


BKD/SHP Benchmark Leaders:
Analyzing Cost Trends




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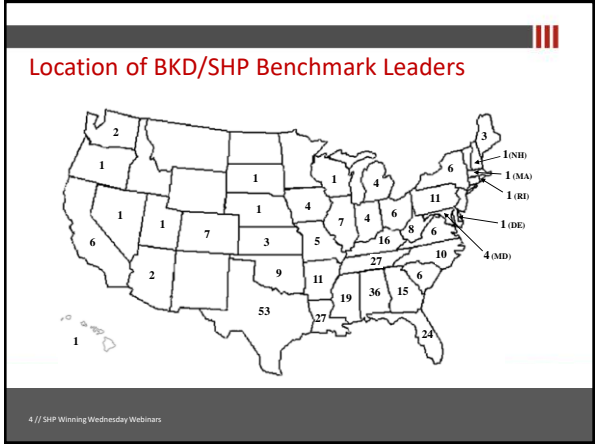
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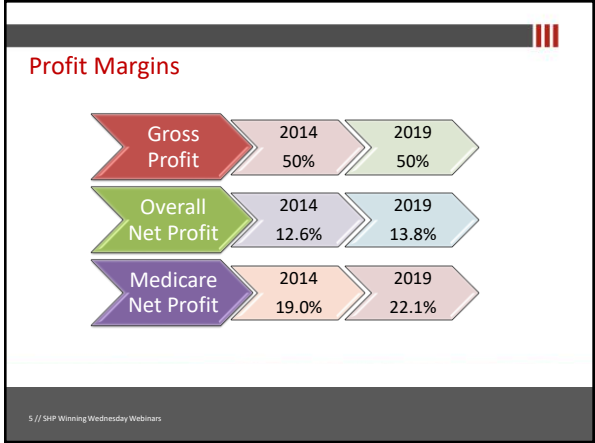
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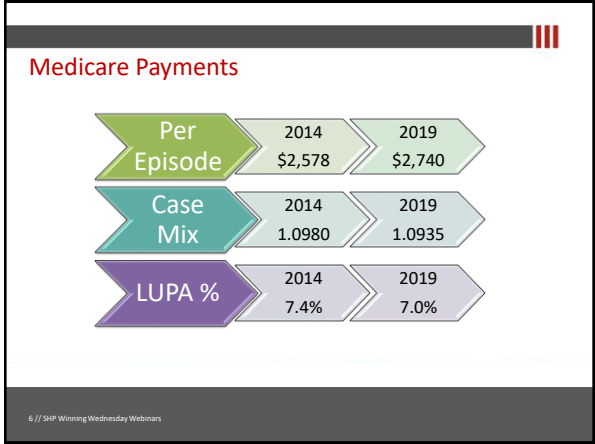
BKD Home Health Benchmarks

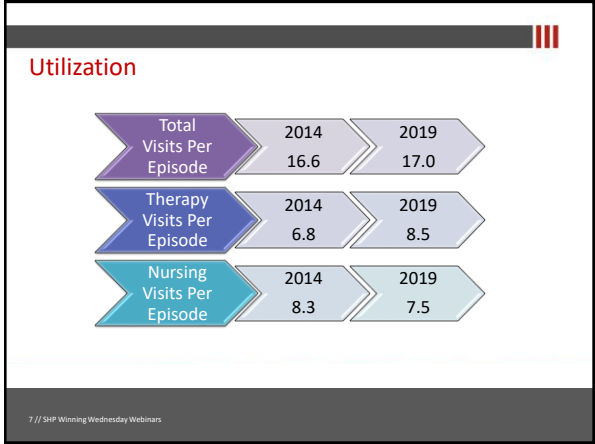
	Total Database		BKD/SHP Leaders	
	2014	2019	2014	2019
Total Agencies	9,823	8,215	215	352
Freestanding	89%	91%	90%	95%
Provider-Based	11%	9%	10%	5%
Urban	80%	80%	62%	64%
Rural	20%	20%	38%	36%
Median Revenue Size	\$1.4M	\$1.9M	\$3.5M	\$4.7M
Median Medicare Mix	80%	73%	72%	69%

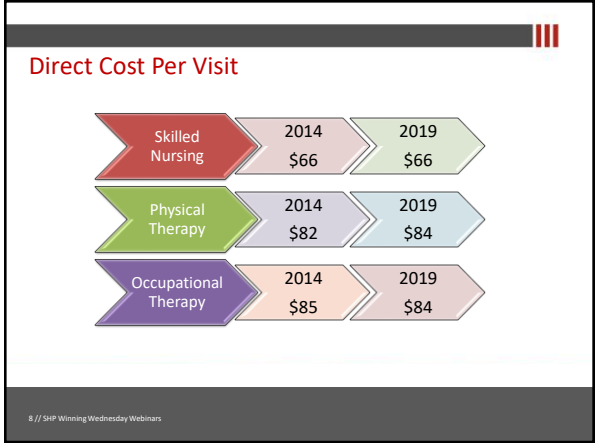
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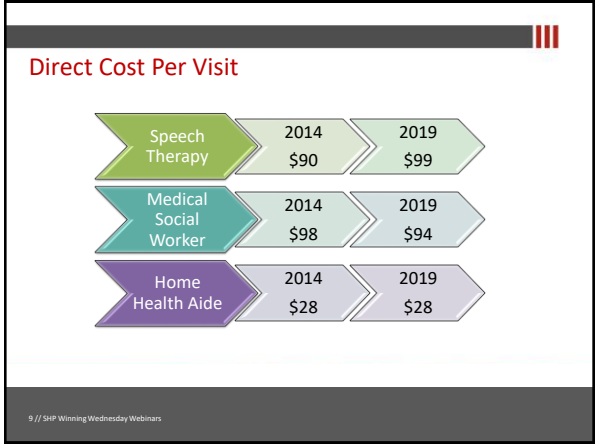












Direct Cost per Visit

	Benchmark Leaders		All Others	
	Median	Best 25%	Median	Best 25%
Nursing	\$66	\$56	\$72	\$52
PT	84	78	86	73
OT	84	78	83	67

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Total Cost Per Visit

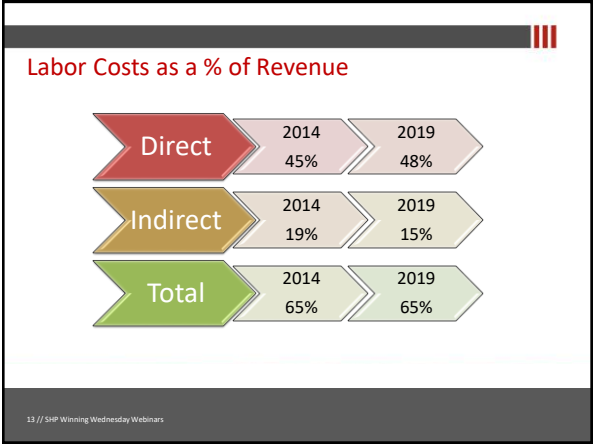
Skilled Nursing	2014 \$116	2019 \$109
Physical Therapy	2014 \$142	2019 \$139
Occupational Therapy	2014 \$145	2019 \$141

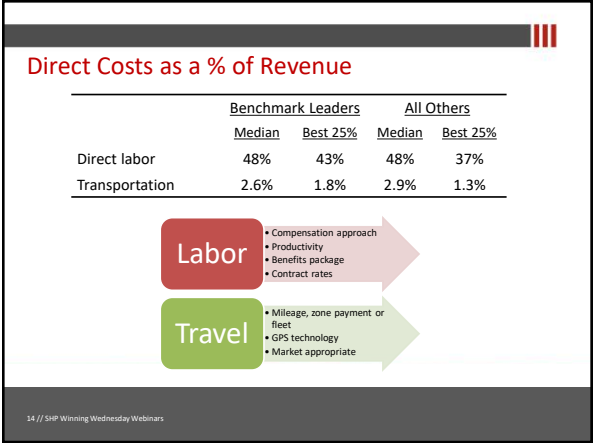
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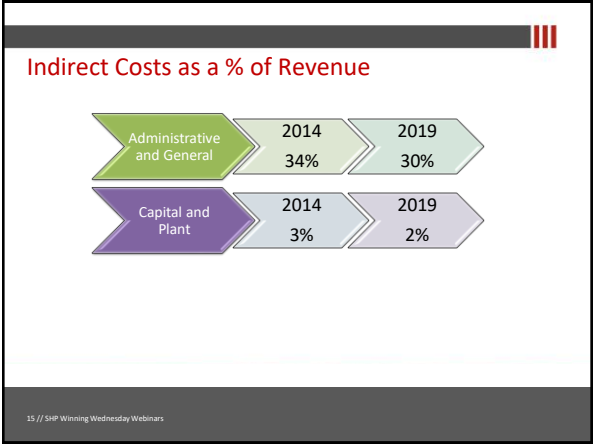
Total Cost Per Visit

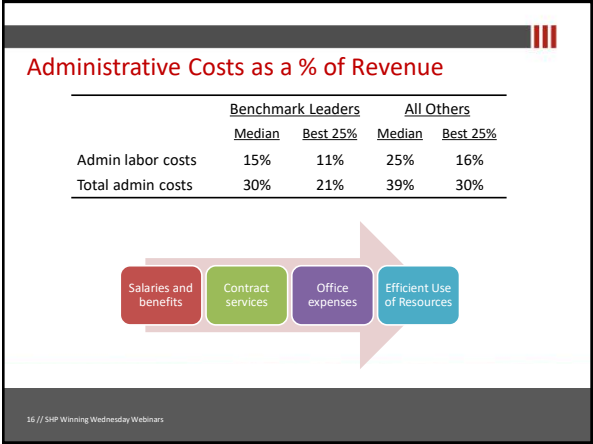
Speech Therapy	2014 \$157	2019 \$163
Medical Social Worker	2014 \$174	2019 \$162
Home Health Aide	2014 \$49	2019 \$46

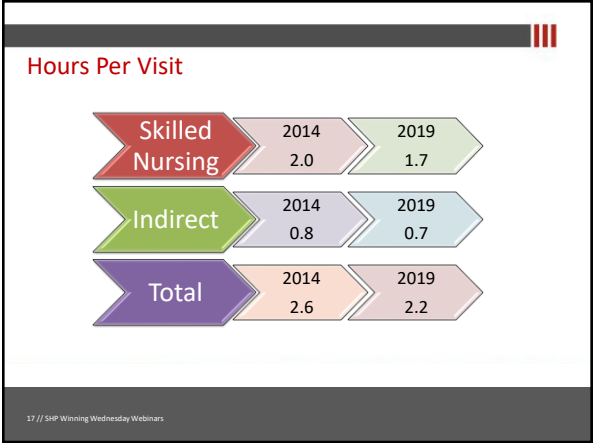
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Summary

- // Trends of top performers are both expected and surprising
 - // Margins improving significantly
 - // Payment per episode increased
 - // Visits per episode increased slightly, but reflecting a slightly changing service mix
 - // Direct cost per visit has stayed relatively flat
 - // Total cost per visit is decreasing
 - // Indirect costs decreasing
 - // Productivity improving

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