



Harnessing the Power of Data for Hospice Leaders, Part 1

In Partnership with:



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Introduction & Background



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Presentation Purpose

1. To connect bedside clinical hospice care to state and national policy
2. To connect national and state policy to bedside clinical hospice care



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Presentation Outline

Part I: Connecting Clinical Care to National Policy

1. **In the Beginning... Early Questions & Answers**
2. Data Available
3. Data Applications for Hospice Administrators



Part II: Connecting National Policy to Clinical Care

1. WFA (Nursing Facilities, Caps, Long LOS, DC Alive)
2. MedPAC (Net Margins, U-Shaped Curves)
3. Palliative Care
4. Dartmouth Atlas

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Part 1: Early Questions & Answers

- ▶ How many hospices are there?
- ▶ How many hospice patients are there?
- ▶ 2009: 3,336 Medicare Certified Hospices (primary locations);
 - ~500 Medicare certified hospice satellite locations?
 - ~100 non-Medicare Certified Hospices?
- ▶ 2009: 1,079,676 U.S. Medicare Hospice Admissions;
 - 10,567 non-U.S. Medicare Hospice Admissions
 - ~11% non-Medicare Hospice Admissions
 - ~5% Medicaid; ~5% Private Pay; ~1% Charity

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New Development – National Hospice Locator

- ▶ Currently there is no place listing all hospices in the country.
- ▶ In 2 weeks there will be! www.HospiceAnalytics.com
 - ▶ The National Hospice Locator Web page will become public Nov. 7, 2011
 - ▶ It includes contact information for every hospice in the country, and more
- ▶ Made possible with sponsorships from:
 - ▶ **Sangre de Cristo Hospice & Palliative Care**, Pueblo, CO; Karen Ermel
 - ▶ **VNA Hospice Care, Boston**, MA; Diane Bergeron
 - ▶ **Family LifeCare**, Berne, IN; SueAnn Reynolds
 - ▶ **HCI (Hospice of Central Iowa)**, West Des Moines, IA; Norene Mostkoff

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Data – Who Cares?

- ▶ Patients & Families – Hospice Compare
- ▶ Providers – Access, Utilization, Competition
- ▶ Quality Assurance - QIOs
- ▶ Surveyors
- ▶ Veteran's Administration
- ▶ Payers – CMS, MedPAC, Insurance Companies
- ▶ Regulators – CMS, Program Integrity
- ▶ Legislators – Local, State, and National



▶ Everyone cares...

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Wall Street Journal 10/26/10 Front Page Story

- ▶ Consultants, from one-person boutiques to large corporations such as Thomson Reuters, make a business out of putting this data into an easily understandable form and answering clients' questions.
- ▶ Hospice care, for example, used to be provided mostly by local, not-for-profit outfits. Now, more than half of the Medicare-licensed hospice providers are for profit, according to Cordt Kassner, whose one-man consulting firm, Colorado-based Hospice Analytics, serves a variety of hospice providers and state hospice associations. Mr. Kassner said he spends about \$10,000 per year purchasing Medicare claims data.
- ▶ One of his clients is Michigan-based Great Lakes Home Health & Hospice, which served about 27,000 patients last year, according to the company, including 16,500 home health-care and 1,500 hospice patients. Great Lakes CEO William Deary says he used the data to identify relatively under-served cities. In 2007, Mr. Deary's company opened an office in one such city, Lansing, and in doing so **increased our hospice revenue by 88% in 36 months,** he said.

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Overview of *Publically Available* Datasets

1. Medicare datasets: Standard Analytic Files (aka, claims data), Denominator File, Provider of Service File, etc.
2. Medicare Cost Reports
3. Other national data files: Census, etc.
4. State and national hospice organization surveys



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Comparison of *Publically Available* Datasets, 1

Medicare Datasets	2009 Populations		Comments
Denominator	48,756,649 48,753,141	Records Beneficiaries	<ol style="list-style-type: none"> 1. Claims / Payment data 2. RHHI's and surveyors check data 3. All data reported for calendar year 4. Possible to compare providers, states, nationally, etc. 5. Strong incentives for accurate data
Hospice	3,888,151 1,090,867	Records Beneficiaries	
Home Health Agency	7,434,625 3,301,579	Records Beneficiaries	
Skilled Nursing Facility	5,535,663 1,824,315	Records Beneficiaries	
Hospital Inpatient	12,403,865 6,973,132	Records Beneficiaries	
Provider of Service File	122,973 66,378 3,336	Records Active Hospices	

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Comparison of *Publically Available* Datasets, 2

Cost Reports	2008 Populations	Comments
Independent Hospices	2,098 Hospice Reports	<ol style="list-style-type: none"> 1. Self-report 2. No data verification 3. Reported on provider's fiscal year (inconsistent timeframes) 4. Difficult to compare providers, states, nationally, etc. 5. Cost reports collect different information 6. No incentive for accurate data
Home Health Agency-based Hospices	597 Hospice Reports	
Hospital-based Hospices	544 Hospice Reports	
Skilled Nursing Facility-based Hospices	19 Hospice Reports	
Total	3,258 Hospice Reports 98% POS Matches	

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Comparison of *Publicly Available* Datasets, 3

Other Datasets	2009 Sample	Comments
Census	307,006,550 Residents	1. Actual census every decade, estimates for other years
County Files	3,549 SSA Counties 3,457 FIPS Counties	1. Different types of counties, CBSA's, "rural", etc.
State Medicaid	Medicaid Analytic eXtract (MAX)	1. 2008 data recently became available 2. DUA and IRB approval required (RIF files) 3. Several challenges
State Hospice Organization Surveys	~12 States	1. Collect data on various surveys outside of basic membership dues calculations. Not generalizable across states, nationally

Comparison of *Publicly Available* Datasets, 4

NHPCO Surveys	Sample	Comments
National Data Set (NDS)	2009: 991 Hospices (30%) plus supplemental materials	1. Similar comments as cost reports. 2. "This type of convenience sample is prone to unknown selection biases; therefore results may not be generalizable beyond the survey participants." From EROM 3. Consistent data collection and reporting of results? 4. Hope for the future...
Family Evaluation of Hospice Care (FEHC)	2009: 1,297 Hospices (39%) 40% of surveys completed	
End Result Outcome Measures (EROM)	2010 1-3Q: 87 Hospices (3%)	
Family Evaluation of Bereavement Services (FEBS)	No public results	
Family Evaluation of Palliative Care (FEPC)	No public results	
Survey of Team Attitudes and Relationships (STAR)	No public results Purchase results online	
Patient Evaluation of Hospice Care?	?	
Hospice Compare / other publicly reported quality measures?	?	

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The Breadth of Medicare Information Available

- ▶ **Hospice Provider Characteristics:** number of (Medicare Certified) hospices, address, date of certification, date / reason of ownership change, date / reason of closure, date / reason of last survey, type of control (13 categories of non-profit, proprietary, and government), type of facility (freestanding, hospital-based, HHA-based, SNF-based), etc.
- ▶ **Hospice Patient Characteristics:** number of patients served, age, sex, race, diagnoses, length of stay, level of care, Medicare reimbursement, patient status at discharge, location of care (2007), discipline providing care (2008), duration of visits (2010), etc.



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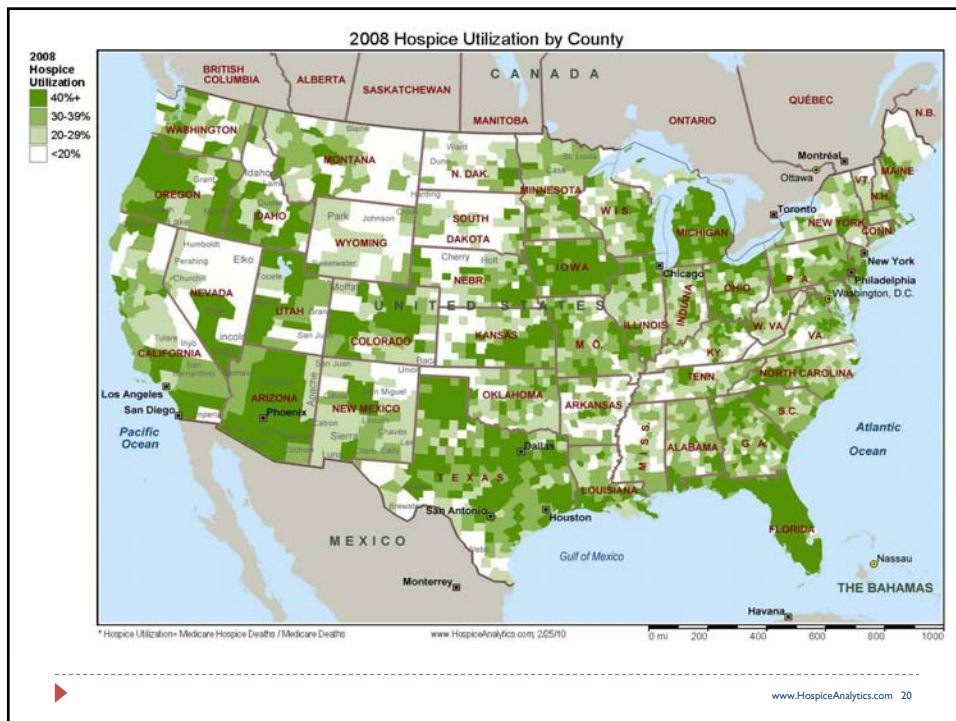
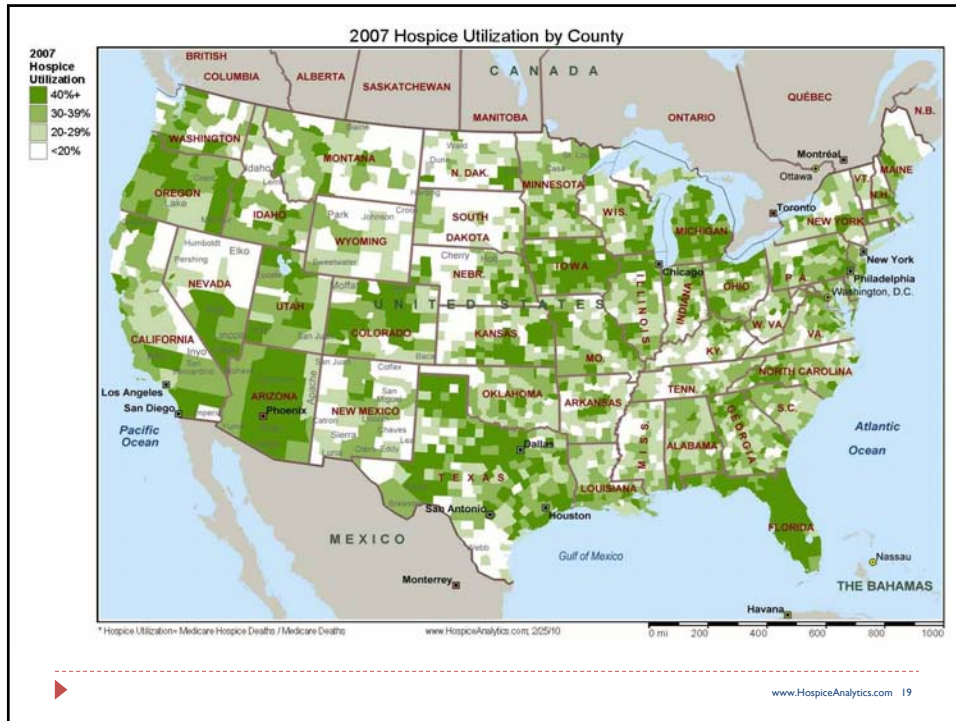
The Depth of Information Available

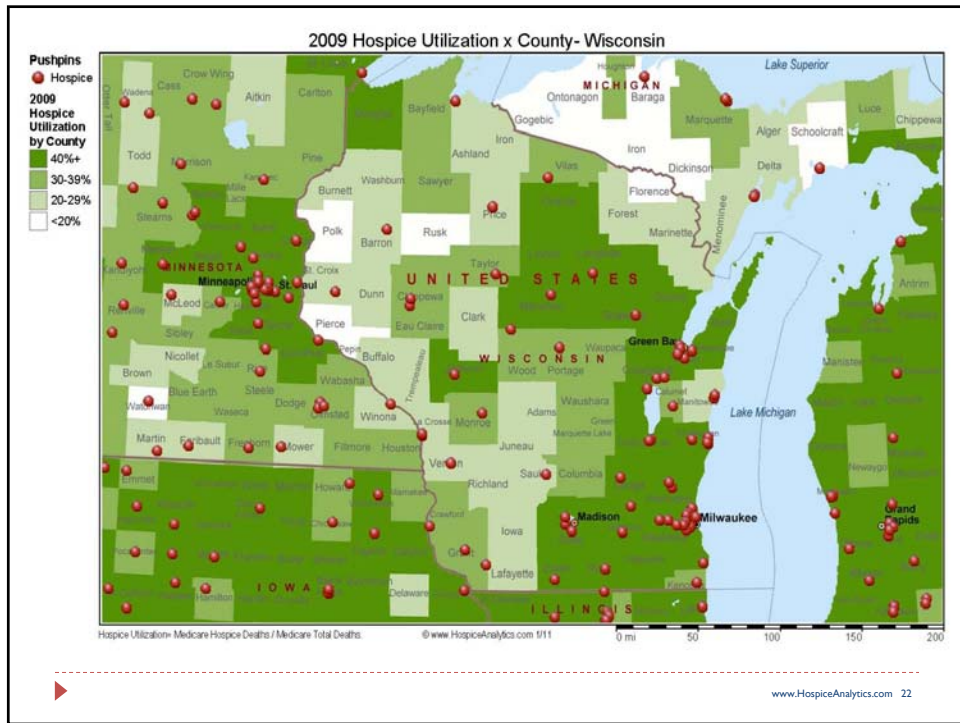
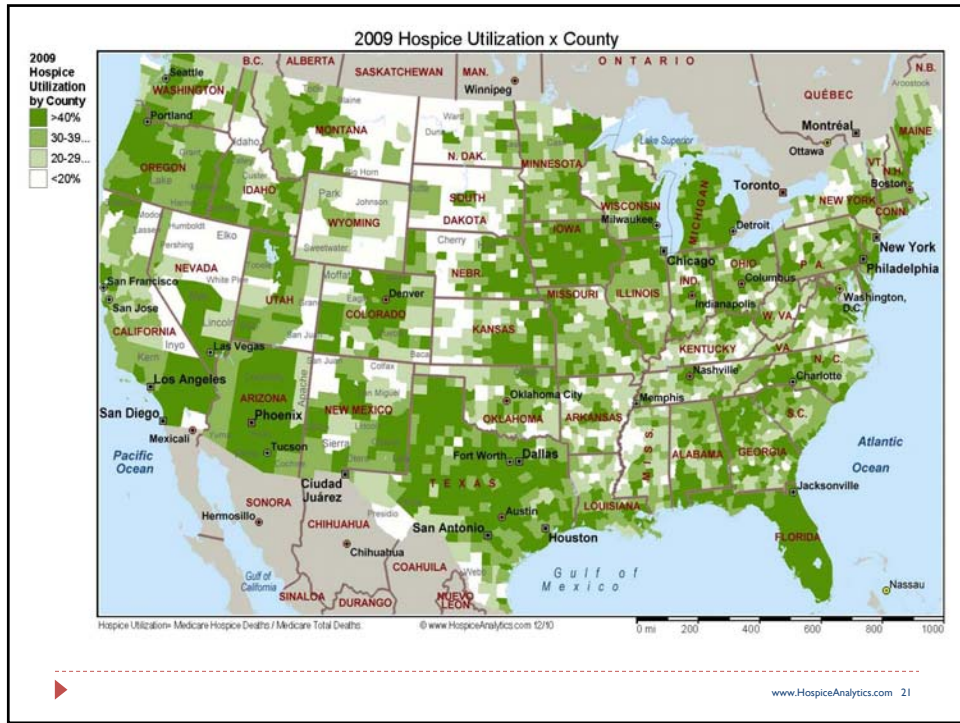
In addition to descriptive analyses (above), Medicare datasets can be combined in innovative ways to increase access to and utilization of hospice services, for example:

1. **Calculations within the hospice file** – cap calculations, surveys, net margins, etc.
2. **Combining Medicare files** – hospice utilization, detail provider and beneficiary characteristics, etc.

2009 Demographics & Hospice Utilization

	Wisconsin	National
Population	5,654,774	307,006,550
Total Deaths	46,508 0.8% of population	2,486,097 0.8% of population
Medicare Beneficiaries	933,761	47,645,019
Medicare Beneficiary Deaths	27,207 80% of total deaths	1,899,969 76% of total deaths
Medicare Hospice Beneficiary Admissions	21,097 45% of total deaths 57% of Medicare deaths	1,079,676 43% of total deaths 57% of Medicare deaths
Medicare Hospice Beneficiary Deaths	15,323 33% of total deaths 41.2% of Medicare deaths	752,943 30% of total deaths 39.6% of Medicare deaths
Medicare Hospice Total Days of Care	1,438,360 Days	76,724,901 Days
Medicare Hospice Mean Days / Beneficiary	68 Days	71 Days
Medicare Hospice Median Days / Beneficiary	24 Days	24 Days
Medicare Hospice Total Payments	\$222,735,595	\$12,064,905,206
Medicare Hospice Mean Payment / Beneficiary	\$10,118	\$11,175

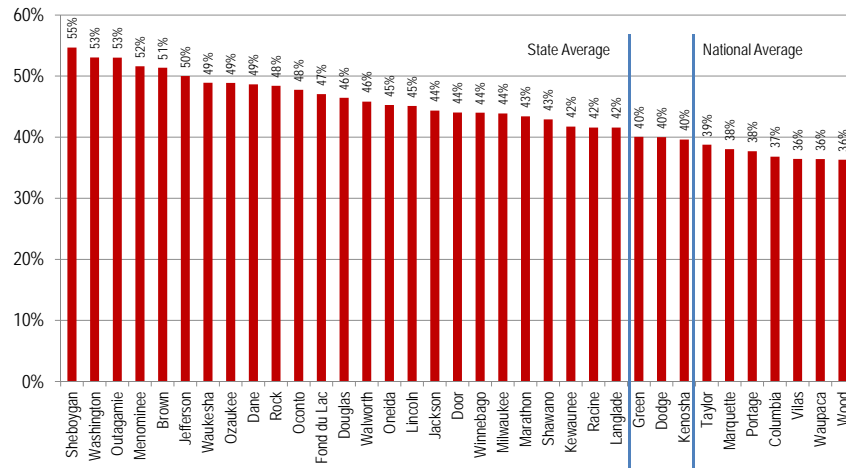




Wisconsin County-Level Hospice Utilization

Top 35 Counties (Slide 1 of 2)

Hospice Utilization= Medicare Hospice Deaths / Medicare Total Deaths

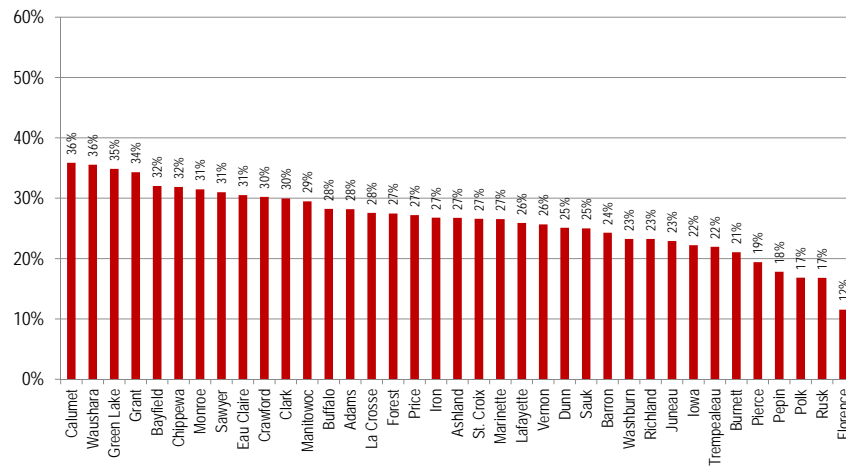


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Wisconsin County-Level Hospice Utilization

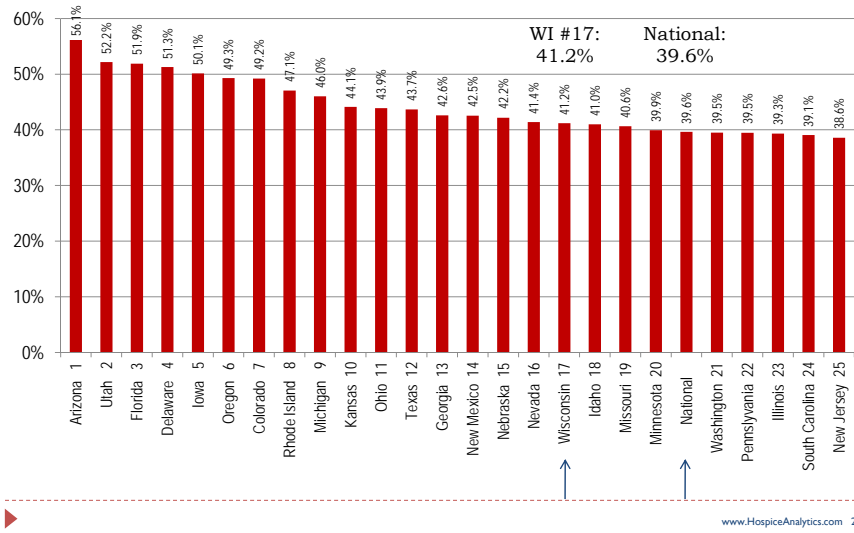
All Remaining Counties (Slide 2 of 2)

Hospice Utilization= Medicare Hospice Deaths / Medicare Total Deaths

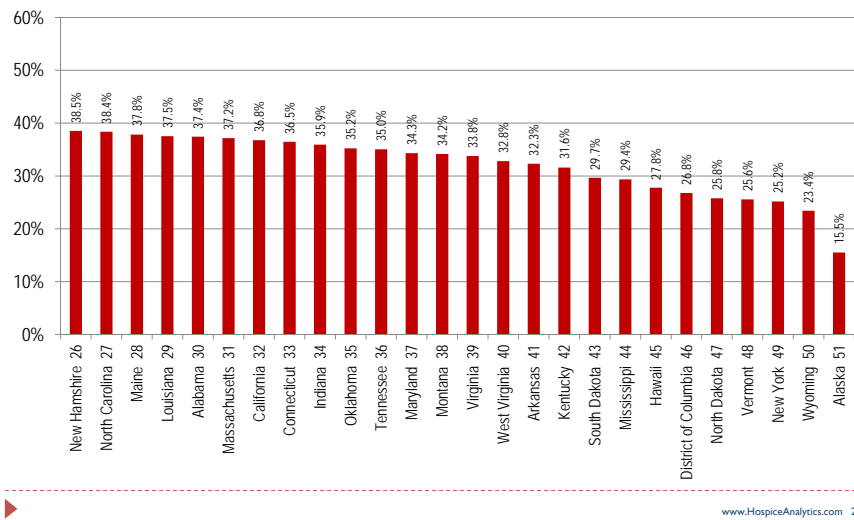


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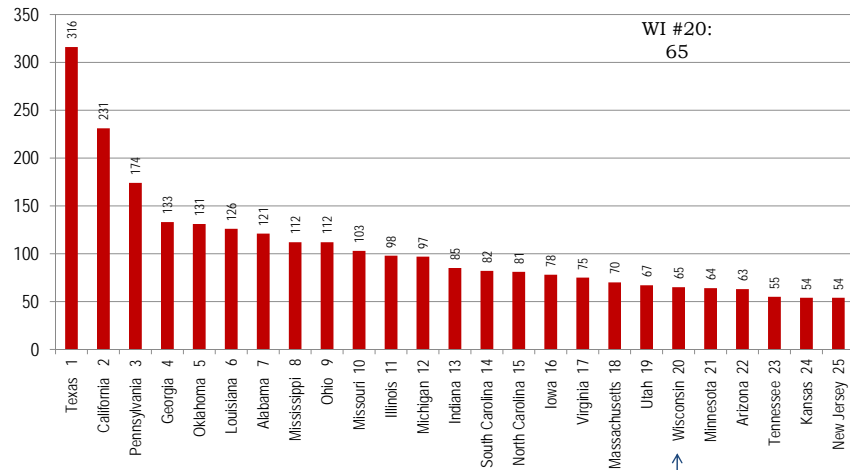
2009 Hospice Utilization (Slide 1/2; Medicare Hospice Deaths / Total Medicare Deaths)



2009 Hospice Utilization (Slide 2/2; Medicare Hospice Deaths / Total Medicare Deaths)

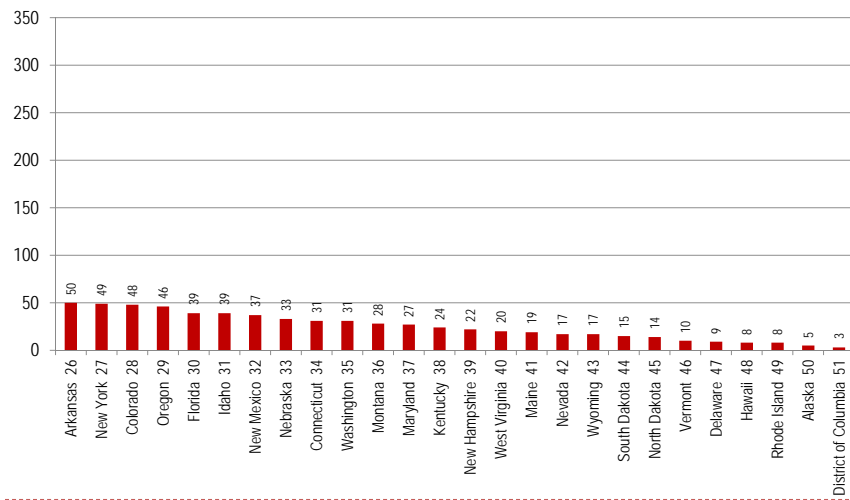


2009 Total Number of Hospices by State
 Slide 1/2; National= 3,336 Hospices; WI= 65 (#20)



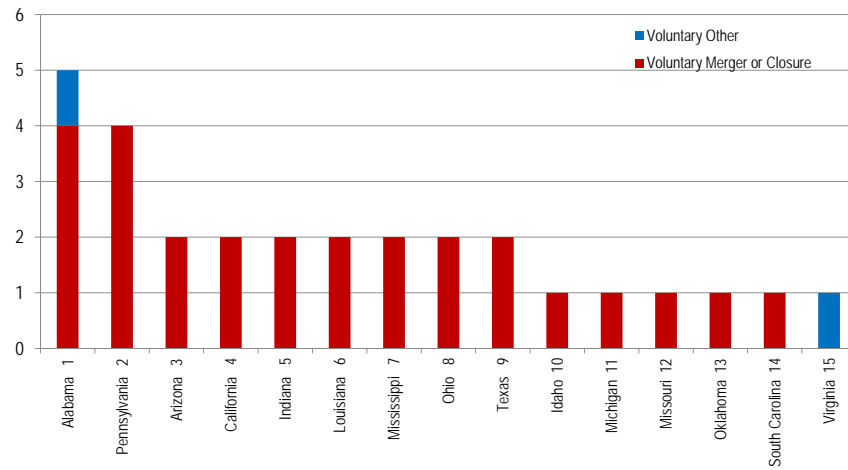
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2009 Total Number of Hospices by State
 Slide 2/2; National= 3,336 Hospices; WI= 65 (#20)



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2009 Total Number of Hospice Closure Reasons by State
 Voluntary Merger or Closure: National= 27; WI= 0
 Voluntary Other: National= 2; WI= 0



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2009 Medicare Hospice Patients by State



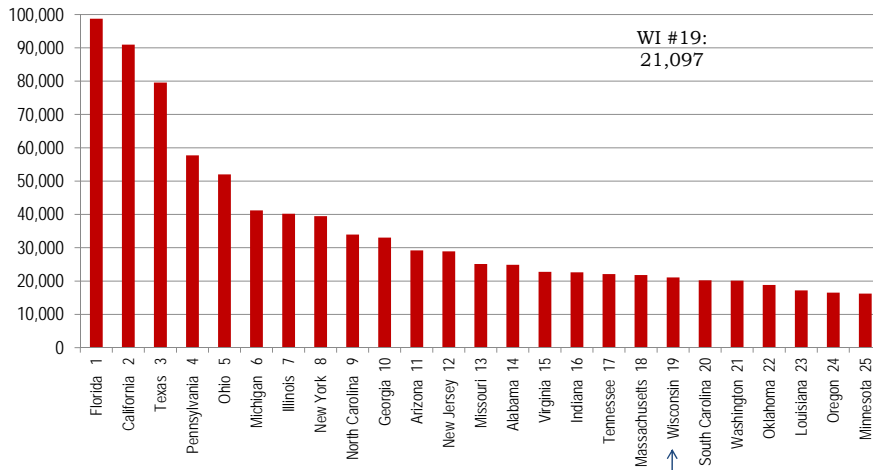
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2009 Total Hospice Patients

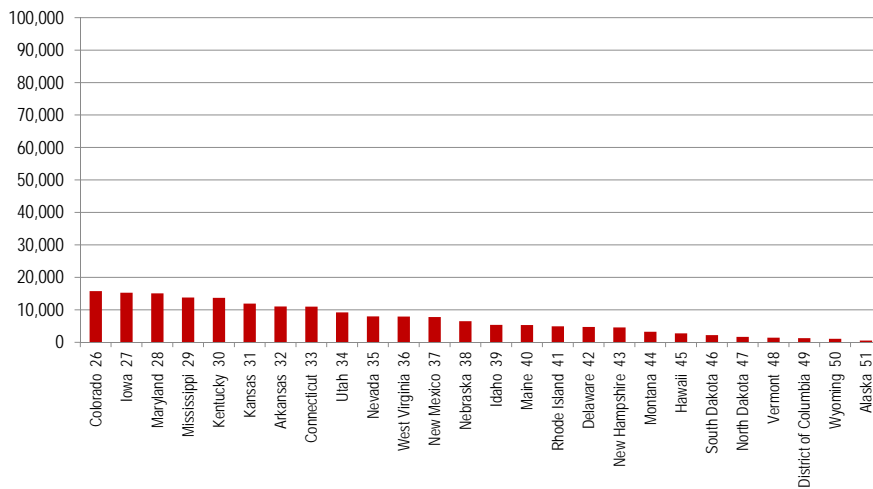
Slide 1/2; National= 1,079,676



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2009 Total Hospice Patients

Slide 2/2; National= 1,079,676



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Sample Market Report

- ▶ What kind of information is included in a Market Report?
- ▶ How might I use this information?

- ▶ So, let's take a closer look at 2009 county data for:
 - ▶ Kenosha
 - ▶ Milwaukee
 - ▶ Racine
 - ▶ Waukesha



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Executive Summary- 1

Hospice	2009 Beneficiaries	Mean LOS (days)	Median LOS (days)	County	Hospice Utilization	Died Without Hospice
VITAS – WALWATOSA	1,220	74	28	Kenosha	40%	549
AURORA VNA	1,214	48	15	Milwaukee	44%	3,385
ODYSSEY - MILLWAUKEE	659	96	51	Racine	42%	760
HOSPICE ALLIANCE	647	69	24	Waukesha	49%	1,336
HORIZON HC & HOSPICE	622	37	13	TOTAL	44%	6,030
WHEATON FRANCISCAN HOSPICE	613	28	7	Compare: Wisconsin	41%	21,884
SEASONS HOSPICE PALLIATIVE CARE	490	70	28	Compare: National	40%	1,178,425
ASERACARE – WEST ALLIS	449	80	39			
HEARTLAND – BROOKFIELD	440	96	50			
RUTH HOSPICE	435	14	6			
All Others (N=5)	1,191	73	36			
TOTAL	7,980	63	20			
Compare: Wisconsin	21,097	68	24			
Compare: National	1,090,862	72	24			
Aggregate Cap Estimate=	xxx%			Last CMS Survey (years ago):	xxx	See Slide 4 note
Inpatient Cap Estimate=	xxx%			State CMS Survey Average (years)	3.4	

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Executive Summary- 2

2009 Settings In Which Medicare Beneficiaries Died – N (%)

County	Total Beneficiary Deaths	Hospice Deaths	Hospital Deaths	SNF Deaths	HHA Deaths	Other Deaths
Kenosha	909	360 (40%)	200 (22%)	109 (12%)	* (%)	233 (26%)
Milwaukee	6,032	2,647 (44%)	1,487 (25%)	300 (5%)	99 (2%)	1,499 (25%)
Racine	1,301	541 (42%)	174 (13%)	67 (5%)	* (%)	519 (40%)
Waukesha	2,615	1,279 (49%)	514 (20%)	159 (6%)	* (%)	653 (25%)
TOTAL	10,857	4,827 (44%)	2,375 (22%)	635 (6%)	116 (1%)	2,904 (27%)
Compare: Wisconsin	37,207	15,323 (41%)	6,560 (18%)	2,610 (7%)	348 (1%)	12,366 (33%)
Compare: National	1,936,900	758,475 (40%)	408,986 (22%)	102,651 (5%)	44,938 (2%)	584,919 (31%)

* Indicates CMS protected fields where cell size <11

Observations:

- Hospice Utilization is above the national average across most selected counties, although lower than an "accepted maximum" of 65%.
- Hospital deaths are lower than the national average in most counties. Milwaukee county is unusually high, perhaps due to the number of specialty beds and academic medical centers in this county.
- Skilled Nursing Facility deaths are higher than the national average in most counties. Kenosha county is unusually high.
- Home Health Agency deaths are lower than the national average in most counties.
- Other Deaths (i.e., outside of these four Medicare provider types; e.g., Medicare Advantage, Medicaid, private insurance, no payer, etc.) are higher than the national average across most counties. Racine county is unusually high.

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Executive Summary- 3

- ▶ **Caps:** Always be mindful of both the Hospice Overall Cap and Inpatient Care Cap. If you are not already monitoring your cap on a monthly basis, you might consider it. (Slides 13-14)
- ▶ **Surveys:** According to CMS records, your last hospice survey (as of 12/31/09) was xxx years ago, and the state survey average is 3.4 years. If this is accurate, then your hospice has been surveyed more recently than most other hospices in the state. Your state surveys more often than the national hospice survey average of 3.7 years. (Slide 15)
 - ▶ Note: This data accounts for Medicare surveys only – only exceptions to these survey dates have involved deemed status accreditation surveys. If your hospice is accredited, it is possible that your accreditation survey has been more recent than what is posted in the CMS file.
- ▶ WI average surveys= 3.4 years
- ▶ National average surveys= 3.7 years

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Executive Summary- 4

▶ Hospice Utilization:

- ▶ **13,878** **2009 Total Deaths in the selected counties**
- ▶ **10,857** **Medicare Deaths in the selected counties**
 - ▶ Therefore, 78% of Total Deaths are Medicare Deaths in the selected counties; the national average is 80%. So while the Medicare population accounts for the vast majority of deaths, also consider Medicaid, private insurance, and other potential sources for expanding hospice utilization.
- ▶ **4,827** **2009 Medicare Hospice Deaths**
 - ▶ An accepted “maximum hospice utilization rate” is 67% of deaths, or 7,275 Medicare hospice deaths in the selected counties – **2,448** more patients than died in hospice in 2009. This is a good target for potential growth. (Slide 18)

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Executive Summary- 6

▶ Hospice Utilization:

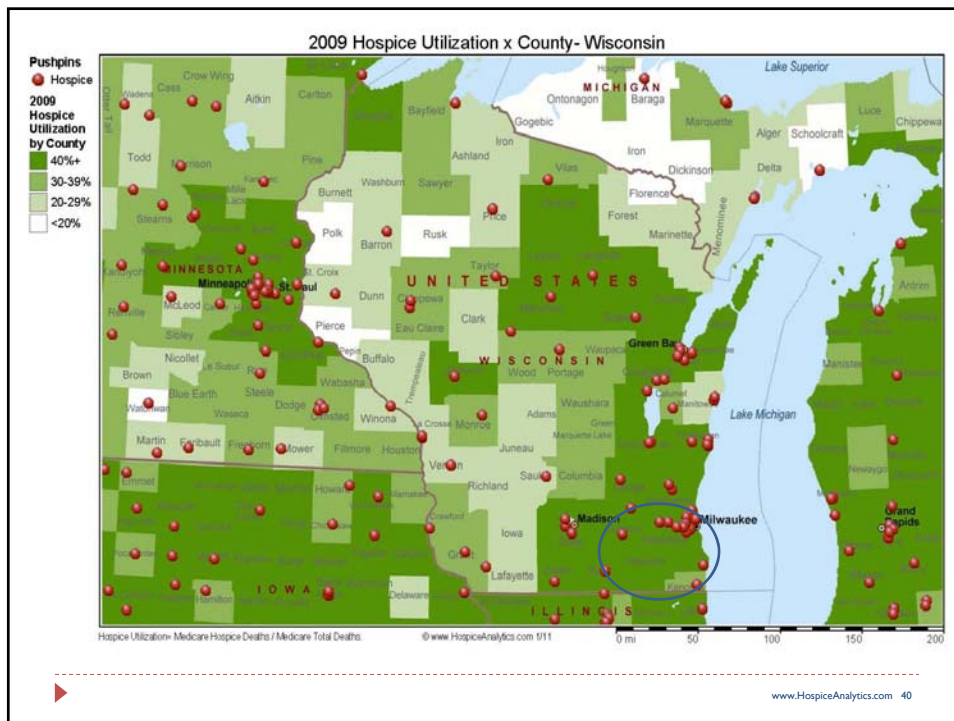
- ▶ There is opportunity for growth and expansion when considering Medicare beneficiaries who died outside of hospice care. (Slides 45-49).
 - ▶ **Age:** Medicare beneficiaries who died outside of hospice tend to be slightly older in the selected counties for this report. (Slide 47)
 - ▶ **Sex:** Consider that hospices serve 60% females / 40% males, while Medicare beneficiaries who die outside of hospice are 50% females / 50% males. (Slides 40 and 48)
 - ▶ **Race:** Typically there are opportunities to expand hospice access across various racial groups, particularly with African Americans, Asians, and Hispanics. Always consider these possibilities both within and outside of Medicare populations. (Slide 49)

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Report Sections:

1. Executive Summary (slides 1-7)
2. Hospice Local Information (slides 8-49)
3. Hospice State Information (slides 50-59)
4. Hospice National Information (slides 60-62)
5. Hospital Information (slides 63-72)
6. SNF Information (slides 73-82)
7. Home Health Information (slides 83-93)

*This PowerPoint presentation provides a summary of information. Please see Excel Spreadsheet for additional detail, including hospice comparisons by county and quarter.

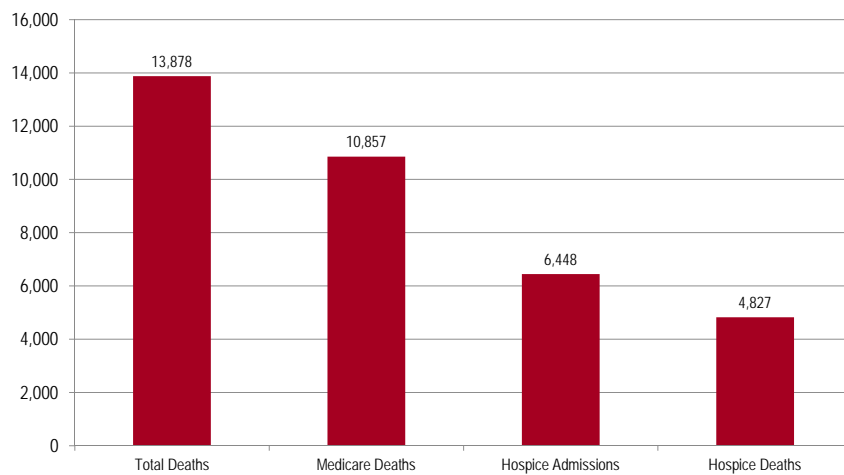


2009 Demographics and Medicare Hospice Utilization

County-Specific Information	Kenosha	Milwaukee	Racine	Waukesha	Total
Total Population	165,382	959,521	200,601	383,154	1,708,658
Total Deaths	1,218	8,108	1,563	2,989	13,878
Medicare Beneficiaries	22,148	138,443	33,662	64,731	258,984
Medicare Beneficiary Deaths	909	6,032	1,301	2,615	10,857
Medicare Hospice Beneficiary Admits % of Medicare Deaths	525 58%	3,437 57%	766 59%	1,720 66%	6,448 59%
Medicare Hospice Beneficiary Deaths Utilization= % of Medicare Deaths	360 39.6%	2,647 43.9%	541 41.6%	1,279 48.9%	4,827 44.5%

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2009 Demographic and Medicare Hospice Utilization Comparisons



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2009 Medicare Hospice Beneficiaries Residing in the Counties Selected for this Report

County-Specific Information	Beneficiaries	Utilization Days	Mean Days / Beneficiary	Median Days / Beneficiary	Mean Daily Census
Kenosha	545	39,613	73	27	109
Milwaukee	3,592	205,627	57	17	563
Racine	793	50,195	63	20	138
Waukesha	1,802	119,620	66	21	328
TOTAL	6,732	415,055	62	19	1,137
Compare: Wisconsin	21,097	1,438,360	68	24	3,941
Compare: National	1,090,862	78,203,910	72	24	214,257

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2009 Which Hospices Serve Beneficiaries Residing in the Counties Selected for this Report?

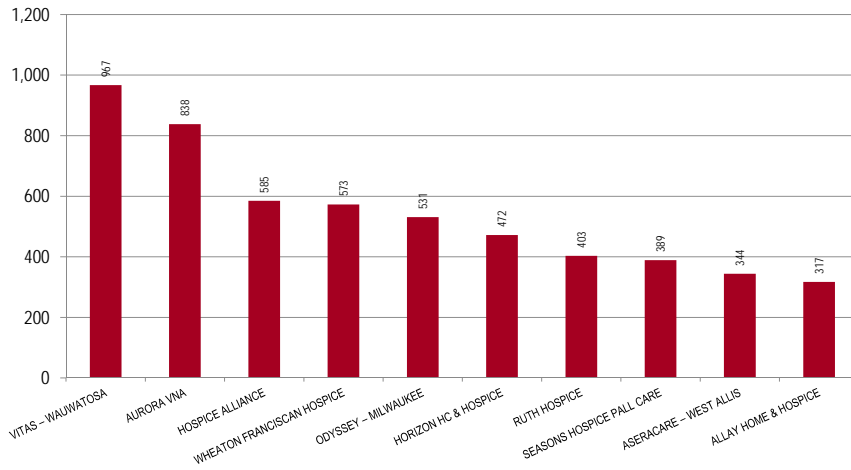
Hospice	Kenosha	Milwaukee	Racine	Waukesha	Total
VITAS – WALWATOSA	*	657	61	244	967
AURORA VNA	26	597	94	121	838
HOSPICE ALLIANCE	368	*	204	*	585
WHEATON FRANCISCAN HOSPICE	*	280	159	132	573
ODYSSEY – MILWAUKEE	25	295	84	127	531
HORIZON HC & HOSPICE	*	385	*	87	472
RUTH HOSPICE	*	333	*	61	403
SEASONS HOSPICE PALL CARE	26	133	51	179	389
ASERACARE – WEST ALLIS	15	226	22	81	344
ALLAY HOME & HOSPICE	*	215	*	93	317
All Others (N=140)	76	464	102	671	1,313
TOTAL	545	3,592	793	1,802	6,732

* Indicates CMS protected fields where cell size <11

See Excel spreadsheet for additional detail.

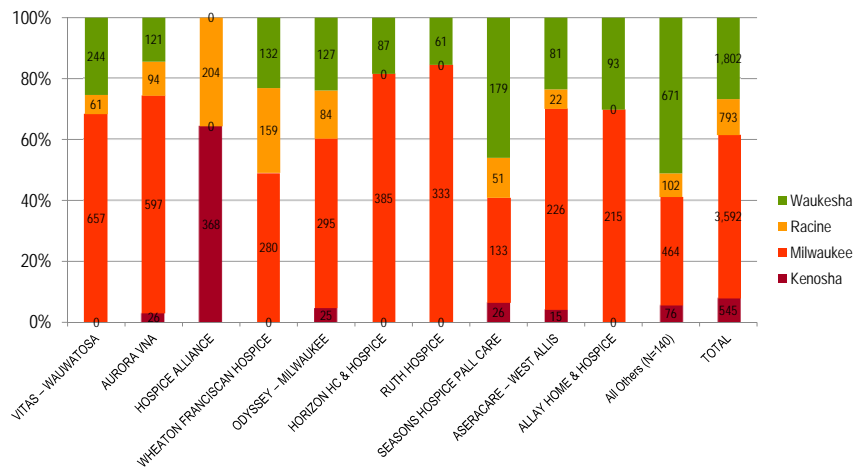
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2009 Comparison of Hospices Serving Beneficiaries Residing in the Counties Selected for this Report



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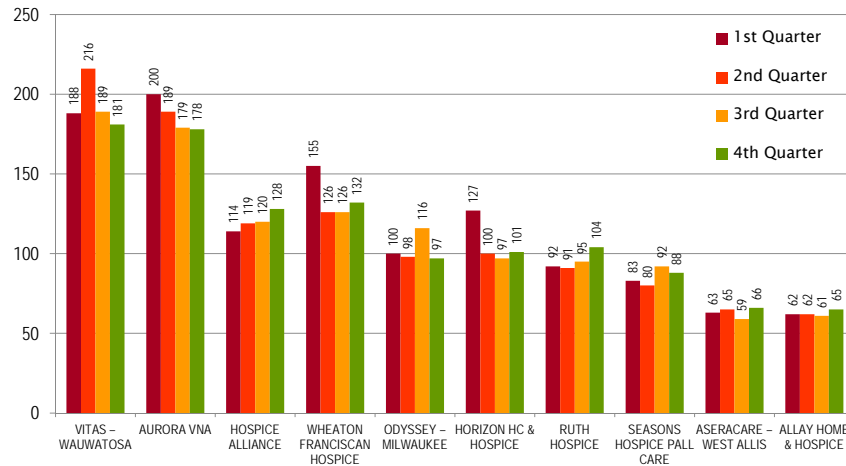
2009 Which Hospices Serve Beneficiaries Residing in the Counties Selected for this Report?



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2009 Admissions by Quarter in Selected Counties

See Excel spreadsheet for additional detail



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2009: Explain the Difference Between the Last Section and This Section...

2009 Hospice	Beneficiaries Residing in Selected Counties - Last Section	Total Beneficiaries - This Section	% Total Beneficiaries Residing in Selected Counties
VITAS - WAUWATOSA	967	1,220	79%
AURORA VNA	838	1,214	69%
ODYSSEY - MILWAUKEE	531	659	81%
HOSPICE ALLIANCE	585	647	90%
HORIZON HC & HOSPICE	472	622	76%
WHEATON FRANCISCAN HOSPICE	573	613	93%
SEASONS HOSPICE PALLIATIVE CARE	389	490	79%
ASERACARE - WEST ALLIS	344	449	77%
HEARTLAND - BROOKFIELD	311	440	71%
RUTH HOSPICE	403	435	93%
All Others (N=5)	1,319	1,191	111%
TOTAL	6,732	7,980	84%

- The last section highlighted Medicare beneficiaries residing in counties selected for this report; this section highlights providers in counties selected for this report.
- For example, **79%** of Medicare beneficiaries served by Vitas - Wauwatosa reside in the counties selected for this report; **21%** come from outside these counties.
- Percentages exceeding 100% indicate beneficiaries residing in selected counties receiving hospice services outside of the selected counties.

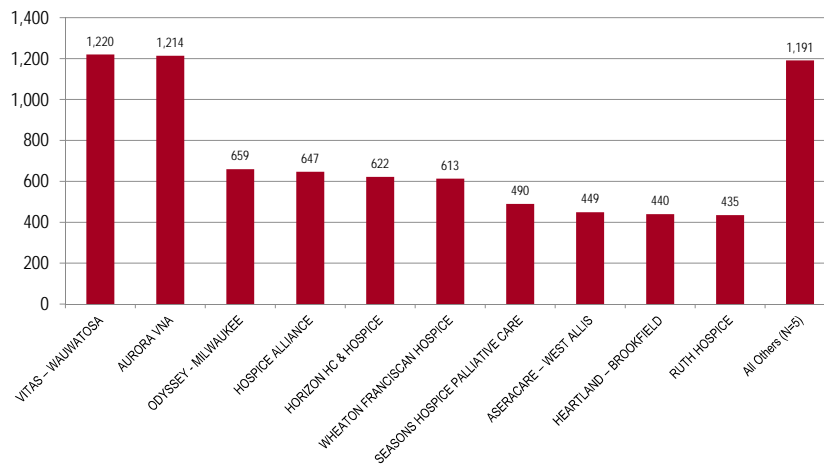
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2009 Medicare Hospice Providers & Beneficiaries

Hospice	Beneficiaries	Utilization Days	Mean Days / Beneficiary	Median Days / Beneficiary	Average Daily Census
VITAS - WALWATOSA	1,220	89,922	74	28	246
AURORA VNA	1,214	57,729	48	15	158
ODYSSEY - MILWAUKEE	659	63,233	96	51	173
HOSPICE ALLIANCE	647	44,531	69	24	122
HORIZON HC & HOSPICE	622	22,808	37	13	62
WHEATON FRANCISCAN HOSPICE	613	17,390	28	7	48
SEASONS HOSPICE PALLIATIVE CARE	490	34,151	70	28	94
ASERACARE - WEST ALLIS	449	36,010	80	39	99
HEARTLAND - BROOKFIELD	440	42,197	96	50	116
RUTH HOSPICE	435	6,110	14	6	17
All Others (N=5)	1,191	85,769	73	36	235
TOTAL	7,980	499,850	63	20	1,369
Compare: Wisconsin	21,097	1,438,360	68	24	3,941
Compare: National	1,090,862	78,203,910	72	24	214,257

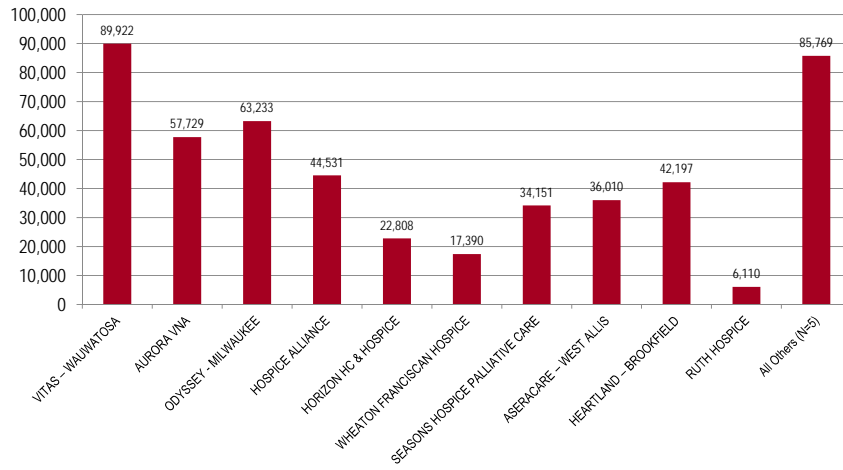
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2009 Medicare Beneficiaries Served by Hospice



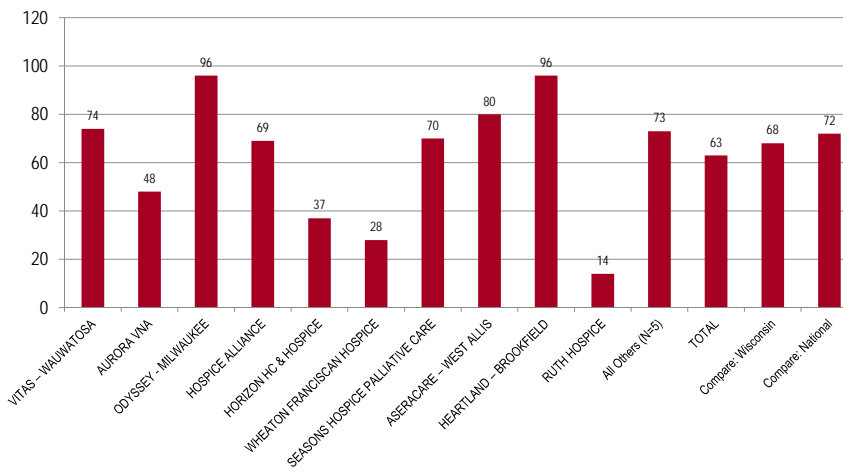
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2009 Medicare Total Days of Care by Hospice



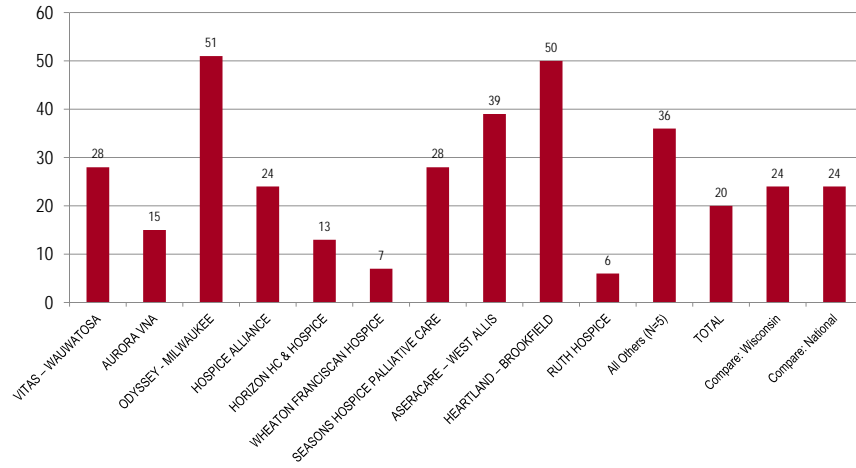
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2009 Medicare Mean Days of Care / Beneficiary by Hospice



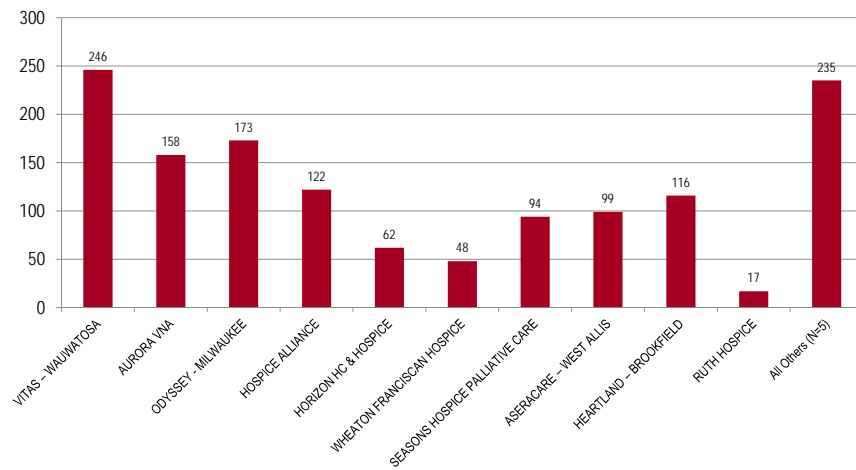
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2009 Medicare Median Days of Care / Beneficiary by Hospice



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2009 Medicare Average Daily Census by Hospice



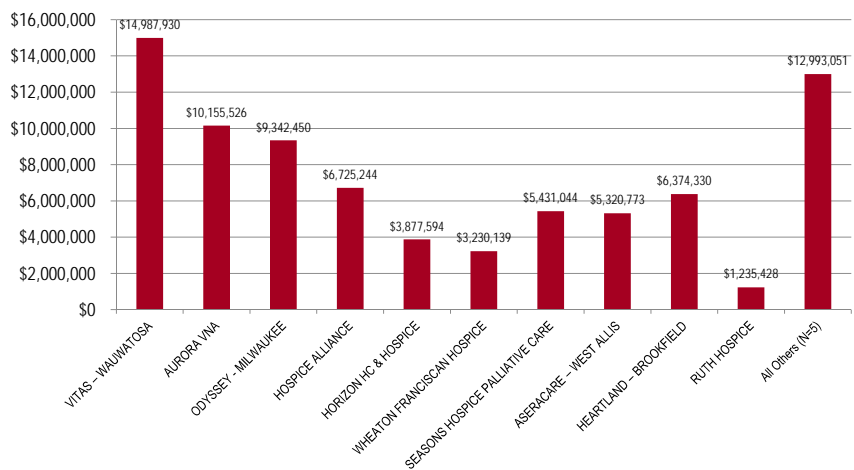
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2009 Medicare Reimbursement / Hospice

Hospice	Beneficiaries	Total Medicare Reimbursement	Mean Medicare Reimbursement / Beneficiary
VITAS – WAUWATOSA	1,220	\$14,987,930	\$12,285
AURORA VNA	1,214	\$10,155,526	\$8,365
ODYSSEY - MILWAUKEE	659	\$9,342,450	\$14,177
HOSPICE ALLIANCE	647	\$6,725,244	\$10,395
HORIZON HC & HOSPICE	622	\$3,877,594	\$6,234
WHEATON FRANCISCAN HOSPICE	613	\$3,230,139	\$5,269
SEASONS HOSPICE PALLIATIVE CARE	490	\$5,431,044	\$11,084
ASERACARE – WEST ALLIS	449	\$5,320,773	\$11,850
HEARTLAND – BROOKFIELD	440	\$6,374,330	\$14,487
RUTH HOSPICE	435	\$1,235,428	\$2,840
All Others (N=5)	1,191	\$12,993,051	\$11,019
TOTAL	7,980	\$79,673,509	\$9,984
Compare: Wisconsin	21,097	\$222,735,595	\$10,558
Compare: National	1,090,862	\$12,210,869,288	\$11,194

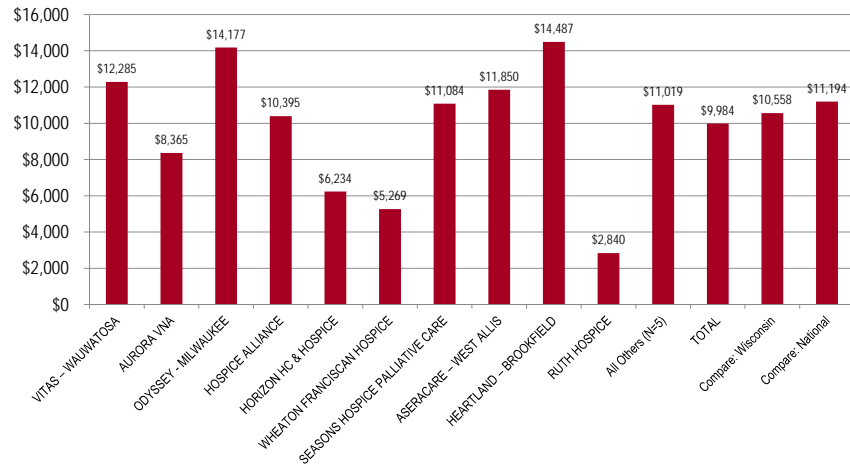
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2009 Total Medicare Reimbursement by Hospice



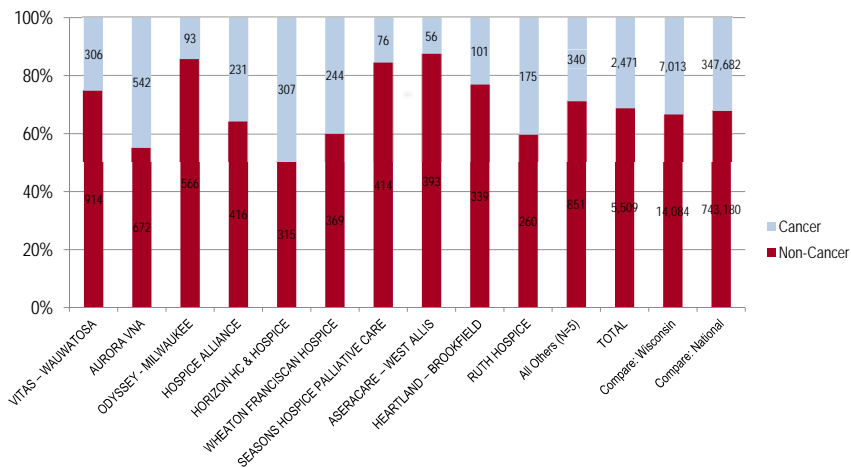
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2009 Mean Medicare Hospice Reimbursement / Beneficiary



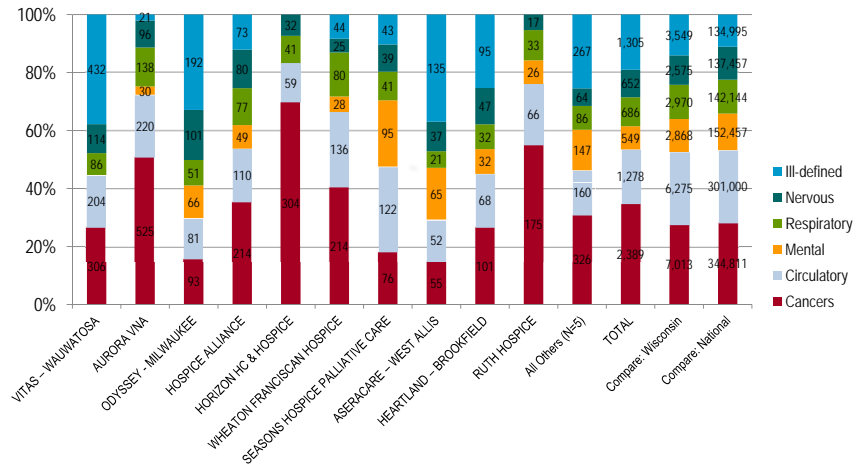
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2009 Medicare Hospice Beneficiaries Cancer / Non-Cancer



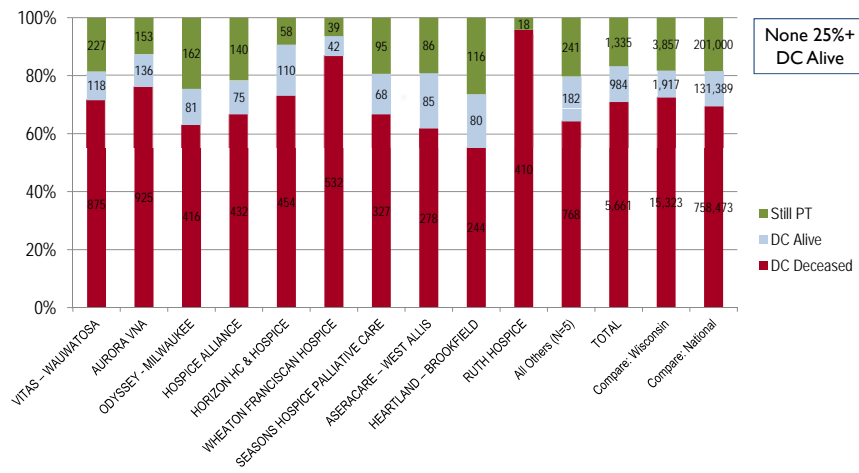
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2009 Medicare Hospice Beneficiaries Top Six ICD-9 Diagnostic Categories (out of 19)



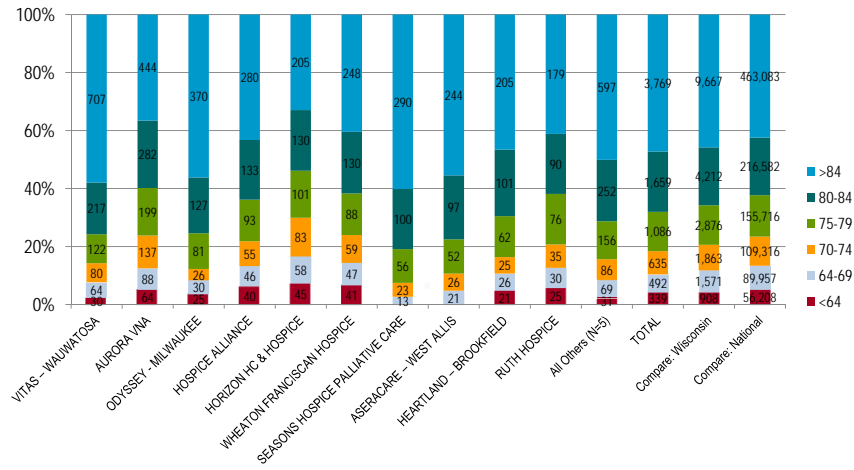
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2009 Medicare Hospice Beneficiaries Status at Discharge



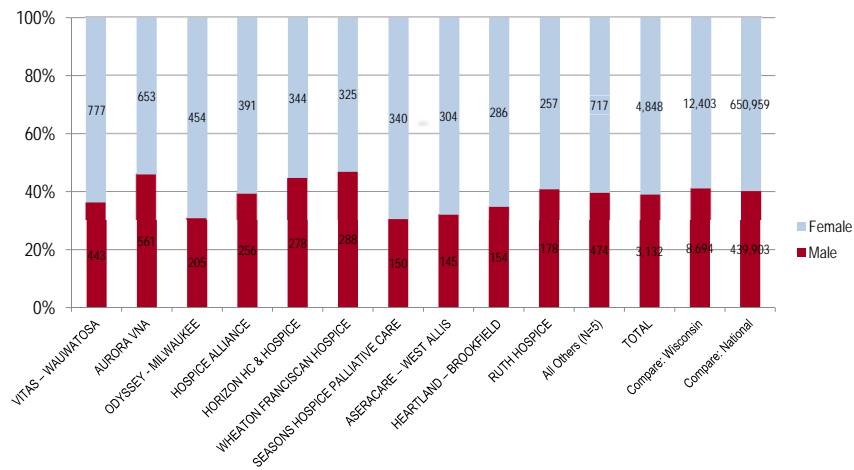
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2009 Medicare Hospice Beneficiaries Age Categories



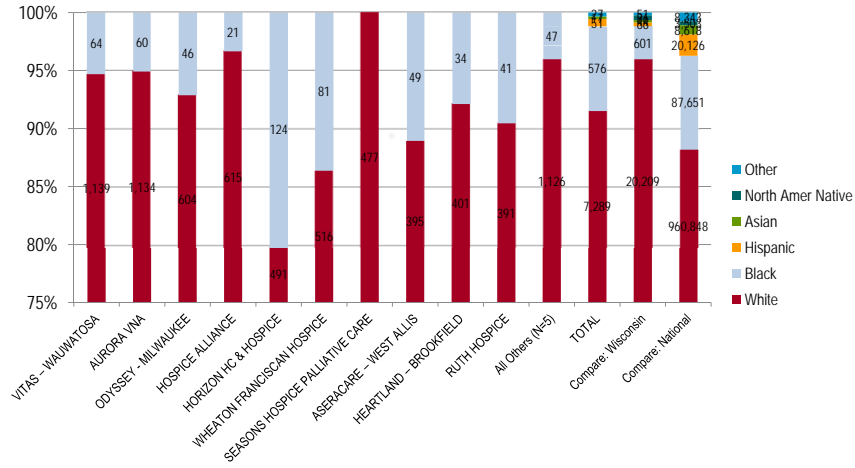
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2009 Medicare Hospice Beneficiaries Sex



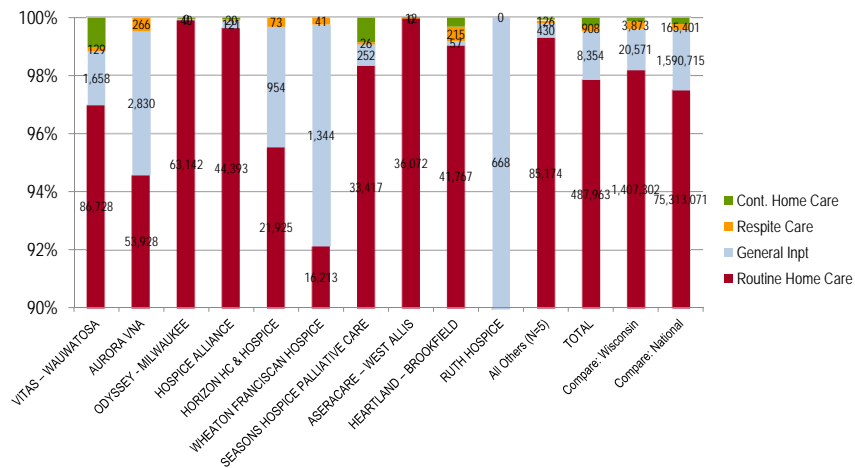
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2009 Medicare Hospice Beneficiaries Race



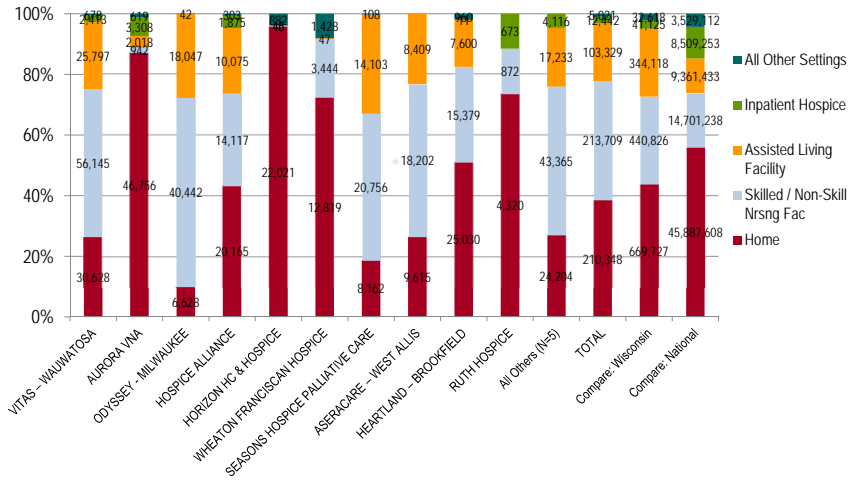
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2009 Medicare Hospice Beneficiaries Levels of Care (days)



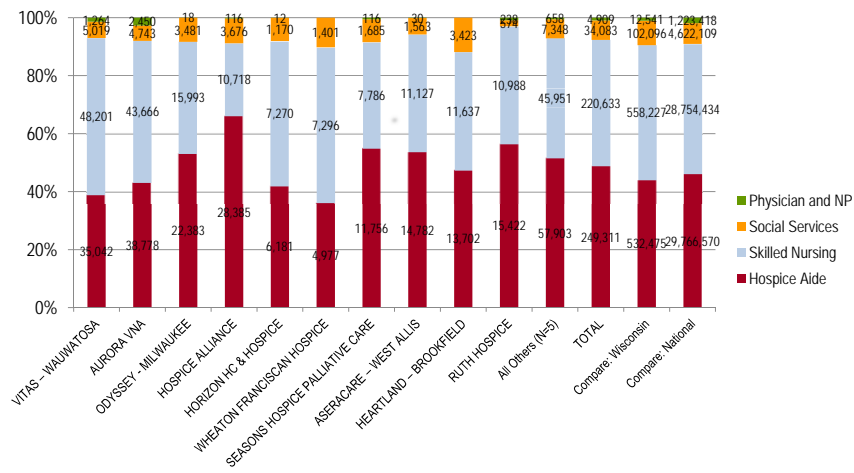
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2009 Medicare Hospice Beneficiaries Locations of Care (days, new in 2007)



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2009 Medicare Hospice Beneficiaries Visits by Discipline (new in 2008)



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Who was missed? That is, who died without hospice care?

- ▶ There is little information available regarding Medicare beneficiaries who died outside of hospice care.
- ▶ This section highlights what information is available in the counties selected for this report.
- ▶ Specialty reports on Inpatient Hospitals, Skilled Nursing Facilities, and Home Health Agencies are available through your state hospice organization. These reports provide some additional information on Medicare beneficiaries receiving services by other provider types.

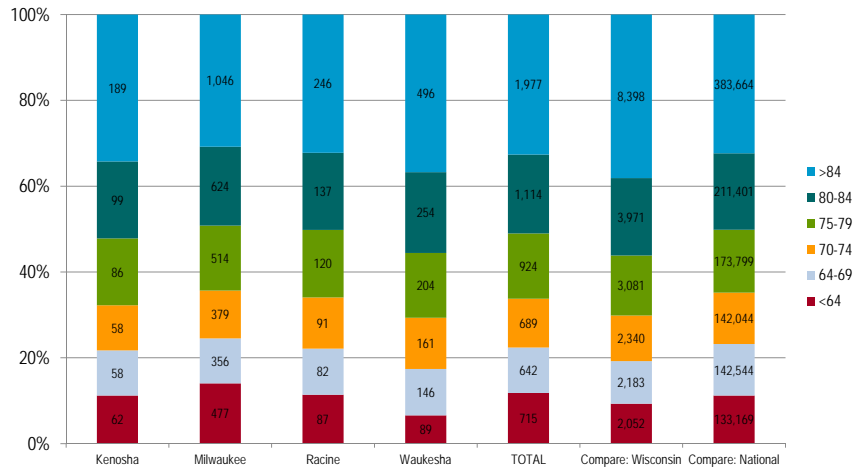
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2009 Counties & Medicare Hospice Beneficiaries

County-Specific Information	Medicare Beneficiaries	Medicare Beneficiaries Who Died	Medicare Beneficiaries Who Died With Hospice	Medicare Beneficiaries Who Died Without Hospice
Kenosha	22,148	909	360	549
Milwaukee	138,443	6,032	2,647	3,385
Racine	33,662	1,301	541	760
Waukesha	64,731	2,615	1,279	1,336
TOTAL	258,984	10,857	4,827	6,030
Compare: Wisconsin	933,761	37,207	15,323	21,884
Compare: National	48,753,141	1,936,900	758,475	1,178,425

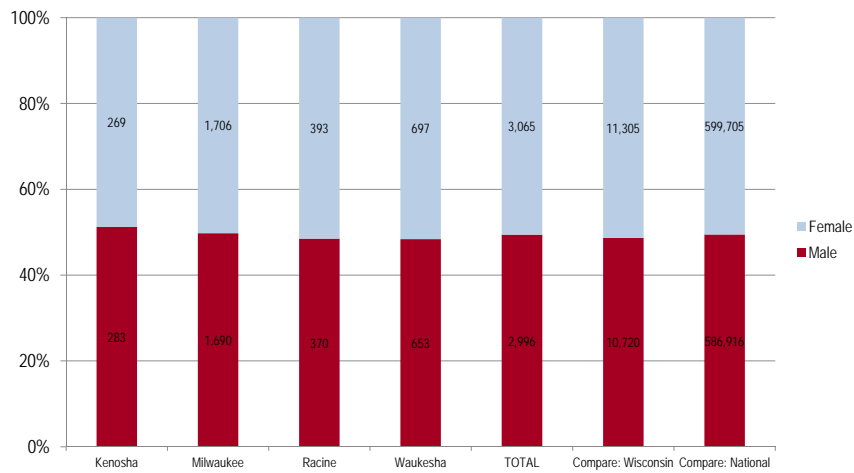
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2009 Medicare Hospice Beneficiaries Who Died Without Hospice: Age Categories



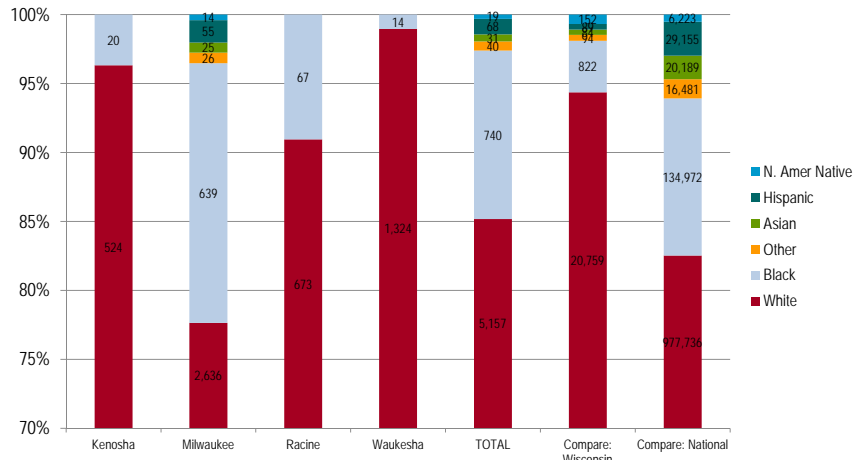
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2009 Medicare Hospice Beneficiaries Who Died Without Hospice: Sex



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2009 Medicare Hospice Beneficiaries Who Died Without Hospice: Race

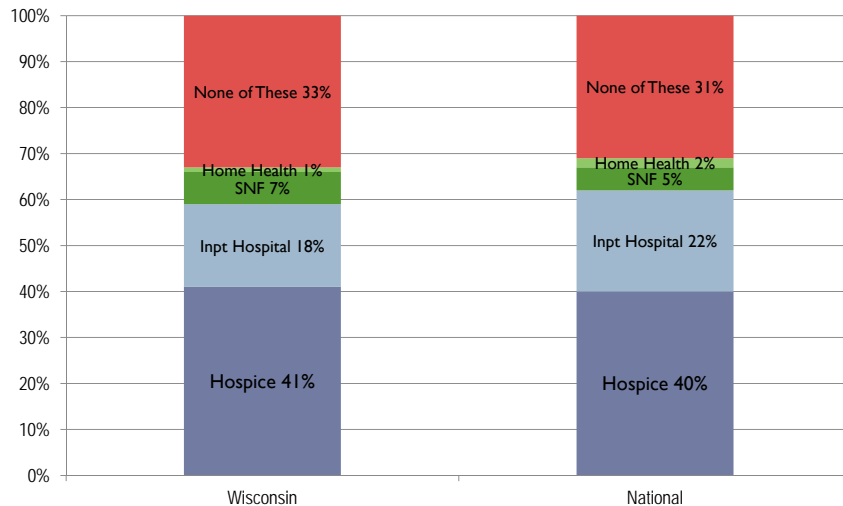


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The 2009 Medicare Data Was Recently Released: Who Provides Healthcare at the End of Life?

Snapshots
2/1/11



Note: Information reflects Medicare beneficiaries only; categories are not mutually exclusive.

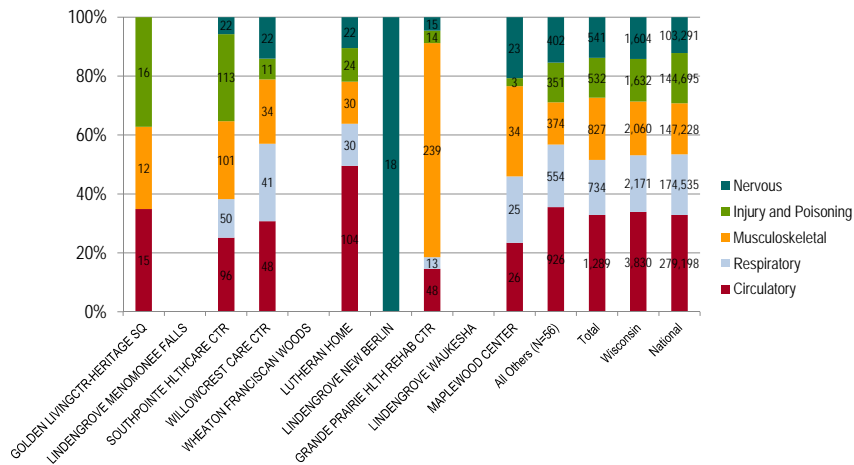
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2009 Medicare Skilled Nursing Facilities

Summary:

- ▶ Skilled Nursing Facilities in the selected Wisconsin counties cared for 13,229 Medicare beneficiaries, of whom 2,958 died (22%). (Compare WI=22%; national=23%.)
- ▶ Of those who died (N=2,958):
 - ▶ 635 (21%) died in a SNF (compare WI=31%; national=20%)
 - ▶ 1,924 (65%) were admitted to a hospice (compare WI=52%; national=54%)
 - ▶ 1,406 (48%) died under hospice care (compare WI=38%; national=37%)
 - ▶ 97 (3.3%) died in the SNF with hospice care (compare WI=6.9%; national=8.3%)
- ▶ Of those admitted to hospice (N=1,924):
 - ▶ Hospice median length of stay=15 days (compare WI=15; national=15 days)
 - ▶ Hospice mean length of stay=46 days (compare WI=47; national=48 days)
 - ▶ Note: Median / Mean LOS for all hospice beneficiaries= 20/63 days (compare WI=24/72 days; national=24/72 days).

2009 Top 5 SNF Diagnostic Categories (out of 19)



2009 Demographics & SNF Utilization

	Wisconsin	National
Population	5,654,774	307,006,550
Total Deaths	46,508 0.8% of population	2,486,097 0.8% of population
Medicare Beneficiaries	933,761	47,645,019
Medicare Beneficiary Deaths	27,207 80% of total deaths	1,899,969 76% of total deaths
Medicare SNF Patients	39,028	1,822,074
Medicare SNF Patient Deaths	2,610 6% of total deaths 10% of Medicare deaths	102,651 4% of total deaths 5% of Medicare deaths
Total Days of SNF Care	1,336,807 Days	67,514,523 Days
Mean Days / Patient of SNF Care	34 Days	37 Days
Median Days / Patient of SNF Care	25 Days	27 Days
Total Medicare SNF Payments	\$482,812,638	\$24,476,518,870

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Presentation Outline

Part I: Connecting Clinical Care to National Policy

1. In the Beginning... Early Questions & Answers
2. Data Available
3. Data Applications for Hospice Administrators

Part II: Connecting National Policy to Clinical Care

1. **WFA (Nursing Facilities, Caps, Long LOS, DC Alive)**
1. **MedPAC (Net Margins, U-Shaped Curves)**
2. **Palliative Care**
3. **Dartmouth Atlas**



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Thank you

Please contact Hospice Analytics with any questions, comments,
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