



New England Benchmarking Review – Maine and New Hampshire Nursing and Residential Care Facilities

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Learning objectives



- ▲ Inform participants of nursing and assisted living facility national and regional data trends
- ▲ Provide insight into upcoming SNF and assisted living initiatives
- ▲ Offer considerations for providers to prepare for upcoming changes

Polling question

What types of facilities does your organization operate?



Data Trends Analysis

Focus Areas

1

Medicare and Medicaid Occupancy and Reimbursement

- Medicare program profitability and utilization (census days)
- Medicaid program cost and reimbursement
 - NH NF
 - Maine RCF
 - Maine NF

2

Medicare Advantage Plans Growth

- NNE Medicare Advantage Growth
- Census and reimbursement trends to prepare for:
 - Shorter stays
 - Contract management
- Tips on evaluating operations and staffing

3

Labor – Contract Labor Utilization and Minimum Staffing Ratios

- National and regional staffing data
- Contract labor utilization




Polling question

What census trends are you experiencing in your facilities?

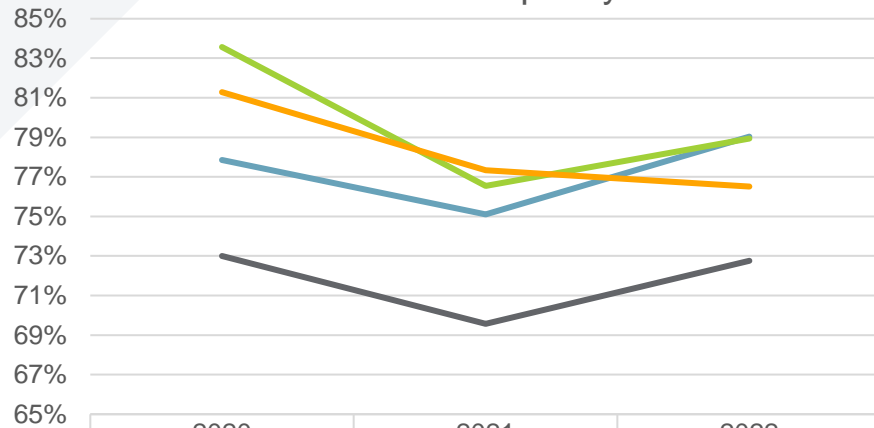


Occupancy Trends – SNF/NF Units and Facility

 Higher number is preferable

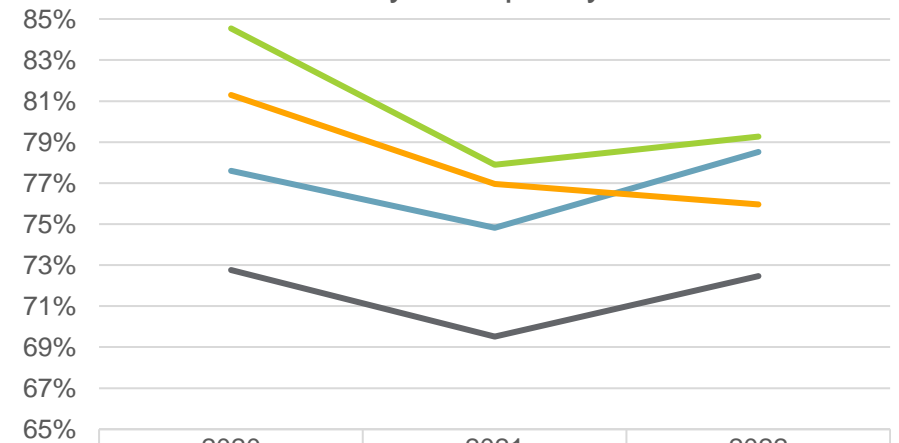
Data Source – As-filed Medicare cost reports, 2020 - 2022

SNF/NF Occupancy



	2020	2021	2022
— National	72.99%	69.56%	72.75%
— Northeast	77.85%	75.10%	79.03%
— Maine	83.57%	76.54%	78.93%
— New Hampshire	81.28%	77.33%	76.51%

Facility Occupancy



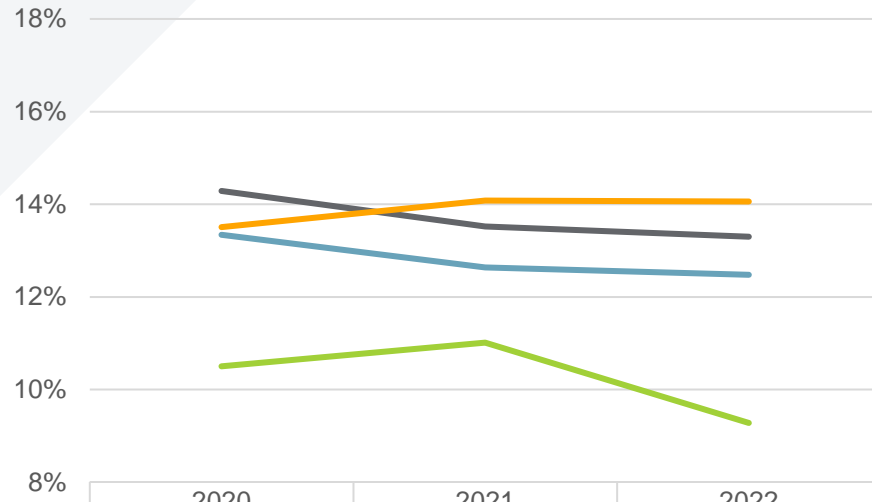
	2020	2021	2022
— National	72.76%	69.51%	72.46%
— Northeast	77.60%	74.82%	78.52%
— Maine	84.55%	77.89%	79.27%
— New Hampshire	81.29%	76.96%	75.96%



Medicare and Medicaid Utilization

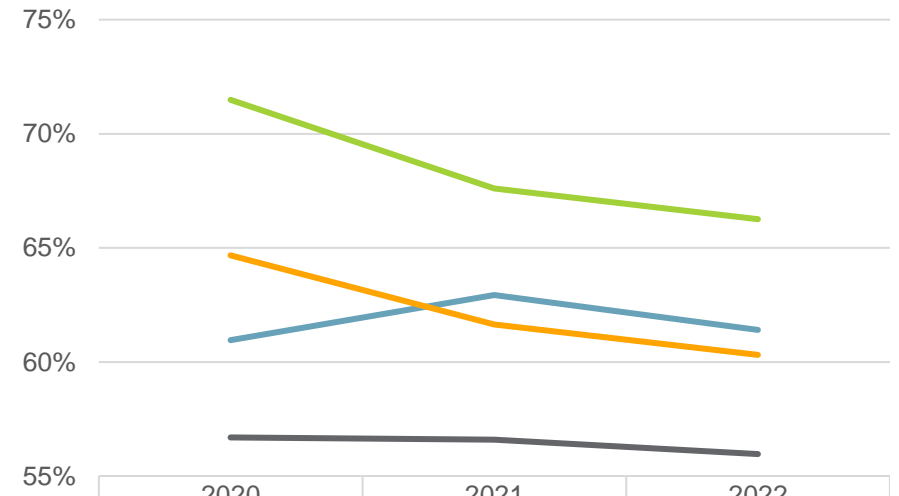
Data Source – As-filed Medicare cost reports, 2020 - 2022

Medicare Utilization (% Patient Days)



	2020	2021	2022
— National	14.29%	13.52%	13.30%
— Northeast	13.34%	12.64%	12.48%
— Maine	10.50%	11.01%	9.28%
— New Hampshire	13.51%	14.08%	14.06%


Medicaid Utilization (% Patient Days)



	2020	2021	2022
— National	56.69%	56.60%	55.96%
— Northeast	60.96%	62.94%	61.41%
— Maine	71.49%	67.60%	66.26%
— New Hampshire	64.68%	61.65%	60.31%

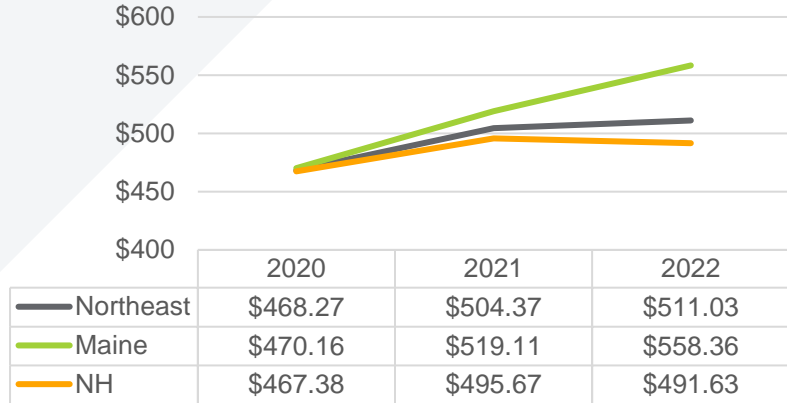


Medicare A Reimbursement—Revenue and Cost Trends

 Higher number is preferable

Data Source – As-filed Medicare cost reports, 2020 - 2022

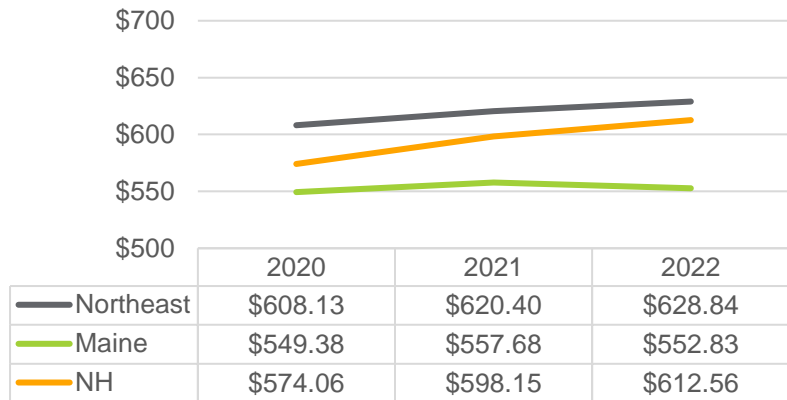
Medicare Program Cost PMPD



Medicare Program Profitability PMPD

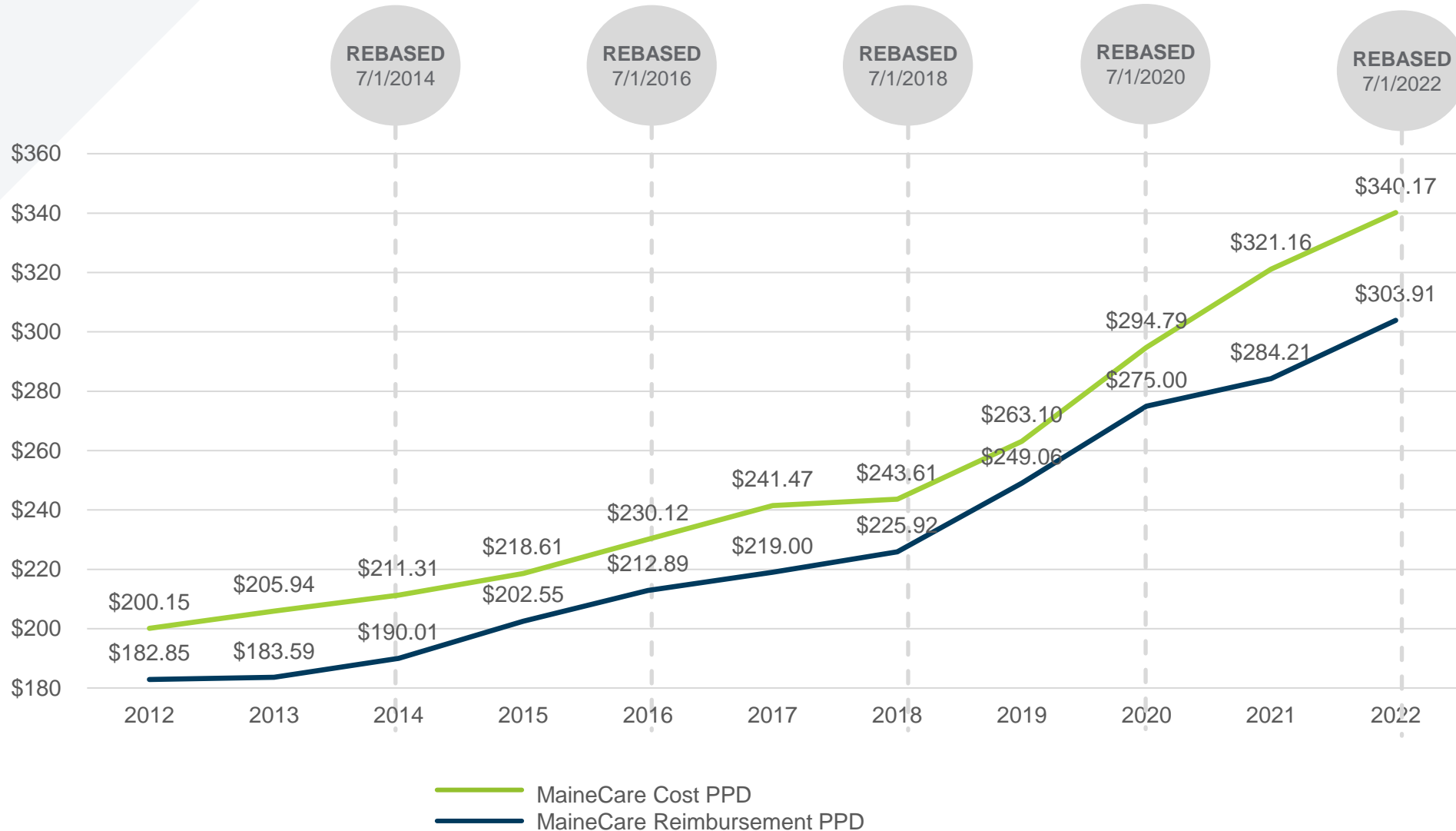


Medicare Program Revenue PMPD



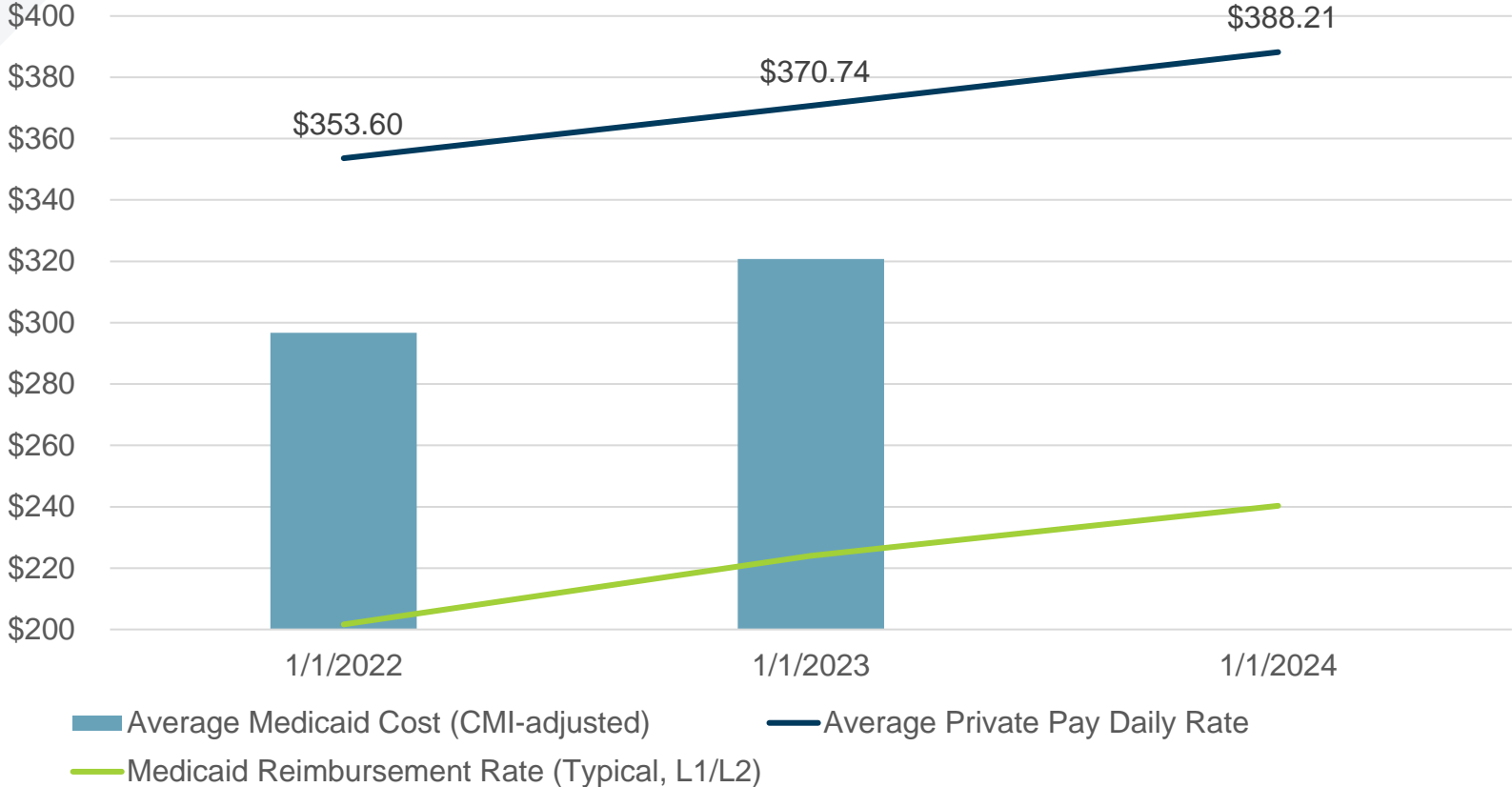
MaineCare NF Reimbursement—Revenue and Cost PPD

Data Source – As-filed MaineCare NF cost reports, 2012 - 2022



NH Medicaid NF Reimbursement—Revenue and Cost PPD

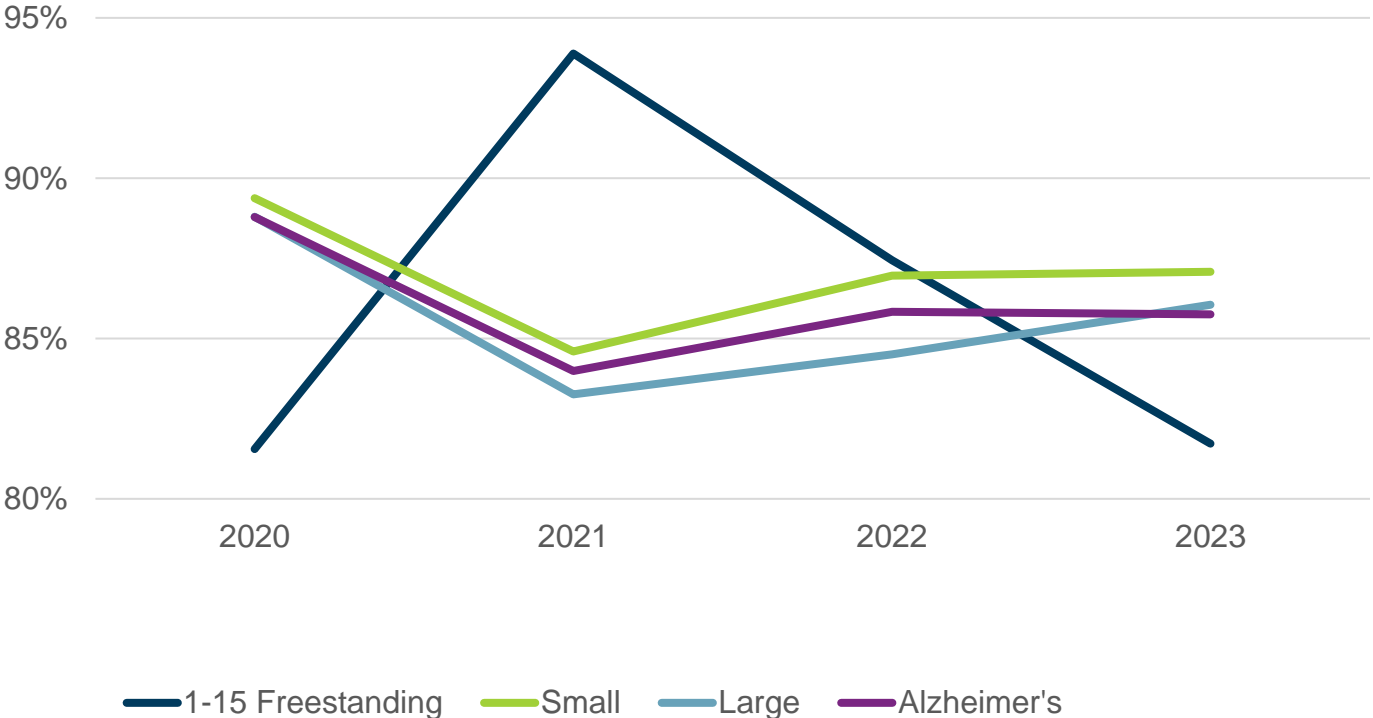
Data Source – NH Medicaid Rate Setting



Average Maine PNMI Appendix C Unit Occupancy Trending

↑ Higher number is preferable

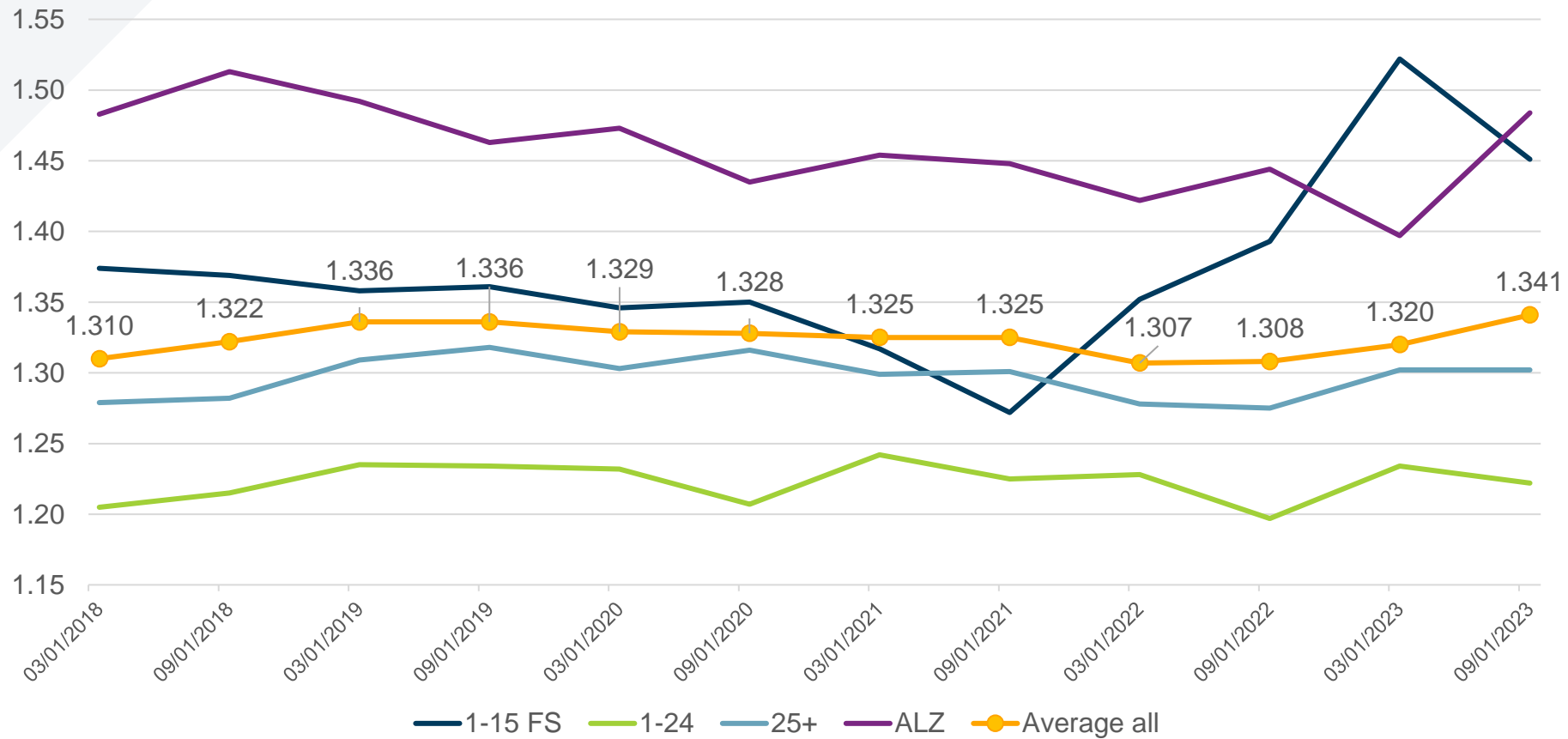
Data Source – MDS Submissions, Muskie School



MaineCare Reimbursement—RCF Case Mix Trending

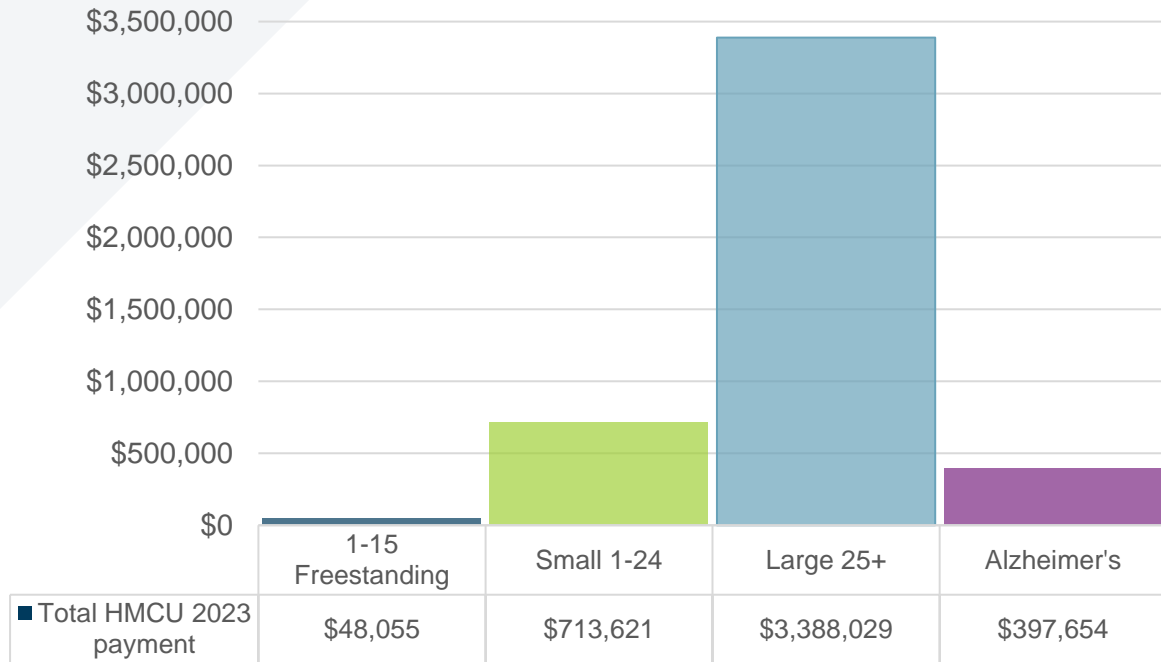
↑ Higher number is preferable

Data Source – MDS Submissions, Appendix C PNMs, Muskie School



RCF High MaineCare Utilization Payment, Calendar Year 2023 Estimate

Data Source – PNMI Level IV (Appendix C) Census, Muskie School



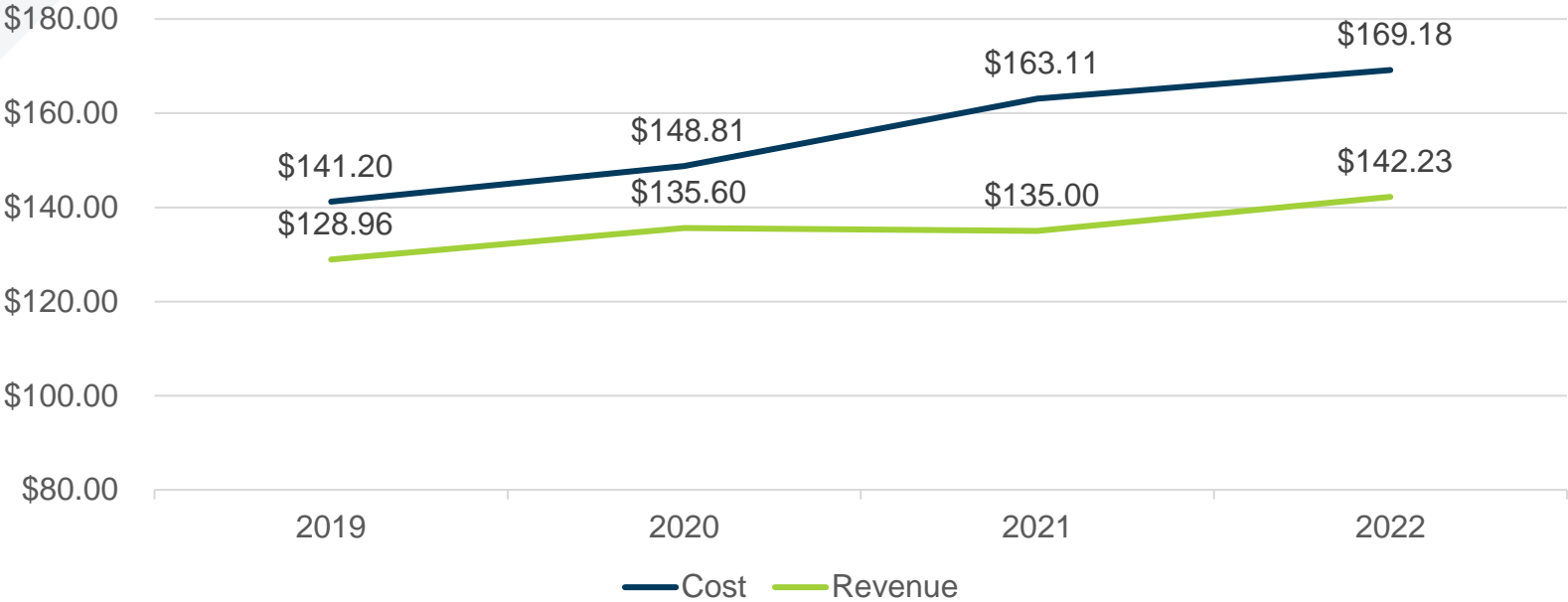
HMUP add-on is calculated based on MaineCare utilization rate exceeding 70% and 80%. The add-ons are cumulative: a facility with 100% MaineCare utilization is eligible for an add-on \$11.20 per resident day.

Statewide, estimated HMUP add-on resulted in additional \$4,547,000 payments to PNMI's with higher MaineCare utilization during calendar year 2023.



MaineCare RCF Reimbursement—Revenue and Cost PPD

Data Source – As-Filed MaineCare RCF cost reports, 2019 - 2022



Data excludes all ECA and supplemental expenses and payments



Polling question

How many different Medicare Advantage plans do your patients/residents have this year?



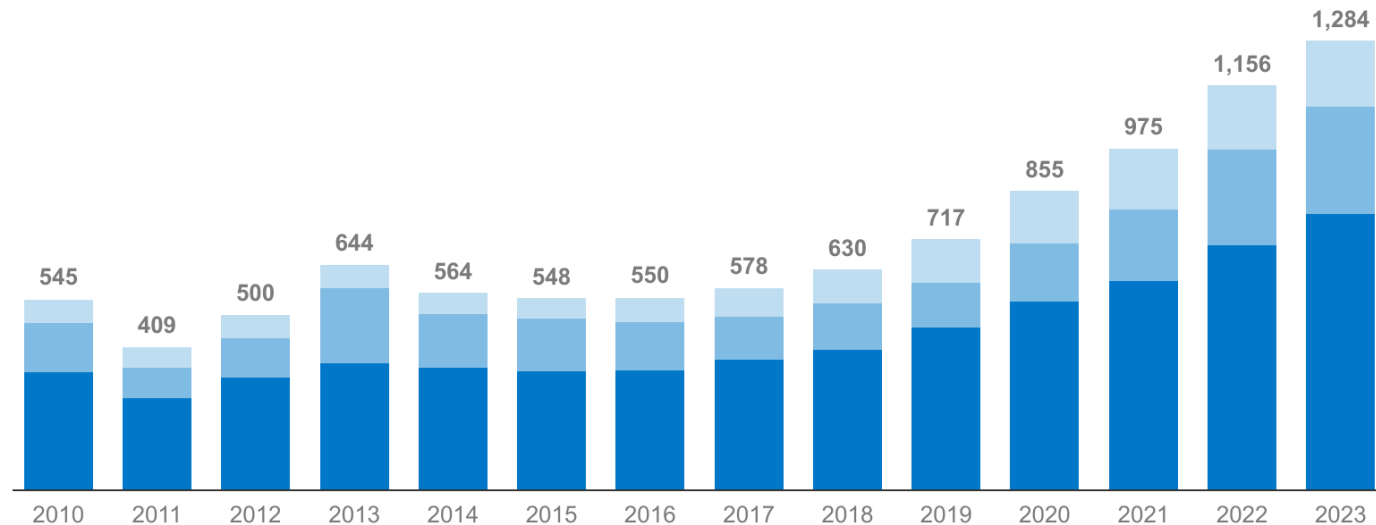
Medicare Advantage Plans Growth—Available MA Plans by County

Figure 3

The number of Special Needs Plans has more than doubled since 2018

Number of Special Needs Plans (SNPs), by plan type, 2010-2023

■ Dual-Eligibles ■ Chronic or Disabling Conditions ■ Institutional



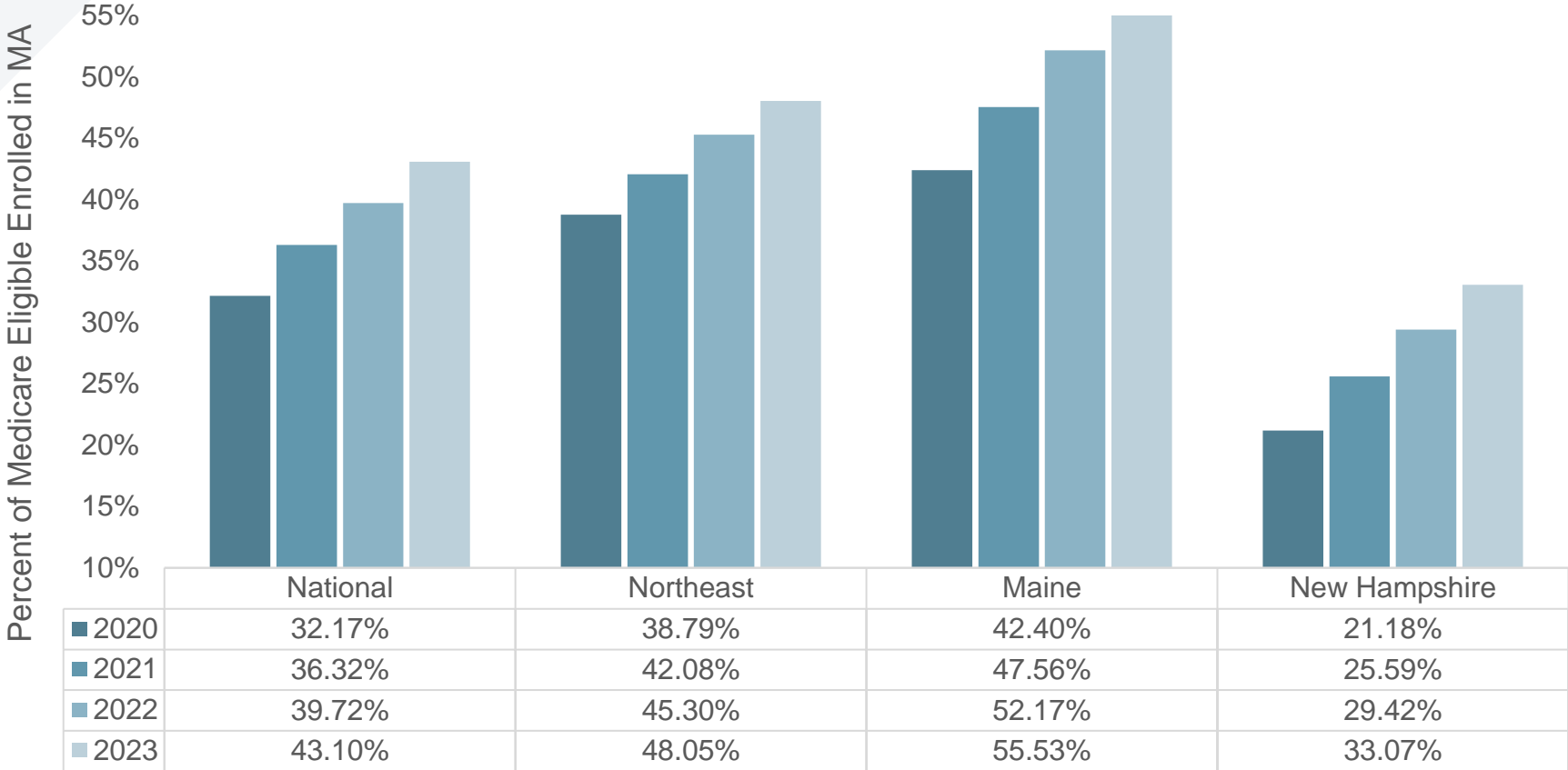
NOTE: Includes only Special Needs Plans.

SOURCE: KFF analysis of CMS Landscape files for 2010–2023.

KFF

- ▲ 51% of eligible beneficiaries are currently enrolled in Medicare Advantage—an 8% increase from 2022
- ▲ Nearly 4,000 MA plans were marketed for 2023, a 6% increase from what was available last year
- ▲ Rise in SNPs—189 plans in 2023—for people who require an institutional level of care (I-SNPs)

Medicare Advantage Plans Growth—Trending



Medicare Advantage Plans Growth—Operations Focus



Clinical

- Shorter stays / higher patient turnover—more clinical (including nursing, therapy, and social services) time for admission assessments, MDS, discharge
- Higher volume of weekly (periodic) recertifications—case managers
- Building a case for patient recovery success—advocating for patients' needs through clear and complete documentation



Administration

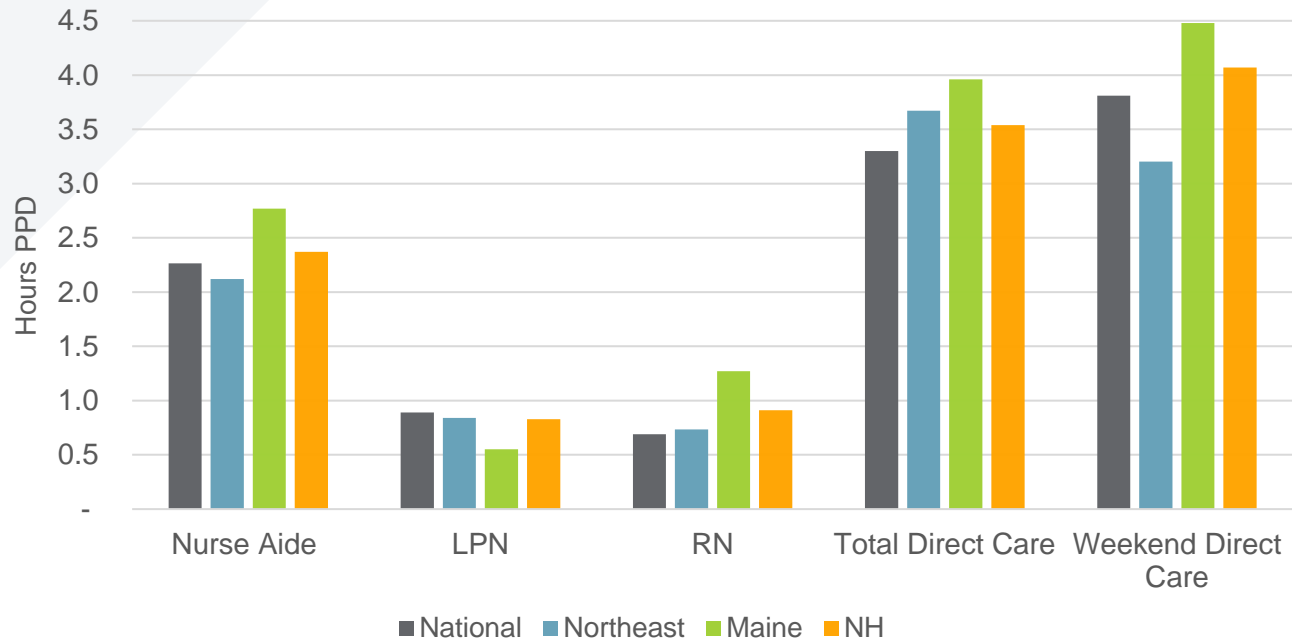
- New MA plans / changing coverage—current patients
- Review and update participation contracts and rates
- Update contracts listing for pre-admission screening
- Form letter for “out-of-network” admitted patients
- Outpatient therapy for LTC residents
- Update budgets based on new MA contract rates and census
- Non-reimbursable MA bad debts
- Increase in medical records request—pre- and post-payment

<https://soundcloud.com/berrydunn/best-practices-for-responding-to-medical-record-requests?in=berrydunn/sets/healthcare-compliance-insights>

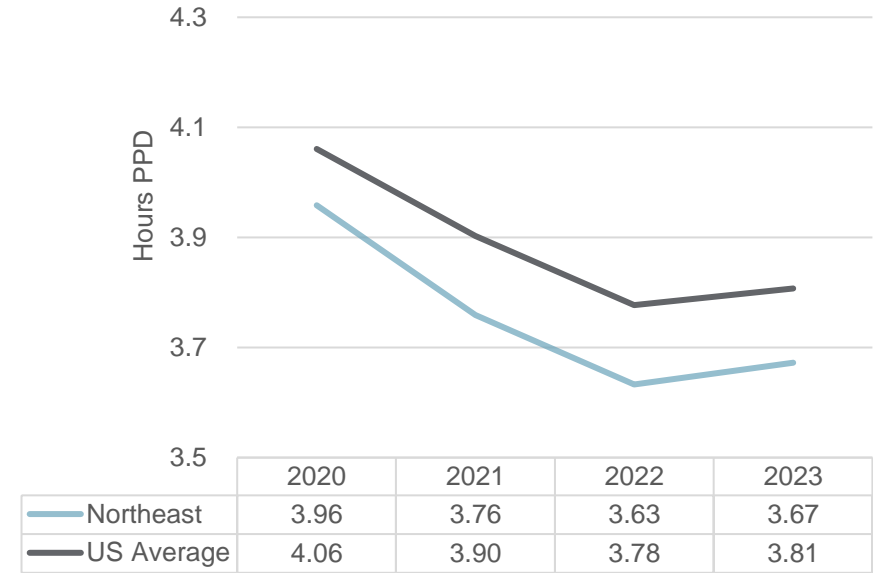
Minimum Staffing Ratios Discussion

Data Source – CMS Provider File, Updated December 6, 2023

Q2 2023 Provider-Reported Worked Hours

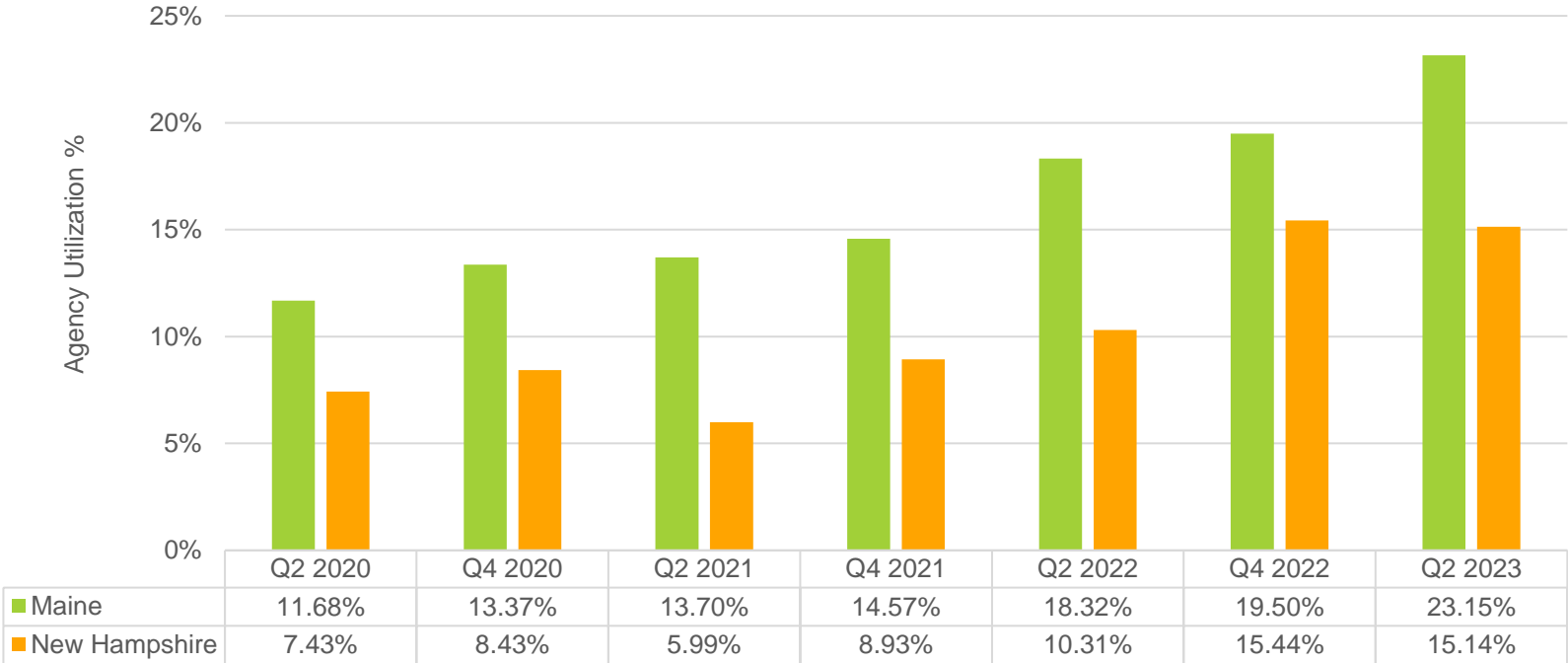


Total Worked Hours Trend



Contract Labor Utilization

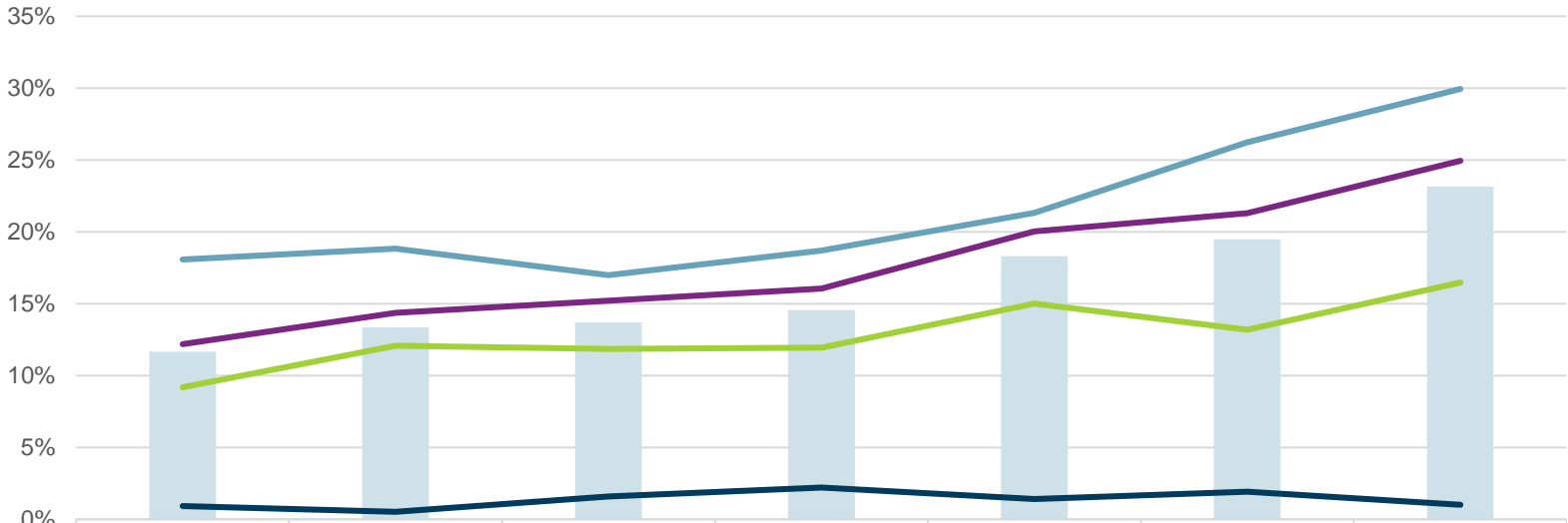
Data Source – CMS PBJ File, Updated December 6, 2023



Contract Labor Utilization – Maine

Data Source – CMS PBJ File, Updated December 6, 2023

Maine Contract Labor Utilization Trending, by Job Type



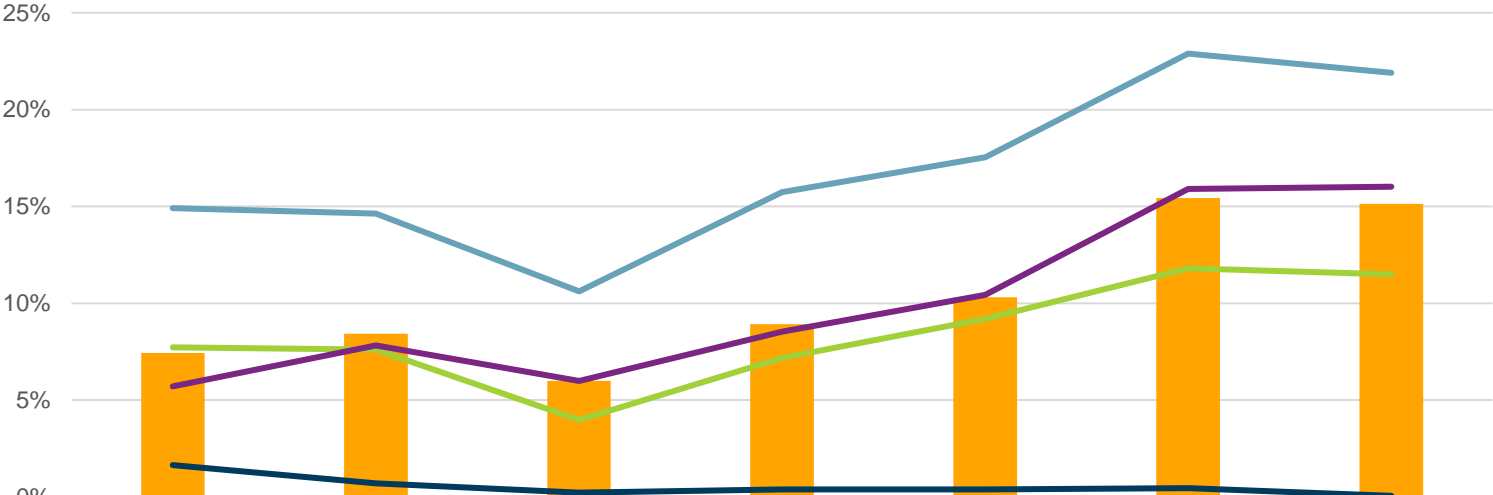
	Q2 2020	Q4 2020	Q2 2021	Q4 2021	Q2 2022	Q4 2022	Q2 2023
Total Contract Labor	11.68%	13.37%	13.70%	14.57%	18.32%	19.50%	23.15%
Administrative Nurse (DON, MDS)	0.93%	0.54%	1.59%	2.21%	1.41%	1.92%	1.01%
RN	9.20%	12.08%	11.87%	11.96%	15.02%	13.20%	16.47%
LPN	18.09%	18.84%	16.99%	18.71%	21.32%	26.23%	29.95%
Aide	12.19%	14.37%	15.22%	16.07%	20.03%	21.30%	24.94%



Contract Labor Utilization – New Hampshire

Data Source – CMS PBJ File, Updated December 6, 2023

New Hampshire Contract Labor Utilization Trending, by Job Type



	Q2 2020	Q4 2020	Q2 2021	Q4 2021	Q2 2022	Q4 2022	Q2 2023
Total Contract Labor	7.43%	8.43%	5.99%	8.93%	10.31%	15.44%	15.14%
Administrative Nurse (DON, MDS)	1.64%	0.70%	0.21%	0.39%	0.39%	0.46%	0.06%
RN	7.72%	7.62%	3.97%	7.17%	9.19%	11.80%	11.50%
LPN	14.92%	14.63%	10.61%	15.75%	17.55%	22.91%	21.91%
Aide	5.71%	7.82%	5.99%	8.53%	10.44%	15.91%	16.02%





Final Thoughts and Questions

- ▲ Review your private pay rates:
 - To help ensure your facility's Medicaid rate does not exceed standard private charges
- ▲ Benchmark your facility's operations to identify missed opportunities in cost management and reimbursement
- ▲ Review Medicare Advantage contracts and rates
- ▲ Contact BerryDunn for any planned staffing changes modeling

Thank you

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