

Home Health Services

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- Hastings, Grand Island, Kearney, & Alma, Nebraska
- Good Samaritan Society / Sanford Health



Home Health crisis



Significant payment reductions.



Risking complete collapse of the home health payment system

Background



As Medicare payments for services started to be cut, revenue started to decline.



CMS' actions to reduce home health payments are also having a direct impact on our ability to retain our existing workforce.

Mary Lanning's Story



Home Health services of Mary Lanning Healthcare, located in Hastings, Nebraska, is a hospital-based, nonprofit, rural provider.



Has over 50 years of experience bringing healthcare services into the homes of central Nebraska residents.



Average daily census count reduced by more than 60 percent since the implementation of PDGM.

Mary Lanning's Story continued

- The reduction in patient volume due to a perfect storm of a workforce crisis, high inflation, and Medicare payment reductions for home health services.
- Limited ability to recruit and retain the nurses, therapists, and home health aides.
- Previously covered a 13-county, 60-mile radius of Hastings, which included Adams, Buffalo, Clay, Fillmore, Franklin, Hall, Hamilton, Howard, Kearney, Merrick, Nuckolls, Thayer, and Webster counties.



Mary Lanning's Story continued

- Decreased service areas in 2023.
- Some of the previous counties that we served have no coverage by any home health provider.
- Another home health provider moved their office from Hastings because they were down to one registered nurse.
- Several other home health agency providers do not accept Medicaid patients or only take patients who are in-network or those that require too much care.
- 3 Home Health RN's, 1 Billing Specialist, and the Home Health/Hospice Clinical Manager resigned due to fear of losing their jobs.



Transition

- Mary Lanning's Administration made the decision in November 2023 to transition its Home Health, Hospice and Lifeline services due to the overall finances and future cuts proposed to Home Health by CMS.
- Transitioning to Good Samaritan / Sanford Health Home Health.
- Staff / Patient Transition

Assessment

- Hospitals are seeing higher-acuity patients than in previous years.
- Inpatient stays are expensive. Daily room and board costs can reach \$3,000 per day, and this does not count medications, tests, and treatments.
- The loss of home health services is highly likely to trigger these added costs to the Medicare program.





Patient Story

73-year-old male

Patient stated “you guys were fantastic, you got me a lot further than I was before I came home”.

Summary

- Home is where the heart is.
- Risk of seeing the complete collapse of the home health payment system.
- Home Health is the growing future of healthcare and a cost savings to the Medicare system.