

Medicare Reimbursement Compliance and National Benchmarking

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Learning objectives



- ▲ Recognize current operational skilled nursing facility (SNF) cost trends and challenges
- ▲ Gain insight into current SNF Medicare cost report reimbursement opportunities
- ▲ Gain traction with BerryDunn's SNF reimbursement and compliance tools

Polling question

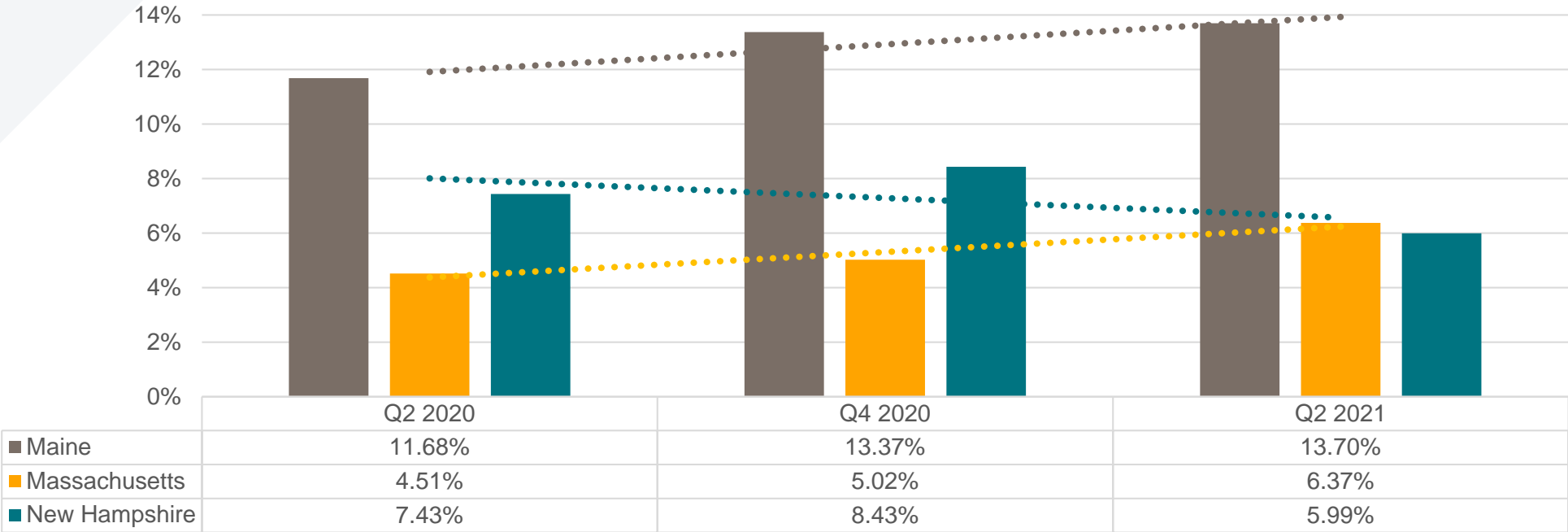
Has your organization's cost structure changed in the past year?

- A. Yes, labor is not what it used to be
- B. We did not experience significant changes
- C. Not applicable – not a senior living care provider



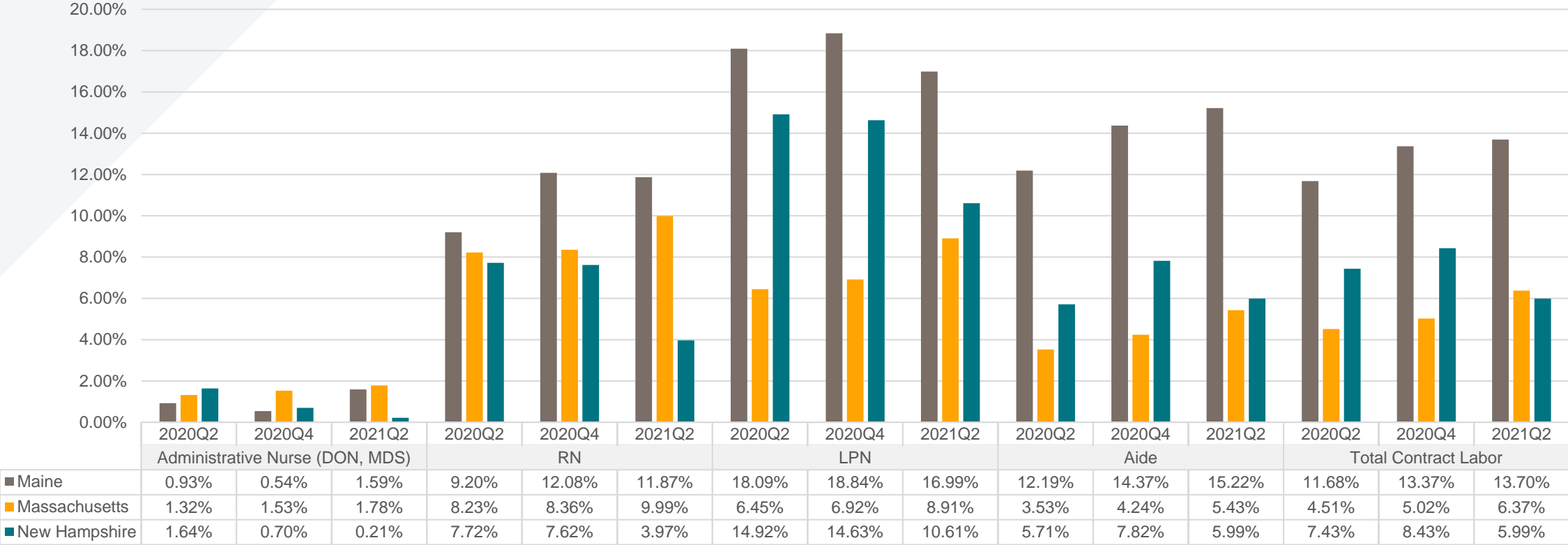
FY 2020 SNF cost trends and challenges

SNF/NF Contract Agency Utilization Trending

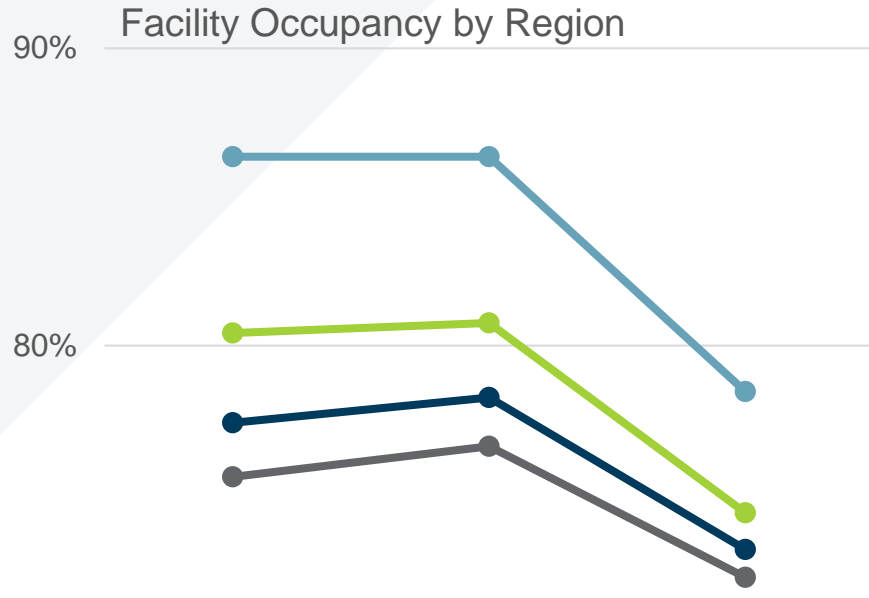


FY 2020 SNF cost trends and challenges

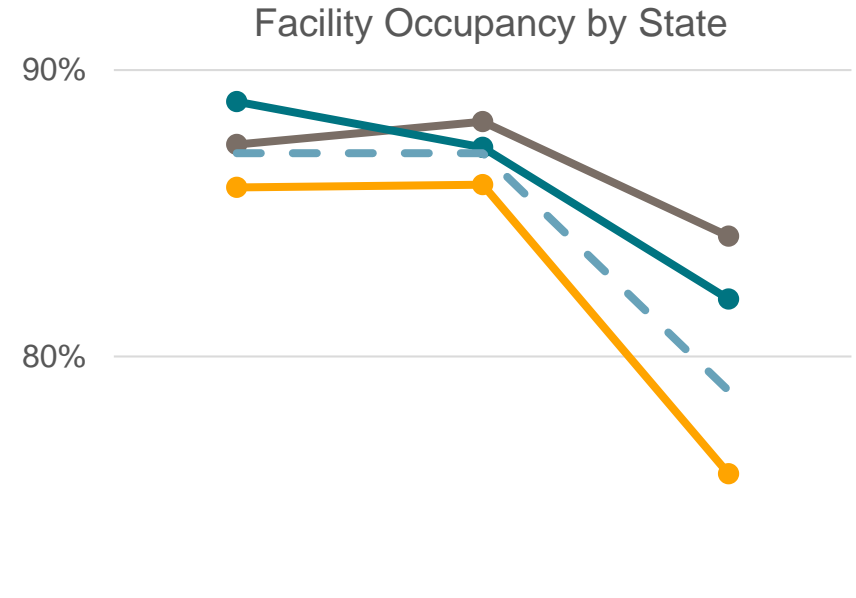
SNF/NF Contract Agency Utilization Trending by Job Type



FY 2020 SNF cost trends and challenges



	2018	2019	2020
Midwest	75.58%	76.61%	72.20%
Northeast	86.35%	86.35%	78.45%
South	77.40%	78.25%	73.14%
West	80.42%	80.76%	74.37%

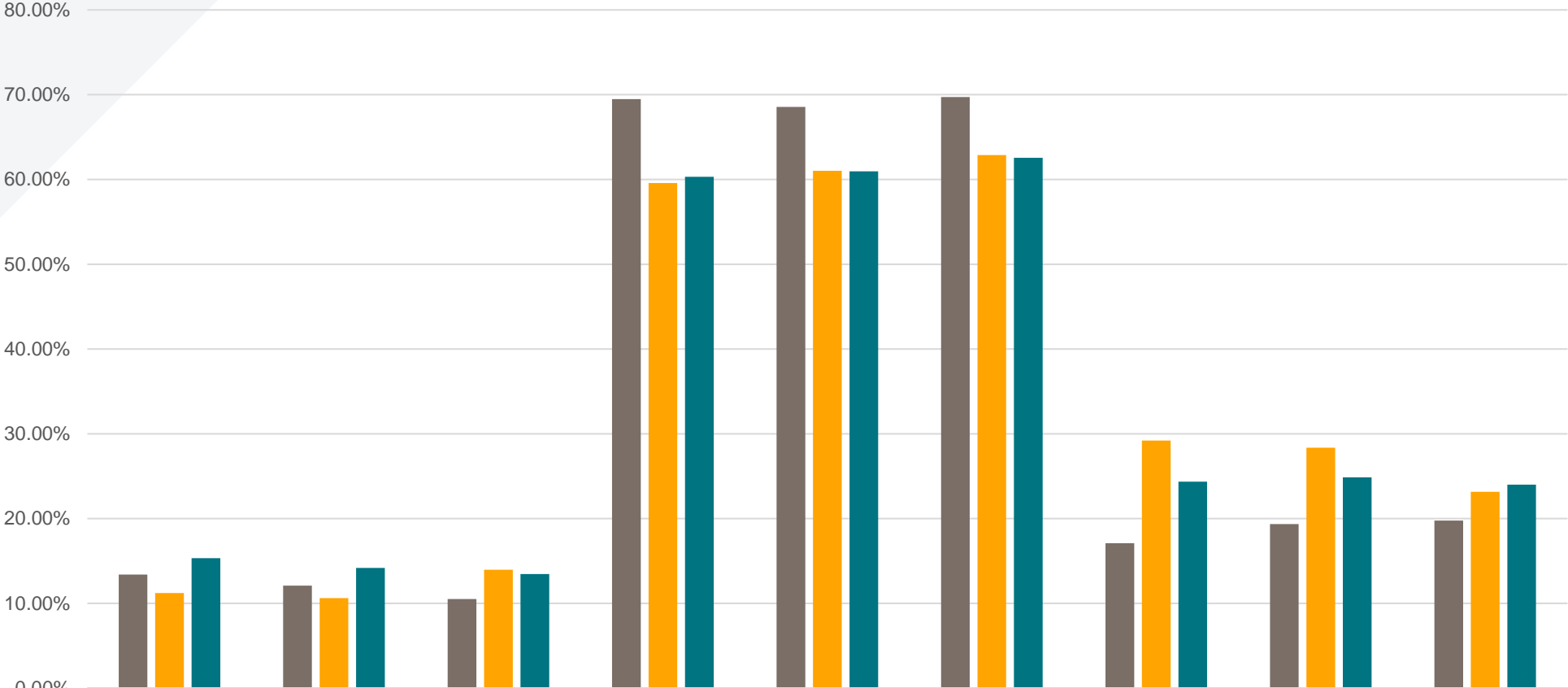


	2018	2019	2020
Maine	87.40%	88.20%	84.20%
Massachusetts	85.90%	86.00%	75.90%
New Hampshire	88.90%	87.30%	82.00%
Northeast	87.10%	87.10%	78.80%



FY 2020 SNF cost trends and challenges

SNF Payer Mix (Payer Utilization), FY 2018 - 2020

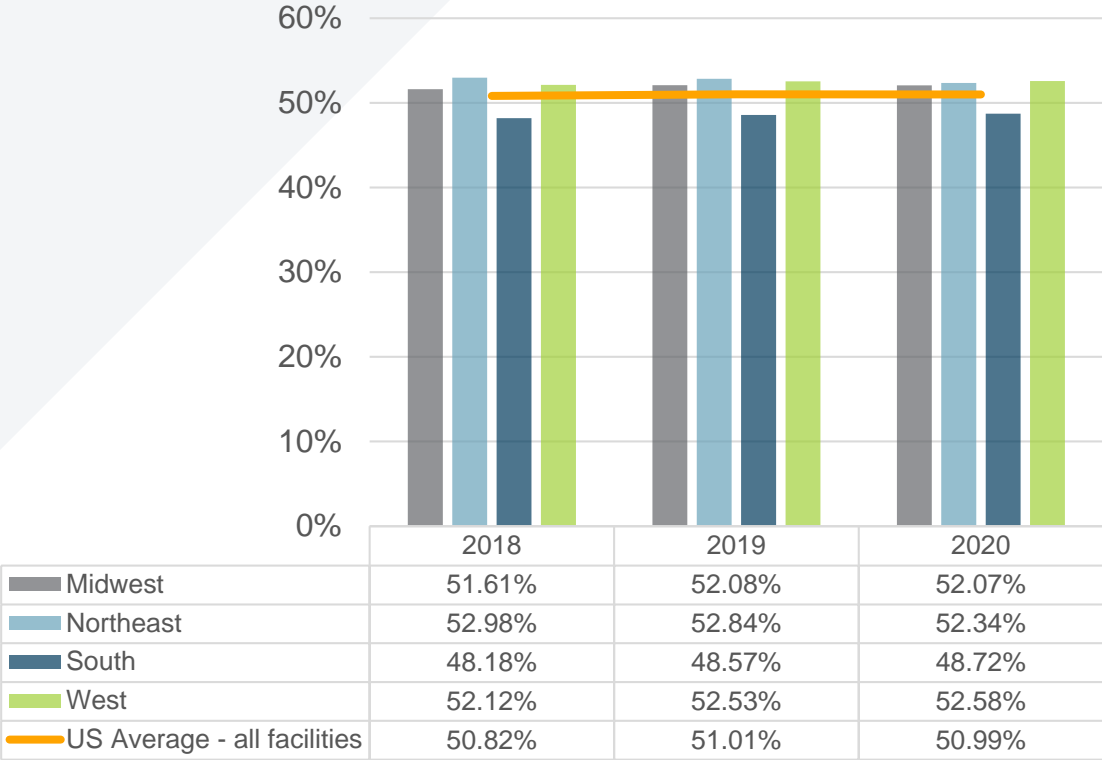


	2018	2019	2020	2018	2019	2020	2018	2019	2020
	Medicare Part A			Medicaid			Other Payers		
■ Maine	13.40%	12.10%	10.51%	69.47%	68.55%	69.72%	17.10%	19.35%	19.77%
■ Massachusetts	11.21%	10.62%	13.97%	59.58%	61.02%	62.87%	29.21%	28.35%	23.16%
■ New Hampshire	15.32%	14.18%	13.45%	60.31%	60.95%	62.55%	24.36%	24.86%	24.00%

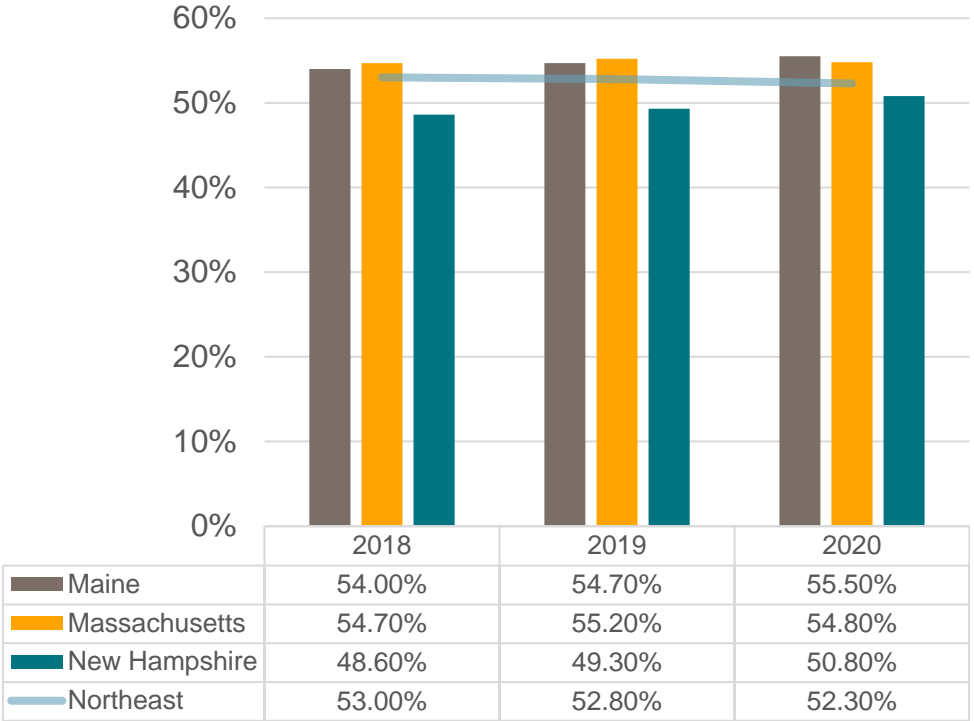


FY 2020 SNF cost trends and challenges

Employee Compensation as % of Total Expenses, by Region



Employee Compensation as % of Total Expenses, by State



Polling question

Do you regularly review your cost report reimbursement and compliance opportunities?

- A. Yes!
- B. I am not sure
- C. We are relying on BerryDunn to inform us
- D. Not applicable – we do not file cost reports



Medicare cost report reimbursement opportunities

State	2018			2019			2020		
	Facility Count	Avg. Reimb.	Avg. Reimb. PMPD	Facility Count	Avg. Reimb.	Avg. Reimb. PMPD	Facility Count	Avg. Reimb.	Avg. Reimb. PMPD
SNF Medicare A Net Bad Debt Reimbursement, by State									
Maine	58	\$ 11,832	\$ 5.07	66	\$ 12,907	\$ 5.69	63	\$ 11,803	\$ 6.13
Massachusetts	223	\$ 12,977	\$ 3.93	200	\$ 10,744	\$ 3.34	205	\$ 12,163	\$ 2.97
New Hampshire	36	\$ 17,707	\$ 3.14	42	\$ 13,657	\$ 3.34	45	\$ 11,753	\$ 3.08
SNF Medicare A Utilization Review Reimbursement, by State									
Maine	1	\$ 379	\$ 0.84	2	\$ 7,851	\$ 2.47	3	\$ 5,864	\$ 2.71
Massachusetts	14	\$ 16,624	\$ 11.31	14	\$ 16,157	\$ 5.42	13	\$ 18,013	\$ 3.22
New Hampshire	4	\$ 3,244	\$ 0.71	3	\$ 3,754	\$ 2.18	5	\$ 2,858	\$ 2.57



SNF reimbursement and compliance tools



Medicare Bad Debt Checklist



Utilization Review Checklist



PEPPER Checklist

Questions?

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