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Harsh Reality



Witness says nursing homes make money by staying full

SAN ANTONIO — The only way to make money in the nursing home business is to give good patient care and keep the facilities full, the president of a convalescent home chain testified in a murder-by-neglect trial

Robert Gay, president of Autumn Hills Convalescent Centers Inc., is charged with murder in the 1978 death of a patient at one of the company's centers.

The state claims an Autumn Hills home in Texas City gave substandard care, which caused the deaths

of at least two patients in 1978.

"A nursing home that's 60 percent full barely can stay alive," Gay said.

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100 percent full. The only way said he began the program in the you're going to be full is to give the early 1970s at a time when his five

Gay is one of four individual defendants charged, along with his corporation, with murder by neglect in the Nov. 20, 1978, death of Elnora Breed. The 87-year-old woman died 47 days after entering an Autumn Hills home in Texas City.

The state contends she died of starvation and infection, both caused by poor nursing care and neglect. The defense says Breed died of a recurrence of cancer.

The defendants also are charged in the 1978 death of Edna Mae Witt, but they are not being tried on that

"The way you're going to make a profit is to get that nursing home administrators. He

early 1970s at a time when his five nursing homes were losing money.

by Gish

According to earlier testimony, Gay used stacks of money on his desk to encourage the administrators to put their nursing homes in the profit column.

Gay said the administrators had not been paying attention to cost effectiveness guidelines the home office had distributed. He said he placed five stacks of \$1 bills totaling \$400 each on his desk during a meeting with the administrators.

"I told the five administrators 'this represents the new bonus system. If you can get your nursing home to Gay defended a bonus plan for his make money, this money will be

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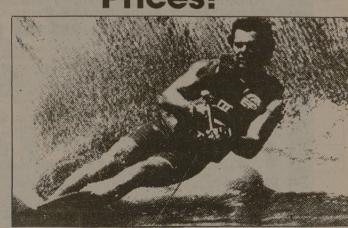
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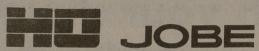
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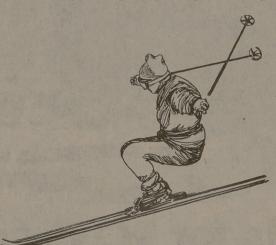


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