



**SEIU**Healthcare  
United for Quality Care

New England Health Care Employees Union  
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February 16, 2012

Jonathan Kaplan, Esq.  
Littler Mendelson, P.C.  
3725 Champion Hills Drive, Ste. 300  
Memphis, TN 38125

Via Fax (901) 531-8049  
and First Class Mail

**Re: Possible closing of 107 Osbourne Street Operating company II, LLC d/b/a Danbury Health Care Center; 710 Long Ridge Road Operating Company II, LLC d/b/a Long Ridge of Stamford; 240 Church Street Operating Company II, LLC d/b/a Newington Health Care Center; 245 Orange Avenue Operating Company II, LLC d/b/a West River Health Care Center; and 1 Burr Road Operating company II, LLC d/b/a Westport Health Care Center**

Dear Mr. Kaplan:

I received and reviewed your February 13, 2012 letter threatening to file closure applications with the State of Connecticut if Healthbridge does not obtain unspecified "contract concessions" from 1199NE.

Before turning to your latest closure threats, I must first respond to the usual quota of misstatements and falsehoods that appear, without fail, in all of your self-serving correspondence with the Union. First, you claim that your clients have made "numerous" proposals and counter-proposals in an attempt to reach Agreement with District 1199. This claim is dishonest and a gross distortion of our bargaining history. Your initial contract proposals are virtually identical to your "final offer" to the Union. You have repeatedly demonstrated that the only basis for reaching agreement is Union acceptance of your terms, terms that would totally destroy your workers standard of living and would push many of the workers, if not most, into poverty. Offering to meet frequently, even "around the clock" for the sole purpose of reiterating Healthbridge's "accept our Settlement terms or face lockouts and/or facility closures" is evidence of unlawful bad faith bargaining and not an intent to reach agreement with the Union.

Your claim that the Union "broke off negotiations on December 28, 2011" is untrue. Your claim that the massive concessions you seek have been agreed to in Union contracts with other skilled nursing center providers is also false. If you are, as you claim to be, "puzzled" by the Union's unwillingness to agree that you can select provisions that are least favorable to workers from some 75 Union contracts, and after making them even more onerous for Healthbridge workers, repackage those provisions and call it a "good faith effort to reach agreement," you are truly delusional.



As you know, the Union has tried, without success, to obtain from Healthbridge a realistic, specific itemization of the overall cost savings each facility seeks to achieve. Healthbridge has refused to provide that itemization, making progress in negotiations extremely difficult. Healthbridge's response to the Union, delivered like a trained parrot, is "you have our final offer; that's what we want." Your final offer, as you surely know, is wildly unrealistic and is clearly intended to frustrate, not facilitate, reaching an agreement.

If you have any desire to seriously explore Settlement, which we doubt, please provide the Union with the cost savings each facility seeks to achieve and the Union will counter with a responsive proposal.

Your letter closes by requesting bargaining with District 1199 regarding your client's "decisions to close." As you know, the parties have bargaining sessions scheduled on February 23<sup>rd</sup> and 29<sup>th</sup>. Are you suggesting separate negotiations limited solely to the issue of closure of Wethersfield and additional facilities? Please advise immediately.

I assure you that District 1199 is adamantly opposed to the closing of any Healthbridge facility. It would seem, however, that Healthbridge, having employed the lockout tactic at West River, is now employing threatened closures to pressure its employees and their Union. More and more Healthbridge's words and actions send the following message to the Union, Healthbridge employees and the State of Connecticut:

Healthbridge's investors are not satisfied with the rate of profits from its Connecticut Union nursing homes. If the Union will not agree to massive concessions that will dramatically increase Healthbridge investor profits (concessions that would, of course, drive many of its employees below the poverty line), Healthbridge will simply wash its' hands of its obligations to its residents, its employees and the State of Connecticut by attempting to close the homes and use the real estate for more profitable pursuits.

If the Union is correct, and there is much evidence to suggest it is, eternal shame on Healthbridge and its investors; the Union will do all in its power to oppose such an infamous scheme.

Sincerely,

A handwritten signature in black ink, appearing to read "David Pickus". The signature is fluid and cursive, with a large initial "D" and a long, sweeping underline.

David Pickus  
President