

Acton Nursing Service



**REVIEW OF COMPONENTS
FOR
5-YEAR TREND ANALYSIS
& OPTIONS FOR FUTURE
NURSING SERVICES**

Steps Leading to Report



- Board of Selectmen (BOS) directed that negotiations for transition of Acton Nursing Services (ANS) to Parmenter begin in the Fall of 2013
- Healthcare Management Solutions (HMS) is assisting with negotiations and analysis
- Nearing final stage where an agreement can be assessed and decision made
- Overall Report with decision matrix to be delivered for BOS consideration at August meeting

HMS Credentials



- A consulting and financial support services organization
- Established in 1996; specializes in Home Health Care and Hospice
- Their roots are from being a home health care provider
- Experienced in dozens of Home Health Care and Hospice transactions
- Experienced with the Affordable Care Act and its impacts on small Home Health Agencies
- Transactions include: traditional merger, transformational merger, acquisitions (asset stock), joint ventures, consolidations, absorptions and dissolutions

Report Components



- **Acton Nursing Service Report**
 - Background
 - Services Provided
 - Operations
 - Financial Status
 - Options for FY 16
 - Navigator Program
 - Basis of Recommendations

Background



- History of ANS
 - ✦ Mission
 - ✦ Changes in Town Demographics
- Home Health industry changes (US Studies with trends and outcomes)
- Trends in Mass. Certified agencies
- Challenges in the Future
- Acton 2020 Plan
 - ✦ Acton demographics (=>65 will be 18%)
 - ✦ See 2020 Executive summaries

Services Provided



○ FY 09-13

✦ Home Health by Town

- Referrals
- Patients served

○ FYTD 14

✦ Home Health Services

- Referrals
- Patients served

Operations



- **Management team**
- **Town services**
- **Support services**
- **Direct care staff**
- **Contractors**

Operations



- Outsourced services and vendors
- Programs and services
- Quality Management
- Referrals and eligibility
- Free care

Financial Status



- Financial statements
- Revenue
- Commercial rates
- Payer mix
- Profit and Loss statements by payer
- Administrative and General costs
- Productivity
- Payroll expenses

Financial Status



- Bad debt
- Town subsidization
- Free care
- Denial procedure
- Billing & collection
- Accounts receivable
- General Public Rates
- Cash on hand
- Other

Summary of Options for FY 2016



- **Keep ANS and Public Health services as is under General Fund or Enterprise Fund**
- **Close ANS and provide nursing and public health by other agencies**
- **Close ANS and transition to Parmenter for Nursing and Public Health**

Summary of Options for FY 2016



- Close ANS and transition nursing services to Parmenter but retain in-house Public Health
- Close ANS and transition nursing services to Parmenter but expand in-house Public Health by starting a Navigator Program
- Close ANS and provide nursing services by other agencies but expand in-house Public Health by Starting a Navigator Program

Navigator Program



- **A Community Health Navigator provides access to affordable health care information to Acton residents.**
- **The Navigator outreaches to the community at the individual, neighborhood and other civic organizational levels with health access information and health education materials.**

Navigator Program



The goals of the Community Health Navigator are:

- Educate residents about the importance of having a medical home for seeking primary care and preventative care
- Provide positive help-seeking behaviors throughout the community
- Provide health access education information and materials to residents through one-on-one conversations or in group settings.
- Collect demographic data for evaluation purposes
- Collaborate with residents, public and private agencies, non-profits and academic institutions to improve health status, healthcare access, and reduce health disparities
- Increase the proportion of residents who have a medical home

Basis of Recommendations



- **Pros and Cons Matrix for**
 - Quality of Care
 - Control of Cost
 - Level of Oversight

5-Year Trend Analysis

Options For Future Acton Services



- **Questions?**