

**PETITION FOR AN ADJUSTED NEED DETERMINATION**

Petition to create an adjusted need determination for 2025 licensed home health agency in Iredell and/or Alexander County in the 2025 State Medical Facilities Plan

**PETITIONER**

Gibson Care Corp. dba Home Instead  
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**STATEMENT OF PROPOSED CHANGE**

Gibson Care Corp. dba Home Instead respectfully requests that the State Health Coordinating Council allocate one need for Iredell and Alexander County for the 2025 State Medical Facilities Plan (SMFP) for an addition of a Medicare certified licensed home health agency.

**BACKGROUND**

Gibson Care Corp. dba Home Instead is a licensed nursing pool and home care agency located in Statesville, NC that serves Iredell and Alexander counties. Home instead has been licensed and operating in these communities for 23 years while upholding an outstanding reputation. Over the 23 years that Home Instead has been in business in our communities, we have serviced thousands of aging adults equating to hundreds of thousands of service hours. Home Instead takes great pride in the service that we provide to keep aging adults in their homes. Home Instead has been voted the top home care agency consistently by our community in 2023 and 2024.

In 2019, with the onset of COVID-19 it quickly became apparent how essential home care was worldwide as the world shut down. Home care agencies alike all around fought to be deemed

essential during this pandemic and was awarded so because the world saw how vital it was for aging seniors to sustain their healthcare needs in the comfort of their own homes.

In the years since COVID-19 it has become even more apparent the growing needs of the aging population who are striving to age in place. This awareness is what has brought Gibson Care Corp. dba Home Instead to work effortlessly to expand both the scope and quality of services to its clients.

Home Instead believes that its request for one additional need for Iredell and/or Alexander County to be approved for a Medicare certified licensed home health agency is not only conservative in its request but also necessary, given the facts that we will discuss in detail below.

#### **REASON FOR THE REQUESTED ADJUSTMENT**

Approximately 28% of Alexander County and approximately 23% of Iredell County are over the age of 60 years old. The vast majority of seniors want to remain in their homes not only for safety and security but also due to the high cost of long-term care. The national averages speak for themselves with an average monthly home care cost of approximately \$5,000 per month compared to an average monthly long term care cost of approximately \$9,000 per month. This is a significant healthcare savings cost that can be justified solely in the one-on-one care that can be provided to the residents of Iredell and Alexander County which can result in decreased hospital admissions and/or readmissions and more effective medication management and medication administration of our senior population.

Not only is medication mismanagement one of the biggest health threats facing seniors, but it also directly affects a senior's ability to safely age in place further increasing the risk of hospital admission and readmissions. By approving this petition for a need for an additional home health agency licensure you would be allowing all current Iredell and Alexander County residents being serviced by Home Instead to decrease their risk for hospitalization from medication mismanagement by allowing not only the scope of practice to increase but also the quality of the care that we provide to increase as well as we partner with Hospice organizations, hospital and discharge planners.

In addition to medication mismanagement approximately 2.5 million Americans each year develop some stage of pressure injuries. These pressure injuries only further increase a senior's risk of hospitalizations due to increased risk of septicemia brought on by life threatening bacterial infections. Currently a home care agency is not authorized by the state of North

Carolina to oversee and care for pressure injuries under a home care licensure. By allowing Home Instead to expand their scope into an added home health licensure the state is allowing our aging seniors to have access to a higher quality of care that can be provided by their current home care provider without having to outsource additional agencies that are already overrun and understaffed. By allowing for this scope expansion, Home Instead can centralize care for seniors and further decrease risk for hospitalizations for our seniors that are striving to age in place and decrease avoidable healthcare costs.

### **ADVERSE EFFECTS IF PETITION IS NOT APPROVED**

Gibson Care Corp. dba Home Instead does believe that there will be adverse effects for Iredell and/or Alexander County residents if approval of an additional home health licensure is not allocated. The need for home health services which includes day to day basic care and oversight of things such as oxygen modalities, wound care and medication management are vital to upholding the health and wellbeing of our aging adults. Home Instead is seeking to expand the scope of practice to home health as well as home care services to allow patients to remain in their homes for longer periods of time further decreasing hospital and Long-Term Care stays as well as having to seek adjacent services when services could be offered together in a centralized location allowing for more consistency for the clients and higher quality oversight of care. By denying this need, it would only force clients into longer wait times for adjacent services to be provided, which could be deemed detrimental for their health and wellbeing. As such, Home Instead believes that the most prudent approach to offset this risk is to allocate a modest need for a Medicare certified home health licensure to be approved and added for Iredell and/or Alexander Counties for the 2025 *Proposed SMFP*.

### **ALTERNATIVES CONSIDERED**

Home Instead has evaluated any possible alternatives and has established that there is no other viable alternative to petitioning this need for an additional home health licensure need for the reasons listed above. As such, Home Instead believes that the approval of this petition is in the best interest of aging seniors in our community to have access to a centralized care that will allow them better outcomes and lower risk of injury, illness and long-term hospitalizations and/or readmissions.

### **UNNECESSARY DUPLICATION**

Home Instead does not believe that approval of this need will result in any unnecessary duplication of healthcare resources. Given Home Instead's current long-term licensing in the state of North Carolina and our high community recognitions, we believe that the expansion of our own licensure is allowing for more centralized and personalized care for our current client base and will not encroach on any other community resources.

## **BASIC PRINCIPLES**

### Safety and Quality

As noted above, client safety and quality are of the highest importance to Gibson Care Corp. dba Home Instead. Continuing to operate as sole home care without the expansion of home health would be a disservice to our aging population by failing to provide all basic services of medication management, oxygen modalities and/or wound care. All of which are proven to be of high probability of hospitalizations for seniors when not properly managed and overseen. In approving this need we can collectively ensure continuity of care without disruptions by seniors not having to outsource to multiple agencies at one time. Physicians and providers work daily to improve systems of care with multiple multidisciplinary teams, and processes to deliver the right care at the right time. A client under multiple home agency oversights cannot be provided the same continuity of care as one that has access to all resources under one company. As a result, safety and quality may be negatively affected without proposed allocation of home health licensure needs.

### Access

The proposed allocation will expand access within our own client base and within the local community. Home Instead is a highly sought after home care agency within our community. As such, for clients of Home Instead who require basic needs such as medication management and wound care services-their comfort and convenience are limited to outsourcing to other providers for these basic needs based on current home care licensure regulations. Without substantiating this need for home health licensure, clients will be delayed and even denied access to basic necessary care with their own homes.

### Value

Home Instead's ability to expand their scope of services will enable safer and higher quality services compared to operating at a lesser home care licensure given the growing needs of our aging population as well as delays in treatment, increase in emergency room visits and possible increase in hospitalizations and readmissions due to this delay in care thereby also increasing the cost of care and further decreasing healthcare value.

## **CONCLUSION**

Gibson Care Corp. dba Home Instead believes that the addition of a Medicare certified home health licensure requested in this petition are needed to ensure efficient and proper access to acute care services

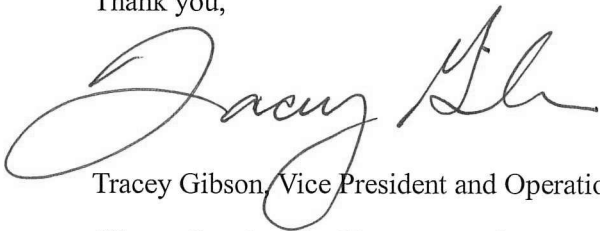
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to seniors in the home that encompasses a senior's basic needs such as oxygen modalities, wound care and medication management. Due to our expansive range of services, our high-quality staff, and highly

rated community standards we feel that Home Instead can effectively and efficiently provide these essential services to its clients without the need for outsourcing. In addition, we have attached several highly respected local physician comments who agree that this need is highly needed in our community as well.

Thank you,

A handwritten signature in black ink, appearing to read "Tracey Gibson". The signature is fluid and cursive, with a large initial "T" and "G".

Tracey Gibson, Vice President and Operations Manager

Gibson Care Inc dba Home Instead