

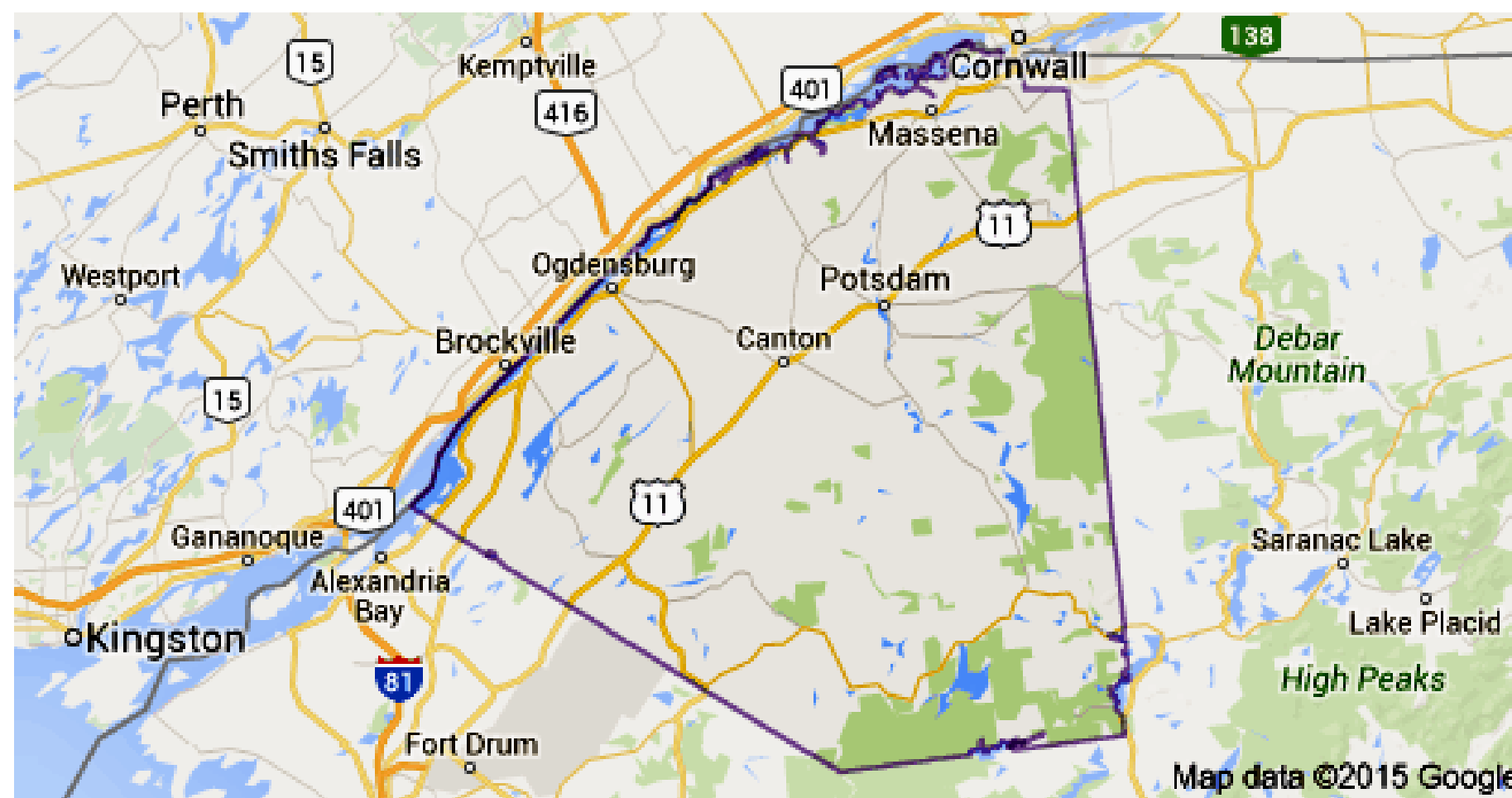


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Hospice and Palliative Care of St. Lawrence Valley

Located in Potsdam NY we have served St. Lawrence County residents since 1983. We are a nonprofit organization of health care professionals committed to providing compassionate care and support to the seriously ill and their families across the county.

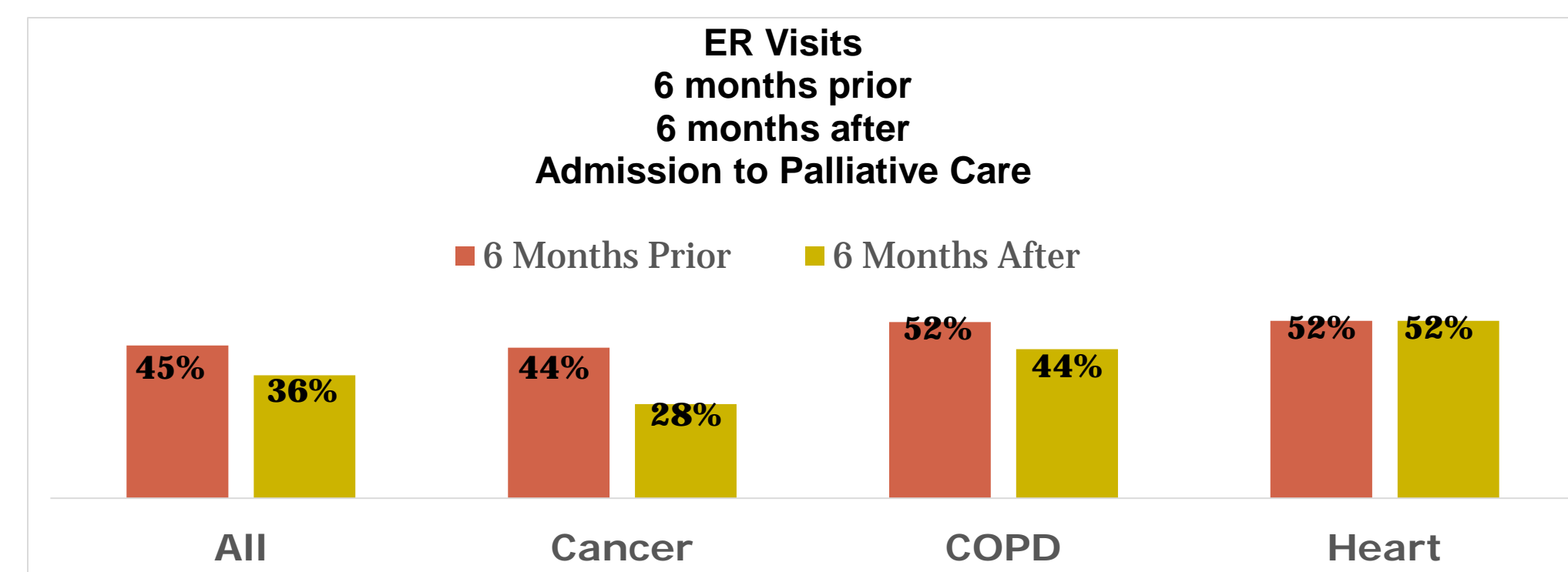
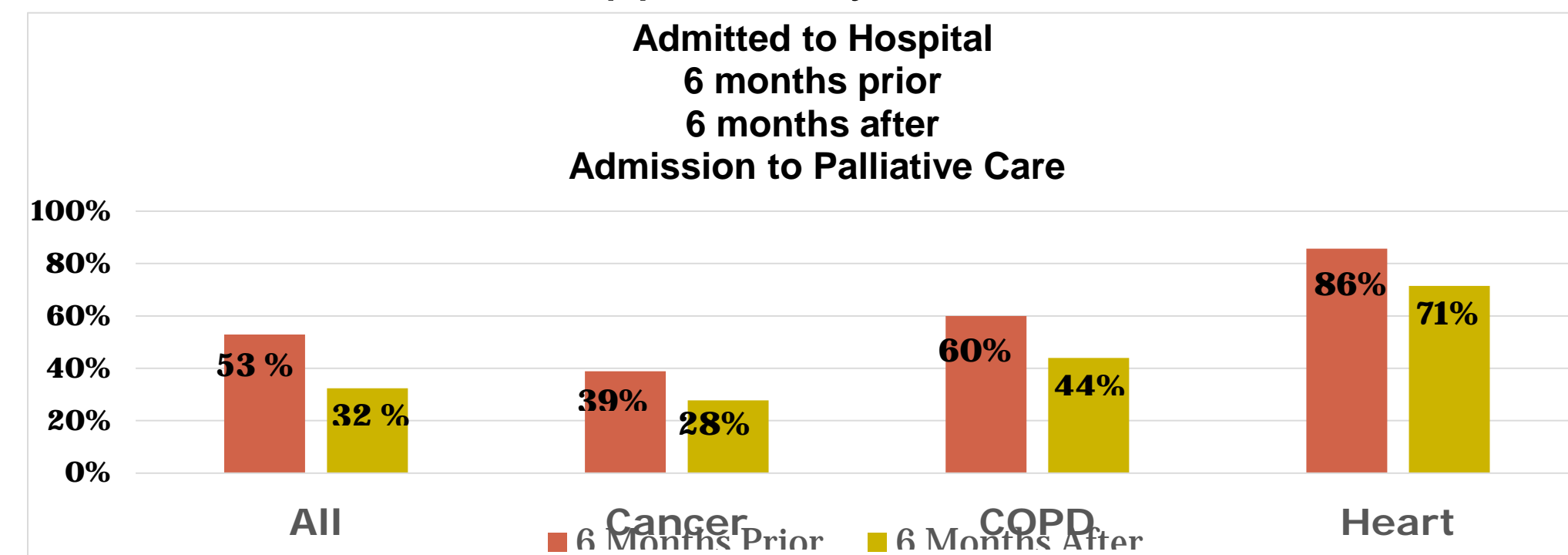


St Lawrence Valley

Population estimate 2014 - 111,400
Total land area of the County is 2,685 square miles.
Located in Northern New York along the Canadian border.
Largest County by area in NY State - bigger than the State of Rhode Island or the State of Delaware
County Seat is in the town of Canton, which is near the geographic center of the County.
Unemployment rate of 7.1%
Length 77 miles Width 22 miles
Temperatures mean - July 70F January 18 F
Annual Snow Fall 66 inches
Average miles traveled by MP / week 300 to 400 miles

Palliative Care of St Lawrence Valley

Originated out of our home support and transitional care model that supports patients through telehealth in the first 30 days post hospitalization
February 2014 was the initial start date of the Palliative Care of St Lawrence Valley under the guidance of the Nurse Practitioner supported by RN and MSW



	2014	2015*
February Palliative Visits	6	60
December Palliative Visits	50	
Total Palliative Visits	332	802
Average Palliative Visits per Month	28	64
Total New Palliative Patients	114	109
Average Daily Census Palliative	26.1	61.9
Average Daily Census Hospice	74.6	85.2

*January 1, 2015 – September 30, 2015

Total 2015 visits to date (Jan to September)- 802

- 16 MD visits
- 546 NP visits
 - Approx 10 visits in hospital setting
 - Approx 536 visits made in the home.
- 50 Social Work visits
- 185 RN visits
- 5 Chaplain visits

Of the total 802 visits

30% of all visits are non billable visits.
194 visits for patients with cancer diagnosis
25% of total visits where malignancy related
22.5 % of those malignancy visits are un-billable as they were performed by un-billable disciplines (RN, Social Work, Chaplain).

Patient Insurances

Approximately 90% of visits are billed to Medicare Part B / Fee for Service
Average charged fee for these visits is \$147.39
Average reimbursement for these billed visits is \$86.42

Challenges

Coordinating schedules/ visits in a large geographic area.
Average Mileage per week for NP is 350 miles
Reimbursement for outpatient service under Hospice umbrella is disproportionate for time spent.
Education of providers is ongoing.
Great need to distinguish Palliative Services versus Hospice Services.
Palliative Care is frequently perceived as “giving up”
Managing program growth with reimbursement & staffing.
Contracting for Palliative Services.
Appropriate referrals