



Optimizing Financial Health: A Deep Dive into Maine Nursing Facility Cost Data & Key Operating Indicators

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Learning objectives



- ▲ Discuss Medicaid occupancy and reimbursement trends
- ▲ Gain deeper understanding of Maine NF cost data trends
- ▲ Gain insight into key operating indicators to navigate rate reform

Polling question #1



Data trends analysis

Focus areas

1

Occupancy and Medicaid reimbursement

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

2

Labor trends

- Maine staffing data
- Contract labor utilization
- Turnover

3

Other trends

- Licensed providers and licensed beds configuration changes



Polling question #2



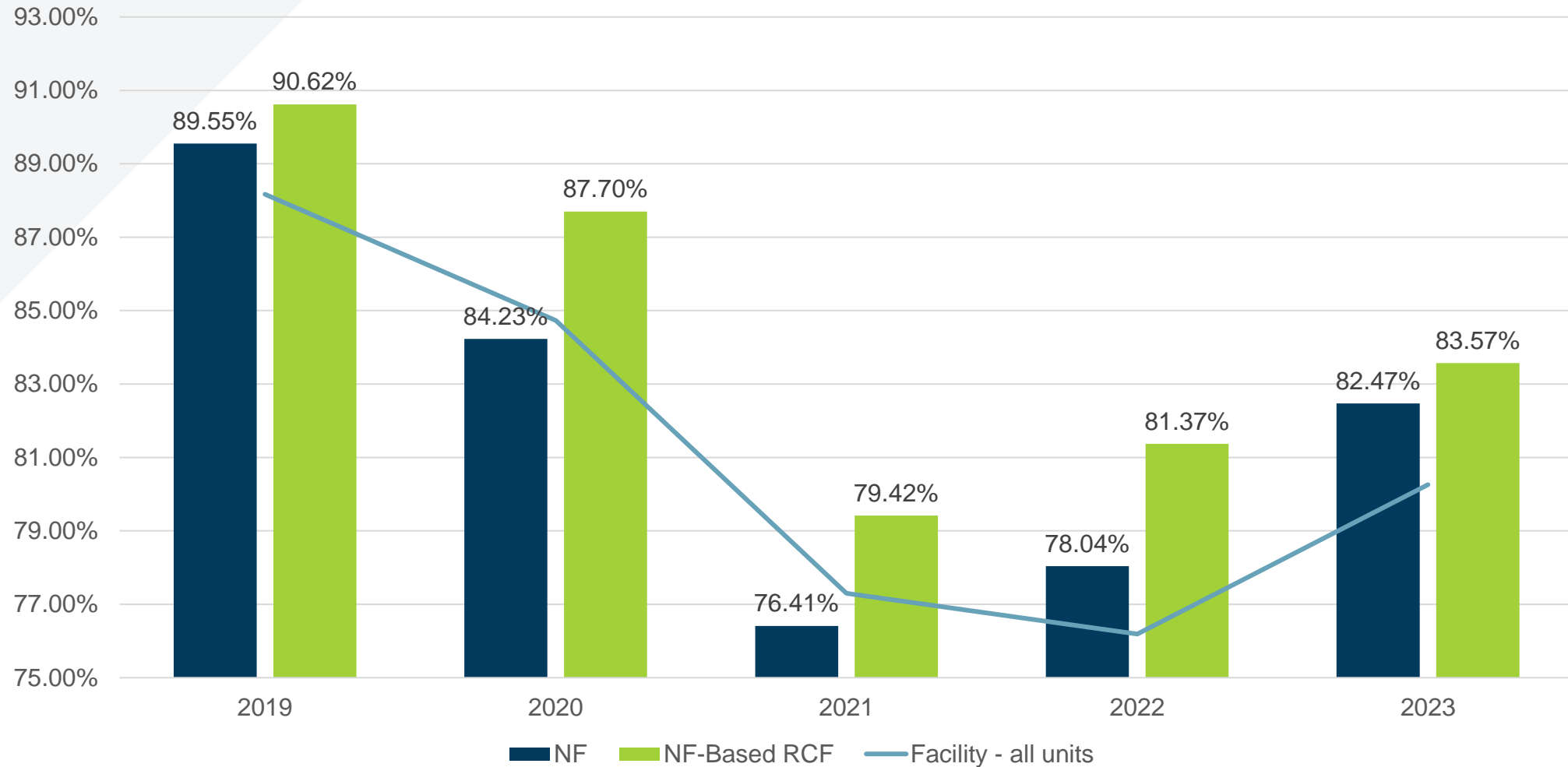


▲ Occupancy and Medicaid reimbursement trends

Occupancy trends – NF and NF-Based RCFs

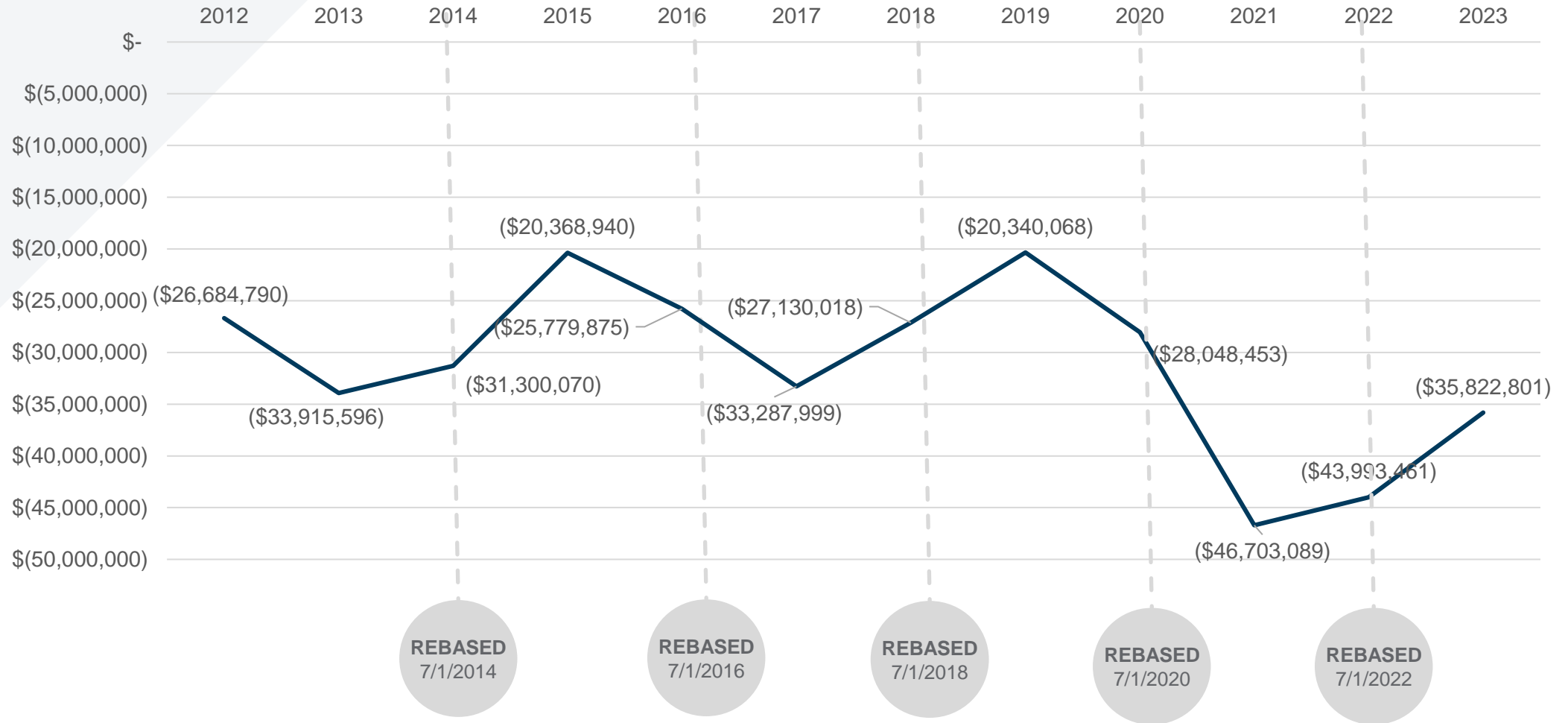
↑ Higher number is preferable

Data Source – As-filed Medicaid cost reports, 2019 - 2023



Industry trends

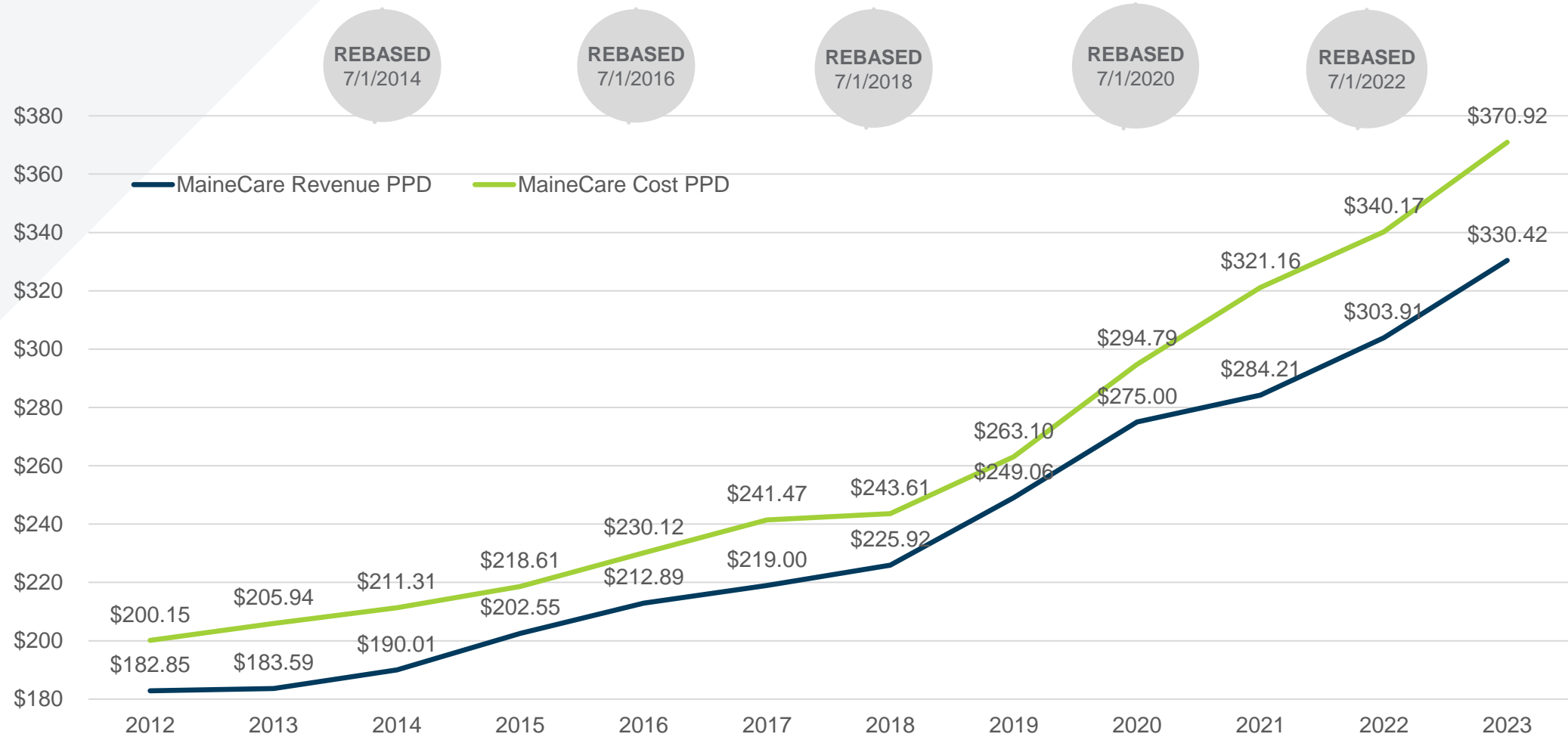
Maine nursing facility Medicaid shortfall – Currently operating facilities



- Source – As Filed MaineCare Nursing Facility Cost Reports, 2012 – 2023
- 2022 data reflects an increase in HMCU, use of supplemental funding, and occupancy penalty waiver
- Remaining shortfall after reduction of costs covered by supplemental payments and ECA

Industry trends

Nursing facility – MaineCare revenue and cost per patient day (PPD)



- Source – As Filed MaineCare Nursing Facility Cost Reports, 2012 – 2023
- Costs after application of supplemental payments and ECA

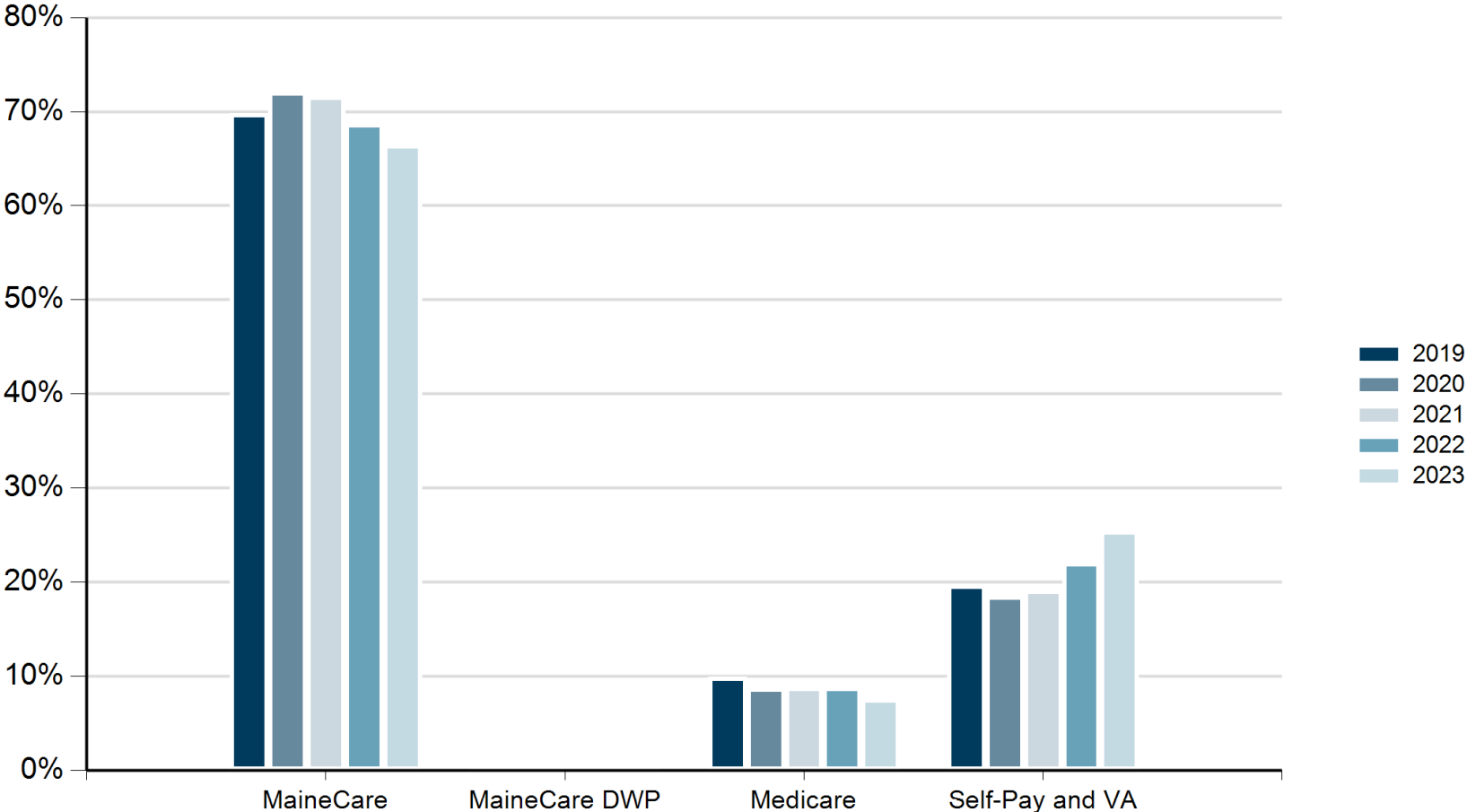


Payor mix – SNF/NF units and facility

Data source – As-filed Medicaid cost reports, 2019 - 2023

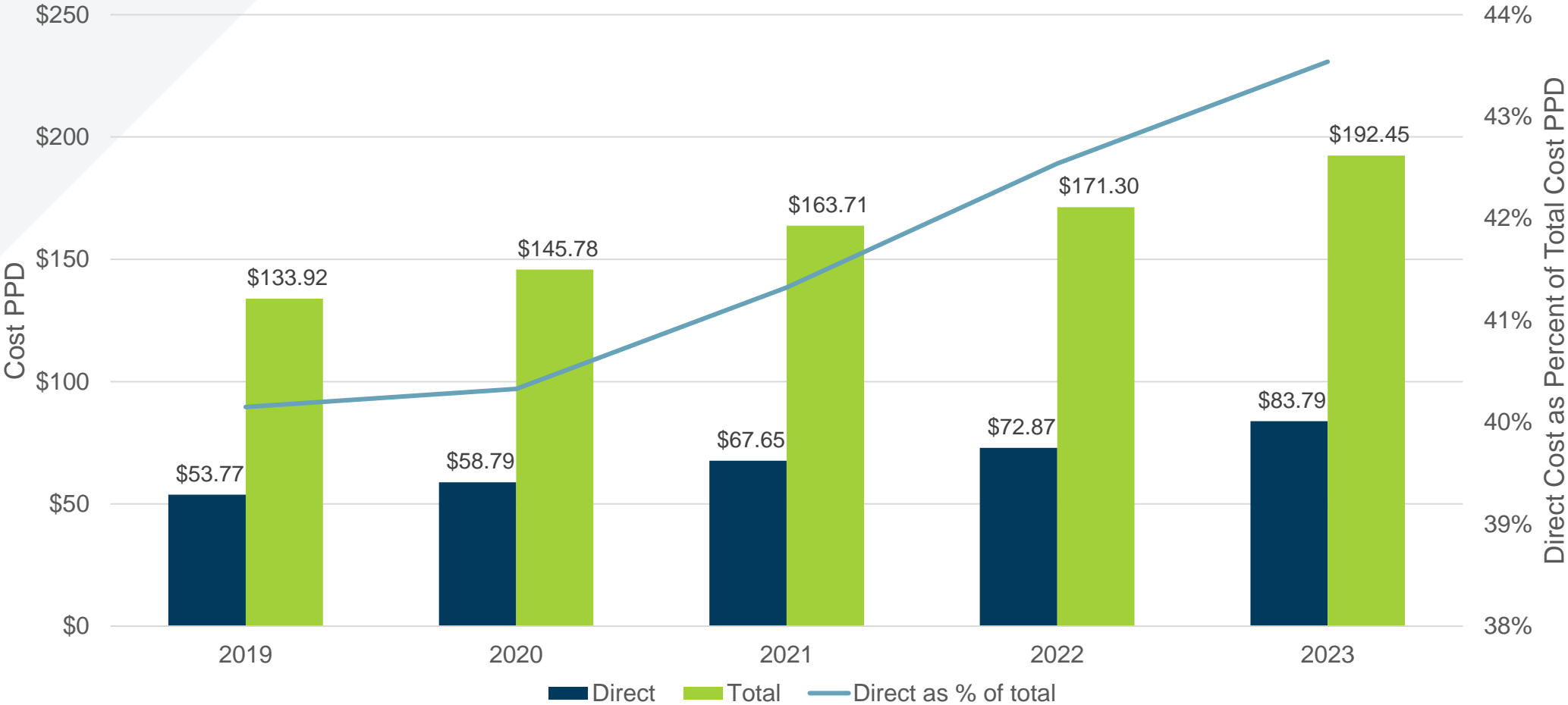
↑ Higher number is preferable

Trending of Nursing Facility Resident Days by Payor Type



Maine trends – NF-based RCF Appendix C allowable costs

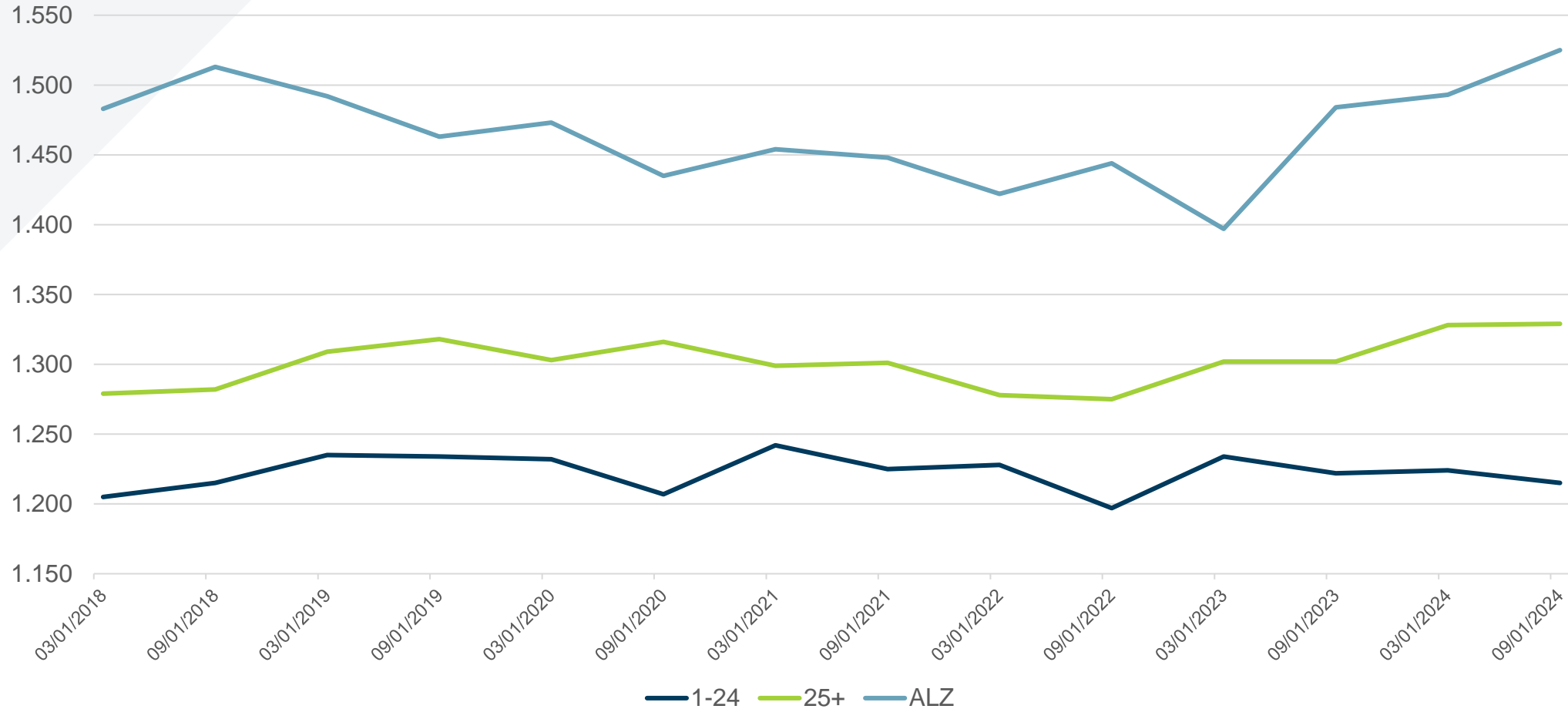
Data source – As-filed Medicaid cost reports, 2019 – 2023



MaineCare reimbursement – RCF case mix trending

↑ Higher number is preferable

Data source – MDS submissions, Appendix C PNMs, Muskie School



Polling question #3



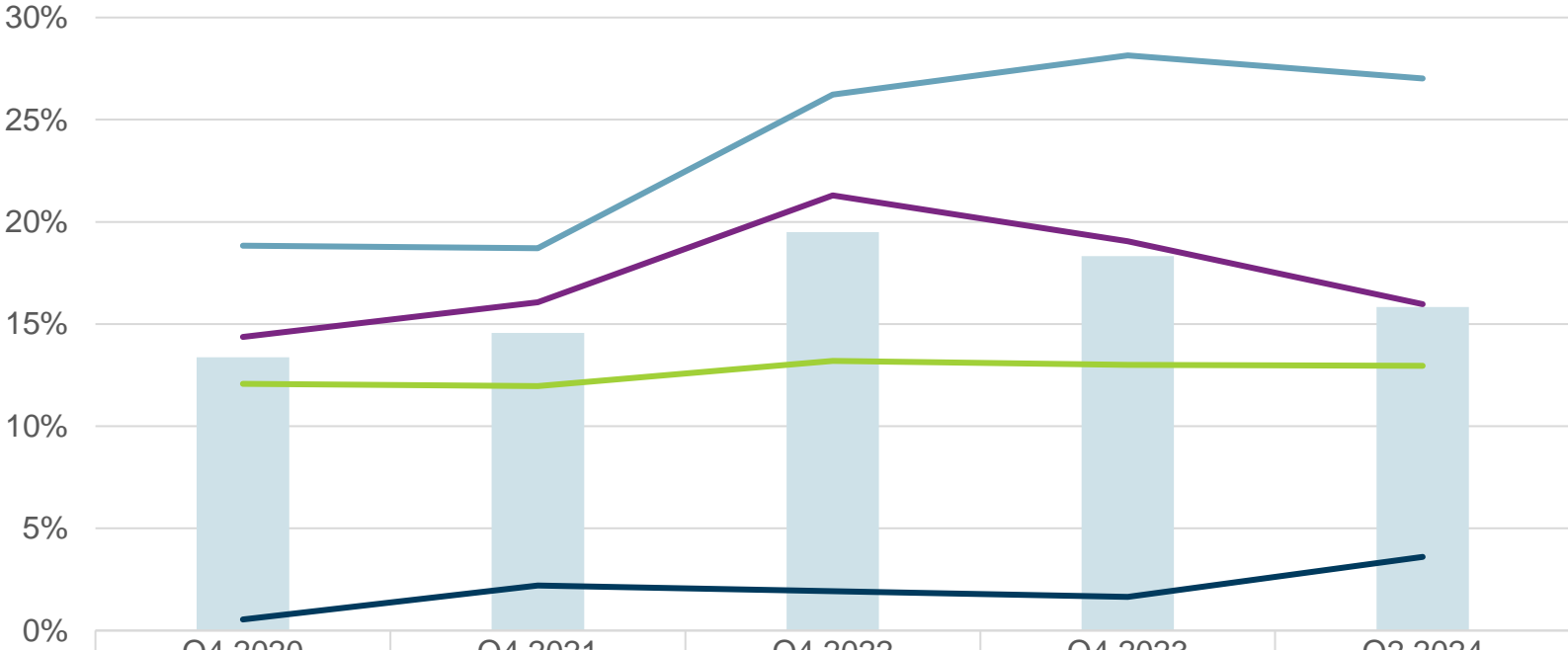


▲ Labor trends

Contract labor utilization – Maine (currently operating facilities)

Data source – CMS PBJ File, updated October 14, 2024

Maine Contract Labor Utilization Trending, by Job Type



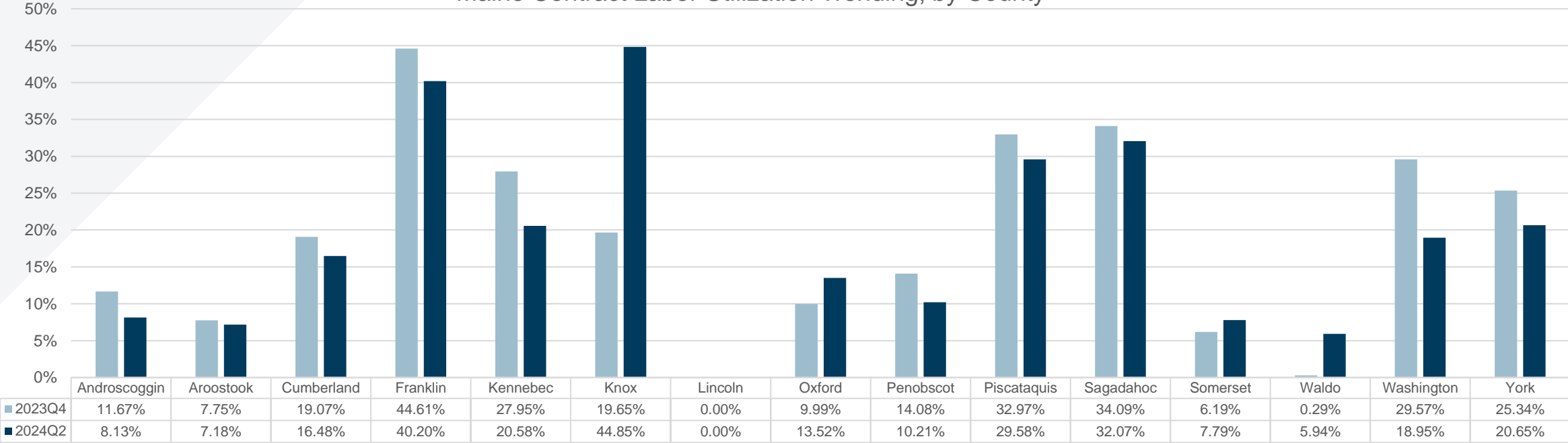
	Q4 2020	Q4 2021	Q4 2022	Q4 2023	Q2 2024
Total Contract Labor	13.37%	14.57%	19.50%	18.32%	15.84%
Administrative Nurse (DON, MDS)	0.54%	2.21%	1.92%	1.64%	3.60%
RN	12.08%	11.96%	13.20%	13.00%	12.95%
LPN	18.84%	18.71%	26.23%	28.15%	27.02%
Aide	14.37%	16.07%	21.30%	19.06%	15.96%



Contract labor utilization – Maine (currently operating facilities)

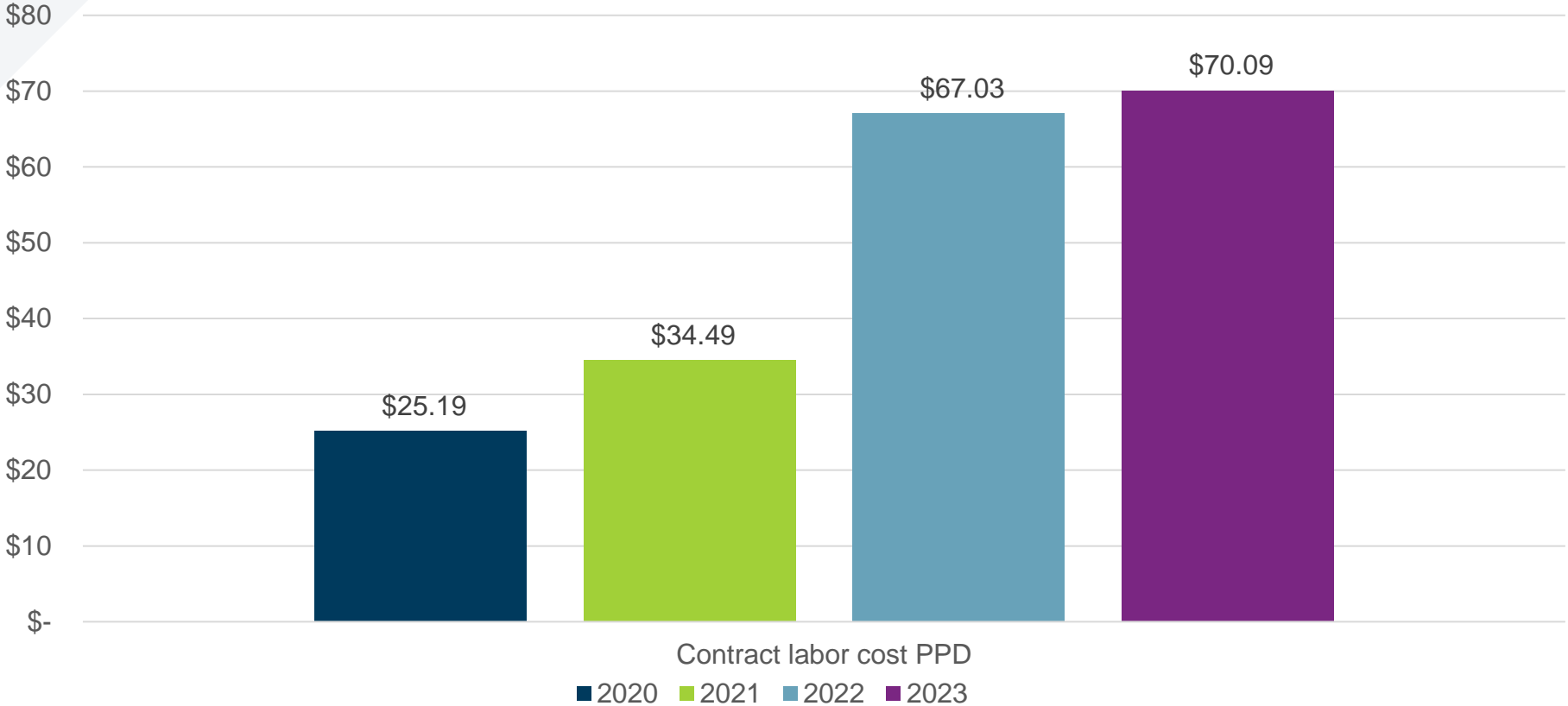
Data source – CMS PBJ File, updated October 14, 2024

Maine Contract Labor Utilization Trending, by County



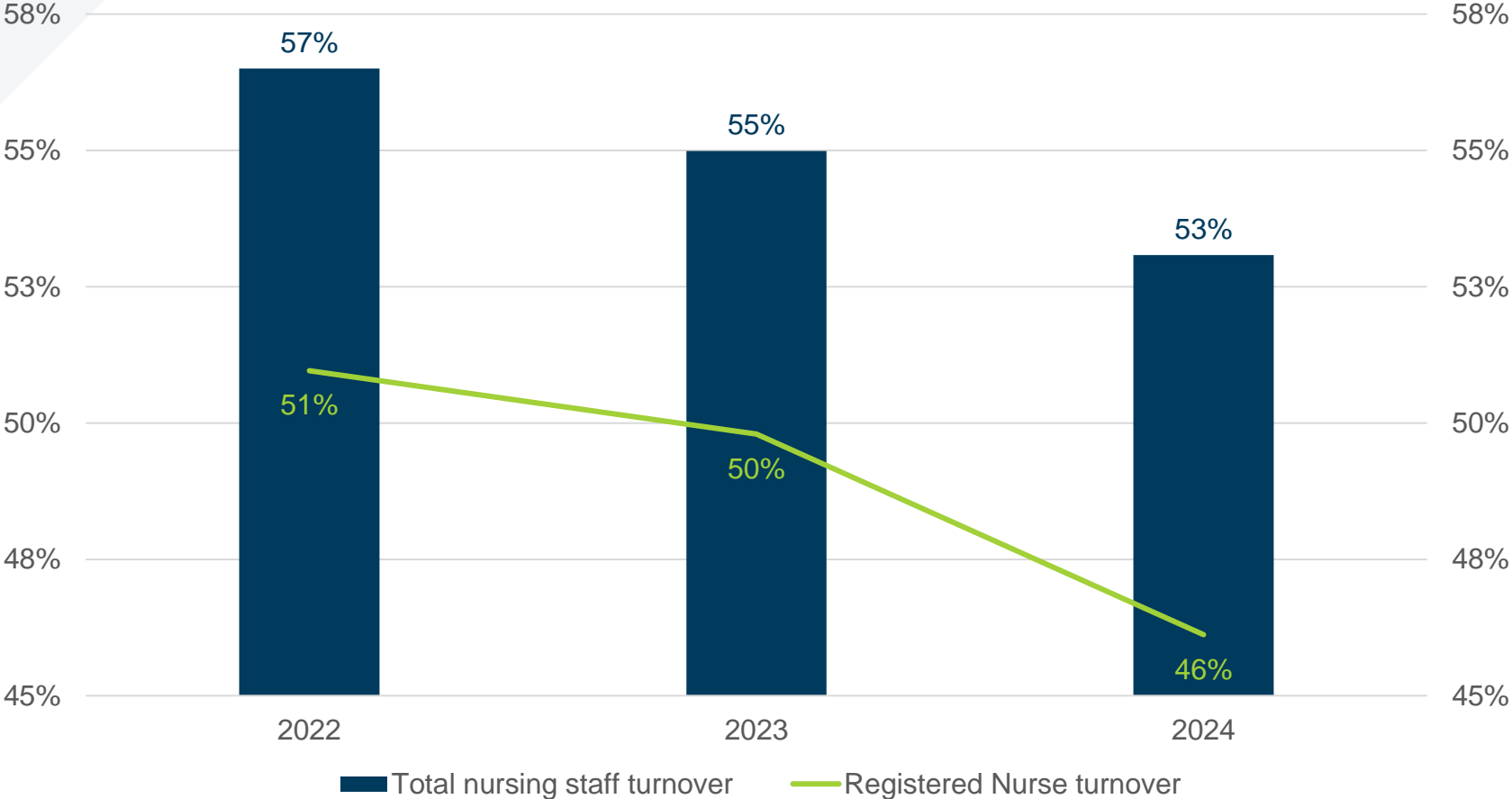
Actual operating contract labor cost PPD – Maine facilities

Data source – As-filed Medicaid cost reports, 2019 - 2023



Staffing turnover – Maine nursing facilities

Data source – CMS PBJ File, updated October 14, 2024

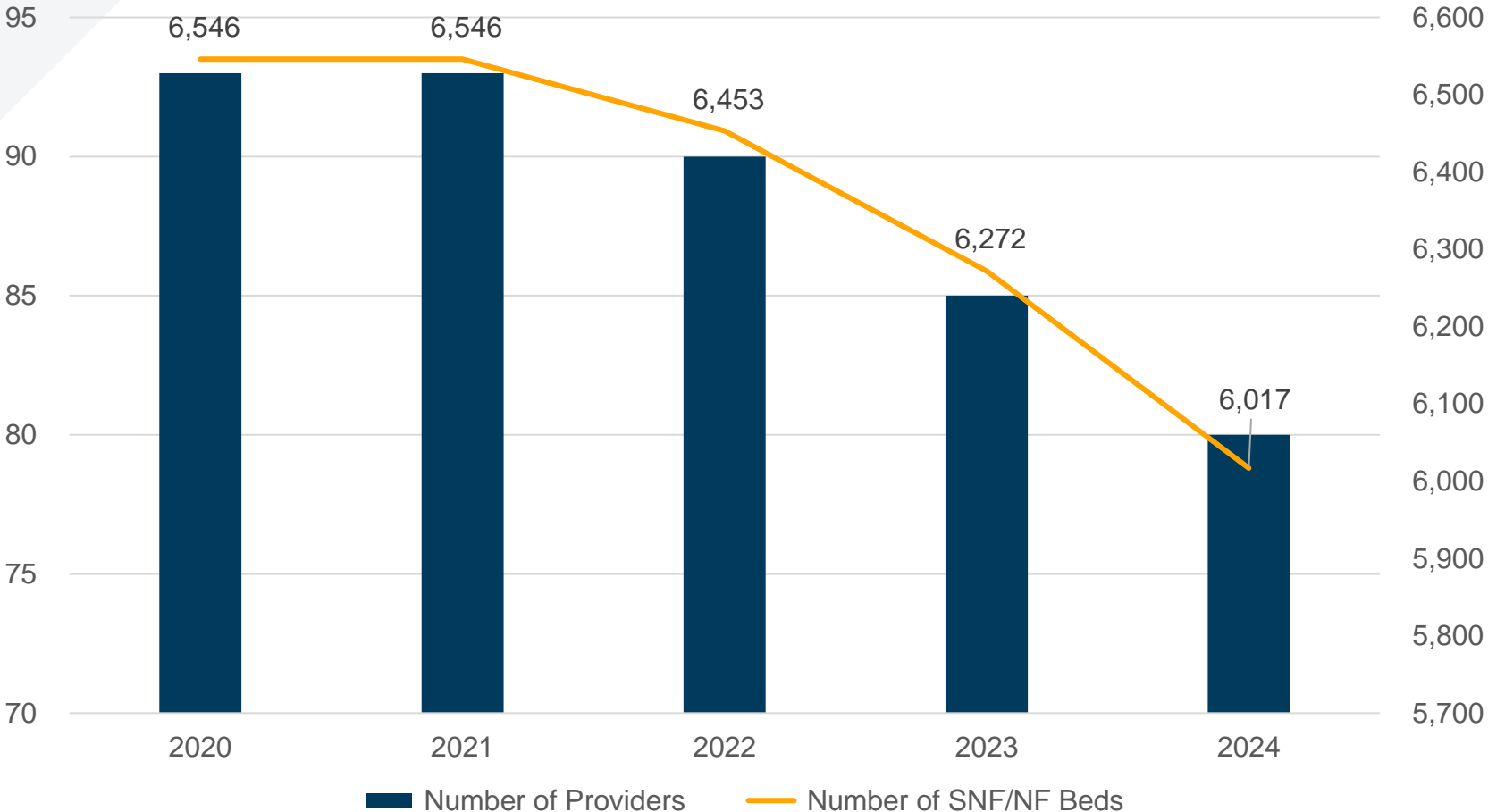




▲ Other trends

Number of nursing facilities by fiscal year

Data source – As-filed Medicaid cost reports, 2019 – 2023





Rate reform

- ▲ NF reimbursement methodology change
- ▲ Upcoming value-based purchasing rate adjustments
- ▲ Cost reporting considerations

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Thank you!

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