



Provider Hospice Name
2010 Market Report (2008 Data)
12/1/09

State Hospice Organization
Market Report Logo

Sample Report
Mock Data

Alaska: Anchorage, Bethel, Denali, Fairbanks North, Kenai Peninsula, Kodiak Island, Southeast Fairbanks, and Valdez-Cordova (up to 8 counties)

State Hospice Organization Information

- ▶ Mission, vision, etc.

Sample Report
Mock Data

- ▶ **NOTE:** *This sample report is for example purposes only. Slide were copied from several different actual reports, and hospice provider and counties names changed.*

Shore Hospice (i.e., Provider Name) 2010 Market Report (2008 Data)

- ▶ This is a Market Report completed for Shore Hospice (provider), a member of the (state hospice organization).
- ▶ Counties selected for this report include: Anchorage, Bethel, Denali, Fairbanks North, Kenai Peninsula, Kodiak Island, Southeast Fairbanks, and Valdez-Cordova (up to 8).
- ▶ Year= 2008.

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Shore Hospice 2010 Market Report (2008 Data)

Research Methods:

- ▶ This report is created from the most current 100% publically available data files from CMS, U.S. Census, CDC, and others. It is organized by county-specific information followed service area (i.e., all requested counties), state, and national aggregated information. The report is sorted by total patients served in all requested counties.
- ▶ Per CMS reporting requirements, small cells (<11) are blanked to protect confidentiality.
- ▶ The PowerPoint slides detail the 10 largest hospice programs in the selected counties (including the hospice program ordering this report) and aggregates "all other" hospice programs. The Excel spreadsheet details all hospice programs and provides some additional data not contained in the slides.

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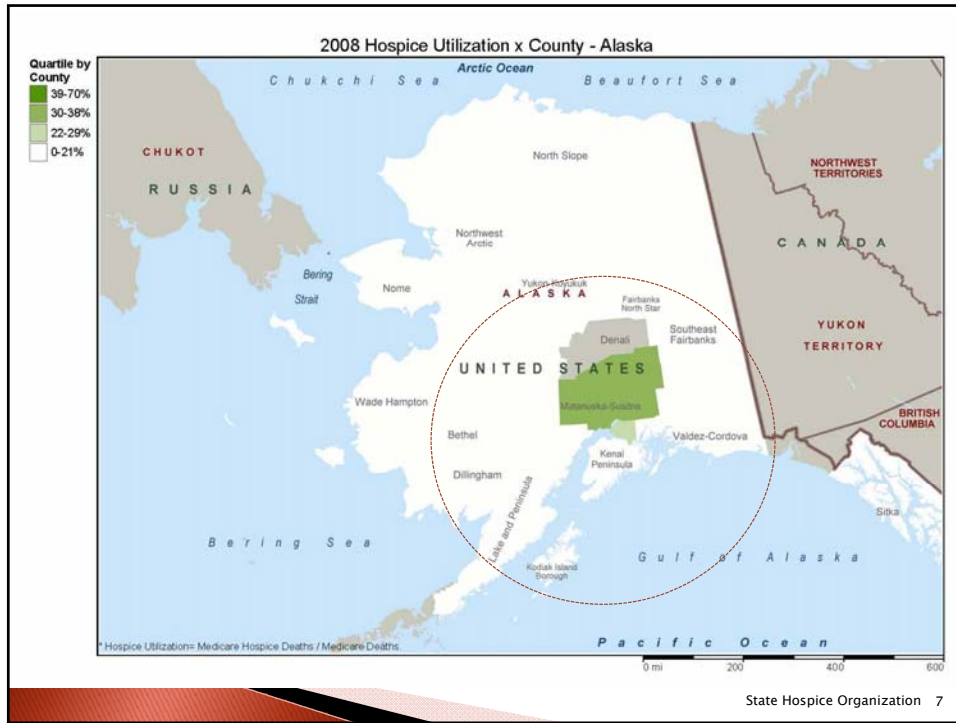
Shore Hospice 2010 Market Report (2008 Data)

Research Methods:

- ▶ Typically there are several “other” hospice programs listed – please note that location is based on Medicare Beneficiary address and the Beneficiary may have received services outside her/his county.
- ▶ Data is reported in two formats – 1) by hospice by county, and 2) by hospice by aggregated counties. The first format (by hospice by county) is most detailed, although results in many blank cells (cells are blanked if <11) in counties with small populations. The second format will be particularly helpful in counties with small populations.
- ▶ This report primarily includes data from Medicare claims files and other Medicare sources. However, it does not include data from Medicaid, private insurance, or private pay. This report only includes information on Medicare certified hospices.
- ▶ Please contact **Alaska State Hospice Organization** with any questions regarding the data sets or research methods.

Sample Report
Mock Data

»» County-Specific Information



2008 Demographics and Hospice Utilization

	Anchorage	Bethel	Denali	Fairbanks North	Kenai	Kodiak Island	SE Fairbanks	Valdez
Medicare Deaths	775	3,743	42,291	13,138	10,536	8,360	15,129	3,934
Medicare Hospice Admissions	138	2,005	18,417	8,094	6,870	4,770	10,157	2,051
% of Medicare Deaths	17.8%	53.6%	43.5%	61.6%	65.2%	57.0%	67.1%	52.1%
Medicare Hospice Deaths	78	1,523	12,647	5,636	4,807	3,218	7,206	1,522
% of Medicare Deaths	10.0%	40.7%	29.9%	42.9%	45.6%	38.5%	47.6%	38.7%

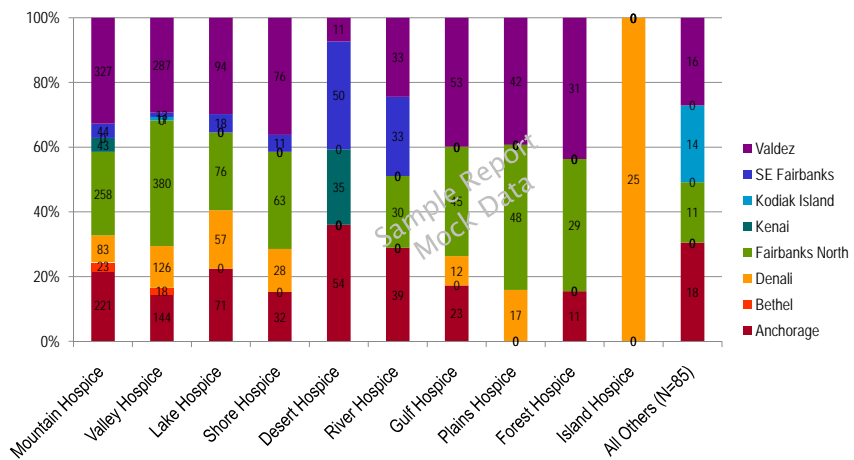
Sample Report
Mock Data

2008 Providers & Hospice Patients Served by County

Hospice	Anchorage	Bethel	Denali	Fairbanks North	Kenai	Kodiak Island	SE Fairbanks	Valdez
Mountain Hospice	221	23	83	258	43	*	44	327
Valley Hospice	144	18	126	380	*	11	13	287
Lake Hospice	71	*	57	76	*	*	18	94
Shore Hospice	32	*	28	63	*	*	11	76
Desert Hospice	54	*	*	*	35	*	50	11
River Hospice	39	*	*	30	*	*	33	33
Gulf Hospice	23	*	12	45	*	*	*	53
Plains Hospice	*	*	17	48	*	*	*	42
Forest Hospice	11	*	*	29	*	*	*	31
Island Hospice	*	*	25	*	*	*	*	*
All Others (N=85)	18	*	*	11	*	14	*	16
TOTAL	625	57	373	944	104	50	175	971

* Indicates CMS protected fields where cell size <11

2008 Providers & Hospice Patients Served by County

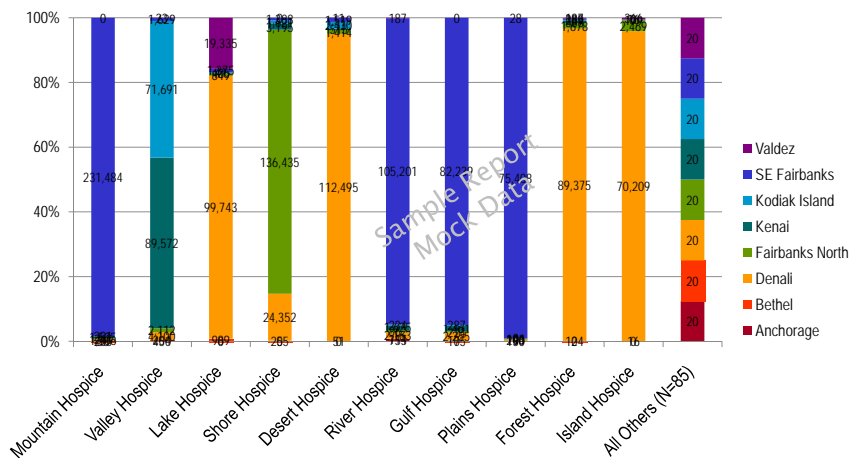


2008 Providers & Total Days of Care by County

Hospice	Anchorage	Bethel	Denali	Fairbanks North	Kenai	Kodiak Island	SE Fairbanks	Valdez
Mountain Hospice	205	38	1,506	243	1,525	291	231,484	*
Valley Hospice	450	204	4,100	2,112	89,572	71,691	1,629	23
Lake Hospice	*	989	99,743	849	405	41	1,375	19,335
Shore Hospice	*	255	24,352	136,435	3,195	1,621	1,388	*
Desert Hospice	*	51	12,495	1,414	515	2,430	1,519	11
River Hospice	753	114	2,163	862	1,625	234	105,201	187
Gulf Hospice	*	175	2,255	224	1,461	287	82,239	*
Plains Hospice	150	*	290	143	104	*	75,408	28
Forest Hospice	*	124	89,375	1,678	588	289	385	187
Island Hospice	*	16	70,209	2,469	179	*	16	366
All Others (N=85)	20	20	20	20	20	20	20	20
TOTAL	1,578	1,986	406,508	146,449	99,189	76,904	500,664	20,157

* Indicates CMS protected fields where cell size <11

2008 Providers & Total Days of Care by County



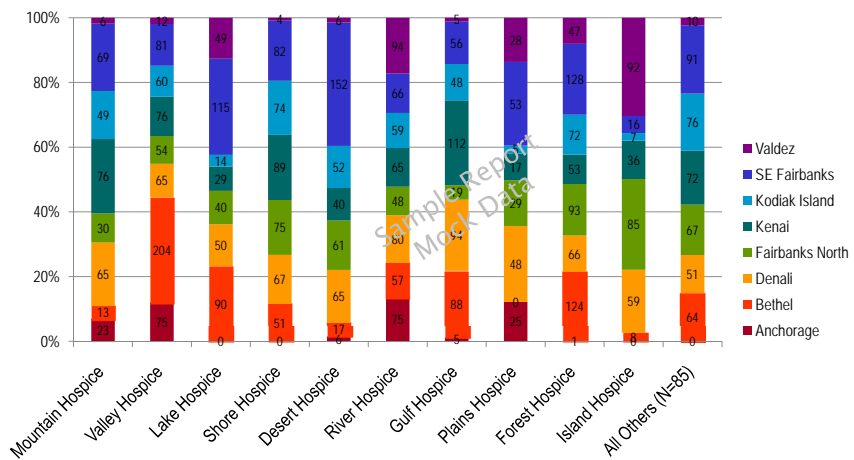
2008 Providers & Mean Days of Care / Patient by County

Hospice	Anchorage	Bethel	Denali	Fairbanks North	Kenai	Kodiak Island	SE Fairbanks	Valdez
Mountain Hospice	23	13	65	30	76	49	69	6
Valley Hospice	75	204	65	54	76	60	81	12
Lake Hospice	*	90	50	40	29	14	115	49
Shore Hospice	*	51	67	75	89	74	82	4
Desert Hospice	6	17	65	61	40	52	152	6
River Hospice	75	57	80	48	65	59	66	94
Gulf Hospice	5	88	94	19	112	48	56	5
Plains Hospice	25	*	48	29	17	5	53	28
Forest Hospice	1	124	66	93	53	72	128	47
Island Hospice	*	8	59	85	36	7	16	92
All Others (N=85)	*	64	51	67	72	76	91	10
TOTAL	64	51	62	67	65	68	66	58

* Indicates CMS protected fields where cell size <11

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2008 Providers & Mean Days of Care / Patient by County



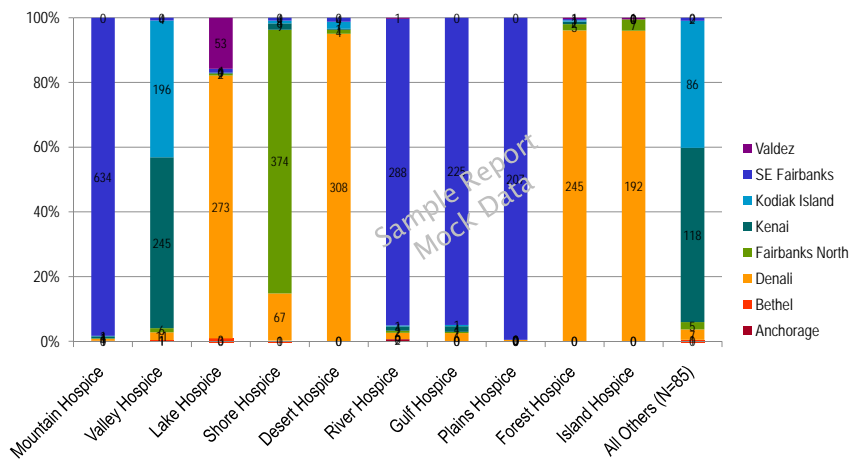
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2008 Providers & Mean Daily Census by County

Hospice	Anchorage	Bethel	Denali	Fairbanks North	Kenai	Kodiak Island	SE Fairbanks	Valdez
Mountain Hospice	1	*	4	1	4	1	634	*
Valley Hospice	1	1	11	6	245	196	4	*
Lake Hospice	*	3	273	2	1	*	4	53
Shore Hospice	*	1	67	374	9	4	4	*
Desert Hospice	*	*	308	4	1	7	4	*
River Hospice	2	*	6	2	4	1	288	1
Gulf Hospice	*	*	6	1	4	1	225	*
Plains Hospice	*	*	1	*	*	*	207	*
Forest Hospice	*	*	245	5	2	1	1	1
Island Hospice	*	*	192	7	*	*	*	1
All Others (N=85)	*	1	7	5	118	86	2	*
TOTAL	23	285	3,176	1,494	1,226	895	1,847	326

* Indicates CMS protected fields where cell size <11

2008 Providers & Mean Daily Census by County



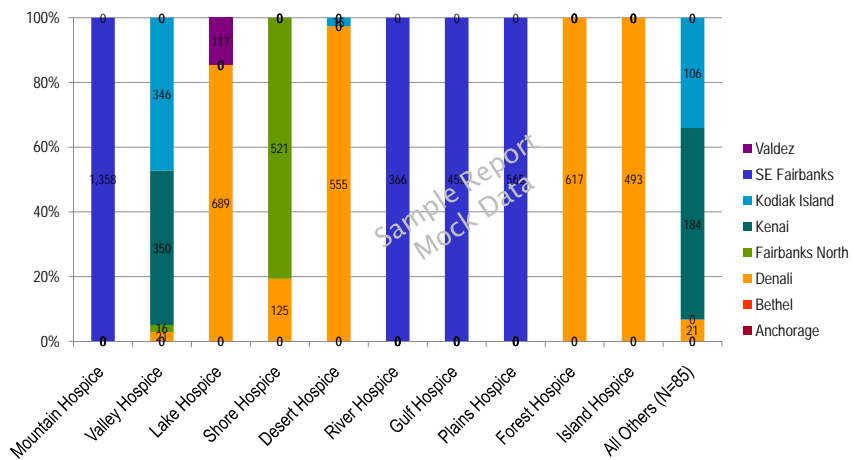
2008 Providers & Patients with Cancer by County

Hospice	Anchorage	Bethel	Denali	Fairbanks North	Kenai	Kodiak Island	SE Fairbanks	Valdez
Mountain Hospice	*	*	*	*	*	*	1,358	*
Valley Hospice	*	*	21	16	350	346	*	*
Lake Hospice	*	*	689	*	*	*	*	117
Shore Hospice	*	*	125	521	*	*	*	*
Desert Hospice	*	*	555	*	*	15	*	*
River Hospice	*	*	*	*	*	*	366	*
Gulf Hospice	*	*	*	*	*	*	455	*
Plains Hospice	*	*	*	*	*	*	565	*
Forest Hospice	*	*	617	*	*	*	*	*
Island Hospice	*	*	493	*	*	*	*	*
All Others (N=85)	*	*	21	*	184	106	*	*
TOTAL	54	627	6,457	2,449	1,936	1,352	3,287	626

* Indicates CMS protected fields where cell size <11

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2008 Providers & Patients with Cancer by County



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Sample Report
Mock Data

» Service Area Aggregated Information

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2008 Counties & Hospice Patients

County	Patients	Utilization Days	Mean Days / Patient	Mean Daily Census
Anchorage	376	19,119	51	52
Bethel	84	3,734	44	10
Denali	105	6,273	60	17
Fairbanks North	444	26,052	59	71
Kenai Peninsula	971	60,151	62	165
Kodiak Island	30	1,240	41	3
Southeast Fairbanks	38	1,890	50	5
Valdez-Cordova	846	57,687	68	158
TOTAL	2,894	176,161	61	483

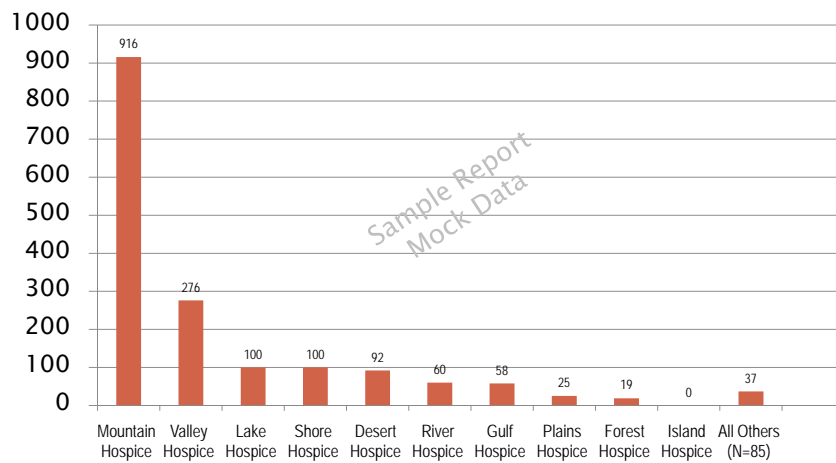
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2008 Providers & Hospice Patients

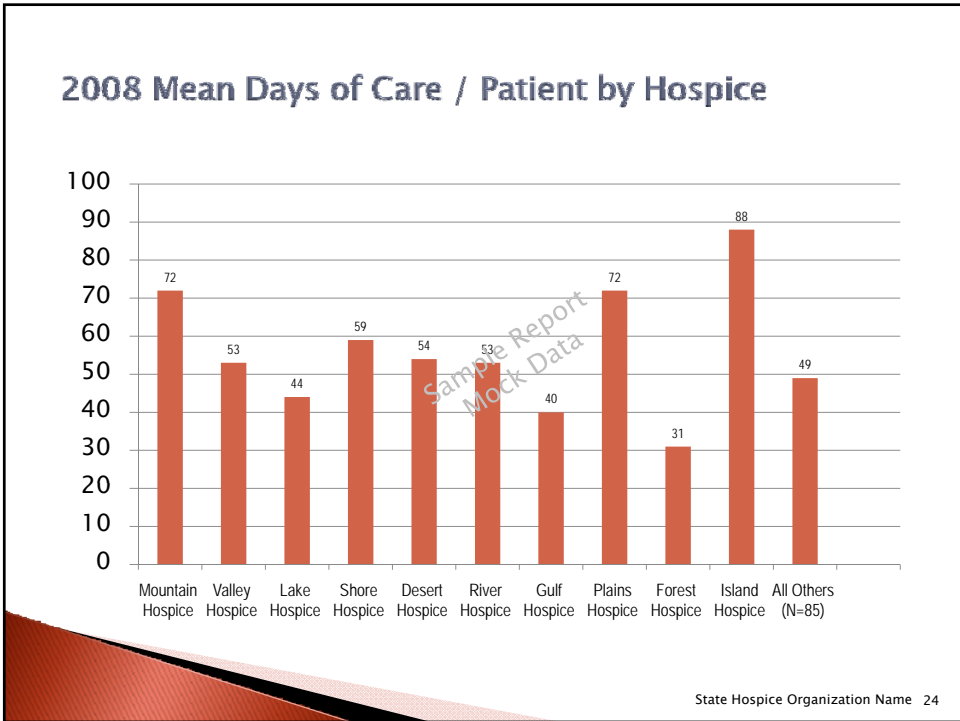
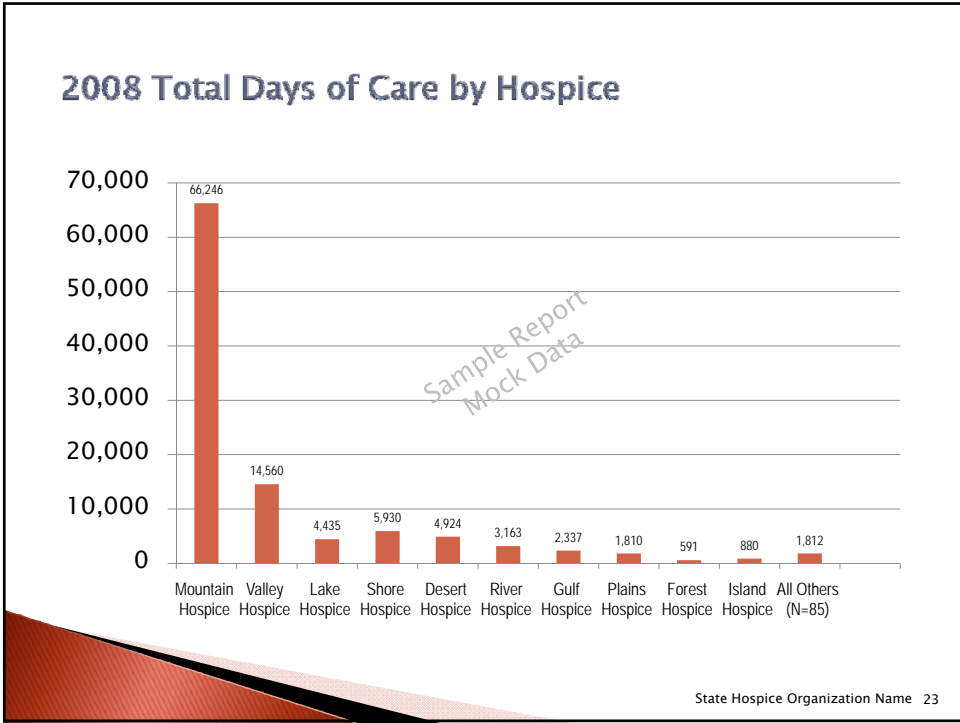
Hospice	Patients	Utilization Days	Mean Days / Patient	Mean Daily Census
Mountain Hospice	916	66,246	72	181
Valley Hospice	276	14,560	53	40
Lake Hospice	100	4,435	44	12
Shore Hospice	100	5,930	59	16
Desert Hospice	92	4,924	54	13
River Hospice	60	3,163	53	*
Gulf Hospice	58	2,337	40	*
Plains Hospice	25	1,810	72	*
Forest Hospice	19	591	31	*
Island Hospice	*	880	88	*
All Others (N=85)	37	1,812	49	*
TOTAL	1,998	129,726	65	355

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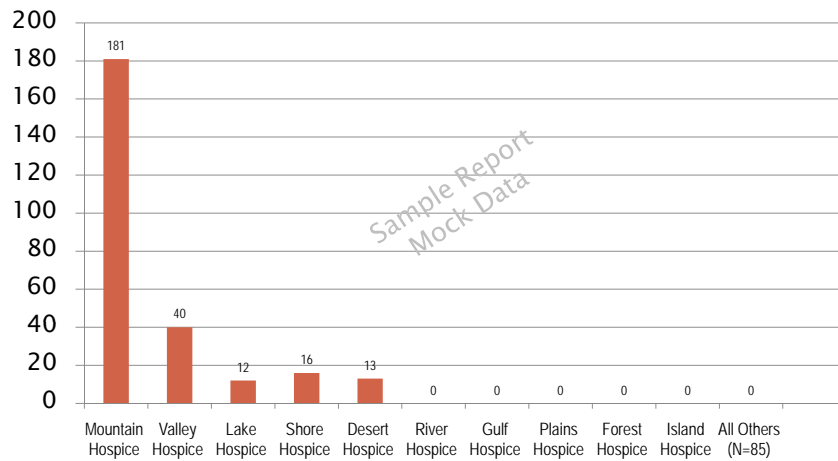
2008 Patients Served by Hospice



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2008 Mean Daily Census by Hospice



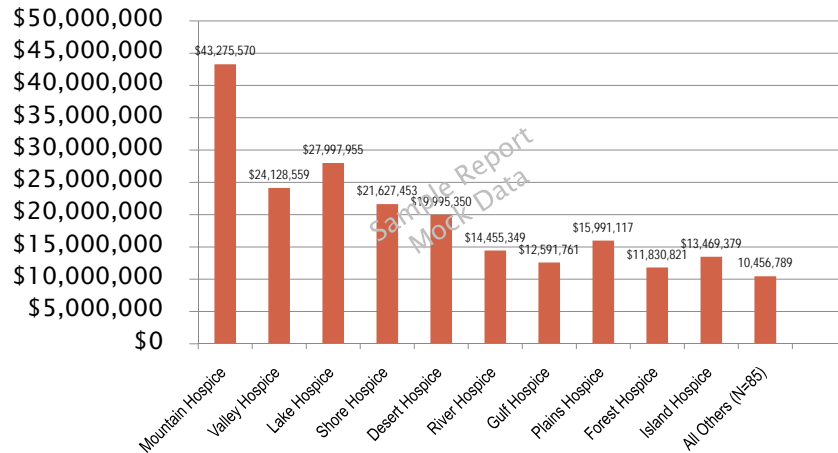
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2008 Medicare Reimbursement / Hospice

Hospice	Patients	Total Medicare Reimbursement	Mean Medicare Reimbursement / Patient
Mountain Hospice	3,418	\$ 43,275,570	\$ 12,661
Valley Hospice	2,452	\$ 24,128,559	\$ 9,840
Lake Hospice	2,268	\$ 27,997,955	\$ 12,345
Shore Hospice	1,823	\$ 21,627,453	\$ 11,864
Desert Hospice	3,684	\$ 19,995,350	\$ 11,874
River Hospice	1,541	\$ 14,455,349	\$ 9,380
Gulf Hospice	1,447	\$ 12,591,761	\$ 8,702
Plains Hospice	1,403	\$ 15,991,117	\$ 11,398
Forest Hospice	1,225	\$ 11,830,821	\$ 9,658
Island Hospice	1,105	\$ 13,469,379	\$ 12,189
All Others (N=85)	32,036	\$ 326,495,023	\$ 10,192
TOTAL	52,908	\$ 557,534,476	\$ 10,538

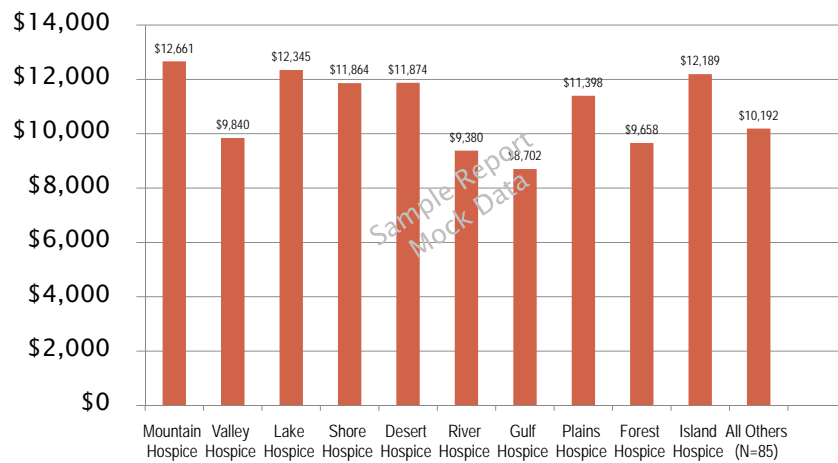
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2008 Total Medicare Reimbursement by Hospice



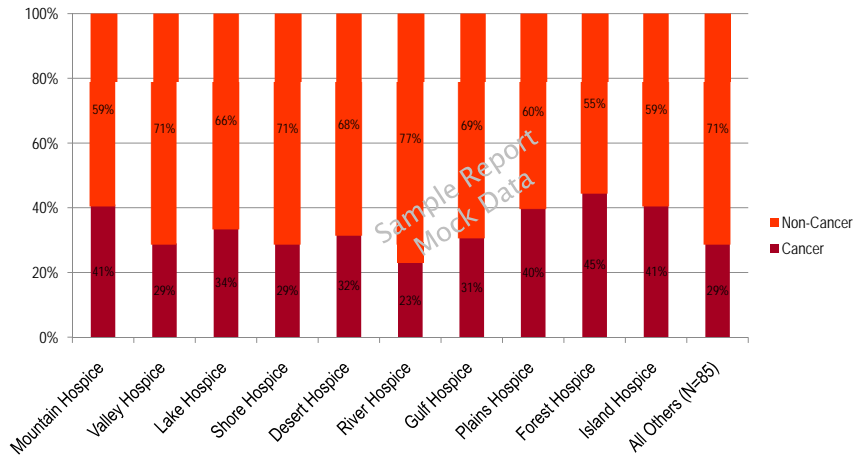
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2008 Mean Medicare Reimbursement / Patient



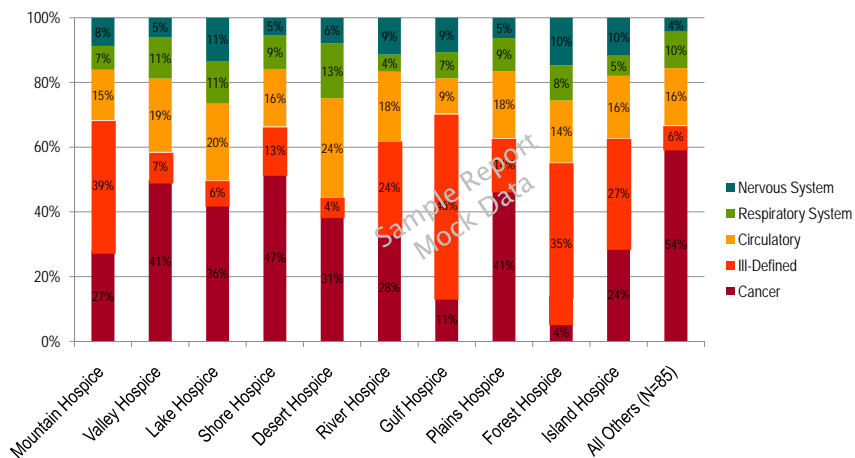
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2008 Patients Cancer / Non-Cancer



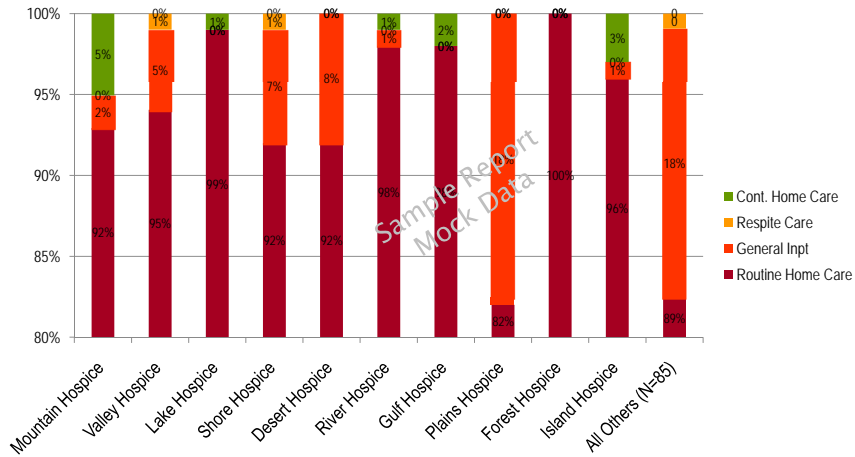
State Hospice Organization Name 29

2008 Top 5 Diagnostic Categories (out of 16)



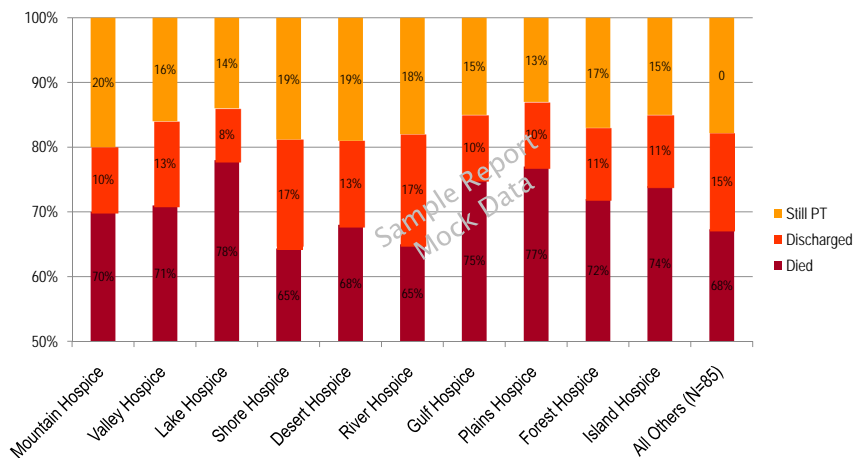
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2008 Patients by Level of Care



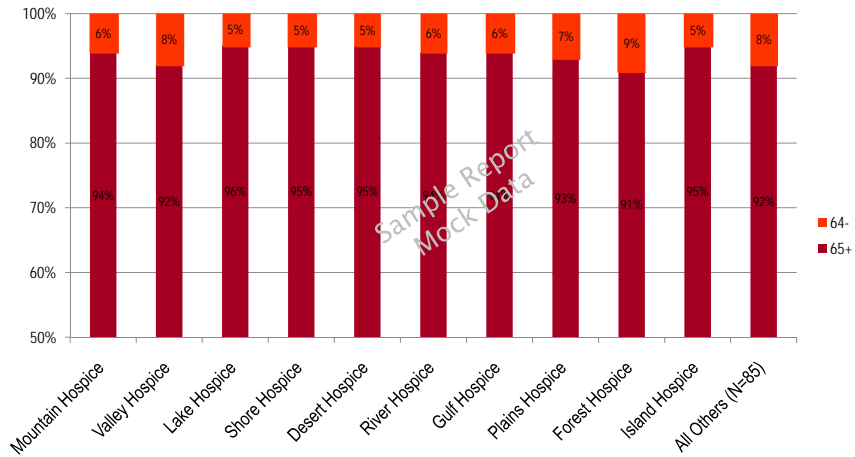
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2008 Patient Status at Discharge



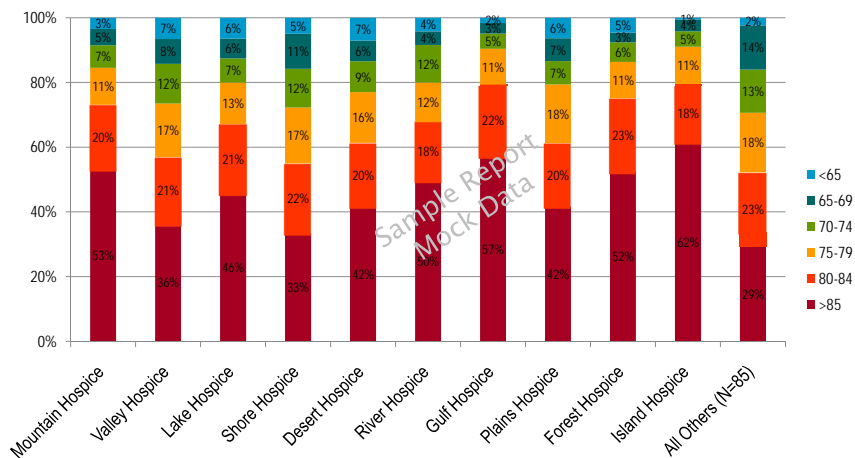
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2008 Patients in Age Categories (1)



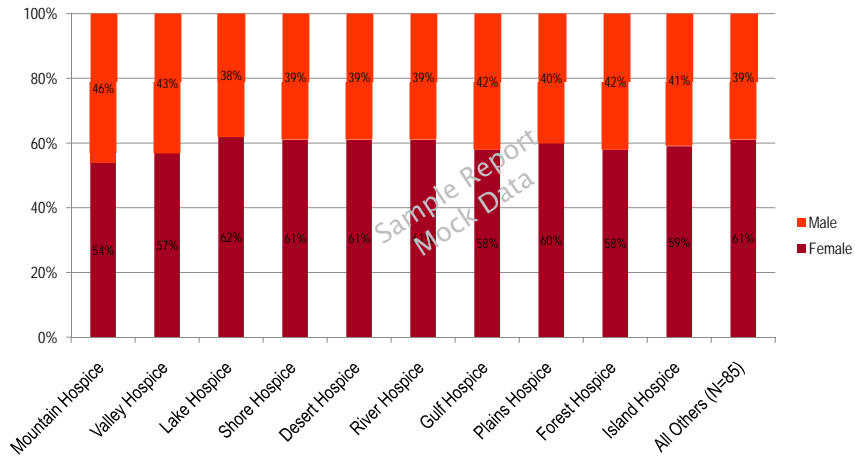
State Hospice Organization Name 33

2008 Patients in Age Categories (2)



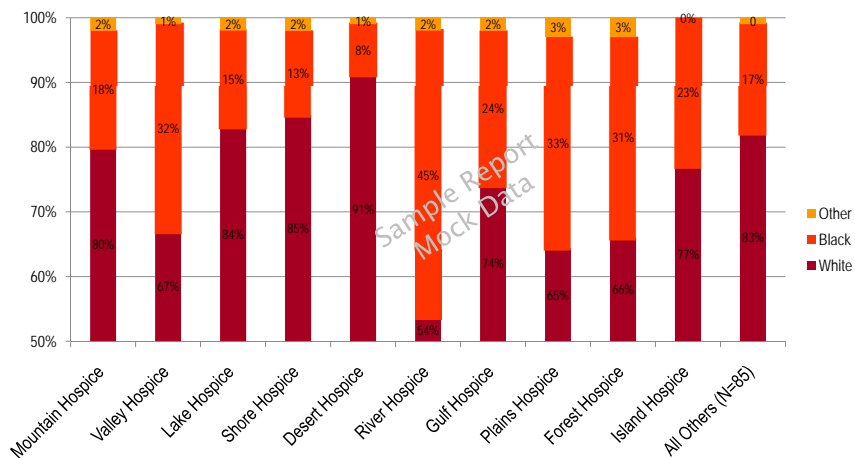
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2008 Patients by Sex

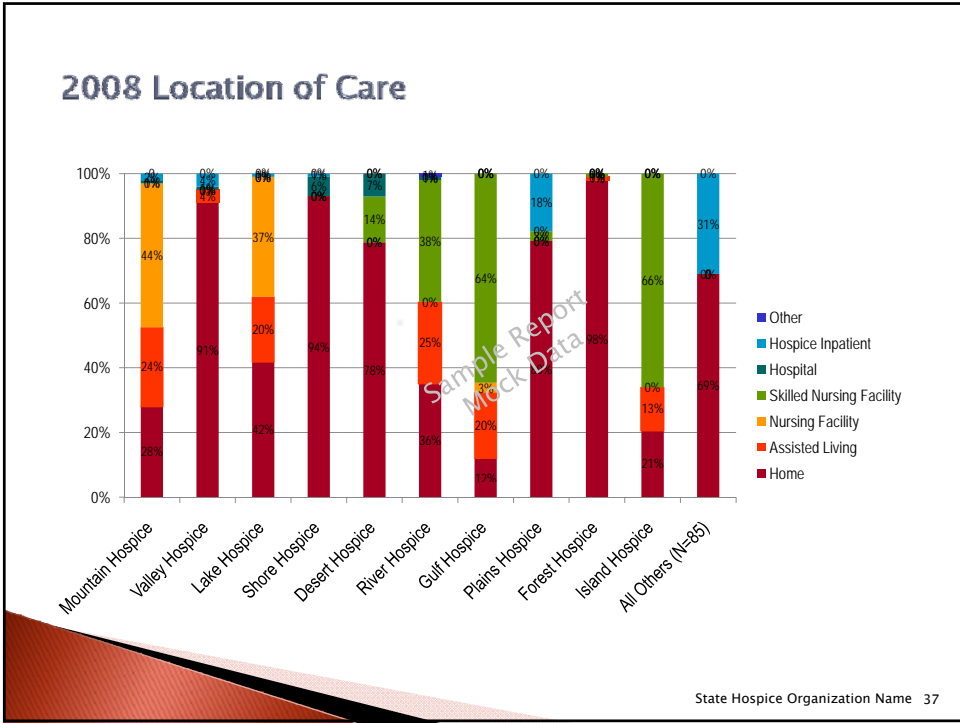


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2008 Patients by Race



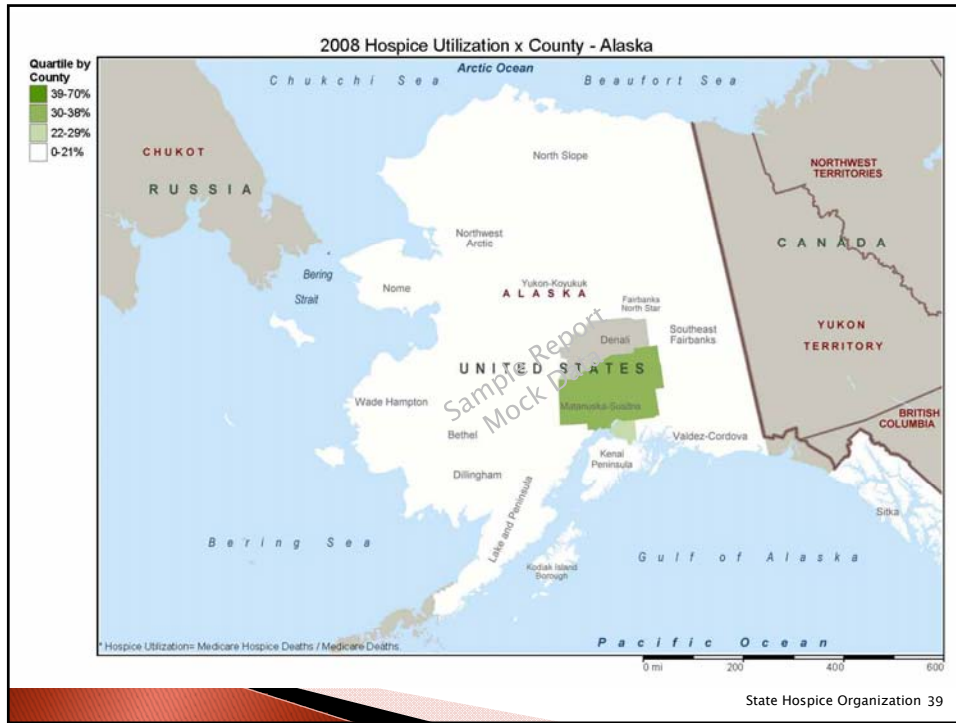
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Sample Report
Mock Data

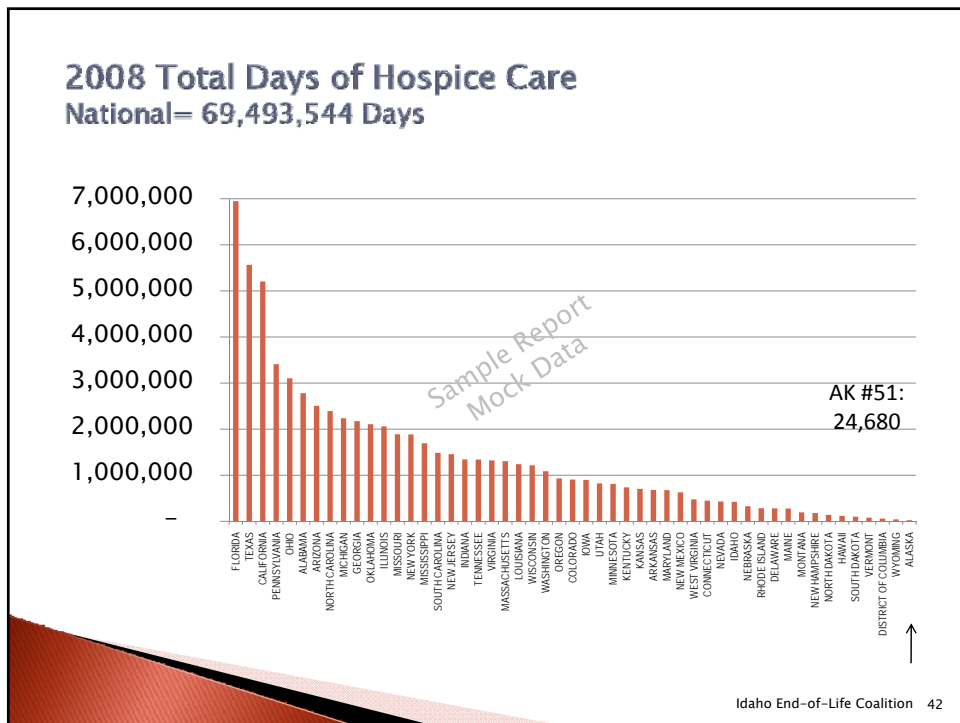
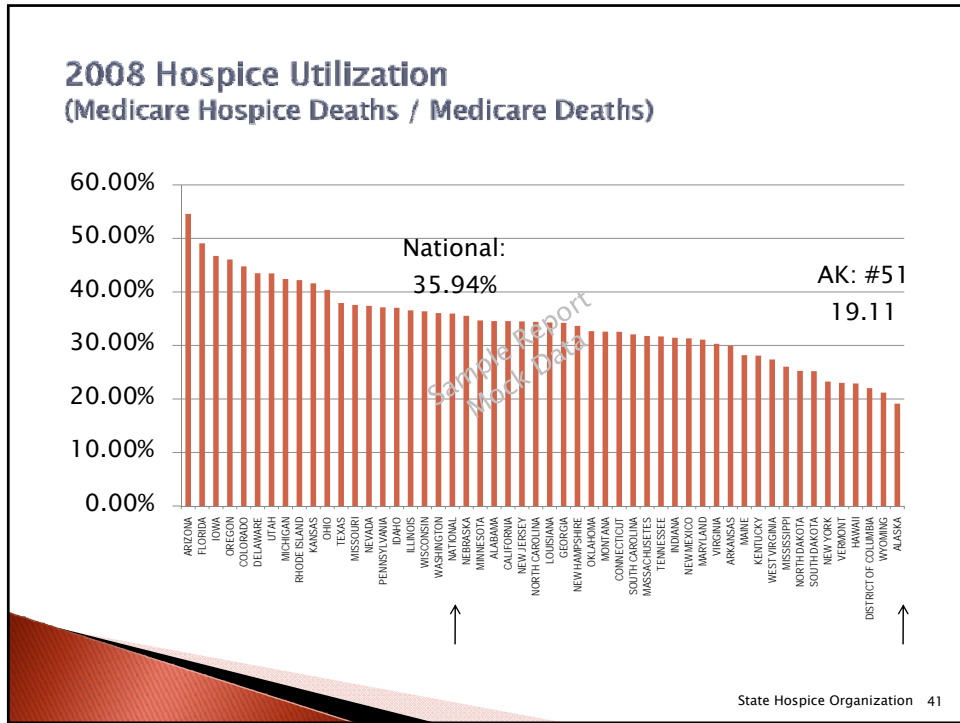
»» State Aggregated Information

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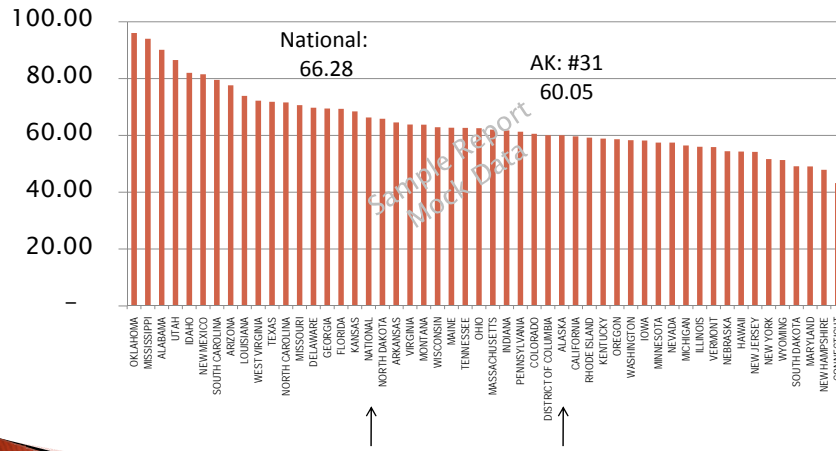


2008 Demographics & Hospice Utilization

	Alaska
Population	36,377,534
Total Deaths	239,619 0.66% of population
Medicare Deaths	176,523 73.66% of total deaths
Medicare Hospice Admissions	85,017 35.48% of total deaths 48.18% of Medicare deaths
Medicare Hospice Deaths	60,987 25.45% of total deaths 34.55% of Medicare deaths

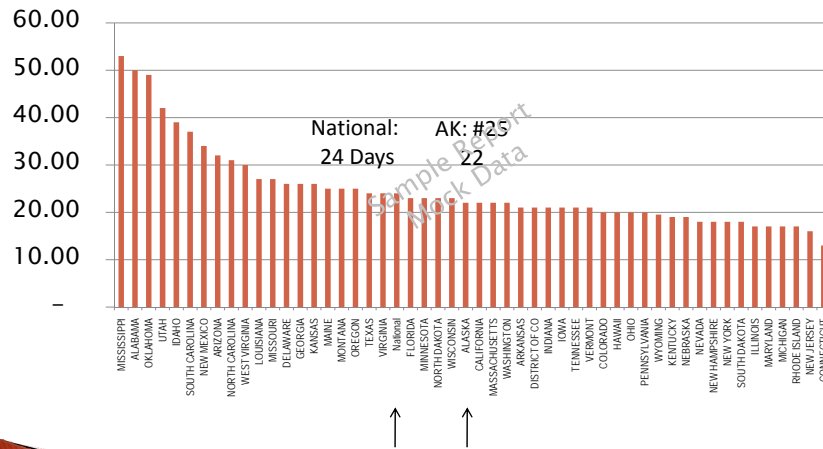


2008 Mean Days / Patient of Hospice Care

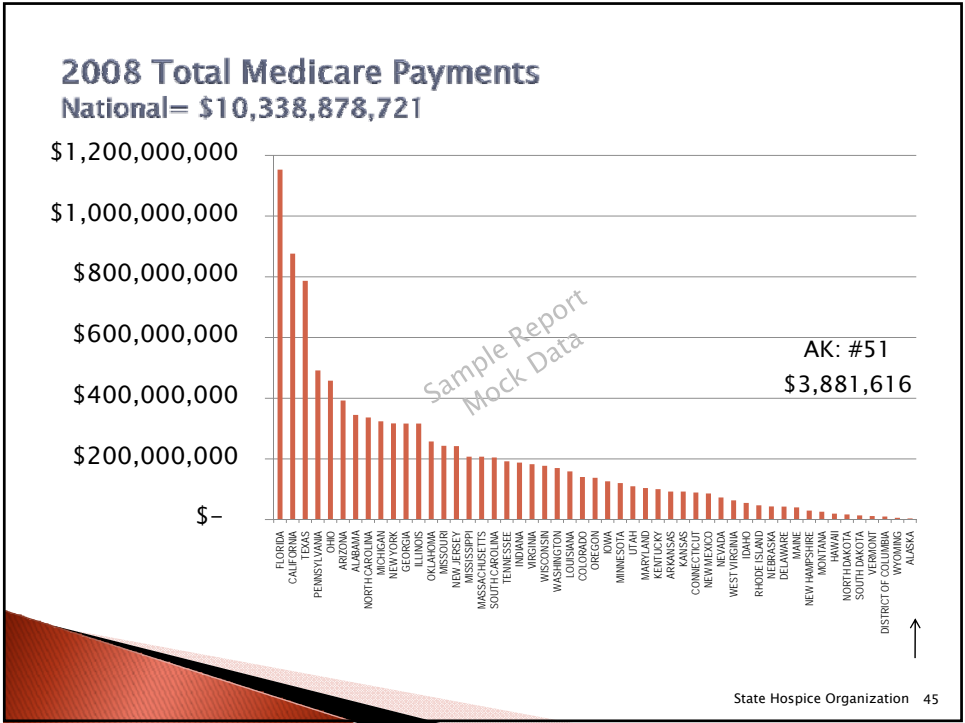


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2008 Median Days / Patient of Hospice Care



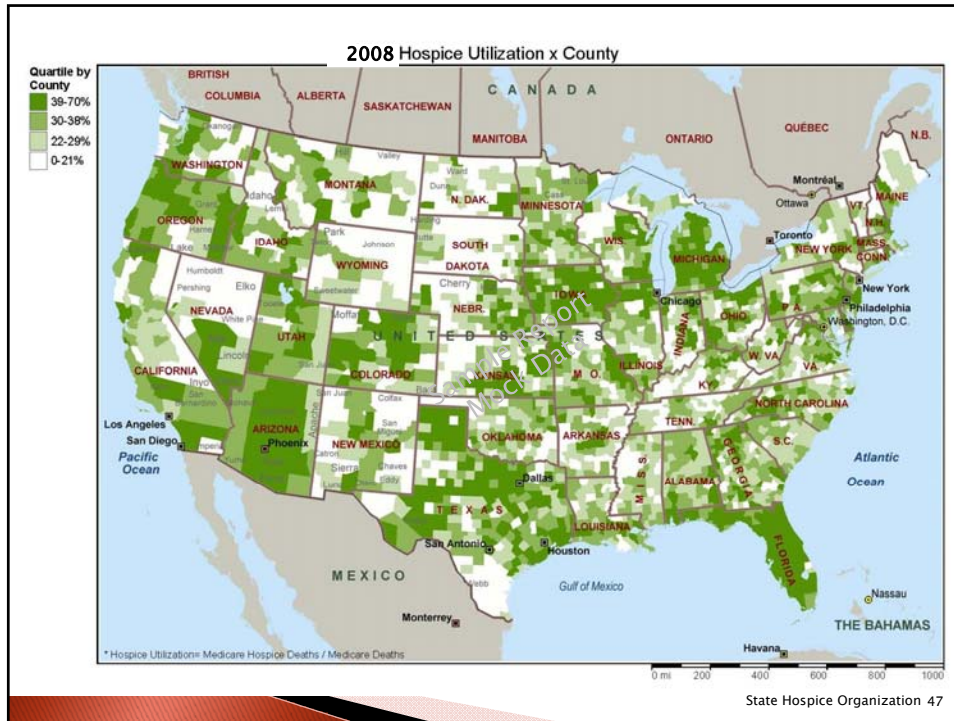
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Sample Report
Mock Data

»» National Aggregated Information

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2008 Demographics & Hospice Utilization

	National
Population	301,290,332
Total Deaths	2,420,605 0.80% of population
Medicare Deaths	1,875,500 77.48% of total deaths
Medicare Hospice Admissions	1,012,127 41.81% of total deaths 53.96% of Medicare deaths
Medicare Hospice Deaths	673,987 27.84% of total deaths 35.94% of Medicare deaths
Total Days of Hospice Care	69,493,544 Days
Mean Days / Patient of Hospice Care	66.28 Days
Median Days / Patient of Hospice Care	24 Days
Total Medicare Payments	\$10,338,878,721