridgewood, through the  
3 Taub Foundation grant, engaged consultants last year  
4 to do a walkability study and a land use study  
5 looking at Ridgewood's age-friendliness.

6 Both studies found deficiencies in the  
7 walkability of the Franklin Avenue corridor and  
8 Central Business District.

9 Our own sidewalk audit noted the need  
10 for more curb cuts to accommodate wheelchairs and  
11 walkers, improved crosswalk markings, and identify  
12 the significant need to improve and modernize the  
13 traffic signals and crosswalk countdown signs on  
14 Franklin Avenue.

15 Over the last seven years, we have  
16 averaged about seven serious pedestrian accidents in  
17 that area per year.

18 We want this to be reduced to zero, as  
19 I'm sure all of you would like to see reductions  
20 across Bergen County of pedestrian accidents, and for  
21 our older adults to feel safe and secure as  
22 pedestrians.

23 We want to encourage more of our older  
24 adults to walk to the Central Business District for  
25 shopping and errands.

1                   With your assistance and collaboration,  
2                   we can improve safety for our older adults, as well  
3                   as for all pedestrians walking along Franklin Avenue.

4                   And I thank you for your consideration  
5                   of this request.

6                   CHAIRMAN SULLIVAN:   Thank you.

7                   Thank you for your comments.   I thank  
8                   everyone for their comments.

9                   We have our engineer.   We will  
10                  definitely look into it.   I do want to say, though, I  
11                  think you need to do a lot more work with the borough  
12                  officials.   We're not the ones making those areas so  
13                  dense, it seems to be the way your zoning is going in  
14                  Ridgewood, and it seems like the problem is a  
15                  Ridgewood problem that you're trying to make a county  
16                  problem.

17                  But, anytime there is safety involved,  
18                  we will certainly take a look at it and see if there  
19                  is anything we can do.

20                  So I would suggest that you go to the  
21                  Ridgewood Council meetings and tell the council  
22                  members to talk to the people on their planning board  
23                  that are the ones that are approving these high  
24                  density housing in such an area where it is very  
25                  concerning for you all that there is going to be a

1 lot of pedestrian foot traffic.

2 So, we will do our part, but Ridgewood  
3 needs to do their part as well. We will definitely  
4 send this to the county to look at. However, again,  
5 Ridgewood can't make a problem and expect the county  
6 to fix it, but we will look into it for public safety  
7 reasons.

8 COUNCILMAN VOIGT: Thank you.

9 MS. BROGAN: Great.

10 CHAIRMAN SULLIVAN: Dave.

11 FREEHOLDER GANZ: It seems to me that  
12 we're putting this ahead and handling it a different  
13 way than every other traffic case that we've had in  
14 the 16 years that I've served on the board.

15 Always there's a requirement --

16 CHAIRMAN SULLIVAN: Thank you for  
17 bringing that up.

18 FREEHOLDER VOSS: There should be a  
19 request from the town.

20 FREEHOLDER GANZ: Exactly.

21 CHAIRMAN SULLIVAN: Thank you for  
22 bringing that up. Correct.

23 So, we have a Ridgewood councilman  
24 here. I mean, it should be a request from the town  
25 to look at it. The town should be doing some kind of

1 studies. If you need some guidance, you can  
2 definitely call our engineering office, but you have  
3 a town engineer who should know the procedures and  
4 what to do.

5 Anyone else?

6 Anybody else in the public would wishes  
7 to speak?

8 Yes, Paul. Come on up, buddy.

9 MR. NICKELS: Good evening.

10 Paul Nickels.

11 I'm getting my voice back after being  
12 sick.

13 I haven't had a chance, because I was  
14 sick, so I'm glad you're here, County Executive.

15 COUNTY EXECUTIVE TEDESCO: Thank you.

16 MR. NICKELS: Because I'm very excited  
17 to see how this young adult task force grows and see  
18 what's happening. So I'm hoping we'll get some  
19 updates on that, when it gets pulled together.

20 So that's a great thing.

21 I heard that gentleman speak about  
22 funding for Code Blue. Before I came here and even  
23 throughout the week I'm like, I really don't want to  
24 talk about Code Blue yet. I'm ready for cool  
25 weather, but not freezing cold weather, I'm really



1 not, but that's good to know. That will be  
2 interesting to see.

3 So, I just really hope to see what goes  
4 on with this young adult -- I don't know, I forgot  
5 what the exact name is, young adult --

6 ACTING COUNTY ADMINISTRATOR NEALS:  
7 Youth Homelessness Task Force.

8 MR. NICKELS: All right. Because I  
9 know it's 18 to 24 that's doing it.

10 Okay. Thank you.

11 And thank you, County Executive.

12 COUNTY EXECUTIVE TEDESCO: Thank you,  
13 sir.

14 MR. NICKELS: All right. Thanks a lot  
15 for listening.

16 CHAIRMAN SULLIVAN: You got it, buddy.

17 Is there anyone else from the public  
18 who like to speak?

19 Seeing none, can I have a motion to  
20 close the meeting to the public?

21 FREEHOLDER GANZ: So moved.

22 FREEHOLDER SILNA ZUR: Second.

23 CHAIRMAN SULLIVAN: All in favor?

24 (All present Freeholders respond in the  
25 affirmative.)

1 CHAIRMAN SULLIVAN: Opposed?

2 (No response.)

3 CHAIRMAN SULLIVAN: The meeting is now  
4 closed to the public.

5 RESOLUTIONS

6 CHAIRMAN SULLIVAN: We will now review  
7 the Resolutions to be voted on tonight.

8 MS. RODRIGUEZ: The Resolutions to be  
9 voted on tonight are: Resolutions #880-18 through  
10 #886-18.

11 CHAIRMAN SULLIVAN: Okay. Page 1.  
12 Page 2. I'm sorry.

13 FREEHOLDER AMOROSO: Chairman, #880 is  
14 a grant. Perhaps we can do that as a Body of the  
15 Whole?

16 CHAIRMAN SULLIVAN: Sure.  
17 Any objection?

18 (No response.)

19 CHAIRMAN SULLIVAN: So ordered.  
20 Anything else on that page?

21 Next page is Page 3.

22 FREEHOLDER SILNA ZUR: Mr. Chairman,  
23 might I suggest we do #884, #885, and #886 as a Body  
24 of the Whole?

25 CHAIRMAN SULLIVAN: Without objection?

1 (No response.)

2 CHAIRMAN SULLIVAN: Okay. Thank you,  
3 Freeholder.

4 Is that it?

5 FREEHOLDER AMOROSO: Yes.

6 CHAIRMAN SULLIVAN: Okay. May I have a  
7 motion to accept the Resolutions on the Consent  
8 Agenda as read by the Clerk?

9 FREEHOLDER VOSS: So moved.

10 FREEHOLDER SILNA ZUR: Second.

11 CHAIRMAN SULLIVAN: All in favor?

12 (All present Freeholders respond in the  
13 affirmative.)

14 CHAIRMAN SULLIVAN: Roll call.

15 (At this point in the proceeding roll  
16 call is taken and the Resolutions of Unanimous  
17 Consent are passed by a vote of five in favor, with  
18 Freeholder Tanelli and Vice-Chairwoman Ortiz absent.)

19 CHAIRMAN SULLIVAN: Are there any  
20 Resolutions of Nonconsent, pulled, postponed or  
21 tabled?

22 MS. RODRIGUEZ: There are none.

23 CHAIRMAN SULLIVAN: Okay. Thank you.

24 UPDATE OF NEW BRIDGE MEDICAL CENTER PROGRESS

25 CHAIRMAN SULLIVAN: So we're now going

1 to have a presentation from Bergen -- New Bridge  
2 Medical Center.

3 COUNTY EXECUTIVE TEDESCO: Interesting  
4 you say that.

5 CHAIRMAN SULLIVAN: New Bridge Medical  
6 Center.

7 COUNTY EXECUTIVE TEDESCO: Interesting  
8 you say that.

9 CHAIRMAN SULLIVAN: And our County  
10 Executive.

11 Thank you.

12 COUNTY EXECUTIVE TEDESCO: Thank you,  
13 Mr. Chairman.

14 I thank the Freeholders -- just on the  
15 note of this paperwork that was handed out. I have a  
16 meeting with the mayor tomorrow of Ridgewood, so this  
17 will be something that I ask him about.

18 I think, Mr. Chairman, in light of the  
19 request and what David said, the process is the  
20 process.

21 CHAIRMAN SULLIVAN: It is.

22 COUNTY EXECUTIVE TEDESCO: And I would  
23 hope that the council member would know the  
24 process --

25 CHAIRMAN SULLIVAN: I would hope so.

1 COUNTY EXECUTIVE TEDESCO: -- by which  
2 that action needs to take place.

3 FREEHOLDER AMOROSO: Can I ask one  
4 question about this?

5 When you have housing coming online,  
6 they talked about --

7 CHAIRMAN SULLIVAN: We'll pass on that.  
8 We'll get back to that.

9 FREEHOLDER AMOROSO: Okay.

10 CHAIRMAN SULLIVAN: Thanks.

11 FREEHOLDER AMOROSO: Thank you.

12 COUNTY EXECUTIVE TEDESCO: Tonight I'm  
13 here very happily to have you get an update from the  
14 CEO and President of New Bridge Medical Center.

15 It's nine months?

16 MS. VISCONI: Eleven, but who's  
17 counting?

18 COUNTY EXECUTIVE TEDESCO: Yes. Gees,  
19 I'm sorry. We're in September.

20 MS. VISCONI: That's right.

21 COUNTY EXECUTIVE TEDESCO: It's an  
22 11-month update as to when CarePlus Bergen took over  
23 the management and operation of New Bridge Medical  
24 Center.

25 I thought it was appropriate at this

1 time for the Freeholders to get a picture of what's  
2 taken place over the last 11 months.

3 When Deb came onboard, she was  
4 immediately someone that lit the hospital up and has  
5 changed the face of the hospital, not only to the  
6 employees but to the residents and to the community.  
7 And you'll hear some very outstanding results, both  
8 from an operational standpoint and a financial  
9 standpoint. And I say this because there's a lot of  
10 people out in the community that ask you about,  
11 "Well, what's going on at New Bridge?" And I wanted  
12 you to have the information so you could tell them  
13 the things that are going on in New Bridge, because  
14 in the past, we didn't know what was going on. We  
15 had to fight to find out and to get information. And  
16 today, we're in a new era, and Deb's here to give you  
17 that information and tell you the things that are  
18 happening there.

19 I'm just very pleased that the  
20 Freeholder Board has continued to support New Bridge  
21 Medical and let Deb and her team do the good things  
22 that they're doing and continue to do the good things  
23 that they're doing.

24 Julien has a lot more knowledge than I  
25 do about what's happening, because he works with Deb

1 on a constant basis and talks back and forth with Deb  
2 on a constant basis. And that's just one of the  
3 changes is that the dialogue that's taking place  
4 never took place before.

5 FREEHOLDER VOSS: That's right.

6 COUNTY EXECUTIVE TEDESCO: And now it's  
7 taking place with the administration on a regular  
8 basis.

9 So, I'm happy to be able to introduce  
10 Deb Visconi again and have her tell you the good  
11 things that are going on at New Bridge Medical  
12 Center.

13 Deb.

14 MS. VISCONI: Thank you.

15 Thank you for inviting me and having me  
16 here and the support over the last 11 months.

17 So, this is a journey that I'm going to  
18 take you through, and hopefully you will find it as  
19 exciting as I do, as I work at the New Bridge Medical  
20 Center every day.

21 I'm just going to stand up. David, I  
22 hope you can still see the screen.

23 So, our goal is to be a destination  
24 hospital in the State of New Jersey. And everything  
25 that we do is around what I call our "Pillars of

1 Care," our "Pillars of Excellence." So, they are  
2 arranged: Access, Engagement, Growth, Integration of  
3 Care, Patient Experience and Quality. And they are  
4 just listed there in alphabetical order, but these  
5 are our pillars of what I call "Excellence, Strength,  
6 and Care at New Bridge Medical Center."

7 So let's start with access.

8 Several of the things that we did when  
9 I first arrived at New Bridge was, you know, our  
10 hospital would go on diversion for acute care  
11 admissions on a regular basis, and that was one of  
12 the things that I would get called about even before  
13 I took over, "Why are we going on diversion?"

14 So it takes leadership, and everything  
15 starts at the top, but yet the bottom helps to  
16 support what we're doing.

17 So, some of the things we put in place  
18 immediately was that we were not going to go on acute  
19 care diversion at the hospital anymore, and that's  
20 been in effect since October 1st and we have not had  
21 any diversions.

22 The other thing that we found, as we  
23 emerged through our journey, was that we were  
24 actually transferring behavioral health patients out  
25 of New Bridge to the tune of about 15 patients a



1 month, and that was something we didn't even know was  
2 occurring until we started going through the  
3 transfers, but that has been stopped immediately.

4 Then other things that were occurring  
5 at the hospital was that doctors would just cancel  
6 clinic appointments, ambulatory because they were on  
7 vacation, they forgot, whatever the reasons were, but  
8 they were just cancelling things, and, again, we put  
9 a stop to that. We minimize, I say "minimize"  
10 because sometimes there are things that are  
11 unavoidable, if a provider has a death in the family  
12 or a piece of equipment does down, so we're  
13 minimizing cancellations. And then whenever there  
14 needs to be a cancellation, we get involved and we  
15 have to approve that. So that's been in place since  
16 October, and we've seen some great results, again,  
17 part of access.

18 The other thing that is part of our  
19 access strategy is our insurance and our payer mix.  
20 One of our commitments was that we were going to open  
21 our doors to everybody in Bergen County regardless of  
22 payer. Obviously, we embrace our safety status, and  
23 you can see that by the big slice of this pie that is  
24 in blue, but we are also working to expand our payer  
25 coverage so we can actually be on par with other

1 commercial insurances so anybody in Bergen County can  
2 use our services.

3 Over the last 10 months, we've been  
4 actively negotiating with several managed care  
5 providers. We have a clover agreement that we signed  
6 at the end of last year. Aetna, which, as you know,  
7 is a very large payer in the county. We now have a  
8 commercial agreement with them effective August.  
9 CIGNA we just signed effective October 15th. And  
10 then United Healthcare, we're very, very close to  
11 finalizing that, and if all goes well, we should have  
12 United Healthcare on par by November 1st.

13 So we will have gotten four new managed  
14 companies that are par at New Bridge Medical Center,  
15 again, providing significant access, and those are  
16 just the logos. We do a press release with each one  
17 that we sign, and those are just some of our images  
18 that you'll see.

19 The other thing that's part of access  
20 is our work with our veterans, and you know that was  
21 one of our major initiatives and commitments to our  
22 communities is to be able to provide health care for  
23 our veterans in our hospital. So, one of the things  
24 that we did at the beginning of the year was that we  
25 are now a VA provider of choice, and that just means

1     that we have a direct relationship with the New  
2     Bridge Medical Center and the VA of New Jersey.  
3     Basically, veterans can get any care that they need  
4     at New Bridge Medical Center. They do still have to  
5     go through their primary care provider at the  
6     Veterans, but they can get all ancillary tests,  
7     diagnostic tests at New Bridge Medical Center. The  
8     primary physician does have to provide us with a  
9     referral.

10                     We had a big event celebrating this new  
11     privilege back in January. We had a lot of great  
12     speakers and it brought a lot of great support, but  
13     when I step back and I say, "This is great, we're now  
14     a provider of choice, but are we really making a  
15     difference?"

16                     So, in the beginning of the  
17     relationship, veterans are confused sometimes about  
18     their insurance, what can we do, where can we go. So  
19     we opened up a hotline for them. So there's now a  
20     hotline that's been staffed by our team Monday  
21     through Friday, basic business hours, but they can  
22     get information, they can ask questions, they can ask  
23     about insurance, they can get appointments through  
24     this hotline. It is really all about giving them  
25     access, and, again, how do we measure that?

1                   We're really looking at the volume.  
2     And just in the first, although it says August, this  
3     is really about six months' worth of data, we are  
4     seeing our patients, 17 inpatients veterans, 10  
5     outpatient veterans have come through our behavioral  
6     health; 16 regular ambulatory, and then they are  
7     using our emergency department 24 treat and release  
8     in the first 26 months.

9                   The other thing that's not on the slide  
10    because it just started is the Veterans Home across  
11    the street, you all know this, they put their  
12    patients that need care in vans and ambulances and  
13    they send them to all over the state to get care,  
14    when we're right across the street.

15                  So, as of September 1st, our doctors  
16    are now going to the Veterans Home across the street  
17    and they are making rounds. One of our providers,  
18    Dr. --

19                  CHAIRMAN SULLIVAN: That's great.

20                  (Applause.)

21                  FREEHOLDER AMOROSO: That's excellent.

22                  MS. VISCONI: Thank you.

23                  September 1st. And behavioral health  
24    is a big need of this population, obviously with  
25    dementia, so Dr. Arapecian (phonetic) is now on

1 staff, she goes once a week, she's actually covering  
2 four of the behavioral units right on-site. They no  
3 longer have to go to Valley, who sends them to Ramapo  
4 Ridge. They can have their care directly.

5 So that's brand new, Jim. That just  
6 happened like literally --

7 COUNTY EXECUTIVE TEDESCO: The other  
8 thing is this is also for active duty men and women.

9 MS. VISCONI: Yes, yes. So it's really  
10 been a great journey with the veterans, and they're  
11 very, very grateful.

12 COUNTY EXECUTIVE TEDESCO: Veterans and  
13 active duty.

14 MS. VISCONI: Veterans and active duty.

15 CHAIRMAN SULLIVAN: On two slides back,  
16 you said that they still had to go to their primary  
17 care doctor. Is this like where you can get the  
18 medicine for cheaper, this is kind of like?

19 MS. VISCONI: Well, they can get their  
20 prescriptions at New Bridge, but there's a little bit  
21 of a co-pay. They can get it for free at the  
22 veterans. But we can provide it to them, it's just  
23 that they have a co-pay.

24 And that's one of the questions that we  
25 get asked a lot, so that's why we educated our

1 hotline staff to be able to understand and speak to  
2 that.

3 COUNTY EXECUTIVE TEDESCO: The future  
4 that we're looking towards, Tom, would be to get the  
5 designation from the VA of our pharmacy to allow for  
6 filling the prescriptions the way the VA does.

7 CHAIRMAN SULLIVAN: Okay.

8 COUNTY EXECUTIVE TEDESCO: That's  
9 another whole step that we have to take and a process  
10 that we have to take.

11 CHAIRMAN SULLIVAN: That would be  
12 fantastic.

13 FREEHOLDER SILNA ZUR: But you're  
14 working on already?

15 COUNTY EXECUTIVE TEDESCO: Right, that  
16 is something that we want to work on and get, yes.

17 CHAIRMAN SULLIVAN: In our health plan,  
18 anyone that's on maintenance drugs, there's a federal  
19 facility they could go to, and then they have to take  
20 their prescription from their primary and then  
21 there's some kind of federal plan, there's no co-pay.  
22 It sounds like that's where you're starting to go  
23 with that, which is phenomenal.

24 MS. VISCONI: Yes, they're very happy.  
25 I mean, a veteran came in one day and just walked in

1 and just wanted to thank us. He said, "Listen, this  
2 is terrific and we're really excited about the fact  
3 you can do this for us."

4 COUNTY EXECUTIVE TEDESCO: When they  
5 come, they actually get valet care.

6 FREEHOLDER VOSS: Wow!

7 CHAIRMAN SULLIVAN: Sorry for  
8 interrupting.

9 ACTING COUNTY ADMINISTRATOR NEALS: Some  
10 of the feedback was for the cost of the co-pay for  
11 what some of them used to have to go through to get  
12 to East Orange and back, they haven't been  
13 complaining about it, from what we've heard, but we  
14 are still working towards getting that.

15 FREEHOLDER GANZ: What would it cost  
16 and is there a demand for weekend service?

17 MS. VISCONI: For the access phone  
18 number?

19 FREEHOLDER GANZ: Yes.

20 MS. VISCONI: We could look at that.  
21 It's an issue of training.

22 COUNTY EXECUTIVE TEDESCO: But, David,  
23 you would like us to look at that?

24 FREEHOLDER GANZ: Yes.

25 COUNTY EXECUTIVE TEDESCO: You got it.

1 MS. VISCONI: There are people entering  
2 the access lines, it's just a matter of us training  
3 them so they can have the right information.

4 So the other part of the veterans work  
5 that we're doing, we recognize there's high levels of  
6 unemployment and they're looking for jobs, so rather  
7 than have our veterans apply and end up in the black  
8 box of HR, we had dedicated recruitment fairs for our  
9 veterans where we actually had a room with our Human  
10 Resources professionals and hiring managers right  
11 on-site. People were able to apply for jobs on the  
12 computers right then and there. If they qualified  
13 for a particular job, they were screened by Human  
14 Resources, and then we actually had hiring managers  
15 right on-site.

16 I love this slide, because this is our  
17 hiring -- A.J. was part of it -- our hiring manager  
18 is on the left and that young man on the right there  
19 shaking my hand, he's the first veteran we hired as  
20 part of this. We had two of these recruitment fairs.  
21 We hired well over a dozen veterans. And the great  
22 part of it is we're not just hiring for lower level  
23 jobs, like this young man happens to be an  
24 environmental services supervisor, so he's  
25 management. And our compliance manager, Christian



1       Burroughs, was hired through this recruitment.

2                       So veterans love this. We work with  
3       A.J. very closely to make sure he supports us through  
4       all of this, but it's been a great thing for us.

5                       So the other pillar that we focus on is  
6       patient experience. It's something that really had  
7       not been a priority in the past, but, you know, we  
8       want to make sure that anybody that walks through our  
9       doors and even those that don't are treated with  
10      respect and kindness and have the same level of  
11      experience throughout.

12                      This is just a factoid for you. We  
13      have to measure patient experience through what we  
14      call "age caps," the hospital consumer assessment of  
15      health care providers, I won't get into all of that  
16      gory detail, but this is required by CMS for us to  
17      report. There are surveys that get sent out to  
18      patients that use our service.

19                      COUNTY EXECUTIVE TEDESCO: I got one.

20                      MS. VISCONI: I hope you rated us well.  
21      Don't tell me.

22                      This is just really super exciting for  
23      me, because having been in health care for so many  
24      years and knowing what it takes to make any kind of a  
25      movement in a patient experience score is herculean.

1 It really literally takes a village.

2 So when I look at when we first took  
3 over, the first quarter of 2017 versus first quarter  
4 of 2018, the green arrows pointing up means we're  
5 trending upward in those particular pillars.

6 What's great is that "rate the  
7 hospital" and "recommend the hospital." Those both  
8 moved from the fourth quarter from 29 percent to over  
9 40 percent. The numbers aren't -- like we want to  
10 get to like 85 percent, but just that movement alone  
11 from quarter to quarter, recommend the hospital went  
12 from 38 percent to 52 percent.

13 There's quite a few that are going up,  
14 but another one that's really important and super  
15 hard to change is the hospital environment,  
16 cleanliness and quietness. Any hospital  
17 administrator would tell you to move that one point  
18 is huge. To move it from 37 percent to 57 percent in  
19 one quarter is outstanding.

20 FREEHOLDER VOSS: Wow!

21 MS. VISCONI: And then the quietness  
22 from 50.9 to 63 percent, that's a question on the  
23 survey, how quiet is your environment.

24 We're still doing a lot of work on  
25 this. We're rolling out formal education, we're

1 training our staff, but the spirit here is everybody  
2 is in this for the same reason, and everybody, our  
3 housekeepers are all part of the process to improve.  
4 So that's a great story.

5 And the other part of the pillar is  
6 quality and patient and resident safety, which is  
7 something again that's our commitment.

8 This is something that you've all heard  
9 about, workplace violence incidents in the  
10 organization.

11 And to see a decrease from 2017-2018 of  
12 that magnitude, these are events, 99 to 88, but it's  
13 an 11 percent change from last year to this year when  
14 we took over.

15 And the other part of it is that that  
16 little bottom line there in red, lost days at work  
17 due to workplace violence. So we've actually reduced  
18 our employees getting hurt on the job and having to  
19 lose time at work by 10 percent year-to-year.

20 Still a lot of work going on. We're  
21 training our staff. We have deescalation training,  
22 and there's a lot of work around workplace violence,  
23 but you can start to see that we're already making a  
24 difference.

25 The other thing that we measure is our

1 falls, how often does our patient, you know, fall to  
2 the ground. So we've made some headway there as  
3 well, 27 percent improvement from last year to this  
4 year. And this is all about staff education, what we  
5 call "huddles," which is the clinical team getting  
6 together at the beginning of their shift and talking  
7 about patients and their potential risks.

8 We've noticed in our detox unit that we  
9 had several patients that were falling down, so we're  
10 working with them, specifically with the clinical  
11 team, to really understand what's happening there,  
12 what things we can put in place to help minimize  
13 that.

14 Our long-term care division, I'm going  
15 to talk more about them, but they continue to be a  
16 shining star.

17 The green bar is the national benchmark  
18 of falls in a long-term care facility, and we are  
19 consistently below that benchmark.

20 Hand hygiene, this is something that  
21 hospital administrators always measure, because you  
22 have to have clean hands so that you don't spread  
23 infections, and that is the No. 1 way of stopping to  
24 spread infection. So, you know, this is really good,  
25 our compliance rate from 81 percent, first quarter to

1 first quarter, to 90 percent, and second quarter from  
2 75 percent to 91 percent. We measure this on a  
3 regular basis, very important, but we are making  
4 tremendous headway in our hand washing. I know this  
5 is not very exciting, but does very much excite me.

6 COUNTY EXECUTIVE TEDESCO: Deb, will  
7 you tell them about the vaccination?

8 MS. VISCONI: That's coming.

9 COUNTY EXECUTIVE TEDESCO: Oh, sorry.

10 MS. VISCONI: See, you're such a good  
11 -- sorry, this is a journey.

12 I know hand washing excites me.

13 But look, look at the zeros because  
14 hand hygiene, right?

15 I come from some really great systems,  
16 and we could not get our doctors to wash their hands,  
17 but we're working on all this. But acute, 0 surgical  
18 site infections, 0 CAUTIs, 0 CLABSIs, below national  
19 benchmark, I mean, all of that ties together.

20 And here's our flu. So this is really,  
21 I mean, I would say this was a shocking, embarrassing  
22 moment as a CEO. So, when I first took over in  
23 October, 40 percent of our employees were getting the  
24 flu vaccine. As a health care provider, you want  
25 100 percent of our employees to get the flu vaccine.

1 It is the one way to protect against the flu. And so  
2 when I asked, you know, "Why?"

3 Well, you know, it was never a  
4 priority. No one ever held anybody accountable.  
5 They didn't have any system in place.

6 They're at 40 percent.

7 Unfortunately, we started in October,  
8 so we were a little late in the game to really mount  
9 a full flu vaccine campaign. But my approach was I  
10 wouldn't going to bring out the stick, I brought out  
11 the carrot, so we did leadership getting the flu  
12 shot. I engaged union leadership. We all took  
13 pictures getting our flu shots. We had prizes. We  
14 had raffles. We got to 60 percent. Statistically, a  
15 20 percent increase is good but it's nowhere near  
16 where I want it to be, so this year we are rolling  
17 out a mandatory flu vaccine program for our  
18 employees. This is not uncommon. This is not  
19 unusual. This is pretty standard stuff. But first I  
20 spoke to Jim, I said make sure he knew this was going  
21 to happen. I'm working with Hansel and with his  
22 division to help us educate our staff, because part  
23 of it is education, like when I'm trying to find out  
24 why don't people want to get their flu shots.

25 "Well, it makes you sick."

1                    "Our big brother is trying to insert me  
2                    with something that they're going to be able to track  
3                    me."

4                    "I've never gotten the flu before, so  
5                    why should I start doing it now?"

6                    So, a lot of it is education. So  
7                    working with Hansel and his team, we're going to  
8                    start rolling out education for the staff, but it is  
9                    going to be mandatory. If you don't have your flu  
10                   vaccine, they are going to have to wear masks, and  
11                   that has proven to be an incentive to get your flu  
12                   vaccine. So that's going to roll out soon. Jim, be  
13                   on the lookout. But I did meet with the union  
14                   leadership. HPAE is onboard.

15                   COUNTY EXECUTIVE TEDESCO: I wanted you  
16                   all to know that.

17                   One of the things I said to Deb was  
18                   "Before we do this, we want to talk to them, we want  
19                   them to understand why we're doing this." And this  
20                   isn't just New Bridge, this is what the  
21                   administration has asked Hansel to do. As the Chief  
22                   Health Officer for the entire county, Hansel's  
23                   responsible for the overall health and wellbeing of  
24                   every resident, of every visitor, of every single  
25                   business in this county. And one of the things we

1 asked them to do is look at this in a global  
2 perspective, and that it's not just New Bridge, but  
3 what is Hackensack, what is Valley, what is  
4 Englewood, what is Teaneck, what is Holy Name, what  
5 are the health care centers doing, what is the entire  
6 county doing to work on combating the flu and  
7 transmitting the flu?

8 So, we're going to be leading this  
9 effort through New Bridge, but I just wanted you to  
10 understand and know that this isn't just a specific  
11 New Bridge issue, this is a county health issue.

12 MS. VISCONI: Yes. Absolutely.

13 FREEHOLDER AMOROSO: Right.

14 MS. VISCONI: So that's going to be  
15 exciting.

16 But, you know, the union leadership was  
17 onboard.

18 COUNTY EXECUTIVE TEDESCO: Yes.

19 MS. VISCONI: The other thing is, we're  
20 going to be rolling out, actually we just opened up  
21 the survey, a culture safety survey. So we want to  
22 get our employees to tell us how they feel about the  
23 culture of safety at the organization.

24 And usually when you do these surveys,  
25 you know, you're going to get great feedback,



1     hopefully, and then from there we will try to figure  
2     out things to implement to make the organization  
3     safer, just by using employee feedback. So that  
4     survey just opened.

5                     The other pillar we talk about is  
6     growth. This is a very exciting pillar. So there's  
7     our trajectory of growth over the next four years in  
8     our ambulatory enterprise at New Bridge.

9                     As you know, we are working with our  
10    colleagues at Rutgers, and so this is a list of all  
11    the doctors that have already started at New Bridge  
12    Medical Center over the last several months. And I'm  
13    going to talk a little bit about some, and then these  
14    are some that are on their way, and this slide is  
15    dated because some of our surgeons have already  
16    started. We're actually starting to see our OR come  
17    alive. Like surgeons are booking cases and we're  
18    seeing really more than just endoscopies happening in  
19    our ORs.

20                    COUNTY EXECUTIVE TEDESCO: They're  
21    actually going into the OR.

22                    MS. VISCONI: They're going into the  
23    OR!

24                    COUNTY EXECUTIVE TEDESCO: It's  
25    actually being used.

1 MS. VISCONI: It's being used.

2 FREEHOLDER SILNA ZUR: So how many new  
3 doctors so far?

4 MS. VISCONI: So, this is about a dozen  
5 or more. We got a couple of primary care, primary  
6 sports medicine.

7 FREEHOLDER SILNA ZUR: 15?

8 MS. VISCONI: Yes, 15.

9 Now, they're not all full-time, so we  
10 counted in FTEs, but there's 15 new bodies doing work  
11 at New Bridge, and then a few more along the way.

12 What I think is important for you all  
13 to understand is that in addition to having more  
14 providers, we're actually offering new service lines,  
15 things that have never been offered at the Medical  
16 Center before, hepatology, sports medicine.

17 She took off. I mean, this Dr. Kodery  
18 has just taken off with business.

19 Vascular surgeons; expanded  
20 musculosketals, and that's your orthopedic service  
21 line.

22 And then on the surgical side, we  
23 actually have the PAs that are helping support the  
24 surgeons, so that makes them more productive and able  
25 to do work with our preadmission testing department.

1                   I won't tell you the horror stories of  
2 what used to go on by preadmission testing, but  
3 suffice it to say that we needed some support in  
4 that. The people who come for surgery need the  
5 preadmission testing done.

6                   So, watch us grow. You know, we love  
7 to measure things. So here's our growth in  
8 physiatry, which is the sports medicine that I  
9 mentioned before. So, you can see in 2017, we had 31  
10 visits, and year-to-date, and she only started a  
11 couple of months ago, she's already seen 232  
12 patients. Which by the way -- these are visits --  
13 also leads to X-rays, labs, surgeries, more  
14 referrals, so it just grows.

15                   And gynecology, and, Jim, you got to  
16 meet Dr. Riss (phonetic), our new gynecologist. She  
17 just did her first major surgical case yesterday at  
18 New Bridge. It was an overnight case and everything.  
19 She is so happy and so pleased with everything, and  
20 she's such a great woman. She really is a terrific  
21 woman.

22                   So, anyway, you can see she's already  
23 doubled her volume in the month that she's been here.  
24 There was such a need in our community for this  
25 service.

1                   COUNTY EXECUTIVE TEDESCO:   The other  
2    thing about this is, while this shows that there's an  
3    increase in activity, the quality of the patient care  
4    from not having to be removed from their home,  
5    because, remember, if they're long-term residents,  
6    this is their home, right, and, so, in the past they  
7    would have to go to another hospital, and depending  
8    on what happened, to stay there, their loved ones  
9    would have to go to that hospital to see them and be  
10   out of the house, their home. And in this case, we  
11   can keep them in their home. And to me, while this  
12   is all great, the ability to have a resident be able  
13   to stay in their home and feel good about it and  
14   comfortable that they're not going to have to leave  
15   and they're not going to have to pack a bag to go  
16   somewhere, to me is huge. And, so, you don't see  
17   that here.

18                   MS. VISCONI:   That's true.

19                   COUNTY EXECUTIVE TEDESCO:   But for me  
20    it's bigger and better than all of this stuff  
21    (indicating).

22                   MS. VISCONI:   Thanks.

23                   So, other service lines, primary care,  
24    you know, that's the base of everything, and we've  
25    seen that grow already with the three providers that

1 we brought onboard, as well as nephrology, smaller  
2 numbers but still an impact in terms of growth.  
3 Again, things we didn't offer before.

4 So, thanks to the county, we are able  
5 to support our increasing growth and service lines by  
6 buying new equipment.

7 This is one of those stories I love to  
8 tell, because this is one of our new providers from  
9 Rutgers. When I first got there, one of the doctors  
10 came, she said, "Oh, we need a new EMG machine."

11 "Well, what's going on?"

12 The EMG machine, the data -- well, it  
13 wasn't really recording the data, but it could record  
14 the data, it was those floppy disks, the five-inch  
15 floppy disks. That was like when I was in high  
16 school, maybe grammar school, but that's the kind  
17 of -- that's how --

18 CHAIRMAN SULLIVAN: It's only a couple  
19 of years ago.

20 MS. VISCONI: That's true. Thank you.  
21 Yes. A five-incher.

22 I wanted to put in my historical.

23 Anyway, now we gave her a new EMG, look  
24 how happy she is.

25 We have new chemistry analyzers.

1 Again, it's not just saying that it's a new chemistry  
2 analyzer, it was old and broken and needed to be  
3 replaced, but this will now allow us to do tests that  
4 we were sending out to Reference Labs. So we would  
5 have to pay for Reference Lab to do these tests.

6 Now we can bring in more tests  
7 in-house, and in addition to that, from a quality  
8 point of view, we can turn these results around  
9 because they are done in-house. We don't have to  
10 send it out and wait for the results. So, again,  
11 quality elevated, plus happy lab people.

12 New medication carts. This is all part  
13 of, which we're going to talk more about when we get  
14 to the IS pillar, but this is part of our new and  
15 improved EMR. So medication carts were part of that.  
16 And, again, this is a safety tool.

17 So, our old medication carts, you  
18 couldn't reconcile the medications that the nurses  
19 were giving. So here and again, this is a team. So  
20 we have IS professionals, nurses and pharmacists all  
21 part of this medication. We rolled out about 200 of  
22 those.

23 Here's your OR with happy OR people and  
24 new laparoscopic towers.

25 So, see, Jim, they are in the OR. I

1 mean, really, everyone is so excited. The energy  
2 around this is really contagious at the organization.

3 And there's our head and neck surgeon,  
4 Mr. Lin. She's terrific. If you haven't seen the  
5 video on our new commercial, she's on the commercial.  
6 She loves to be part of everything vibrant. She's a  
7 new head and neck surgeon, and she's been doing  
8 terrific work for us.

9 Just quickly, this is kind of dry, but  
10 I think you should also know. When I inherited this,  
11 six of the seven union contracts had expired. So I  
12 had the opportunity to negotiate, and we're still in  
13 the middle of negotiation. So we've completed four  
14 doctors' councils, pending ratification, and I had  
15 lunch with our medical staff leadership today and  
16 they're so excited. They said, "Debbie, we can't  
17 believe how smooth and professional the negotiations  
18 have been with your team."

19 They are happy, we're happy, pending  
20 ratification, and there's a couple, JNESO and Local  
21 74, are in progress, and next year we have HPAE  
22 coming.

23 Again, with Human Resources, you know,  
24 your value is your people, right, the staff who does  
25 the work for you and your unit.

1                   So, we didn't have any innovative ways  
2     to recruit people before at New Bridge. And in  
3     addition to that, not many people wanted to work at  
4     the former Bergen Regional.

5                   Now we're doing all kinds of things,  
6     like open houses and job fairs. These are two, just  
7     to give you a sample of stuff that is going on that  
8     we had for support services and for CNAs, which is a  
9     very hard position to recruit for. We hired a bunch  
10    of CNAs and a bunch of support staff. We are doing  
11    really good with that.

12                  So, Information Services is an area  
13    that you've all heard a lot about. We spent a lot of  
14    money, you spent a lot of money on our Information  
15    Services. So the first thing is that we did complete  
16    our modernization project. We worked on it from  
17    October 1st till July, when we went live -- well, we  
18    actually went live in May.

19                  That's a snapshot of the journey over  
20    the last several months that we took.

21                  Just to give you a sense of the scope  
22    of this job, I mean, upgrading a medical records  
23    system is not something like you would upgrade your  
24    computer at home.

25                  Over 250 resources were utilized, and



1     this is just a sample of some of the vendors that  
2     were involved in helping us upgrade the system, and,  
3     you know, we got a lot of benefits out of it. The  
4     medication carts you saw. We now have email for  
5     everybody.

6                     When I got to New Bridge, about a  
7     quarter of the staff had email, and obviously that's  
8     a way to communicate. So we actually now have email  
9     for all 2,000 employees.

10                    Cyber security, spam, encryption. We  
11     can Skype now. We have wireless access points  
12     throughout the organization, a new Internet site, and  
13     then we deployed over 1,100 work stations as part of  
14     this.

15                    So, this is a lot of dry stuff, but I  
16     was just trying to give you a sense of, you know, we  
17     went from version 12.1 -- again, this may not excite  
18     you as much as it does me or impress -- look at the  
19     versions. We had to upgrade from 12.1 to 14.1.1, six  
20     major versions of electronic accounts records. I  
21     mean, that is overwhelming. And we did it all. You  
22     know, we took over in October, so we did it all in a  
23     record amount of time. Over 400 of our staff was  
24     trained on how to use the new system. Information  
25     Services, 120 resources. And we have a whole bunch

1 of new modules that we can implement at the  
2 organization, and everybody was really happy.

3 So, that's our team the day of Go Live.  
4 We had lots of excitement. We had these giant  
5 buttons that we were here wearing. And that led us  
6 to this or the ability to be part of this. So we're  
7 the first hospital in New Jersey to join the  
8 statewide data sharing network. So this means that  
9 we can actually share clinical information with other  
10 providers in the community in a secured cloud-based  
11 environment and working directly with the Department  
12 of Health.

13 And that's important for lots of  
14 reasons. First is, you know, we want to be the first  
15 of everything, but in addition to that, it's working  
16 directly with the Department of Health. It allows us  
17 to work with our veterans now in a much more seamless  
18 manner, because our information will be shared in the  
19 cloud. And down the road, this is going to be  
20 required for district funding, so we're ahead of the  
21 game on that.

22 CHAIRMAN SULLIVAN: The Freeholder has  
23 a question for you.

24 FREEHOLDER SILNA ZUR: So, I have a  
25 question for you. I'm sorry.

1                   A couple slides back, you had put  
2 something regarding Skype for business. Is there  
3 Skype for patient use as well?

4                   MS. VISCONI: There can be. We  
5 haven't --

6                   FREEHOLDER SILNA ZUR: When I have  
7 constituents who call who can't get in touch with  
8 their relatives or don't have the means financially  
9 to visit their family as often as they would like to,  
10 to be able to have that ability to Skype with them  
11 every once in a while would maybe be an added piece  
12 of connectivity that could be interesting, as long as  
13 you're doing all these amazing tech upgrades, to  
14 think about, because I will tell you, as one whose  
15 husband had surgery yesterday, to be able to have  
16 visuals for family is a great thing.

17                  MS. VISCONI: That's a great idea.

18                  FREEHOLDER SILNA ZUR: To be able to  
19 have connection might be something great as well.

20                  MS. VISCONI: That's a great feedback.  
21 So, I will definitely put that on our radar.

22                  And then, cyber security, I don't want  
23 to leave without saying cyber security is real, it's  
24 out there. I've been hacked. Many people have been  
25 hacked. We do have a big campaign now for cyber

1 security and awareness for our staff, we tell them  
2 think before you click, because when you click,  
3 that's when it blows you up.

4 I wanted to give you an update on some  
5 of the divisions on long-term care. So, this is huge  
6 also for New Bridge. This is not something that  
7 would have happened under previous management. This  
8 is a significant quality award in the world of  
9 long-term care and assisted living. This  
10 organization, the American Health Care Association,  
11 represents over 13,000 facilities across the country.  
12 To get this award, this is truly a demonstration of  
13 quality and performance. It's not just a checklist,  
14 there's actually metrics and measures that are looked  
15 at in this extensive application. And the  
16 demonstration of this quality and performance is  
17 based on the Baldrige Performance of Excellence  
18 Program.

19 So, for us to get a bronze award within  
20 the first 10 months of us being part of this journey  
21 really was a proud moment. We didn't think -- you  
22 know, I remember talking to Katie Richardson, I'm  
23 like, "Listen, Katie, put in for it, we'll see what  
24 happens." If we don't get it, I'll be sad, but, you  
25 know, we got it. There's three steps, you had to get

1 the bronze first. Of course I wanted to go for the  
2 gold, but Katie said no, you can't do that.

3 But we got the bronze. This is huge,  
4 we had a big banner, we celebrated, and, again, a  
5 testament to the quality of the work that goes on  
6 there. And, of course, I would be remiss if I didn't  
7 tell you that our standard survey, our annual survey  
8 came by July 30th, we had -- this is a really  
9 significant survey -- eight days of 10 surveyors a  
10 day in the organization looking purely at long-term  
11 care. And this was the best survey in 25 years, as  
12 quoted by Katie Richardson.

13 We had no life/safety tags. No  
14 emergency preparedness tags. Chart reviews, closed  
15 records, med past zero error rate. That is huge. We  
16 have over 500 residents in that facility, and to get  
17 a zero percent med rate, I mean, I can tell you,  
18 that's incredible. Wound treatment observation and  
19 achieving advisory standards, Katie tells me this is  
20 big. Anyway, great job on everybody's part. Again,  
21 I was terrified, because it was our first time going  
22 through it as CarePlus Bergen. We have a new team,  
23 we have new senior staff, we have new facilities  
24 people, but we excelled.

25 So, behavioral health, shining star,

1 one of our key service lines. I don't want to  
2 belabor this, you guys all know, we have a full  
3 continuum of care at New Bridge Medical Center.  
4 Anyway, so we have the full continuum from outpatient  
5 medication assistance treatment programs, dual  
6 diagnosis, short-term care facilities.

7           What I did want to highlight though --  
8 oh, we are the only inpatient behavioral health  
9 provider for children. But what I did want to point  
10 out is our psychiatric residency program. We have a  
11 32 slot psych residency. That is a huge program, and  
12 why that's so important is we're training our future  
13 healthcare providers. And if you read any journal,  
14 anything that's going on in health care, you know  
15 that there's a shortage of providers and specifically  
16 psychiatrists. So the fact that we're graduating  
17 eight of these residents a year and the fact that we  
18 didn't capitalize on that, well, we are now.

19           So, here's a picture of our graduates  
20 this year. We're very proud. We did a lot of  
21 celebrating. We tried to recruit them all. But this  
22 is terrific, the fact that seven of our eight  
23 residents have -- look at the universities that  
24 they're continuing their education at. I mean,  
25 Harvard, Cornell, Columbia. I mean, really topnotch.

1                   So the beauty here is that seven out of  
2 eight are going to fellowships, and they're going to  
3 get trained in geriatrics and pediatrics. And so  
4 they're coming back to us when they finish their  
5 fellowships. We have that commitment. And one  
6 resident decided to actually start working, so he's  
7 an attending at Newark Beth Israel.

8                   But this is the future. This is when  
9 you read about the shortage of psychiatrists. We  
10 have them, we train them, and we've been letting them  
11 go.

12                  So, this is again something that I'm  
13 very focused on in terms of retention of our young --

14                  COUNTY EXECUTIVE TEDESCO: And she's  
15 not passionate about it at all.

16                  FREEHOLDER SILNA ZUR: Not at all.

17                  MS. VISCONI: Okay. So am I  
18 supposed -- was that the hook? Am I done?

19                  COUNTY EXECUTIVE TEDESCO: No.

20                  MS. VISCONI: Is that the gong?

21                  Okay. So, again, we measure  
22 everything. This is our restraint and seclusion  
23 scores in behavioral health, some things that are  
24 very important to us. So you can see from '17 to the  
25 first quarter, we reduced our physical restraints

1 rate at New Bridge, which, again, is a really good  
2 thing, we want to keep that rate going down.

3 Look at that change in seclusion. Look  
4 at that change in seclusion. And that all goes to  
5 what you said, respect, quality, the way that we  
6 treat people.

7 I mean, again, some of the horror  
8 stories I had heard about our staff, you know, the  
9 former staff. So all of this is really impressive  
10 for me.

11 So this is a little bit of a busy  
12 slide, but, again, we watch our falls. Falls is a  
13 very important thing in any organization, so we watch  
14 it by service line. The key thing here is the slide  
15 on the right, which is 12A, 12A and C, G, those are  
16 our more difficult units. So you can see, 2018 is  
17 the blue bar, you can see that going down over the  
18 last few months compared to the same time last year.  
19 So our behavioral health falls are going down.

20 All this is about staff, reeducation,  
21 awareness, monitoring the things that are going on  
22 across-the-board.

23 Substance abuse, another key service  
24 line.

25 So, you know, you guys all know this,



1 we're safety net, barrier fee. Unique to New Bridge  
2 is we can provide the complete continuum of care in  
3 substance abuse. And, of course, our Integrity House  
4 collaboration makes this a very special program.

5 Many people ask me what is Integrity  
6 House doing with and for you?

7 So, I can tell you that Integrity  
8 House, in addition to being our collaborating  
9 partner, they do have dedicated staff working at New  
10 Bridge Medical Center every day. And this helps to  
11 transition our clients from the inpatient setting,  
12 long-term rehab, into community after-care services.  
13 So, Integrity House has been a good resource in  
14 assuring those transitions.

15 Again, we measure everything, so this  
16 is where our patients and substance abuse are coming  
17 from: 50 percent from Bergen, Essex, and Passaic, 30  
18 from central New Jersey, 20 from south Jersey on the  
19 inpatient side, and then on the outpatient side, this  
20 would stand to reason most of them are coming from  
21 Bergen County.

22 COUNTY EXECUTIVE TEDESCO: But it goes  
23 to the point where we've talked about this being a  
24 hospital that impacts the entire State of New Jersey.  
25 You could see how that's proved out.

1 MS. VISCONI: Yes.

2 COUNTY EXECUTIVE TEDESCO: Because if  
3 they weren't coming here, where would they be going;  
4 to places that don't want them, right? I mean, let's  
5 be honest about it.

6 MS. VISCONI: Or dying.

7 COUNTY EXECUTIVE TEDESCO: Or dying.

8 MS. VISCONI: So, community  
9 partnerships, this is just some of the work we're  
10 doing with our community. Again, our commitment to  
11 work and understand our community needs. So teaming  
12 up to support teens is a program that we put  
13 together, multi series, where we educate about teen  
14 substance abuse.

15 Our adolescence substance abuse program  
16 conference. We went to a conference where Lisa  
17 Centeno was a senior director, she actually presented  
18 on co-occurring disorders, worked with Bergen County,  
19 the opioid overdose recovery program. Our Star  
20 program, actually this is new, they're going to be  
21 on-site now at New Bridge Medical Center, so, again,  
22 true partnership there. And then of course our  
23 working with Operation Helping Hand, which you know  
24 all about, and, again, not to belabor it, but we have  
25 been at the forefront with the Prosecutor's Office

1 and now with the Attorney General's Office. We were  
2 part of the most recent Helping Hand 5, where it was  
3 a multi county operation, and that was just simply  
4 terrific. And we actually were able to bring about  
5 25 of those clients to New Bridge Medical Center.

6 So, again, we're very proud of the work  
7 that we're doing in that regard.

8 So, this is some of the benchmarks that  
9 we're measuring now in our substance abuse division.  
10 So we're looking at our AMA rate, which means people  
11 would leave the organization against medical advice.  
12 So the benchmark is 20 percent. We want it to be  
13 less than 20 percent. So we're currently at a  
14 15 percent AMA rate, and we have things in place to  
15 continue to lower that.

16 The re-admission rate, that's your  
17 revolving door. They leave and they come back. They  
18 leave and they come back. So we're looking to  
19 maintain below 20 percent. We're at a 14.5 percent.

20 And then the discharge disposition,  
21 which means that we want to assure, this is a really  
22 important measure, we want to assure that we're  
23 making those warm handoffs into the community for our  
24 clients when we discharge them. So we're looking to  
25 maintain 85 percent placement rate. We're at

1 88 percent. So, again, there's some room for  
2 improvement there. We teeter. 3,000 of our clients  
3 remained with New Bridge Medical Center for aftercare  
4 treatment, which is really good, and then about 200  
5 of those went to Integrity House as part of the  
6 partnership.

7 FREEHOLDER SILNA ZUR: When you say  
8 went to Integrity House, you mean for their  
9 long-term?

10 MS. VISCONI: For the residential.

11 And the ones that stayed at New Bridge  
12 either went into an outpatient program or they stayed  
13 in our rehab unit.

14 FREEHOLDER SILNA ZUR: So it's 3,000  
15 clients from what period to what period?

16 MS. VISCONI: That was last year -- you  
17 know from October to --

18 FREEHOLDER SILNA ZUR: The 11-month  
19 period?

20 MS. VISCONI: Yes.

21 So, I was asked to be a keynote speaker  
22 at this very prominent summit, New Brunswick  
23 Theological Seminary, which was cosponsored by  
24 SAMHSA. This was really exciting. I was second to  
25 last speaker. I sat through the whole thing. It was

1 an entire day. And it was an incredible conference,  
2 and to be able to speak on the work that we're doing  
3 at New Bridge, and this was across the State of New  
4 Jersey, people were there from all over the place,  
5 and it was really very humbling to be part of that.  
6 So we're very excited to be able to be considered  
7 experts in that.

8 And then we got, you know, a TV moment.  
9 We were on Jersey Matters. Actually, it was right  
10 after Operation Helping Hand. So we were called to  
11 be part of this, and Mike Paoletto and I went to be  
12 part of this. I'm not crazy about TV personally, but  
13 I have to get more comfortable with this.

14 But, anyway, it was great to be at  
15 least out there, and it was a decent interview. It  
16 was funny, because Larry Mendte says to me, "How do  
17 you know it's working?"

18 Because they don't tell you what  
19 they're going to ask you, so I'm like in a panic,  
20 "What are they going to ask?"

21 "How do you know it's working? How do  
22 you measure success?"

23 And it kind of just came out, I said,  
24 "Larry, every life we save is a life we save.  
25 There's no other way to measure it."

1                   He said, "Oh, my God, I feel terrible  
2     for asking you that question."

3                   I said, "No, but Mike tracks it."

4                   Right, Mike?

5                   It just came out.

6                   So, I always say that we're building  
7     the plane as we fly it, right, in many ways.

8                   This is one of my favorite projects,  
9     although it really wasn't, I never thought I'd get  
10    excited with records retention either.

11                  So I inherited the place, and there  
12    were boxes and piles of records and paper everywhere.  
13    I mean, it was unbelievable to me.

14                  So, obviously, that wasn't acceptable;  
15    not HIPAA compliant. It's not safe. It's not  
16    appropriate. Everything is wrong with it.

17                  So, we embarked on a records retention  
18    project. So this was a true team effort.

19                  Barbara Pizscik, our Chief Compliance  
20    Officer, was the project lead for New Bridge; and  
21    Maria Lisa Bazela was the project lead for the County  
22    of Bergen.

23                  This actually started about four months  
24    ago, when Mike Forman calls me one day and says, "You  
25    guys have storage everywhere. You have files

1 everywhere. Can you do an inventory of where your  
2 files are?"

3 That in and of itself was a task, but  
4 we did. We wrote everything down. We tracked it  
5 all. We had spread sheets of where stuff was.

6 Long story short, again working with  
7 the county, we identified thousands and thousands of  
8 records that could be destroyed. We destroyed 1,900,  
9 securely shredded, securely destroyed 1,900 boxes of  
10 records dating back as far as 1980. And so a  
11 picture's worth a thousand words, this is just  
12 literally one snapshot and this was the more  
13 organized rooms. These are the ones that were  
14 actually in boxes, not in piles.

15 Everywhere -- we would open up like a  
16 janitor's closet and there would be like paper. So  
17 it was a herculean task, but we did, this is part  
18 one, Barbara Pizscik keeps telling me, "We're only  
19 just beginning, Debbie, don't get excited."

20 But there's our shredders we had.  
21 There's Maria Lisa and the gentleman on the right is  
22 Christian Bower, our manager of compliance who's the  
23 vet, and then Oscar is on the left. So we had  
24 actually shredded 1,900 boxes of files.

25 FREEHOLDER SILNA ZUR: So where's the

1 after picture?

2 MS. VISCONI: It's coming. You have to  
3 invite me back again.

4 So, HIPAA again, this falls into the,  
5 you know, building the plane as you're flying it.  
6 So, again, not a huge program prior to October 1st,  
7 putting it mildly, but HIPAA is all about  
8 confidentiality and assuring that we never breach  
9 that.

10 So, through the work of our compliance  
11 officer, Barbara Pizscik, we have a whole HIPAA  
12 compliance education program. She does a terrific  
13 job. She does them all live, so she goes  
14 round-the-clock. And actually over 650 staff have  
15 attended the classes, so we're actually a quarter of  
16 the way in only a couple of months. And people are  
17 actually coming and learning, asking questions. You  
18 know, it's complicated, privacy and who can see  
19 records and how you can talk to people and you can't  
20 pick up the phone and leave messages.

21 So, anyway, again, it's dry stuff but  
22 it's real stuff, and it's part of the work that our  
23 team has done to build this plane.

24 So now we're getting down to the fun  
25 stuff.



1                   So, engagement, so this is what we're  
2 all about: Employees, providers, community.

3                   One of the things that I implemented  
4 early on, something called "Dine with Debbie." It's  
5 a hokey name, but it stuck. And what that is, I just  
6 opened the door. We set them up. I'm doing the  
7 monthly now. And anybody can come on their own time  
8 and chitchat. I usually get a full room of staff,  
9 all levels can come, and, you know, ground rules are  
10 you can't come here to complain about your colleague,  
11 you can't come here to talk about your union  
12 grievances. This is about how do we make New Bridge  
13 a better place.

14                  We've gotten such incredible feedback  
15 from the employees on the ground, but we track  
16 everything that comes up at Dine with Debbie, and we  
17 implement things to respond to some of their needs.  
18 I mean, that's how we knew the linen was a disaster  
19 and lots of other things. I mean, this is the group  
20 that tells us what's going on on the ground.

21                  So we continue Dine with Debbie. We  
22 had one this morning. And we get good feedback too.  
23 We got today, somebody told us that the housekeepers  
24 are doing a great job at night stripping the floors,  
25 because they are quiet and respectful.

1                   This was our service awards that we  
2     did. Over 600 people attended, totaling over  
3     5,000 years of service. This is Wili "Stretch"  
4     Harris.

5                   You know, we're doing things again that  
6     were never done before at the organization to engage  
7     our staff. So we did for the first time ever "Bring  
8     your Child to Work Day," which was a lot of fun, and  
9     we're going to continue to do that in a different way  
10    next year. This was our first time doing it. The  
11    kids loved it. I wrote each child a handwritten  
12    thank you note with a picture to their homes at the  
13    end of it, so they were all excited when they got  
14    mail.

15                  We celebrated our doctors. Again,  
16    Doctors Day was, you know, kind of understated at the  
17    organization, so we went all out. We had a wonderful  
18    breakfast with custom made omelets. We actually gave  
19    them new lab coats. There they are with their names  
20    engraved on them with the New Bridge logo. We had a  
21    nice party, festivities, and it was really a lot of  
22    fun, and, again, engaging our providers.

23                  We celebrated Nurses Week to the extent  
24    that we never had before. Nurses had said to me,  
25    "You know, we never got anything really special for

1     Nurses Week."

2                     So we had a week of activities. Jim  
3     was there to help us. You gave us a proclamation.  
4     We had nurse excellence winners. It was really a  
5     terrific week. The nurses were thrilled and they  
6     just couldn't get enough of it.

7                     Again, this was stuff that is from the  
8     heart, and they know it, and are very excited.

9                     We also had Hospital Week, where we had  
10    food trucks celebrating it. Lots and lots of happy  
11    people. We love to eat.

12                    This was really cool. Early on in my  
13    time there, I got a letter written by a young man  
14    named Chris Holland, who wrote this moving letter  
15    about how we saved his life and he wanted to give  
16    back to us. I immediately got the letter, and I  
17    launched my staff, "Does anybody know him? Is he  
18    really a patient here? Talk to him."

19                    Turns out, he's a celebrity chef on  
20    Chopped. He won Chopped. It was so cool!

21                    So he came, and we did a whole lecture.  
22    You know, we tied it to education, we weren't just  
23    going to feed them. So we had our residents do a  
24    talk on psychology of food. Chris Holland did a food  
25    demonstration. We were on TV. I don't know how many

1 people saw that piece. That was a really, really  
2 terrific piece, interviewing Chris Holland. It was  
3 really a great moment in time. Chris is going to  
4 come back to our Taste of Bergen.

5 FREEHOLDER SILNA ZUR: When is the  
6 Taste of Bergen?

7 MS. VISCONI: When?

8 November something, 12, 9.

9 FREEHOLDER SILNA ZUR: Okay.

10 MS. VISCONI: So, anyway, it's a great  
11 story, the Chris Holland story. Our foundation is  
12 engaged. Here they're giving me a giant check for  
13 \$50,000. And with that check, we bought a new van  
14 for our long-term care residents to go on trips.

15 Our vans, you know, they would get to  
16 like Route 17 and they would die, and we would have  
17 to bring them back.

18 Now we have a new van for all long-term  
19 care residents, and now it's nicely wrapped in our  
20 New Bridge logo.

21 This is another thing we did with our  
22 community is our EMS, the people who bring our  
23 patients to us. So what we did, it was EMS Week. We  
24 did a whole little celebration for them. We had  
25 dinner. And then we made a little lounge for them in

1 the emergency room, so when they come, it's a small  
2 space, but it's their space. When they come, they  
3 can come and have a cup of coffee, a glass of water,  
4 they can sit with their feet up, whatever they like  
5 to do. We dedicated that room to them during EMS  
6 Week back in May, and they were excited about that.

7 I mentioned this before, this is one of  
8 our educational series that we're doing for our  
9 community teaming up to support teens. We're doing  
10 multiple series of this. This just happened to be  
11 the flyer for the one in April, but this is something  
12 that's really about educating our communities.

13 And for the first time, we celebrated  
14 Pride Day at New Bridge, and so we raised our flag.  
15 It was a terrific event. We are going to be working  
16 towards being a more inclusive environment for our  
17 LGBTQ population. We are getting new bathroom signs  
18 that are inclusive, and we're doing education for our  
19 staff, so we're excited about that.

20 We had visitors. They're coming  
21 internationally to visit us. We had visitors from  
22 Taiwan. Forensic nurses from Taiwan wanted to see a  
23 hospital, so we hosted them for a little bit.

24 We did something for the Senior  
25 Services of the county. They came over to talk

1     about -- we explained to them how to access services  
2     at New Bridge Medical Center. We had about 37 people  
3     come and listen to our talk.

4                     This you may have seen, our  
5     Stigma-Free. Again, we're going international here,  
6     bridging the pond. We had Dan Farnsworth come to  
7     spend the day with us. He's a Sir Winston Churchill  
8     Fellow from the United Kingdom. And we had some  
9     roundtables about Stigma-Free, and there's some  
10    pictures of our trustees that were part of the event.  
11    Maryann Uzzi and Tracy were there. It was a cool  
12    event. It was really nice.

13                    And this was yesterday. You know, we  
14    had our remembrance service, which was really nice  
15    and moving.

16                    And this is the other thing, what our  
17    doctors are doing is Lunch and Learns for our  
18    community. So, we're getting our providers out  
19    teaching our community, so the community now will be  
20    connected.

21                    ACTING COUNTY ADMINISTRATOR NEALS: I'm  
22    just saying we want to make sure we leave some time,  
23    the Freeholders probably have some questions.

24                    MS. VISCONI: Okay. I'll hurry.

25                    So that's that, and then this one is

1 something that's coming soon to New Bridge  
2 September 26th, Teens Speak Out, because September is  
3 Suicide Prevention Month. So we have our resident,  
4 our Dr. Hall will be speaking.

5 And then this is something else we will  
6 be doing for the community, our Narcan training  
7 education program.

8 And this is my plug for social media,  
9 make sure you all follow us. We don't have nearly  
10 enough followers, but we're getting some good hits,  
11 some of our videos are being viewed, some of our  
12 events are being looked at, so we are getting some  
13 views.

14 And just, again, if you're not  
15 following us on social media, look at all the great  
16 stuff you're missing.

17 So that's that. I'm done. How is  
18 that?

19 FREEHOLDER VOSS: Fantastic.

20 CHAIRMAN SULLIVAN: Freeholder Ganz.

21 FREEHOLDER GANZ: Thank you.

22 What efforts are you making to televise  
23 the presentations that you're making?

24 MS. VISCONI: The community ones? You  
25 mean like the Lunch and Learns?

1 FREEHOLDER GANZ: Yes.

2 MS. VISCONI: We're not going on  
3 television with them.

4 FREEHOLDER GANZ: Why not?

5 MS. VISCONI: I don't know.

6 ACTING COUNTY ADMINISTRATOR NEALS: On  
7 some of our social media sites, are they --

8 MS. VISCONI: We're not YouTubing the  
9 Lunch and Learns, but we are YouTubing some of other  
10 things whenever we are on TV, the interview.

11 FREEHOLDER GANZ: Why aren't you doing  
12 the Lunch and Learns?

13 MS. VISCONI: You know, we just started  
14 Lunch and Learns. We can absolutely do that.

15 FREEHOLDER GANZ: I think that's a  
16 great idea.

17 MS. VISCONI: I think so too.

18 FREEHOLDER GANZ: Have you done it yet?

19 MS. VISCONI: No, we haven't but we  
20 will. I think that's a great idea. We just started  
21 doing them but --

22 FREEHOLDER GANZ: How about now?

23 MS. VISCONI: You want me on YouTube?

24 FREEHOLDER GANZ: Yes.

25 CHAIRMAN SULLIVAN: I think really



1       there's no question here is, this is unbelievable  
2       work you're doing.

3                       MS. VISCONI:   Was this helpful?

4                       FREEHOLDER GANZ:   Yes, this is very,  
5       very helpful.

6                       FREEHOLDER VOSS:   Fantastic.

7                       CHAIRMAN SULLIVAN:   Something we never  
8       had here before at the Freeholder Board.

9                       MS. VISCONI:   This is just a snapshot.

10                      CHAIRMAN SULLIVAN:   I think really the  
11       point David is making, what are we doing to let  
12       people know what we're doing?   That's something we  
13       need to do.

14                      Listen, you're 11 months in.   Rome  
15       wasn't built in a day.   We get it.   The programs are  
16       great.

17                      FREEHOLDER GANZ:   She has one more  
18       month.

19                      COUNTY EXECUTIVE TEDESCO:   So, I would  
20       say about a month ago we forwarded all of you the TV  
21       commercial.   I hope that you all saw it.   I sent it  
22       to Lara and she sent it out to you.   So hopefully  
23       you've all seen that, but that's the first start  
24       time, Mr. Chairman --

25                      CHAIRMAN SULLIVAN:   That's fine.

1                   COUNTY EXECUTIVE TEDESCO:   -- in  
2   regards to us taking our message or the message of  
3   New Bridge now to the public in a more aggressive  
4   way.  And, you know, listen, I don't want to mislead  
5   you, there are bumps in the road here that we still  
6   have to overcome, there's still some issues of  
7   resolving some disputes with payers, you know, that  
8   are not resolved yet that would give us a much more  
9   comforting level from an operating standpoint on the  
10   financial side, and we're working and hopefully we'll  
11   be able to resolve those issues, and there's other  
12   challenges, but I felt it was important that you see  
13   at least where we are today.

14                   CHAIRMAN SULLIVAN:  That's wonderful.

15                   COUNTY EXECUTIVE TEDESCO:  So that if  
16   people do say something to you about New Bridge,  
17   there's a few things that you can glean from this  
18   today to be able to say, "Well, let me tell you" --

19                   FREEHOLDER VOSS:  Yes.

20                   COUNTY EXECUTIVE TEDESCO:  -- "what's  
21   going on."

22                   And two things before I end.  I watched  
23   Ed's face during this, and he's somebody that I have  
24   tremendous respect for, like Julien, but seeing the  
25   reaction on his face to some of the things, because

1 he sat here through the bad times.

2 MR. FLORIO: That's exactly what I was  
3 thinking about. If you only had a little energy --

4 MS. VISCONI: I know.

5 MR. FLORIO: -- but for like 15,  
6 18 years, all we heard were bad things coming out of  
7 that hospital.

8 FREEHOLDER VOSS: Right.

9 MR. FLORIO: It's so refreshing to hear  
10 about the turnaround and that there's good things  
11 happening, and it's really just getting started.  
12 It's pretty exciting.

13 MS. VISCONI: So, I will only say that  
14 it's a hospital, and bad things happen in all  
15 hospitals, but the good things are outnumbering the  
16 bad things.

17 FREEHOLDER VOSS: The staff is  
18 ecstatically happy with you. I talk to a lot of  
19 people, and there has been such a turnaround, it's  
20 like night and day. It really is. I can't thank you  
21 enough.

22 FREEHOLDER GANZ: The numbers make a  
23 huge amount of difference. When you see numbers  
24 going down to approach zero, this is unbelievable.  
25 And, at the risk of repeating it, I think you have a

1 story to tell that you need to be telling using  
2 social media and using real live television.

3 COUNTY EXECUTIVE TEDESCO: Let me just  
4 end with this.

5 In December, I had a condition that  
6 developed, and I needed to have medical care, and I  
7 called Deb. Actually, I was at the hospital. I  
8 shouldn't say that. And I was in tremendous  
9 discomfort and pain. And Deb said you need to see a  
10 doctor -- no, I was actually here.

11 MS. VISCONI: Yes, you were not at the  
12 hospital.

13 COUNTY EXECUTIVE TEDESCO: I was here.  
14 We were talking about the hospital.

15 And I called her, and they said you  
16 need to see a doctor and you need to do it quickly.  
17 And I chose to go to New Bridge, and I got taken care  
18 of. And then I went to the clinic, and I saw how the  
19 clinic would take care of a patient if they walked in  
20 off the street like I did.

21 And then fast forward to two months  
22 ago, prior to me just leaving for vacation, and I had  
23 some severe, severe back pain to the point where I  
24 was working and it became debilitating and I needed  
25 to get to the emergency room. And I drove myself to

1 New Bridge, parked outside, couldn't get out of the  
2 truck. The staff came out and got me, put me on a  
3 gurney, brought me into the New Bridge emergency  
4 room, was seen by professional nurses, was seen by a  
5 group of doctors, and the recommendation was that I  
6 needed some immediate relief and that could only be  
7 done by going into the OR.

8 And I had my daughter with me and  
9 Connie. And I met with the doctors. And about an  
10 hour later, I was wheeled into the operating room at  
11 New Bridge to have Dr. Patel inject three needles  
12 into my back, into my spine, under laser guidance,  
13 and was able to walk out of there early that next  
14 morning.

15 CHAIRMAN SULLIVAN: With technology  
16 that's there that wasn't there before.

17 COUNTY EXECUTIVE TEDESCO: And doctors.

18 MS. VISCONI: And doctors who can do  
19 the work.

20 COUNTY EXECUTIVE TEDESCO: The reason I  
21 say that is because for me it was about, if I believe  
22 in the place, then I should show that. And so I did.  
23 And so I can tell people, no, you're wrong, I was  
24 there, I got the treatment. It was outstanding. It  
25 cured me.

1                   And so, you know, that's the story of  
2   New Bridge Medical Center today, that somebody can  
3   walk in off the street, be seen by a doctor, whether  
4   it's in a clinic or in an emergency room, and be  
5   taken care of just like at any other hospital here in  
6   Bergen County. And that's really what we all want.

7                   FREEHOLDER VOSS: What a difference!

8                   COUNTY EXECUTIVE TEDESCO: So I'm here  
9   to tell you the story that it can happen. It did  
10  happen.

11                  CHAIRMAN SULLIVAN: You practice what  
12  you preach.

13                  Well, thank you for your wonderful  
14  presentation. I can say on behalf of the Board what  
15  a great decision that the County Executive brought  
16  here. Thank you for everything you do. We couldn't  
17  be happier. Tracy was on the board to help choose.  
18  Everybody had their input, and I believe we hit a  
19  home run. And keep up the great work. And the only  
20  thing we say is let everyone know. We have to scream  
21  it from the rooftops.

22                  FREEHOLDER AMOROSO: So where does this  
23  commercial play?

24                  MS. VISCONI: It's on cable.

25                  Have you seen it live yet?

1 COUNTY EXECUTIVE TEDESCO: Yes.

2 FREEHOLDER AMOROSO: Where, on News 12?

3 COUNTY EXECUTIVE TEDESCO: It's not  
4 just on News 12, it's on a couple of the cable  
5 channels.

6 FREEHOLDER AMOROSO: Well, they sell  
7 you a mix of channels.

8 MS. VISCONI: It's a package. That was  
9 one. We have more coming. That was the first with  
10 the Rutgers doctors. Those were all doctors with a  
11 real staff. I thought they did a really nice job in  
12 a short time span.

13 CHAIRMAN SULLIVAN: I don't want to  
14 leave out, Julien and Ed were very instrumental.

15 Keep up the great work. We love it.  
16 Thank you for the updates.

17 MS. VISCONI: Thank you for your  
18 support. It means a lot.

19 CHAIRMAN SULLIVAN: I didn't think a  
20 few years ago we would be getting an update from that  
21 area.

22 FREEHOLDER SILNA ZUR: Yes, we get  
23 updates from our legal team.

24 MR. FLORIO: On lawsuits.

25 ACTING COUNTY ADMINISTRATOR NEALS: Well,

1     that's your investment at work.

2                   COUNTY EXECUTIVE TEDESCO:   We're  
3     tracking those for the first time, that Joe Luppino  
4     and Steve Wielkotch now actually are getting the  
5     reports on the receivables and the expenditures.  And  
6     as I said before, David, there are some challenges,  
7     I'm not going to mislead any of you.  We do have some  
8     challenges on the payer side.  So some of our  
9     vendors, you know, we've had to talk to them, we've  
10    had to look at asking them --

11                  CHAIRMAN SULLIVAN:   Jim, we probably  
12    want to talk about that in Closed Session.

13                  COUNTY EXECUTIVE TEDESCO:   Yes.

14                  ACTING COUNTY ADMINISTRATOR NEALS: Yes.

15                  COUNTY EXECUTIVE TEDESCO:   I don't want  
16    to go, certainly, any deeper than that, Tom, but, you  
17    know, there's definitively some challenges that we  
18    continue to face.  And if we can get some resolution  
19    to some of this soon, those receivables and other  
20    things that we face on a financial side, certainly  
21    would be a much better picture.

22                  CHAIRMAN SULLIVAN:   Thank you for your  
23    time.

24                  MS. VISCONI:   Thank you for having me.

25                  CHAIRMAN SULLIVAN:   Thank you.  We



1 appreciate it.

2 Okay. I need a motion to go into  
3 Closed Session, please.

4 MR. FLORIO: We have no Closed Session.

5 CHAIRMAN SULLIVAN: We have no Closed  
6 Session?

7 MR. FLORIO: No, nothing for Closed.

8 CHAIRMAN SULLIVAN: Can we adjourn?

9 MR. FLORIO: That would be next.

10 FREEHOLDER SILNA ZUR: Motion to  
11 adjourn.

12 FREEHOLDER AMOROSO: Second.

13 CHAIRMAN SULLIVAN: All in favor?

14 (All present Freeholders respond in the  
15 affirmative.)

16 CHAIRMAN SULLIVAN: Opposed?

17 (No response.)

18 CHAIRMAN SULLIVAN: Carried.

19 The motion to adjourn was completed at  
20 6:30.

21 (Whereupon, the Work Session is  
22 adjourned at 6:30 p.m.)

23

24

25

C E R T I F I C A T I O N

I, KIM O. FURBACHER, License No. XIO1042, a Certified Court Reporter, Registered Merit Reporter, Certified Realtime Court Reporter, and Notary Public of the State of New Jersey, hereby certify that the foregoing is a verbatim record of the testimony provided under oath before any court, referee, board, commission or other body created by statute of the State of New Jersey.

I am not related to the parties involved in this action; I have no financial interest, nor am I related to an agent of or employed by anyone with a financial interest in the outcome of this action.

This transcript complies with Regulation 13:43-5.9 of the New Jersey Administrative Code.

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KIM O. FURBACHER, CRCR, CCR, RMR  
License #XIO1042, and Notary Public  
of New Jersey

My Commission Expires:  
7/11/19