Exhibit 3: Impact on Home Care Referrals of Patient Demographics and Preference for Facility/Self-Care Settings

Healthcare Market Resources
Growing Bottom Lines with Information

Healthcare Market Resources, Inc
Medicare Claims Data

MEDICARE HOSPITAL DISCHARGES BY DRG REPORT

HOSPITAL: CHOSEN HOSPITAL CITY: HOMETOWN STATE: ANYWHERE

Short Term Acute Care

						Home Health Discharges					Community Discharges			Facility Discharges			Outlier Rate		Severity		Frail Elderly		
DRG/MDC #	Diseases & Disorders	Cases	Actual LOS	Expected LOS	HH LOS	Hospital #	Hospital %	Region %	State %	Top Performers %	Hospital %	Region %	Top Performers %	Hospital %	Region %	Top Performers %	Hospital %	Region %	Hospital %	Region	Hospital %	Region %	Died/ Other %
014/015	Intracranial Hemorrhage & Stroke	113	7.6	5.6	9.0	20	17.7%	14.9%	14.5%	21.5%	12.4%	22.7%	26.8%	57.5%	46.9%	40.8%	1.8%	1.8%	0.9	0.9	36.3%	34.0%	12.4%
1	**NERVOUS SYSTEM**	430	6.5	4.8	6.9	69	16.0%	16.1%	16.3%	18.9%	31.6%	40.0%	39.9%	44.0%	33.2%	28.9%	1.4%	1.7%	0.8	0.8	30.7%	25.8%	8.4%
3	**EYE, EAR, NOSE, AND THROAT**	27	5.6	3.1	13.5	**	**	14.3%	16.8%	24.3%	59.3%	68.6%	57.5%	22.2%	13.6%	10.3%	3.7%	0.4%	0.7	0.7	51.9%	25.1%	3.7%
079	Respiratory Inflammations	55	13.4	7.9	15.4	**	**	16.1%	16.8%	25.0%	12.7%	16.9%	21.8%	61.8%	45.7%	31.7%	5.5%	2.1%	1.2	1.2	54.5%	43.1%	16.4%
088	Chronic Obstructive Pulmonary	148	7.5	4.8	8.6	38	25.7%	27.5%	26.1%	28.3%	36.5%	46.7%	52.3%	34.5%	19.6%	14.1%	1.4%	1.0%	0.8	0.8	30.4%	22.1%	3.4%
089	Simple Pneumonia	223	7.9	5.4	8.0	39	17.5%	21.9%	21.4%	23.0%	29.1%	39.8%	47.6%	46.6%	29.7%	23.0%	0.4%	0.9%	1.1	1.0	35.4%	36.2%	6.7%
4	**RESPIRATORY SYSTEM**	674	8.6	6.0	8.6	126	18.7%	22.3%	21.6%	22.3%	27.9%	37.9%	43.9%	38.4%	25.1%	21.0%	2.1%	1.8%	1.1	1.1	31.9%	28.7%	15.0%
121/124	Circulatory Disorders	84	7.5	5.6	9.0	11	13.1%	15.8%	16.2%	21.9%	10.7%	48.4%	25.6%	35.7%	14.8%	19.0%	2.4%	1.5%	1.1	0.9	44.0%	25.3%	40.5%
127	Heart Failure	207	6.9	5.1	7.6	60	29.0%	29.8%	29.4%	30.0%	26.1%	35.5%	38.3%	30.4%	23.1%	20.2%	2.4%	1.4%	1.0	1.0	44.4%	40.5%	14.5%
138	Cardiac Arrhythmia	109	4.8	3.4	5.5	18	16.5%	16.8%	17.3%	20.5%	45.9%	61.0%	63.1%	34.9%	13.8%	11.4%	0.9%	0.7%	0.7	0.7	30.3%	26.0%	2.8%
106/107/109	Coronary Bypass	**	0.0	0.0	0.0	**	0.0%	64.3%	49.4%	82.0%	0.0%	7.1%	0.0%	0.0%	28.6%	0.0%	0.0%	0.0%	0.0	1.9	0.0%	0.0%	100.0%
143	Chest Pain	107	2.5	2.0	2.7	**	**	8.6%	10.6%	14.2%	71.0%	76.2%	80.0%	15.9%	9.9%	6.8%	0.0%	0.1%	0.4	0.5	17.8%	19.4%	5.6%
516/517/518/5	Perc Cardiovascular Procedure	**	5.8	2.9	3.0	**	20.0%	12.2%	9.2%	14.5%	60.0%	81.6%	88.4%	20.0%	5.0%	0.0%	0.0%	1.1%	1.4	0.8	40.0%	11.1%	0.0%
5	**CIRCULATORY SYSTEM**	999	6.2	4.3	7.0	199	19.9%	20.4%	20.3%	20.8%	35.6%	53.8%	53.6%	30.5%	16.3%	16.2%	1.7%	1.5%	0.9	1.0	33.5%	24.8%	13.9%
148	Major Small & Large Procedures	72	14.1	11.4	14.4	19	26.4%	32.1%	29.6%	32.8%	43.1%	35.5%	36.8%	23.6%	22.8%	16.7%	11.1%	6.6%	2.1	2.0	16.7%	19.5%	6.9%
174	G.I Hemorrhage	158	5.3	4.4	6.5	22	13.9%	16.0%	16.6%	19.7%	41.1%	54.1%	58.8%	43.0%	24.8%	18.0%	0.6%	1.0%	0.9	0.9	43.0%	33.8%	1.9%
182	Esophagitis, Gastroent & Misc Digest	190	6.5	4.5	8.9	30	15.8%	14.9%	17.0%	18.2%	48.9%	62.6%	68.7%	31.1%	17.7%	13.3%	1.6%	0.8%	0.9	0.8	26.8%	24.0%	4.2%
6/7	**DIGESTIVE SYS,PANCREAS & LIVER**	787	7.9	5.9	10.0	129	16.4%	17.7%	18.5%	17.5%	43.1%	54.4%	62.1%	31.1%	19.6%	16.2%	3.2%	2.1%	1.1	1.1	28.6%	24.2%	9.4%
210	Hip & Femur Procedure	52	6.9	6.2	5.2	**	**	4.0%	5.1%	16.4%	0.0%	2.1%	4.3%	94.2%	89.4%	64.3%	0.0%	1.4%	1.6	1.5	51.9%	48.9%	3.8%
9	**SKIN**	174	8.3	5.4	7.9	46	26.4%	27.4%	26.8%	31.6%	32.2%	43.2%	39.9%	35.6%	24.9%	20.7%	0.6%	1.4%	1.0	0.9	28.7%	26.2%	5.7%
277	Cellulitus	110	8.3	5.3	8.5	26	23.6%	24.9%	25.5%	32.0%	38.2%	48.6%	42.3%	33.6%	22.3%	17.5%	0.0%	0.5%	0.9	0.8	28.2%	25.0%	4.5%
8	**MUSCULOSKELETAL SYSTEM**	468	6.1	4.8	7.8	48	10.3%	14.9%	16.9%	29.6%	14.3%	18.8%	23.1%	70.9%	61.9%	40.1%	1.1%	1.7%	0.9	1.0	22.6%	26.6%	4.5%
296	Nutritional & Misc Metabolic Dis	108	6.2	4.3	6.5	20	18.5%	20.1%	20.6%	25.3%	30.6%	40.1%	40.0%	39.8%	30.4%	27.6%	0.0%	0.7%	0.9	0.9	32.4%	35.6%	11.1%
10	**ENDOCRINE, NUTRITIONAL METABOL**	185	6.1	4.4	5.3	42	22.7%	22.6%	22.5%	24.9%	32.4%	42.2%	43.0%	35.7%	26.6%	25.0%	1.1%	1.2%	0.9	0.9	23.2%	27.8%	9.2%
316	Renal Failure	121	8.8	6.6	9.7	20	16.5%	18.9%	20.3%	27.4%	25.6%	32.3%	30.8%	36.4%	34.5%	26.3%	4.1%	2.9%	1.2	1.1	31.4%	32.5%	21.5%
320	Kidney & Urinary Tract Infections	104	7.1	4.7	4.9	17	16.3%	19.7%	21.5%	25.5%	15.4%	30.2%	35.6%	57.7%	44.4%	32.7%	0.0%	0.7%	0.9	0.9	41.3%	42.2%	10.6%
11	**KIDNEY & URINARY**	325	8.0	5.6	8.9	55	16.9%	18.7%	20.1%	22.4%	28.9%	39.3%	39.8%	39.7%	32.8%	28.5%	2.2%	2.3%	1.1	1.1	32.3%	31.5%	14.5%
17	**MALIGNANCIES**	28	12.6	7.3	11.7	**	**	16.4%	16.6%	34.8%	25.0%	51.3%	29.2%	35.7%	14.5%	6.8%	7.1%	7.0%	1.4	1.3	21.4%	14.3%	17.9%
16	**BLOOD DISEASES & DISORDERS**	58	5.6	4.8	4.4	12	20.7%	17.3%	17.2%	26.8%	56.9%	55.7%	48.9%	15.5%	20.7%	17.5%	1.7%	1.6%	0.8	0.9	19.0%	25.9%	6.9%
416	Septicemia	323	13.3	8.1	12.6	36	11.1%	12.6%	13.6%	21.5%	8.7%	15.3%	28.5%	51.7%	47.8%	31.5%	8.4%	4.4%	1.4	1.3	38.4%	37.8%	28.5%
18/25	**INFECTITOUS & PARASITIC(HIV-AIDS)**	445	13.2	8.2	12.8	50	11.2%	15.0%	15.6%	22.9%	10.8%	20.5%	34.6%	45.6%	39.1%	26.3%	8.5%	4.4%	1.4	1.3	35.7%	32.0%	32.4%
19/20	**MENTAL HLTH & SUBSTANCE ABUSE**	45	8.6	5.8	6.3	**	**	8.5%	6.6%	24.6%	44.4%	47.8%	38.8%	44.4%	22.1%	26.3%	0.0%	0.6%	0.0	0.0	33.3%	19.5%	4.4%
	OTHER	180	16.8	11.2	11.1	35	19.4%	23.0%	17.8%	21.5%	33.3%	42.1%	55.3%	32.2%	22.8%	21.0%	8.3%	5.1%	0.6	0.6	21.7%	16.2%	15.0%
	TOTAL	4825	8.1	5.7	8.4	824	17.1%	19.2%	19.2%	30.1%	30.7%	44.1%	39.6%	39.2%	26.3%	24.3%	2.8%	2.0%	1.0	1.0	30.2%	25.8%	13.0%

Other consists of Burns
Diseases and Disorders of the Female Reproductive System
Factors Influencing Health Status
Multiple Significant Trauma
Diseases and Disorders of the Eye
Diseases and Disorders of the Male Reproductive System
Injuries, Poisonings, and Toxic Effects of Drugs
Pre-MDC

Hospital has higher percentage of frail elderly, which should require more referrals to home care than other hospitals in the region

Hospital is 45% more likely to refer to facility(rehab, SNF, etc) upon discharge than region average and less likely to community(self-care)

*** Item does not meet Medicare minimum reporting requirements.*

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