

UNDERSTANDING LONG TERM CARE

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GEORGIA HEALTH CARE ASSOCIATION

- Represents
 - 336 skilled nursing facilities
 - 13 SOURCE agencies
 - 15 assisted living communities
 - 78,000 patients / residents/ clients
- Advocates for the owners, operators, employees, and patients / residents / clients

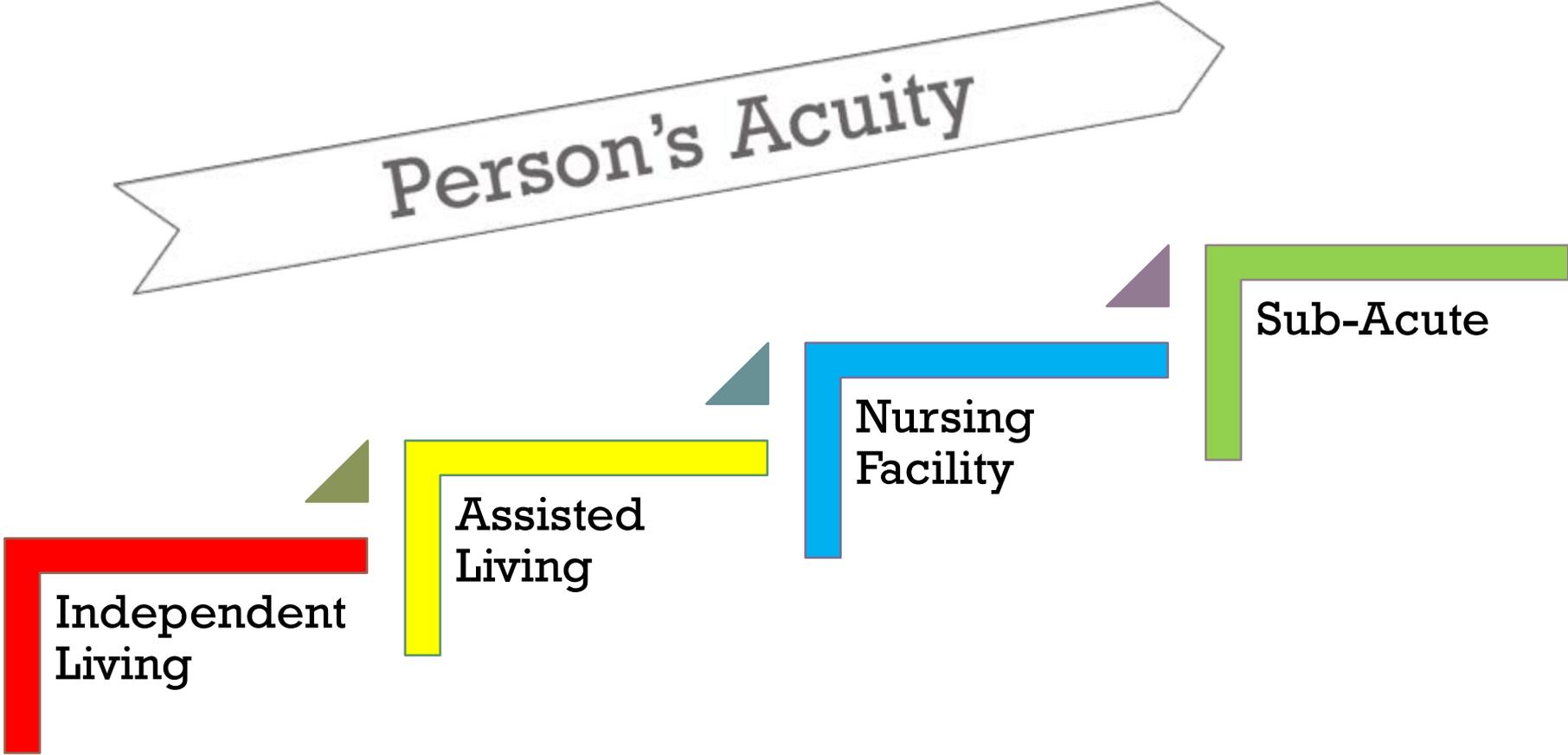
WORKFORCE REPRESENTED

- 58,000 Skilled Nursing Care Center employees, SOURCE Case Managers, and Assisted living employees and growing (newest membership category)
- Long Term Health Care Sector Employees more people than Wal-Mart

WHAT IS LONG TERM CARE?

- Long term care is 24-hour medical care that combines housing, personal care, and medical health care in one facility.
- Today's skilled nursing facilities (SNFs) care for two distinct groups of people:
 - Elderly individuals who can no longer live independently at home or in assisted living facilities.
 - Individuals requiring rehabilitation or skilled nursing services to complete their course of care following an acute illness.
- SNFs have evolved greatly from the nursing homes of the 1970s and 1980s:
 - 80% of patients in SNFs were admitted for short-term (less than one year) rehabilitation

THE LONG TERM CARE SPECTRUM



AVG. NURSING FACILITY RESIDENT / PATIENT

- **Female**
- **86 years old**
- **73% Medicaid, 12% Medicare**
- **Length of Stay**
 - **Medicaid 335 Days**
 - **Medicare 36 Days**

AVERAGE SOURCE CLIENT

- Female
- 77 years old
- Supplemental Security Income
- In a Rural Area

AVG. ASSISTED LIVING RESIDENT

- Female
- 86 years old
- Mobile but needs assistance with 2 Activities of Daily Living (ADLs)
- Average length of stay is 28 months
- 59% move on to a nursing facility

WHY WE NEED SKILLED NURSING CARE

- America is Aging:
 - Every eight seconds, someone in the United States turns age 65.
 - In 2011, there were 40.2 million Americans in retirement age.
- 70% of older Americans will require long term care at some point.
- There is a growing need for short-term rehabilitation following acute illness and hospitalization.
- Skilled nursing care centers have trained medical professionals who are dedicated to providing high-quality care for residents.

WHO GOES TO SKILLED NURSING CARE CENTERS?

▪ **Short Stay Residents***

- Total: 2.3 million
- Male: 36.6%
- Female: 63.3%
- Average age at admittance:
 - 78.5
- 30% are under age 65

*Short-Stay Medicare residents

▪ **Long Stay Residents**

- Total: 854,000
- Male: 29.3%
- Female: 70.7%
- Average age at admittance:
 - 79.6
- 15% are under age 65

CARE NEEDS OF RESIDENTS

	Short-Stay Residents	Long-Stay Residents
Dementia	29.5%	63.7%
Require Assistance with Walking	90.9%	76.0%
Incontinence	35.8%	66.4%
Require Assistance with Eating	28.3%	35.6%
ADL Dependence	4.4	4.1

ADLs (Activities of Daily Living)

- Getting in and out of bed
- Eating
- Bathing
- Dressing
- Using the bathroom

COMMON HEALTH DIAGNOSES

- Diabetes
- Depression
- Congestive Heart Failure
- Hypertension
- Chronic Obstructive Pulmonary Disease
- Anemia
- Osteoporosis
- Cancer
- Stroke
- Renal Failure
- Heart Disease
- Hip Fracture

But most patients have multiple chronic conditions

SERVICES AND ACTIVITIES

- SNFs offer 24-hour care for residents.
- They promote autonomy and choice, allowing residents and their families to develop a care program for that individual.
- The care program consists of three distinct types of care:
 1. **Medical care** (examinations, prescriptions, treatments, etc.)
 2. **Nursing and rehabilitative care** (physical, occupational, and speech therapy; assessments and administration of medicines)
 3. **Personal care** (assistance with ADLs, social activities, community engagement, spiritual growth, and more)

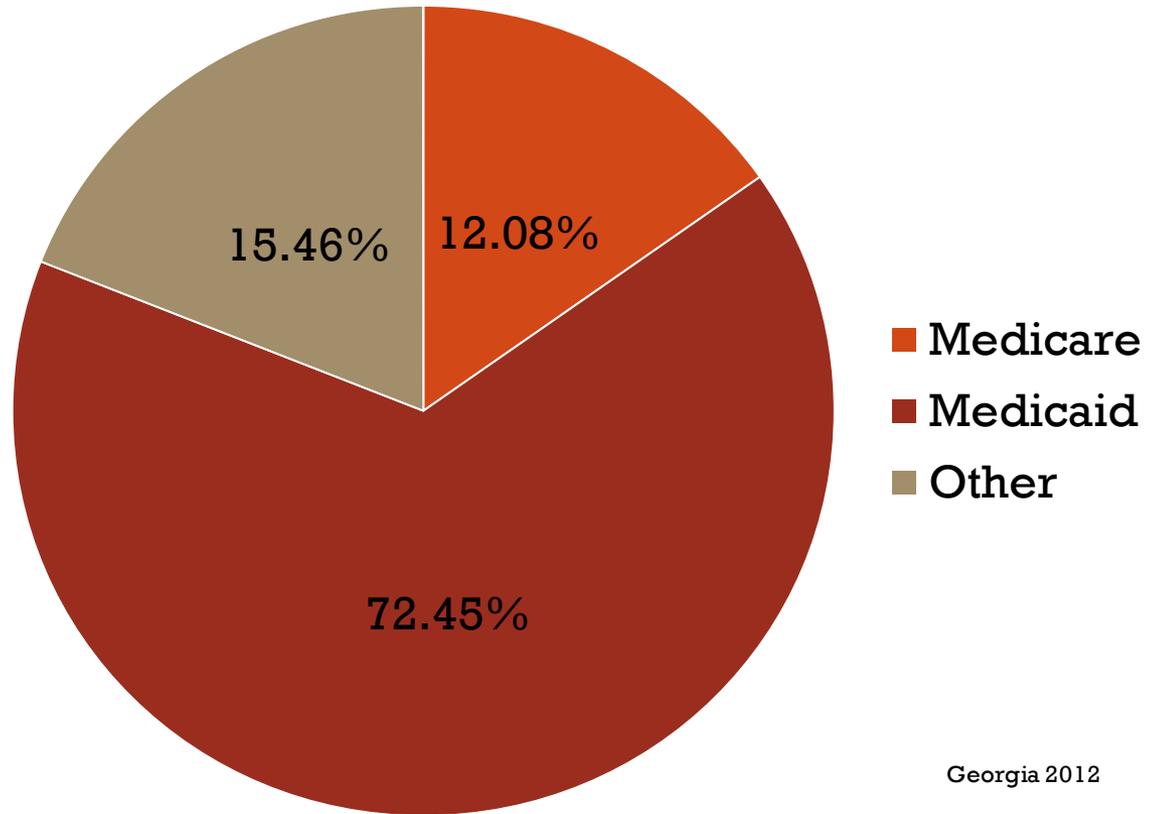
CHOOSING THE RIGHT SKILLED CARE CENTER

- To assess the care provided in a facility, GHCA recommends following a three step process:
 1. Find Skilled Nursing Care Centers in your community
 2. Ask Questions and Observe
 - Visit the facility several times and at different times throughout the day.
 3. Discuss Costs and Finances
- For more information and help with locating facilities, visit www.CareConversations.org or GAMap2Care.info.

PAYING FOR LONG TERM CARE

- There are several options for paying for long term care:
 - Private Pay
 - Long Term Care Insurance
 - Medicare
 - Medicaid

Principle Payer of Services



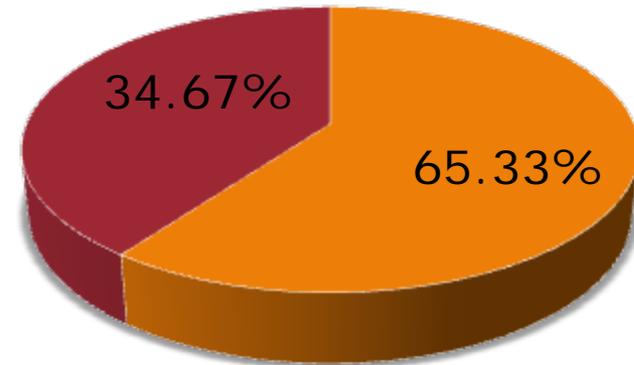
HOW MUCH DOES IT COST?

- Costs will vary for each family and each individual, depending on the location, the type of care required, and the amount of care that person needs.
- According to the Department of Health and Human Services, the average costs in 2010 are as follows:
 - \$205 per day or \$6,235 per month for a semi-private room in a skilled nursing care center
 - \$229 per day or \$6,965 per month for a private room in a nursing skilled nursing care center

http://www.longtermcare.gov/LTC/Main_Site/Paying/Costs/Index.aspx

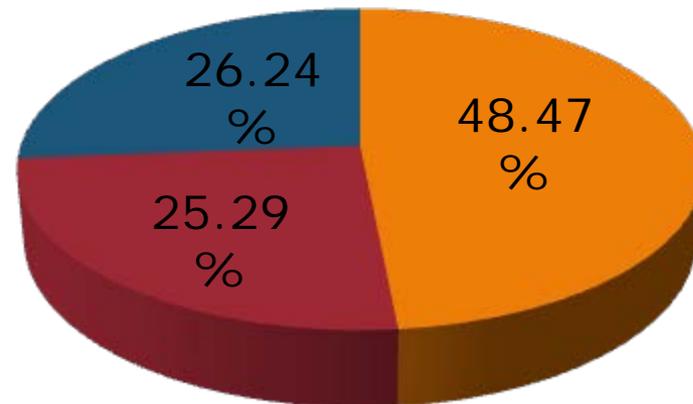
Medicaid Nursing Home Funding

- Federal Medical Assistance Percentage (FMAP)



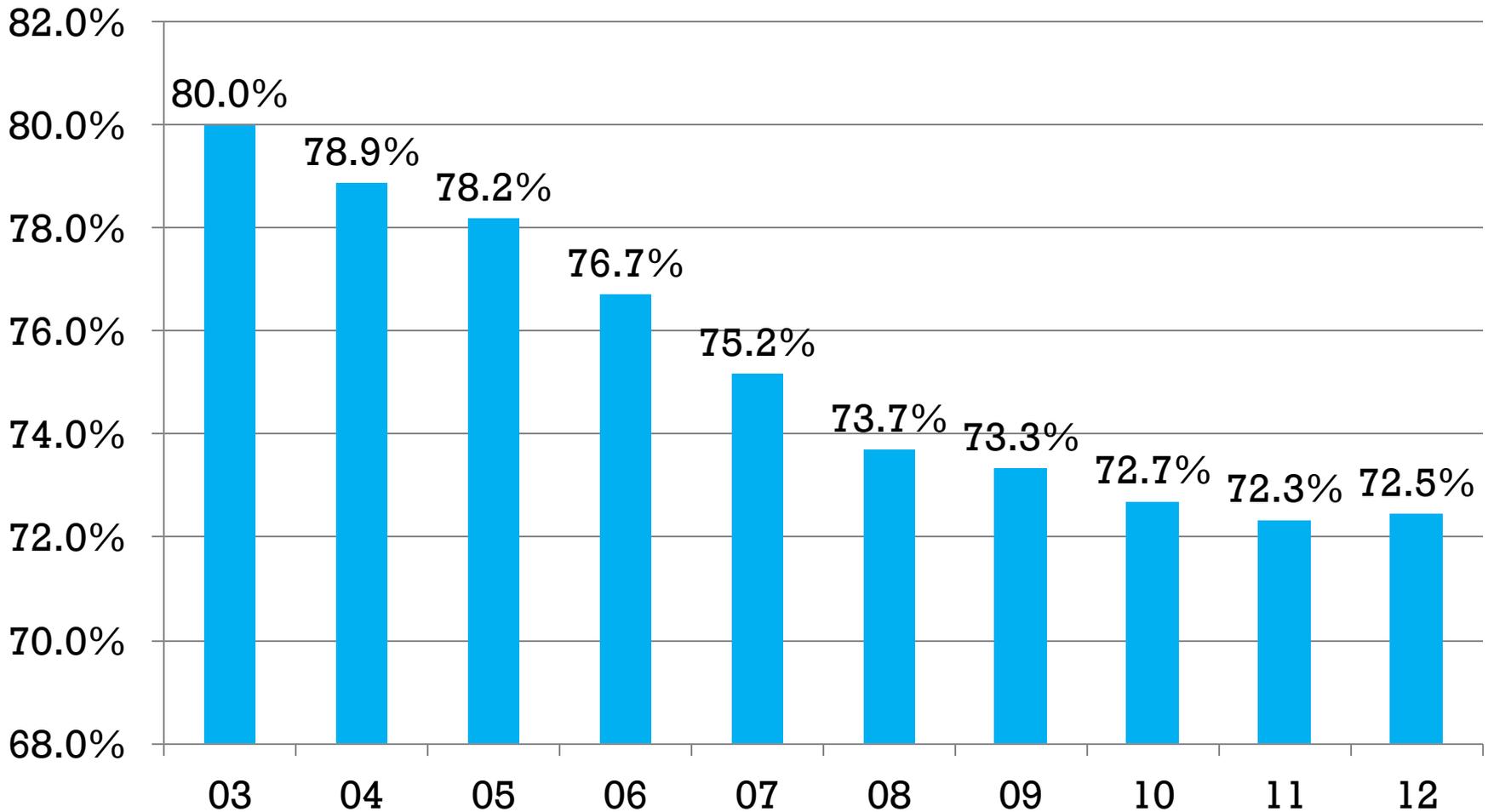
- Federal Match
- State Dollars

- NH provider fee reduced the State's share of Medicaid NH payments. Effective state FMAP 25.29%.



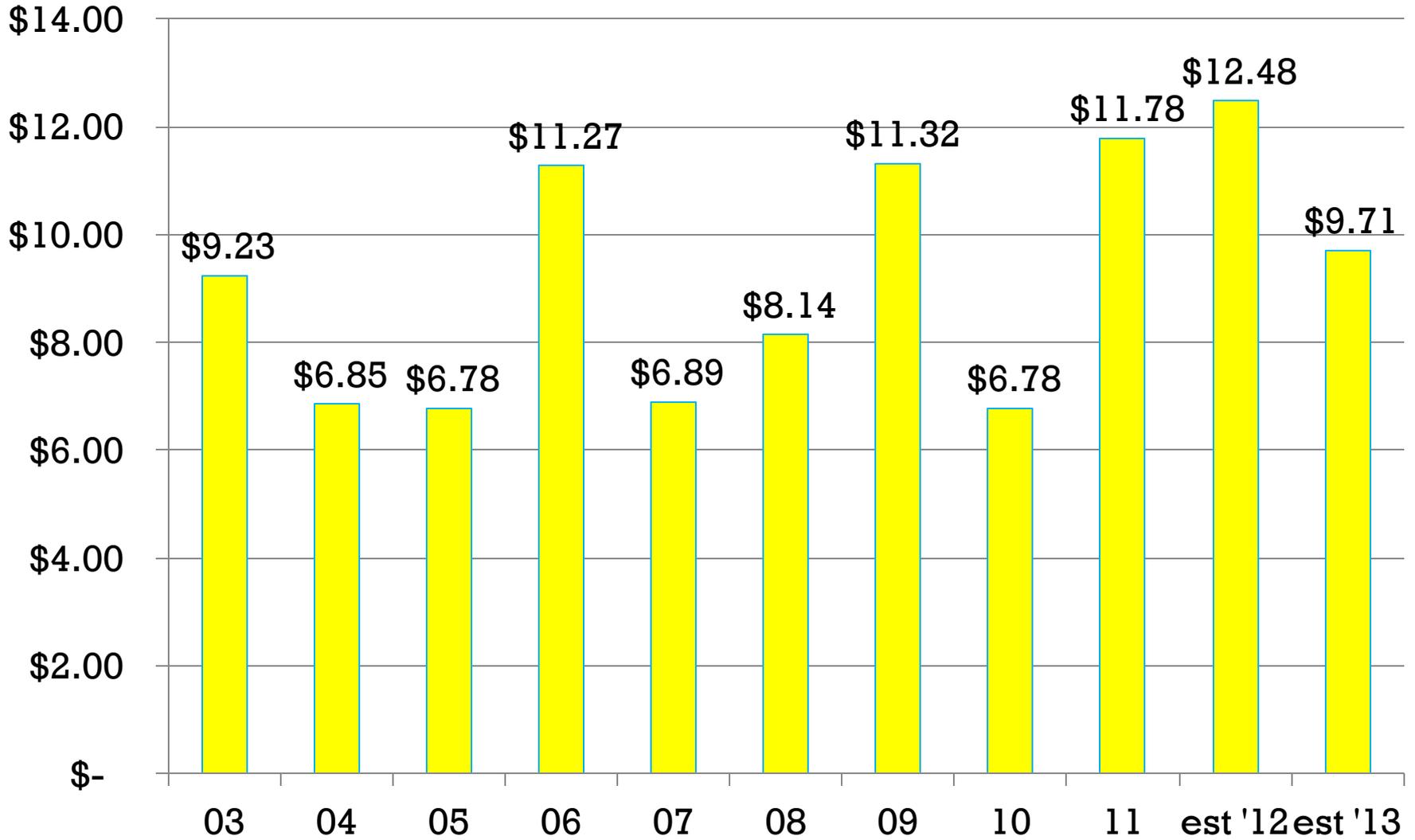
- Federal Match
- State Dollars
- Provider Fee

% Medicaid Days to Total Days



NURSING HOME DECREASING MEDICAID UTILIZATION

MEDICAID SHORTFALL IN GA NURSING HOMES



data from annual Ellijay Medicaid shortfall studies – numbers are shown per patient day

CURRENT NURSING HOME MEDICAID RATES IN SE



A NEW ERA

- In 2012 Quality Initiative launched.
- This unprecedented effort is designed to encourage, promote, and assist facilities in achieving the highest quality care possible by setting specific, measurable goals:
 1. Safely Reduce Hospital Readmissions
 2. Increase Staff Stability
 3. Increase Customer Satisfaction
 4. Safely Reduce the Off-Label Use of Antipsychotics



qualityinitiative.ahcancal.org



GEORGIA'S SKILLED NURSING CARE CENTERS SETTING NATIONAL EXAMPLE

- Georgia ranks highest in quality for skilled nursing care centers among all eight states in the Centers for Medicare and Medicaid Services (CMS) southern region.
- Providers in Georgia have met or exceeded overall customer satisfaction rates each year since 2007.
- On any given day, the dedicated employees working at Georgia's skilled nursing care centers care for more than 40,000 patients. On average, 4,524 patients are admitted to such centers in the state every month. And, 78 percent of these patients are admitted directly from an acute care hospital.

GEORGIA'S SKILLED NURSING CARE CENTERS SETTING NATIONAL EXAMPLE CONTINUED

- Georgia's skilled nursing care centers excel at reducing the number of patients readmitted to the hospital, according to a study published in the Journal of the American Medical Association (JAMA).
 - Researchers conducting a program aimed at improving care transitions – when patients move from one care setting to another – for Medicare patients determined that nursing homes in Georgia have helped their communities to reduce readmissions by 7% versus the national average of only 2%.
 - Avoidable hospital readmissions cost Medicare billions of dollars a year and reducing them is a focus of the Affordable Care Act, which penalizes hospitals that have high rates.
- Skilled nursing care centers across Georgia are setting an example for the rest of the country and last year stepped up to the challenge to safely reduce off-label use of antipsychotic medications.
 - Over the course of 2012, Georgia nursing centers reduced the use of these drugs by 16.3 percent, according to data from the CMS. A 15 percent reduction goal was identified as part of a national Quality Initiative.
 - Nationally, skilled nursing care centers reduced the use of these medications by 5.9 percent, while AHCA member centers reduced by 6.7 percent, prompting AHCA to renew its Quality Initiative goal to reach the 15 percent target.

CUSTOMER SATISFACTION

Providers in GA have met or exceeded overall customer satisfaction rates each year since 2007.

Skilled Nursing Care Centers

- Long-stay residents 89%
- Families of long-stay residents 87%
- Short-stay patients 87%

Others



58%



73%



76%

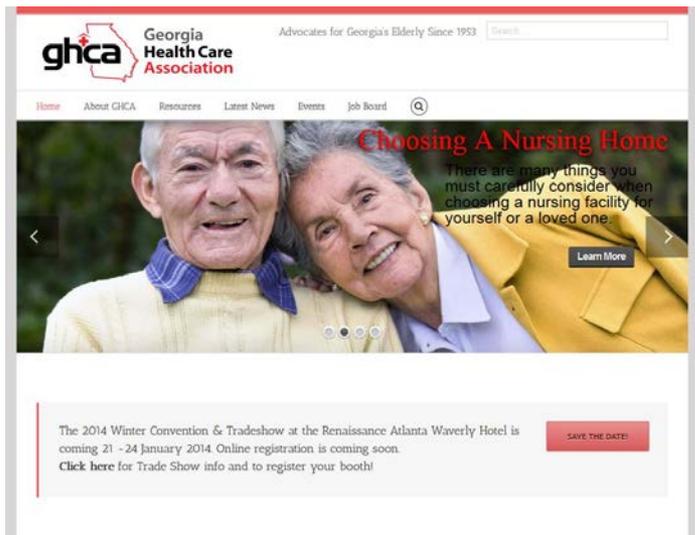


76%



IMPORTANT RESOURCES

- GHCA Publications
- www.ghca.info
 - Quality Report
 - Selection Checklist
 - Location Finder



GHCA Consumer Guide

A helpful source of information about long term and post-acute care options in Georgia



www.GHCA.info/resources



Questions?

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By The Numbers

MEDICAID BUDGETS BY STATE

Ranked by average spending per enrollee, 2012

State	Total Medicaid spending 2012 (\$ in millions) /% growth over 2011	Total enrollees 2012 (in thousands) /% growth over 2011	Average spending per enrollee 2012	State	Total Medicaid spending 2012 (\$ in millions) /% growth over 2011	Total enrollees 2012 (in thousands) /% growth over 2011	Average spending per enrollee 2012
Alaska	\$1,425/10.3%	109/1.9%	\$13,073	Mississippi	\$4,828/17.4%	622/0.7%	\$7,762
New Jersey	11,216/2.2	981/9.2	11,433	South Dakota	774/(3.3)	103/0.6	7,514
Rhode Island	1,928/(5)	174/1.6	11,080	Washington	8,058/1.9	1,096/1.7	7,352
North Dakota	724/1.1	66/(0.1)	10,969	Ohio	15,001/7.4	2,052/3	7,310
Pennsylvania	22,743/3.5	2,099/(5.3)	10,835	Kentucky	5,782/(0.4)	798/0.5	7,245
Minnesota	8,740/10	867/4.3	10,080	Oklahoma	4,691/3.6	654/4.2	7,172
Missouri	8,188/7.2	817/(0.9)	10,022	Alabama	6,014/14.7	842/1.1	7,142
Connecticut	5,752/2.8	582/3	9,883	Arizona	8,576/(10.1)	1,210/0.1	7,087
North Carolina	13,872/22.8	1,471/5.7	9,430	Indiana	7,178/8.7	1,015/3.8	7,071
Vermont	1,326/6.8	142/1.3	9,338	Utah	1,956/4.7	283/3.8	6,911
Colorado	5,970/8.3	651/10.6	9,170	Wisconsin	6,661/(8.7)	970/0.7	6,867
New Hampshire	1,187/(13.5)	134/0	8,858	New Mexico	3,480/(1.5)	507/(0.4)	6,863
West Virginia	2,936/7.5	334/(0.6)	8,790	Hawaii	1,786/0	261/5.5	6,842
Montana	996/3.2	115/2.5	8,660	Delaware	1,421/4.2	208/4.9	6,831
Massachusetts	10,538/2.9	1,233/3.6	8,546	Tennessee	8,963/(0.1)	1,318/2.2	6,800
Wyoming	572/3.4	67/(0.8)	8,537	Louisiana	7,037/2.2	1,043/4.6	6,746
Maryland	7,587/0.9	890/4.9	8,524	Florida	21,194/11	3,157/5.4	6,713
Virginia	7,034/(2)	833/3	8,444	Texas	24,070/2.4	3,649/1.6	6,596
Maine	2,334/(0.3)	277/(3.7)	8,425	South Carolina	4,646/1.3	711/2.8	6,534
Kansas	2,877/7.8	343/5.3	8,387	Michigan	12,337/2.2	1,912/(1.5)	6,452
Iowa	3,763/7.5	452/4.9	8,325	California	47,726/(8.5)	7,869/4.2	6,065
Idaho	1,815/(3.6)	220/2.4	8,250	Oregon	3,418/(23.2)	569/5	6,007
Arkansas	4,455/3.2	545/1.1	8,174	Nevada	1,692/8.5	301/3.4	5,621
Nebraska	1,649/2.2	206/(0.5)	8,004	Georgia	8,497/2.3	1,529/1.8	5,557
New York	39,257/1.6	5,004/2.1	7,845	Illinois	13,721/(15)	2,624/2.3	5,229

Note: For more information about individual state Medicaid reporting, see the complete National Association of State Budget Officers report at nasbo.org

Sources: National Association of State Budget Officers, 2010-2012 State Expenditure Report; Kaiser Commission on Medicaid and the Uninsured, Medicaid Enrollment: June 2012 Data Snapshot

Information in this chart subsequently may be revised at the discretion of the editor.

For more information on our research, contact Michael Sandler at 312-280-3173 or msandler@modernhealthcare.com.

For more charts, lists, rankings and surveys, please visit modernhealthcare.com/data.