



INTRODUCTION TO HOME HEALTH AND HOSPICE



January 15, 2025

Care at Home, Across the Continuum

Health Care	Prevention	Long-Term Care	End-of-Life and Palliative Care
Nursing and Therapy	Health Screenings and Vaccinations	Pediatric and Adult High-tech	Palliative Care
Telemonitoring	Maternal/Child Health	Personal Care	Hospice Care
Wound Care		Homemaker services	Bereavement Services
Care Coordination		Case Management	Respite House



Critical Role in Health Care System

- Accepting hospital discharges - 16.1% of discharges compared to 17.4% to skilled nursing facilities
- Reducing pressure on long-term care facilities by providing long-term care at home

Setting	Individuals Served QE 6/30/2024
Nursing Home	1992
Agency Personal Care	1005
Self-Directed Care	952

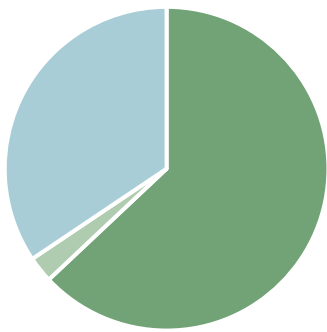
Pressures

- IMPACT: Franklin County agency closed in 2024
- Cost of travelers to preserve access
- Travel reimbursement
- Workforce shortages
- Rising costs of wages, salaries and benefits
- Patients are more complex than ever before
- Medicaid reimbursement consistently below costs
 - Home health rates approximately 67% of Medicare
 - Choices for Care rates at least 30% below costs



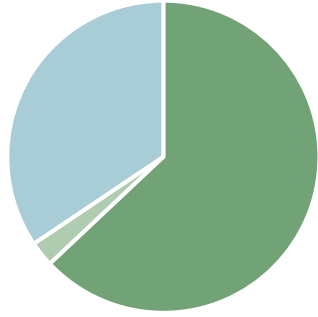
Pressures: Payer Mix

Most Profitable



■ Medicare ■ Medicaid ■ Other/MA

New England



■ Medicare ■ Medicaid ■ Other/MA

Vermont



■ Medicare ■ Medicaid ■ Other/MA

Pressures: Medicare

- Medicare margins no longer available to support losses in other programs
- Migration to Medicare Advantage
- 10 percent cuts to base Medicare rate (latest round)
 - January 1, 2023: 3.93%
 - January 1, 2024: 2.89%
 - January 1, 2025: 1.975%
 - Expected January 1, 2026: 1.975%
- Risk of a large clawback of all “overpayments” authorized back to January 1, 2020

Health Care Reform Trends

- Reliance on home and community-based services, with minimal direct investment
 - Choices for Care
 - Oliver Wyman Report (Act 167)
 - AHEAD model as proposed by CMMI