2019 Maine State Hospice Report

A Proud Supporter of

Maine Hospice Council and Center for End of Life Care
Promoting Excellence in End-of-Life Care

2017 Medicare Information With 2016 Comparisons Using Annual Files

6/14/19
How have state hospice organizations changed?
2003 State Hospice Organization Structure

A map of the United States with states color-coded to represent the structure of hospice organizations in each state for the year 2003.
Hospice Utilization
Hospice Utilization

- Is a measure of ACCESS…
- Is a measure of QUALITY…

2017 Hospice Utilization
(Medicare Hospice Deaths / Total Medicare Deaths)
2016 Hospice Utilization
(Medicare Hospice Deaths / Total Medicare Deaths)
2017 Hospice Utilization – Maine
(Medicare Hospice Deaths / Total Medicare Deaths)
2016 Hospice Utilization – Maine
(Medicare Hospice Deaths / Total Medicare Deaths)
## 2017 Demographics & Hospice Utilization

<table>
<thead>
<tr>
<th></th>
<th>Maine</th>
<th>National</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population</td>
<td>1,335,907</td>
<td>335,853,748</td>
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<tr>
<td>Total Deaths</td>
<td>14,676</td>
<td>2,877,130</td>
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<tr>
<td>Medicare Beneficiaries</td>
<td>336,331</td>
<td>59,841,639</td>
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<tr>
<td>Medicare Beneficiary Deaths</td>
<td>12,259</td>
<td>2,246,045</td>
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<tr>
<td>Medicare Hospice Beneficiary Admissions</td>
<td>7,959  65% of Medicare deaths</td>
<td>1,494,591  67% of Medicare deaths</td>
</tr>
<tr>
<td>Medicare Hospice Beneficiary Deaths</td>
<td>6,167  50.3% of Medicare deaths</td>
<td>1,093,807  48.7% of Medicare deaths</td>
</tr>
<tr>
<td>Medicare Hospice Total Days of Care</td>
<td>475,185 Days</td>
<td>105,621,581 Days</td>
</tr>
<tr>
<td>Medicare Hospice Mean Days / Beneficiary</td>
<td>60 Days</td>
<td>71 Days</td>
</tr>
<tr>
<td>Medicare Hospice Median Days / Beneficiary</td>
<td>21 Days</td>
<td>24 Days</td>
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<tr>
<td>Medicare Hospice Total Payments</td>
<td>$79,636,980</td>
<td>$17,810,151,465</td>
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<tr>
<td>Medicare Hospice Mean Payment / Beneficiary</td>
<td>$10,006</td>
<td>$11,918</td>
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<tr>
<td></td>
<td>Maine</td>
<td>National</td>
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<tr>
<td>--------------------------------</td>
<td>------------------------------</td>
<td>---------------------------</td>
</tr>
<tr>
<td>Population</td>
<td>1,331,479</td>
<td>323,105,049</td>
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<tr>
<td>Total Deaths</td>
<td>14,182</td>
<td>2,744,041</td>
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<tr>
<td>Medicare Beneficiaries</td>
<td>328,705</td>
<td>58,437,242</td>
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<td>Medicare Beneficiary Deaths</td>
<td>11,919</td>
<td>2,187,468</td>
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<tr>
<td>Medicare Hospice Beneficiary Admissions</td>
<td>7,482 63% of Medicare deaths</td>
<td>1,428,769 65% of Medicare deaths</td>
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<tr>
<td>Medicare Hospice Beneficiary Deaths</td>
<td>5,789 48.6% of Medicare deaths</td>
<td>1,042,864 47.7% of Medicare deaths</td>
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<tr>
<td>Medicare Hospice Total Days of Care</td>
<td>448,836 Days</td>
<td>100,304,749 Days</td>
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<tr>
<td>Medicare Hospice Mean Days / Beneficiary</td>
<td>60 Days</td>
<td>70 Days</td>
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<tr>
<td>Medicare Hospice Median Days / Beneficiary</td>
<td>22 Days</td>
<td>24 Days</td>
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<td>Medicare Hospice Total Payments</td>
<td>$74,874,828</td>
<td>$16,732,094,739</td>
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<td>Medicare Hospice Mean Payment / Beneficiary</td>
<td>$10,009</td>
<td>$11,712</td>
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</table>
2017 Hospice Utilization
(Medicare Hospice Deaths / Total Medicare Deaths)
2016 Hospice Utilization
(Medicare Hospice Deaths / Total Medicare Deaths)

ME #20: 48.6%
National: 47.7%
2017 Hospice Utilization x County – ME
(Medicare Hospice Deaths / Total Medicare Deaths)

ME #19: 50.3%
National: 48.7%
2016 Hospice Utilization x County – ME
(Medicare Hospice Deaths / Total Medicare Deaths)

<table>
<thead>
<tr>
<th>County</th>
<th>Hospice Utilization</th>
</tr>
</thead>
<tbody>
<tr>
<td>Androscogin</td>
<td>60.6%</td>
</tr>
<tr>
<td>Cumberland</td>
<td>59.2%</td>
</tr>
<tr>
<td>York</td>
<td>56.9%</td>
</tr>
<tr>
<td>Knox</td>
<td>54.8%</td>
</tr>
<tr>
<td>Lincoln</td>
<td>54.1%</td>
</tr>
<tr>
<td>Franklin</td>
<td>50.7%</td>
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<tr>
<td>Sagadahoc</td>
<td>50.5%</td>
</tr>
<tr>
<td>Oxford</td>
<td>49.4%</td>
</tr>
<tr>
<td>Kennebec</td>
<td>45.9%</td>
</tr>
<tr>
<td>Somerset</td>
<td>43.7%</td>
</tr>
<tr>
<td>Waldo</td>
<td>40.1%</td>
</tr>
<tr>
<td>Piscataquis</td>
<td>39.2%</td>
</tr>
<tr>
<td>Aroostook</td>
<td>34.9%</td>
</tr>
<tr>
<td>Washington</td>
<td>23.7%</td>
</tr>
<tr>
<td>ME National</td>
<td>48.6%</td>
</tr>
</tbody>
</table>

National: 47.7%

www.HospiceAnalytics.com
Change in Hospice Utilization 2016-2017
(Medicare Hospice Deaths / Total Medicare Deaths)

Change in Hospice Utilization 2000-2017
(Medicare Hospice Deaths / Total Medicare Deaths)

ME #2: 663%

National: 139%

Note: Hospice Utilization = Medicare Hospice Deaths / Total Medicare Deaths.

ME +27.9%
National +17.1%
Medicare Advantage & Hospice
Hospice Medicare Advantage

Value-Based Insurance Design Model (VBID) Fact Sheet CY 2020

Jan 18, 2019 | Innovation models

Overview

The Centers for Medicare & Medicaid Services (CMS) is announcing a broad array of Medicare Advantage (MA) health plan innovations that will be tested in the Value-Based Insurance Design (VBID) model for CY 2020. The VBID model is being tested under the authority of the CMS Center for Medicare and Medicaid Innovation (Innovation Center). The model is designed to reduce Medicare program expenditures, enhance the quality of care for Medicare beneficiaries, including dual-eligible beneficiaries, and improve the coordination and efficiency of health care service delivery. The changes to the VBID Model announced today aim to contribute to the modernization of Medicare Advantage through increasing choice, lowering cost, and improving the quality of care for Medicare beneficiaries.
Hospice Medicare Advantage

- On January 18, 2019, CMS announced it will test carving hospice into Medicare Advantage (MA) plans under its Value-Based Insurance Design (VBID).
- This test begins 1/1/2021.
- Some initial concerns include:
  - Will hospice reimbursement be reduced by MA plans? Perhaps MA plans will send more beneficiaries to hospice, but pay less for them?
  - Will hospice interdisciplinary services be unbundled? Perhaps MA plans will only pay for more skilled discipline visits?
  - How will CMS measure success? (Only $$$?)

2017 Medicare Advantage - All Percentage of All Beneficiaries
2017 Medicare Advantage – All, Maine Percentage of All Beneficiaries
2017 Medicare Advantage – All Percentage of All Beneficiaries

National: ME #28:
34.3%  28.9%
2017 Medicare Advantage – All, ME
Percentage of All Beneficiaries

National: ME #28:
34.3% 28.9%

Cumberland 35.8% 1
Androscoggin 34.6% 2
Franklin 35.0% 3
Kennebec 34.7% 4
Sagadahoc 33.5% 5
Lincoln 32.0% 6
York 28.5% 7
Knox 27.8% 8
Oxford 27.8% 9
Waldo 26.3% 10
Penobscot 25.4% 11
Hancock 21.2% 12
Somerset 19.6% 13
Piscataquis 19.3% 14
Aroostook 16.2% 15
Washington 12.8% 16
Note: When comparing MA All to MA Deaths, ~1/3 of counties change rank.
2017 Medicare Advantage – Deaths, ME
Percentage of Beneficiary Deaths

Note: When comparing MA All to MA Deaths, ~1/3 of counties change rank.
2017 Medicare Advantage – Deaths
Percentage of All Beneficiaries

National: 32.4%
ME #34: 20.6%

Note: When comparing MA All to MA Deaths, ~1/3 of counties change rank.
2017 Medicare Advantage – Deaths, ME
Percentage of All Beneficiaries

National: 32.4%

ME #34: 20.6%

Note: When comparing MA All to MA Deaths, ~1/3 of counties change rank.
2017 Medicare Hospice Admissions
National=1,494,591

ME #40:
7,959
2016 Medicare Hospice Admissions
National= 1,428,769

ME #40:
7,482
### 2017 Medicare Total Days of Hospice Care

**Total Days:** 105,621,581 Days

<table>
<thead>
<tr>
<th>State</th>
<th>Days</th>
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<tbody>
<tr>
<td>California</td>
<td>11,168,060</td>
</tr>
<tr>
<td>Texas</td>
<td>10,000,000</td>
</tr>
<tr>
<td>Florida</td>
<td>9,837,899</td>
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<tr>
<td>Ohio</td>
<td>9,139,512</td>
</tr>
<tr>
<td>Georgia</td>
<td>5,120,413</td>
</tr>
<tr>
<td>Michigan</td>
<td>4,514,824</td>
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<tr>
<td>North Carolina</td>
<td>3,944,738</td>
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<tr>
<td>Illinois</td>
<td>3,627,709</td>
</tr>
<tr>
<td>New York</td>
<td>3,297,248</td>
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<tr>
<td>Texas</td>
<td>3,290,058</td>
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<tr>
<td>Missouri</td>
<td>2,947,020</td>
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<tr>
<td>Ohio</td>
<td>2,898,931</td>
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<tr>
<td>Pennsylvania</td>
<td>2,537,059</td>
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<tr>
<td>Georgia</td>
<td>2,389,631</td>
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<tr>
<td>New York</td>
<td>2,387,104</td>
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<tr>
<td>Michigan</td>
<td>2,282,669</td>
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<td>North Carolina</td>
<td>2,268,551</td>
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<tr>
<td>Ohio</td>
<td>2,212,733</td>
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<tr>
<td>California</td>
<td>2,097,782</td>
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<tr>
<td>Texas</td>
<td>2,059,108</td>
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<tr>
<td>Florida</td>
<td>1,937,024</td>
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<td>New York</td>
<td>1,842,272</td>
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<td>Illinois</td>
<td>1,725,095</td>
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<td>Ohio</td>
<td>1,657,480</td>
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<td>Pennsylvania</td>
<td>1,513,080</td>
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<tr>
<td>Georgia</td>
<td>1,509,840</td>
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<tr>
<td>Michigan</td>
<td>1,436,044</td>
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<tr>
<td>North Carolina</td>
<td>1,249,285</td>
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<td>Ohio</td>
<td>1,113,116</td>
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<tr>
<td>California</td>
<td>1,028,793</td>
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<td>Florida</td>
<td>951,241</td>
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<td>Ohio</td>
<td>828,698</td>
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<td>805,213</td>
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<td>Ohio</td>
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<td>514,475</td>
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<td>475,185</td>
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<td>419,638</td>
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<td>409,913</td>
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<td>401,681</td>
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<td>Georgia</td>
<td>348,030</td>
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<td>Ohio</td>
<td>262,344</td>
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<td>Georgia</td>
<td>197,803</td>
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<td>149,186</td>
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<td>North Carolina</td>
<td>65,323</td>
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<tr>
<td>Ohio</td>
<td>49,030</td>
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</table>

**ME #40:** 475,185
2016 Medicare Total Days of Hospice Care
National= 100,304,749 Days
2017 Medicare Hospice Mean Days of Care / Beneficiary

National: 71

ME #40: 60

www.HospiceAnalytics.com
2016 Medicare Hospice
Mean Days of Care / Beneficiary

National: 70

ME #41: 60
2005-2017 Hospice Mean Days of Care
13-Year Trends

National +7
ME +2

www.HospiceAnalytics.com
2017 Medicare Hospice
Median Days of Care / Beneficiary

National: 24
ME #32: 21

www.HospiceAnalytics.com
2016 Medicare Hospice
Median Days of Care / Beneficiary

National: ME #29:
24 22
2005-2017 Hospice Median Days of Care
13-Year Trends

![Graph showing median days of care from 2005 to 2017 comparing national and ME trends.](www.HospiceAnalytics.com)
2017 Medicare Hospice
Total Medicare Reimbursement
National= $17,810,151,465

ME #40:
$79,636,980
2016 Medicare Hospice Total Medicare Reimbursement
National= $16,732,094,739

ME #40:
$74,874,828
2017 Medicare Hospice
Mean Medicare Reimbursement / Beneficiary

National:
$11,918

ME #42:
$10,006

www.HospiceAnalytics.com
2016 Medicare Hospice Mean Medicare Reimbursement / Beneficiary

National:
$11,712

ME #41:
$10,009
2017 Medicare Hospice Percentage of Days x LOS

**Maine**
- **< 7 days, 31%**
- **8-29 days, 24%**
- **30-89 days, 22%**
- **90-179 days, 12%**
- **180+ days, 9%**

**National**
- **< 7 days, 29%**
- **8-29 days, 24%**
- **30-89 days, 12%**
- **90-179 days, 12%**
- **180+ days, 9%**
2016 Medicare Hospice Percentage of Days x LOS

**Maine**
- < 7 days, 30%
- 8-29 days, 24%
- 30-89 days, 23%
- 90-179 days, 12%
- 180+ days, 9%

**National**
- < 7 days, 29%
- 8-29 days, 21%
- 30-89 days, 24%
- 90-179 days, 12%
- 180+ days, 12%
2017 Medicare Hospice Percentage of Days x LOS

Maine

- 0-60 Days, 71%
- 61+ Days, 29%

National

- 0-60 Days, 68%
- 61+ Days, 32%
2016 Medicare Hospice Percentage of Days x LOS

Maine

0-60 Days 70%
61+ Days 30%

National

0-60 Days 69%
61+ Days 31%
2017 Medicare Hospice Beneficiaries
Top Six ICD-10 PRIMARY Diagnoses (out of 19 categories)
2016 Medicare Hospice Beneficiaries
Top Six ICD-9 PRIMARY Diagnoses (out of 19 categories)
2017 Medicare Hospice Beneficiaries Status at Discharge

- Maine: 93% DC Alive, 7% DC Deceased
- National: 91% DC Alive, 9% DC Deceased

www.HospiceAnalytics.com
2016 Medicare Hospice Beneficiaries Status at Discharge

<table>
<thead>
<tr>
<th></th>
<th>Maine</th>
<th>National</th>
</tr>
</thead>
<tbody>
<tr>
<td>DC Alive</td>
<td>8%</td>
<td>9%</td>
</tr>
<tr>
<td>DC Deceased</td>
<td>92%</td>
<td>91%</td>
</tr>
</tbody>
</table>

www.HospiceAnalytics.com
Minorities are underserved in hospice.
2016 Medicare Hospice Beneficiaries
Race: Dying With vs. Without Hospice

Minorities are underserved in hospice.
2017 Medicare Hospice Beneficiaries
Levels of Care (days)

Maine

- 98% General Inpt
- 2% Routine Home Care
- 0% Respite Care
- 0% Cont. Home Care

National

- 98% General Inpt
- 1% Routine Home Care
- 0% Respite Care
- 0% Cont. Home Care

www.HospiceAnalytics.com
2016 Medicare Hospice Beneficiaries Levels of Care (days)

- Maine:
  - Cont. Home Care: 98%
  - Respite Care: 0%
  - General Inpt: 0%
  - Routine Home Care: 2%

- National:
  - Cont. Home Care: 100%
  - Respite Care: 0%
  - General Inpt: 98%
  - Routine Home Care: 0%
2017 Medicare Hospice Beneficiaries Locations of Care (days)

- **Maine**
  - Home: 47%
  - Assisted Living Facility: 15%
  - Inpatient Hospice: 2%
  - All Other Settings: 2%

- **National**
  - Home: 55%
  - Assisted Living Facility: 24%
  - Inpatient Hospice: 19%
  - All Other Settings: 1%
2016 Medicare Hospice Beneficiaries Locations of Care (days)

- **Maine**
  - Home: 49%
  - Skilled / Non-Skill Nursng Fac: 24%
  - Assisted Living Facility: 34%
  - All Other Settings: 14%
  - Inpatient Hospice: 2%

- **National**
  - Home: 56%
  - Skilled / Non-Skill Nursng Fac: 24%
  - Assisted Living Facility: 18%
  - All Other Settings: 1%
  - Inpatient Hospice: 1%
Thank you

Please contact Cordt Kassner, PhD, at Hospice Analytics with any questions, comments, feedback, or for additional information:
P: 719-209-1237
E: Info@HospiceAnalytics.com
W: www.HospiceAnalytics.com

* Review the new National Hospice Locator at www.HospiceAnalytics.com – geo-maps and detailed information on every known hospice in the United States!