



Oneida Health
exceptional care... always

September 15, 2020

Dear Fellow Employee,

We as a healthcare organization continue to have available services and programs for our community members. We have seen some increase in volume in a number of our service lines but we remain below budget on that volume as well as the related revenue generated through patient visits. In the Healthcare Association news update for today, a headline read that "New York hospitals face up to \$25 billion in COVID 19 related losses." This pandemic not only has impacted the lives of every person in this country and many in the world, it has created significant challenges for healthcare providers in particular in NYS where hospital margins were very, very low to begin with. We have received Federal stimulus money that we continue to use to backfill the revenue shortfalls that we have experienced since the pandemic. That money will soon run out and we will need to address any continuing shortfalls in our revenue by looking for ways to reduce expenses. I say all of this as your assistance is needed in ensuring that we are doing all that we can to control expenses where there is an opportunity. I have mentioned PPE in the past. Another opportunity is utility bills, keeping lights off when not using rooms as well as ensuring heat and air conditioning are used appropriately and any other opportunities to reduce everyday expenses just like you would at home. This organization needs everyone to help with this and I appreciate your continued efforts.

Please note the following:

1. PPE- We remain in relatively good condition in regards to our PPE inventory. The major problem is continued price increases for items that we must purchase. One recent example is our blue gloves. We had been paying \$.02 per glove and the new price is now going up to \$.11 per glove. We currently use about 9,000 gloves per day and doing the math on the cost increase you will note the significance of it. This is our reality. We as consumers are all facing price increases in supermarkets as well as in other needed materials and supplies. This is truly a challenging time for all.
2. Flu Season- We are preparing the process to deliver flu vaccines to our employees. This program begins with the flu buggy starting on October 6 and we will do our best to ensure that every employee has access to the vaccine. We will also be able to offer flu vaccines for spouses of our employees at a later date. I encourage all of you to please avail yourself of this vaccine because of the concern being raised of impact that flu and COVID will have this winter season. You can protect yourself, your co-workers as well as our patients and residents by agreeing to the vaccine. There may also be a COVID vaccine available by year end or by early 2021. We will also make that available to you as soon as it is available to us here at the organization.
3. COVID 19 Results- The good news continues. We have no COVID positive inpatients or COVID positive ECF residents. We had numerous test results come in since my last update and all were negative. Our totals to date are we tested 10,394 individuals, 10,143 were negative, 211 positive

and we continue with 3 hospital deaths. We currently have 34 tests pending. The hope is that this trend of negatives continues for the foreseeable future.

I once again congratulate and thank you for the wonderful care and service you are providing during this pandemic. We remain a very safe healthcare provider because of your efforts to make it that way. Thank you and please keep up the great work.

With Sincerest Gratitude,

A handwritten signature in cursive script that reads "Gene F. Morreale". The signature is written in black ink and is positioned above the printed name.

Gene F. Morreale