

**Commission on Disabilities
August 19, 2014**

Acton Nursing Services

The following information is taken from the article, Acton Nursing Services, Five Year Trend Analysis, Fiscal Years 2010-2014, August 6, 2014 by C. Leslie, Rn, MPH
Information is taken directly from the report with out quotations marks.

The ANS has been GEM for over 90 years

ANS less than 1% of the town's budget

2013 - National Association of Home Care – by 2020 64% of certified home health agencies will have operating deficits with predictions that 20% will close in the next two years.

2013 the BOS charged the ANS to look into partnering with another certified agency to provide at-home services.

Parmenter Community Health Care (independent non-profit) provider of visiting nurses/rehabilitation/palliative care, and hospice. Specific terms of **an agreement are currently being negotiated.**

Mass health intends to reduce nursing home rates by 0.03 percent below FY2013 estimated spending levels. This is consistent with policies to **shift members out of nursing homes into the community. (2009 43,227 Mass Citizens in Nursing Homes)**

Trends are expecting a near doubling of traditional home health expenditures in the next ten years due to the aging of America (12.4% Medicare beneficiaries in 2000 to 19.6% by 2030) and the preference of baby-boomers to receive care at home.

Statistics Acton

Year	Number of Admissions
2009	169
2010	170
2011	154
2012	136
2013	141
2014	75

Year	*Skilled Nursing	*Physical-Therapy	*Home Health
2012	1484	1188	1980
2013	1665	1137	2066
2014	1966	419	2183

* Hours of service

ANS top 25% of US (verified agencies) and as being one of the top 500 agencies in 2012 and 2013. ANS outpaced area competitors in seven of 22 outcomes and all five with favorable performance according to industry standards for clinical care and documentation.

ANS has invested in information technology and maintained best practices for clinical documentation. It should be noted that the agency changed software programs beginning in FY2014 to decrease agency expenses.

Financial Indicator	FY10	FY11	FY12	FY13	FY14
Acct Receivable	\$52,006	\$66,918	\$45,999	\$85,989	\$232,487
Total Patient Rev	\$675,386	\$624,002	\$564,117	\$557,158	\$273,617
Total Operating Exp	\$747,2009	\$688,344	\$583,978	\$556,277	\$492,277
Net profit/loss	\$ -96,520	\$-184,413	\$-89,284	\$-26,542	\$-93,642
Enterprise Fund		\$50,000	\$100,000	\$175,000	\$135,000

Medicare is the most desirable payer with potential to realize operation gain. Data shows that the largest payer source for ANS is Medicare with commercial insurers. Medicare revenue decreased in FY2014 resulting in a negative impact on operating margins.

The rule of thumb for break-even operations is a payer that has approximately 80% Medicare net revenue with a minimum average daily Medicare census of 25 patients managed at US PPS metric benchmark levels. (It doesn't explain what this means.)

Answer to the question: **What percentage of service provided to those residents could be performed by another certified home health agency?**

Any of the twenty-four certified home health agencies can provide the Medicare services the ANS provided. **This does not suggest** that all agencies have **availability of in-demand caregivers** such as rehabilitation therapists that could result **in waiting list** for those services; nor does the certification status guarantee the **same quality of care outcomes** and **patient satisfaction** or the **same level of Medicare Services** as provided by the ANS staff since that is controlled by the specific agency.

2010 American Community Survey – Massachusetts

18 to 64 years	4,194,593
With disabilities	367,050
65 years +	871,132
With disability	295,264

Submitted by Cindy Patton, COD Clerk