

Public Hearing Presentation



Petitioner:

BAYADA Home Health Care Inc.

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Petition Summary

Good afternoon. My name is David French. I am a healthcare consultant and I am speaking on behalf of BAYADA Home Health Care Inc. Thank you for the opportunity to provide a description of the BAYADA request for an adjusted need determination in the 2018 State Medical Facilities Plan for one hospice home care office in Harnett County.

BAYADA has existing home health and home care operations in North Carolina including a Medicare-certified home health agency in Wake County and home care offices in multiple counties near Harnett County. BAYADA Hospice is a dedicated division of BAYADA Home Health Care with extensive experience providing high quality hospice services with multiple offices in New Hampshire, Vermont, New Jersey, and Pennsylvania. BAYADA Hospice is uniquely qualified to implement a new hospice program in Harnett County to serve the population's unmet needs for hospice home care. BAYADA Hospice has an excellent track record of increasing access to hospice services in chronically underserved communities.

BAYADA Hospice discovered that the hospice home care methodology in the *Proposed 2018 State Medical Facilities Plan* does not take into consideration that two of the five licensed hospices with mailing addresses in Harnett County served no patients in recent years. Consequently Harnett patients have geographic access to far fewer hospice providers than what

appears in the *Proposed 2018 Plan*. Harnett County is uniquely underserved because it is a rural county and two of the licensed hospices are doing nothing to meet the needs of hospice-appropriate patients and their families. The *Proposed 2018 SMFP* shows a large projected deficit of 98 unserved hospice deaths for the Harnett County population in Table 13B column K. Such a large deficit has the potential to trigger a need determination for an additional hospice home care office because it exceeds the 90 deficit threshold. However, the number of licensed hospice home care offices located in the county per 100,000 populations is not reported to be three or less as required by the methodology. The methodology in the Proposed 2018 is based on Harnett having five hospices but in fact only three hospices have legitimate service locations in Harnett County. The large projected deficit and the limited availability of only three active hospices in Harnett County demonstrate that there is a genuine unmet need.

What makes Harnett County unique? First is the population to be served. While Harnett County is rural, the growth of the population in the county will outpace the regional, state and national rates. This is important because N.C.G.S. 131E-175. (3a) states, *"That access to health care services and health care facilities is critical to the welfare of rural North Carolinians, and to the continued viability of rural communities, and that the needs of rural North Carolinians should be considered in the certificate of need review process."*

The second factor is that the two of the five licensed hospices in Harnett County served no patients for at least three years. These two inactive hospices are Continuum Home Care and Hospice of Harnett (HOS3306) and Community Home Care and Hospice (HC4032)

The three year time period seems more than adequate to allow the two inactive existing licensed hospices to implement services. The two inactive hospices fail to demonstrate adequate geographic location of services as described in N.C.G.S. 131E-177. (4).

Thirdly, the hospice home care utilization data clearly shows that hospice utilization for Harnett continues to decline while the statewide rate shows steady increases. The 2016 data in the BAYADA petition shows that the percentage of deaths served by hospice for Harnett County was 32 percent as compared to the statewide rate of 46 percent.

The fourth factor that relates to the need for hospice services in Harnett County is that the Proposed 2018 SMFP shows that large deficits exist in Chatham, Johnston, Sampson and Cumberland Counties. Therefore the existing hospice offices in these adjoining counties are not

adequately meeting the overall projected needs of the populations in their home counties. Consequently these hospices would have limited ability to reach out to serve the Harnett patients. Hospice offices from adjoining counties are also extremely unlikely to be able to support continuous hospice care or respite hospice care.

In addition to the unique factors, the BAYADA petition includes a discussion of the alternatives considered including maintaining the status quo and the option of petitioning for a change in the hospice home care methodology. These alternatives were not viewed as effective strategies and the selected option to petition for an adjusted need determination best fits the distinct set of facts for Harnett County.

What will be the adverse effects if the petition request is not granted? If Harnett County remains underserved with no new hospice home care office, the population will continue to have limited patient choice and restricted access to a complete scope of hospice services. Future projections for hospice utilization show an ever increasing deficit of unserved hospice deaths in Harnett County. Because the population of Harnett County is underserved by the existing hospice home care providers, patients are more likely to utilize hospital services for end-of-life care and symptom management for terminal illnesses. End of life healthcare costs are significantly higher for non-hospice patients as compared to hospice patients due to higher rates of hospital and intensive care use, hospital readmissions, and in-hospital deaths

As explained in the BAYADA petition, the adjusted need determination would not result in unnecessary duplication and the requested change will be consistent with the Basic Principles in the proposed 2018 Plan.

BAYADA Hospice supports the standard methodology for hospice home care offices. However, the standard methodology does not accurately reflect the number of licensed hospice home care offices located in Harnett County that are providing services to the population. Approval of this request by the petitioner for an adjusted need determination for one hospice home care office is timely and appropriate due to the unique circumstances in Harnett County. Thank you for your consideration.