

Advanced Home Care
March 2, 2011

RECEIVED

MAR 02 2011

Medical Facilities
PLANNING SECTION

CON Talking Points

Advanced Home Care is home care company offering home health, durable medical equipment, home infusion and enteral products and services in NC, SC, southwest VA and eastern TN. We are a not for profit organization that is owned by 12 hospitals in NC and TN and assist these hospitals in the safe transition of patients from the hospital to home. We serve all patients referred to us from our owner health systems that we can provide care to safely and fiscally regardless of the patient's payor source. In fact, in 2010, we provided 22.7 million dollars in community benefit which includes charity care, the cost of uncompensated care and employee volunteerism'

Our mission is to make a positive difference in the lives of patients by providing compassionate, high-quality, home care with dedicated, caring and highly skilled staff. Our goal is to achieve the highest standard in the home care industry and to be a vital part of the continuum of care in the communities that we serve.

- The State Medical Facilities Plan (SMFP) for NC has identified 4 new Certificates of Need (CON's) in the 2011 plan. They are broken down as 2 for Mecklenburg County, 1 for Cabarrus County, and 1 for Guilford County. When the plan came out, that number seemed to be more than the norm, but with the new methodology that was adopted last year when the number of patients needed to trigger a new CON went from 400 to 275, no one questioned the plan because these are 4 of NC's more populous counties.
- It was discovered that there was an error in the CON calculation and it was brought to the attention of the state CON staff that do the calculations. When the numbers were run correctly, there were actually zero CONS' identified in the state.
- We would like to recommend that the SHCC request that the Governor amend the plan to eliminate the new CONs based on this information. There is precedent for amending the SMFP, as in 2006- 2007; the Governor amended the plan for surgical beds because of a calculation error.
- Those who don't want the plan amended will argue that they have already invested dollars in consultants and attorneys to help them prepare the CON application
- For those of us who already service these areas, we have heavily invested in:
 - Infrastructure & technology
 - Recruitment and retention of licensed professional staff
 - Costs associated with licensure & accreditation
 - Community education

Issuing these CON's would spread the investment that all of us have already made over a fewer number of patients because of 4 CON's were approved in error. We are advocates for the CON law as long as it is fairly administered, and in this case, I feel that if an error has been made, then it should be corrected. There is never a wrong time to do the right thing!