

## Comparisons: Free-Standing vs. Hospital-Based Home Health Agencies

	Freestanding Agencies	% Difference to Total	Hospital-Based Agencies	% Difference to Total	Total Industry	Freestanding v. Hospital-Based
Average Visits per Agency	16,667	5.7%	15,529	-1.5%	15,771	7.3%
Medicare Profit Margins-Weighted by Revenue	17.5%	26.8%	-6.3%	-145.7%	13.8%	-377.8%
Medicare Profit Margins-Unweighted by Revenue	11.4%	115.1%	-17.3%	-426.4%	5.3%	-165.9%
Cost per Visit Nursing	\$133.59	-15.6%	\$199.39	25.9%	\$158.36	-33.0%
Cost per Visit Physical Therapy	\$139.16	-0.5%	\$140.94	0.8%	\$139.81	-1.3%
Cost per Visit Occupational Therapy	\$137.14	-2.2%	\$146.03	4.1%	\$140.25	-6.1%
Cost per Visit Speech Therapy	\$150.35	-0.6%	\$152.84	1.1%	\$151.25	-1.6%
Cost per Visit Social Work	\$222.62	-11.4%	\$307.42	22.3%	\$251.38	-27.6%
Cost per Visit Home Health Aide	\$59.72	-11.6%	\$81.34	20.4%	\$67.57	-26.6%
Episodes per Discharge	1.81	4.6%	1.48	-14.5%	1.73	22.3%
% Low Utilization Payment Adjustment Episodes	10.0%	-6.5%	13.7%	28.0%	10.7%	-27.0%
% Non-White Patients	18.6%	7.8%	14.2%	-17.7%	17.3%	31.0%
<b>% of Discharges by Primary Diagnosis</b>						
% Cancer	3.7%	-5.1%	4.8%	23.1%	3.9%	-22.9%
% Endocrine/Nutritional Disorders	8.5%	9.0%	5.3%	-32.1%	7.8%	60.4%
% Blood Disorders	1.1%	0.0%	1.0%	-9.1%	1.1%	10.0%
% Mental Health	1.2%	9.1%	0.8%	-27.3%	1.1%	50.0%
% Stroke/Nervous System	3.1%	3.3%	2.4%	-20.0%	3.0%	29.2%
% Cardiac	20.3%	-2.4%	22.6%	8.7%	20.8%	-10.2%
% Pulmonary	5.0%	-5.7%	6.6%	24.5%	5.3%	-24.2%
% Digestive Disorders	2.4%	-7.7%	3.2%	23.1%	2.6%	-25.0%
% Skin/Musculoskeletal	20.7%	4.0%	17.3%	-13.1%	19.9%	19.7%
% Injury/Fracture	6.4%	-1.5%	6.7%	3.1%	6.5%	-4.5%
% Other	27.6%	-1.4%	29.2%	4.3%	28.0%	-5.5%
<b>Service Utilization</b>						
% Full Episodes w/o 10 therapy visits & not from rehab setting	65.8%	-0.9%	69.4%	4.5%	66.4%	-5.2%
% Full Episodes w/o 10 therapy visits & from rehab setting	3.6%	-5.3%	4.6%	21.1%	3.8%	-21.7%
% Full Episodes w/10 therapy visits & not from rehab setting	25.5%	3.2%	21.0%	-15.0%	24.7%	21.4%
% Full Episodes w 10 therapy visits & from rehab setting	5.1%	0.0%	4.9%	-3.9%	5.1%	4.1%
% Full Episodes w 10 therapy visits	30.6%	2.7%	25.9%	-13.1%	29.8%	18.1%
<b>Functional Status</b>						
F0	3.7%	-5.1%	4.9%	25.6%	3.9%	-24.5%
F1	21.1%	-0.9%	22.2%	4.2%	21.3%	-5.0%
F2	51.9%	0.2%	51.5%	-0.6%	51.8%	0.8%
F3	14.1%	2.9%	11.8%	-13.9%	13.7%	19.5%
F4	9.3%	-1.1%	9.6%	2.1%	9.4%	-3.1%
F3 and F4 combined	23.4%	1.3%	21.4%	-7.4%	23.1%	9.3%
<b>Clinical Status</b>						
C0	12.2%	-9.0%	19.2%	43.3%	13.4%	-36.5%
C1	29.1%	0.7%	34.4%	19.0%	28.9%	-15.4%
C2	45.9%	0.2%	30.2%	-34.1%	45.8%	52.0%
C3	12.7%	7.6%	8.0%	-32.2%	11.8%	58.8%
C2 and C3 combined	58.6%	1.7%	38.2%	-33.7%	57.6%	53.4%
Average Final Case Weight Mix	1.26	0.8%	1.17	-6.4%	1.25	7.7%
% of Discharges in a rehab hospital/SNF prior to Home Health	8.7%	-2.2%	9.5%	6.7%	8.9%	-8.4%
<b>Visits per Full Episode</b>						
Skilled Nursing	11.1	4.7%	8.4	-20.8%	10.6	32.1%
Physical Therapy	4.4	-4.3%	5.7	23.9%	4.6	-22.8%
Occupational Therapy	0.8	-11.1%	0.9	0.0%	0.9	-11.1%
Speech Therapy	0.1	0.0%	0.1	0.0%	0.1	0.0%
Social Work	0.5	0.0%	0.2	-60.0%	0.5	150.0%
Home Health Aide	5.3	3.9%	4.1	-19.6%	5.1	29.3%
Total	22.3	1.8%	19.4	-11.4%	21.9	14.9%
<b>Average Revenue per Episode Type</b>						
Full Episode	\$2,880.00	2.3%	\$2,522.00	-10.4%	\$2,816.00	14.2%
LUPA Episode	\$261.00	-0.8%	\$268.00	1.9%	\$263.00	-2.6%
All Episodes	\$2,617.00	2.9%	\$2,212.00	-13.0%	\$2,543.00	18.3%

Source: Medicare Claims Data 2007 and NAHC Medicare Cost Report Compendium 2007