



# INTRODUCTION TO HOME HEALTH AND HOSPICE



January 21, 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, nearly as many as to skilled nursing facilities
- Reducing Choices for Care costs - (\$110/day vs \$360/day for a skilled nursing facility)
- Reducing pressure on long-term care facilities

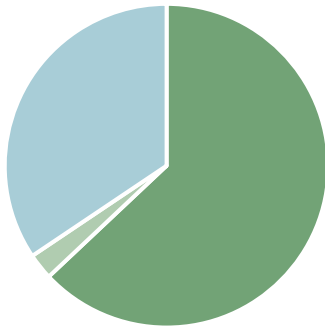
Setting	Individuals Served QE 6/30/2024
Nursing Home	1992
Agency Personal Care	1005
Self-Directed Care	952

# 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

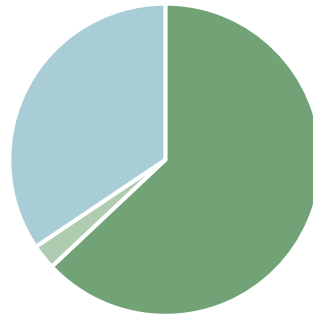
# Pressures: Payer Mix

Most Profitable



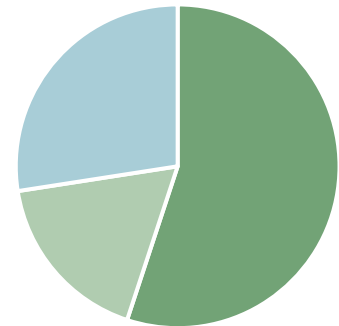
■ Medicare ■ Medicaid ■ Other/MA

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

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- 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