

Estimated Hospice Demand & Historical Use Trends – 65+ Population



FLHSA SAGE Commission,
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FLHSA Regional Hospice Data by County - 2007

2007 Hospice FLHSA Region	Lifetime Care/Hospice of Rochester		Southern Tier Hospice & Pallative Care		Livingston County Hospice		Ontario Yates Hospice		VNS Hospice & Pallative Care		Total
	Unduplicated Clients Served	D/C Alive	Unduplicated Clients Served	D/C Alive	Unduplicated Clients Served	D/C Alive	Unduplicated Clients Served	D/C Alive	Unduplicated Clients Served	D/C Alive	Unduplicated Clients Served
Chemung			276	21							255
Livingston	7	133			153	20					7
Monroe	2,024	125							1,023	74	2,848
Ontario							251	15			236
Schuyler			45	4							41
Seneca	105	6									99
Stueben			255	19							236
Wayne	289	18									271
Yates							59	3			56
Total	2,425	150	576	44	153	20	310	18	1,023	74	4,049

Source: NY State Dept of Health; Office on Continuing Care, Bureau of Licensure & Certification; Annual Report of Hospice Utilization & Cost Data filings by Provider



FLHSA Regional Hospice Data by County - 2008

2008 Hospice FLHSA Region	Lifetime Care/Hospice of Rochester		Southern Tier Hospice & Pallative Care		Livingston County Hospice		Ontario Yates Hospice		VNS Hospice & Pallative Care		Total
	Unduplicated Clients Served	D/C Alive	Unduplicated Clients Served	D/C Alive	Unduplicated Clients Served	D/C Alive	Unduplicated Clients Served	D/C Alive	Unduplicated Clients Served	D/C Alive	Unduplicated Clients Served
Chemung			336	44							292
Livingston	11	2			151	13					147
Monroe	2,097	131							1,136	92	3,010
Ontario							267	21			246
Schuyler			47	6							41
Seneca	115	6									109
Stueben			244	32							212
Wayne	282	18									264
Yates							66	5			61
Total	2505	157	627	82	151	13	333	26	1136	92	4,382
Clients DC at Death	2,089		505		134		289		929		3,943
Est. Medicare DCs at Death	1,903		421		109		230		794		3,457

Source: NY State Dept of Health; Office on Continuing Care, Bureau of Licensure & Certification; Annual Report of Hospice Utilization & Cost Data filings by Provider



2007 & 2008 FLHSA Regional Hospice Data

Distribution of Discharges by LOS Group			Clients by Service Location @ Death		
	2007	2008		2007	2008
0 to 7 days	40.7%	42.0%	Home	38.8%	41.1%
8 to 31 days	33.7%	29.8%	Inpatient Gen	28.8%	25.9%
32 to 90 days	15.2%	16.9%	Nursing Home	31.1%	31.5%
91 to 180 days	6.6%	6.5%	Hospice Residence	0.8%	1.1%
181 days plus	3.7%	4.7%	Other	0.0%	0.4%

Days of Care		
	2007	2008
Home Care	96.1%	96.3%
Inpatient	3.8%	3.7%
Respite	0.1%	0.05%

Hospice Client Data		
	2007	2008
% of Hospice Clients @ SNF	38.2%	36.6%
SNF Clients' LOS	71.9	61.7
% of Hospice Clients @ Residence	0.7%	1.4%
Residence Clients' LOS	24.4	15.6

FLRHS Region Hospice Information – Medicare Only

	SNF ALOS - Days		% Admits - Medicare		Medicare Clients		Medicare Clients	Medicare Revenues		Medicare Revenue
	2007	2008	2007	2008	2007	2008	% Change 2007 to 2008	2007	2008	% Change 2007 to 2008
Lifetime Care/Hospice of Rochester	73.9	63.5	87.3%	91.1%	1,904	2,041	7.2%	\$15,432,845	\$16,352,812	6.0%
Southern Tier Hospice & Palliative Care	46.9	43.6	82.1%	83.3%	444	468	5.4%	\$2,901,083	\$2,967,635	2.3%
Livingston Co Hospice	4.2	26.5	84.3%	81.4%	113	114	0.9%	\$703,817	\$635,186	-9.8%
VNS Hospice & Palliative Care	81.0	68.6	87.5%	85.5%	843	894	6.0%	\$4,852,326	\$6,137,218	26.5%
Ontario Yates Hospice	106.3	54.2	82.5%	79.6%	235	242	3.0%	\$1,119,255	\$1,144,204	2.2%
Total	71.9	61.7	86.2%	87.6%	3,539	3,759	6.2%	\$25,009,326	\$27,237,055	8.9%

Note: Medicare clients represent about 87% of all Hospice clients in 2008. Not all Medicare clients listed above died in Hospice during the year enrolled.

Source: Annual Report of Hospice Utilization and Cost Data filed by Hospice agencies with the NY Department of Health 2007 and 2008.



FLHSA Region Hospice Use Compared to National

Indicator	FLHSA	National
Medicare Client Growth 2007 to 2008	6.20%	5.50%
Medicare Revenue Growth 2007 to 2008	8.90%	8.70%
Percent Using Hospice	38.7%	40.1%
Percent of Cases > 180 Days	3.7%	19.0%
Discharges Alive as a Percentage of Total Discharges	6.0%	16.1% ¹
Medicare ALOS - days	47.5 ²	83
<65 as a % of Total Hospice Enrollees-2008	12.40%	16.70%

Note: The Discharge alive estimate for FLHSA region also includes hospice clients who were still enrolled in hospice at the end of the year. It is not clear that those still on census are included in the national numbers.

¹National indicator for Hospice agencies that are below the reimbursement cap; Indicator for those agencies above the cap is 46%

²FLHSA is the average length of stay for all payers and would likely be slightly longer for Medicare only.

Source: Annual Report of Hospice Utilization and Cost Data filed by Hospice agencies with the NY Department of Health 2007 and 2008; MedPac DataBook, June 2010, pages 206 to 216; "NHPCO Facts & Figures: Hospice Care in America, 2010 Edition, National Hospice & Palliative Care Org.



States with High Beneficiary Enrollment in Hospice

Top 10 states with highest hospice use rates	Decedents using hospice
Arizona	57%
Utah	52
Florida	52
Colorado	48
Iowa	48
Oregon	47
Delaware	46
New Mexico	44
Texas	44
Michigan	44

The FLHSA region's enrollment in Hospice by Medicare beneficiaries is estimated to be 38.7%. It is anticipated that the growth in advance directives, shared decision-making and payment reform will increase the region's use of hospice services significantly.

Source: MedPac DataBook 2010, Section 13 – Other Services, published June, 2010, page 216



Estimated Hospice Penetration by County – 2008 – 65+

Deaths by County from NY Dept of Health - 2008

	65-74	75-84	85+	Total 65+	Estimated Enrolled in Hospice @ Death	LA Estimated Hospice Penetration
Chemung	150	297	345	792	225	28.5%
Livingston	87	132	185	404	117	29.0%
Monroe	839	1,727	2,395	4961	2,387	48.1%
Ontario	165	272	340	777	184	23.7%
Schuyler	34	54	56	144	32	21.9%
Seneca	51	104	104	259	87	33.7%
Stueben	176	283	315	774	164	21.1%
Wayne	153	216	254	623	214	34.4%
Yates	44	58	79	181	46	25.2%
Total	1,699	3,143	4,073	8,915	3,457	38.8%

This estimated penetration rate is for 65+ who are discharged at death from FLHSA regional hospice providers. An estimated additional 8.7% Hospice clients are discharged alive. These clients may no longer qualify for hospice or may transfer to another hospice.



Estimated Deaths 65+ - 2010 to 2025

	2010P	2015P	2020P	2025P
Chemung	743	734	738	771
Livingston	339	354	382	420
Monroe	4,945	5,154	5,439	5,902
Ontario	728	779	844	944
Schuyler	139	149	163	182
Seneca	253	267	287	318
Stueben	759	791	838	907
Wayne	607	655	711	790
Yates	180	194	211	233
Region Total	8,693	9,077	9,613	10,466

Source: Cornell University Demographic Projections by Age Cohorts provided by FLHSA Staff



Estimated Deaths 20 to 64 Years – 2010 to 2025

20 to 64 Year Old Cohorts - Estimated Deaths by County by Year

	2010	2015	2020	2025
Chemung	176	176	171	158
Livingston	116	122	121	114
Monroe	1260	1267	1236	1161
Ontario	184	190	192	187
Schuyler	36	37	35	33
Seneca	68	68	64	56
Stueben	209	212	205	190
Wayne	186	190	189	177
Yates	44	46	46	43
Total	2,279	2,308	2,259	2,119
% Change		1.27%	-2.12%	-6.20%

Source: FLHSA staff taken from Population estimates and estimates of death from Cornell University



Key Assumptions – “As Is” Scenario

1. Estimated population is consistent with prior SAGE estimates and is taken from the 2007 – 2025 estimates of population by age cohorts by county from the Cornell Center for Demography.
2. The mortality rates for 2008 as reported by the NY Department of Health (Table 36) are used to calculate estimated future deaths by county.
3. Medicare enrollees as reported in 2008 by area hospice agencies for each county were used as a proxy for 65+ hospice enrollees.
4. An additional 6.5% approximately was added to each county to reflect the estimated Medicare enrollees discharged alive and/or still in the census as reported by each hospice agency for 2008.
5. The estimated numbers of hospice clients served 20 to 64 yrs was estimated to be 12.4% consistent with actual 2008 enrollment for all years in this scenario. The penetration rate was applied to future estimates of deaths to estimate the 20 to 64 hospice enrollees.
6. The estimated Hospice penetration rates by county remain constant from 2007 until 2025 based on the estimated penetration rate for 2008.
7. The estimated length of stay in hospice was calculated using 2008 regional length of stay for all hospice enrollees. The regional average length of stay for all hospice enrollees for the region was 48.5 days and remained constant throughout the scenario.

Note: *The 2007 mortality rates per county are estimated to be about 3% less than the 2008 mortality rates by county. The 2008 mortality rates were used throughout this estimate of demand to assure the rates were not understated.*



Total Estimated Enrollment in Hospice – “As Is” Scenario

Estimated Enrollment in Hospice - "As Is" Scenario - Age 65+ Discharged Alive, at Death & in Hospice at Yr. End					
	2007E	2010P	2015P	2020P	2025P
Chemung	229	226	223	224	234
Livingston	105	105	110	118	130
Monroe	2,479	2,539	2,646	2,793	3,031
Ontario	179	184	197	214	239
Schuyler	31	32	35	38	42
Seneca	89	91	96	103	114
Stueben	170	171	178	189	205
Wayne	217	223	241	261	290
Yates	47	48	52	57	63
Region Total	3,545	3,620	3,778	3,997	4,348

The “As Is” scenario demonstrates an estimated growth in enrollment of 65+ clients of about 22.6% due to the population growth and expected deaths.

Note: The enrollment for 2007E may not match Medicare exactly. 2008 was used as the base year due to the availability of data.



Total Estimated Enrollment in Hospice <65 – “As Is” Scenario

Age <65 Estimated Enrollment in Hospice - "As Is" Scenario - Discharged Alive, at Death & in Hospice at Yr End					
	2007E	2010P	2015P	2020P	2025P
Chemung	32	32	32	31	29
Livingston	15	15	15	15	14
Monroe	351	359	360	351	330
Ontario	25	26	26	26	26
Schuyler	4	5	5	4	4
Seneca	13	13	13	12	11
Stueben	24	24	24	23	22
Wayne	31	32	32	31	29
Yates	7	7	7	7	6
Region Total	502	512	512	501	471
Est < 65 % of Total	12.4%	12.4%	11.9%	11.1%	9.8%

The total numbers of hospice clients 20 to 64 as a percentage of the total hospice enrollees declines as the number of deaths in this cohort decline over this time period. These estimates assume the same hospice penetration rate for 20 to 64 as is estimated for 2010.



Total Estimated Enrollment in Hospice All Adults – “As Is” Scenario

Estimated Enrollment in Hospice - "As Is" Scenario - All Adults Discharged Alive & at Death					
	2007E	2010P	2015P	2020P	2025P
Chemung	261	258	254	255	263
Livingston	119	120	125	133	144
Monroe	2,830	2,898	3,006	3,144	3,360
Ontario	205	210	223	240	265
Schuyler	36	37	39	42	47
Seneca	102	104	109	115	125
Stueben	194	196	203	212	226
Wayne	247	254	272	292	319
Yates	53	55	59	63	69
Region Total	4,047	4,133	4,291	4,499	4,818

The growth in the “As Is” Hospice enrollment is expected to grow by about 19.1% between 2007 and 2025 due to growth in expected deaths and growth in the population by age cohorts.



Estimated Hospice Days – “As Is” Scenario – 65+ – 48.5 ALOS

Estimated Hospice Days - "As Is" Scenario - Age 65+ Discharged Alive, at Death & in Hospice at Yr. End				
	2010P	2015P	2020P	2025P
Chemung	10,943	10,802	10,864	11,354
Livingston	5,101	5,328	5,743	6,321
Monroe	123,139	128,349	135,445	146,983
Ontario	8,938	9,571	10,372	11,594
Schuyler	1,574	1,690	1,851	2,057
Seneca	4,417	4,659	5,009	5,547
Stueben	8,307	8,653	9,169	9,924
Wayne	10,812	11,666	12,659	14,060
Yates	2,346	2,528	2,747	3,032
Region Total	175,578	183,246	193,859	210,872

Note: The Medicare days for 2007E do not match exactly the Medicare days reported due to the way the data is reported. 2008 Hospice data was used as a baseline and estimated by county. The estimated length of stay for the As Is Scenario is 48.5 days. (The average length of stay will particularly impact Monroe County estimates and the ALOS for the region was increased slightly to offset for this issue.) ***The growth in 65+ Hospice days are expected to increase about 22.6%***



Estimated Hospice Days – “As Is” Scenario <65 Yrs – 48.5 ALOS

Estimated Hospice Days - "As Is" Scenario - Age <65 Discharged Alive, at Death & in Hospice at Yr. End					
	2007E	2010P	2015P	2020P	2025P
Chemung	1,569	1,549	1,529	1,504	1,407
Livingston	718	722	728	728	679
Monroe	17,019	17,431	17,452	17,025	15,992
Ontario	1,231	1,265	1,262	1,276	1,243
Schuyler	215	223	223	210	198
Seneca	613	625	627	590	516
Stueben	1,165	1,176	1,172	1,133	1,051
Wayne	1,488	1,530	1,530	1,522	1,425
Yates	320	332	332	332	311
Region Total	24,338	24,853	24,854	24,319	22,820

Hospice days will decrease about 6.2% based on the decline in 20 to 64 population and expected deaths.



Estimated Hospice Days – “As Is” Scenario All Adults – 48.5 ALOS

Estimated Hospice Days - "As Is" Scenario - All Adults Discharged Alive, at Death & in Hospice at Yr. End					
	2007E	2010P	2015P	2020P	2025P
Chemung	12,653	12,492	12,331	12,368	12,760
Livingston	5,788	5,823	6,055	6,471	7,000
Monroe	137,246	140,570	145,801	152,469	162,975
Ontario	9,925	10,204	10,834	11,648	12,836
Schuyler	1,737	1,797	1,912	2,061	2,256
Seneca	4,941	5,042	5,286	5,599	6,064
Stueben	9,396	9,483	9,825	10,302	10,975
Wayne	12,002	12,342	13,195	14,180	15,485
Yates	2,584	2,678	2,861	3,080	3,343
Region Total	196,272	200,431	208,100	218,178	233,693

Hospice days will increase about 19.1% based on growth in population and expected deaths.



Estimated Penetration - “As is Scenario” 2010 to 2025

	20 to 64 Yrs	65+
County	2010P	2010P
Chemung	18.1%	28.5%
Livingston	12.2%	29.0%
Monroe	28.4%	48.1%
Ontario	13.7%	23.7%
Schuyler	12.4%	21.9%
Seneca	19.0%	33.7%
Stueben	11.4%	21.1%
Wayne	16.6%	34.4%
Yates	14.9%	25.2%
Total	22.2%	38.8%

The estimated penetration rate by age cohort was calculated using data the reported deaths by age cohort by county and served by a home care agency reporting serving clients in the FLHSA region.

The estimated penetration rate in the “As Is” scenario does not change from 2010 to 2025.



Key Assumptions – “Proposed” Scenario

1. Estimated population is consistent with prior SAGE estimates and is taken from the 2007 – 2025 estimates of population by age cohorts by county from the Cornell Center for Demography.
2. The mortality rates for 2008 as reported by the NY Department of Health (Table 36) are used to calculate estimated future deaths by county.
3. Medicare enrollees as reported in 2008 by area hospice agencies for each county were used as a proxy for 65+ hospice enrollees.
4. An additional 6.5% enrollees was added to each county to reflect the estimated Medicare enrollees discharged alive and/or still in the census as reported by each hospice agency.
5. The 2010 estimate of hospice enrollees for 20 to 64 age cohort was calculated using the 2008 & 2007 estimates provided by the area hospice agencies and checked with insurance rates of 20 to 64 beneficiaries receiving hospice services .
6. The Hospice penetration rates by county was increased 5% per 5 year period from 2010 through 2025.
7. The estimated length of stay in hospice was calculated using 2008 regional length of stay for all hospice enrollees for 2007. The regional average length of stay for all hospice enrollees for the region was 48.5 days and was increased 5% per five year period through 2025.
8. The 20 to 64 yr olds enrolled in hospice changed from 11.7% in 2007 of the total clients to 11.4% by 2025, consistent with the decline in estimated deaths in this age cohort.

Note: *The 2007 mortality rates per county are estimated to be about 3% less than the 2008 mortality rates by county. The 2008 mortality rates were used throughout this estimate of demand to assure the rates were not understated.*



Total Estimated Enrollment in Hospice 65+ – “Proposed” Scenario

Age 65+ Estimated Enrollment in Hospice - "Proposed" Scenario - Discharged Alive, at Death & in Hospice at Yr End					
	2007E	2010P	2015P	2020P	2025P
Chemung	229	230	266	307	362
Livingston	105	109	132	163	202
Monroe	2,479	2,590	2,975	3,430	4,037
Ontario	179	192	247	313	400
Schuyler	31	34	44	57	73
Seneca	89	94	113	137	168
Stueben	170	179	229	287	359
Wayne	217	229	283	345	425
Yates	47	50	65	81	102
Region Total	3,545	3,707	4,354	5,119	6,128

The estimated enrollment in Hospice for 65+ population for 2007 through 2025 is anticipated to grow by about 72.9% in this scenario. This growth is a reflection of both growth deaths of older adults by age cohorts but also an increase in use of hospice by older adults.

This growth will mean that the FLHSA regional use of hospice will represent the current penetration rates for the top 10% nationally in 2008.



Estimated Enrollment in Hospice - 20 to 64 yrs - "Proposed" Scenario

Age 20 to 64 Estimated Enrollment in Hospice - "Proposed" Scenario - Discharged at Death					
	2007E	2010P	2015P	2020P	2025P
Chemung	30	32	41	48	52
Livingston	14	14	21	27	31
Monroe	329	357	423	474	503
Ontario	24	25	36	46	54
Schuyler	4	4	6	8	9
Seneca	12	13	16	19	19
Stueben	23	24	35	44	50
Wayne	29	31	41	50	56
Yates	6	7	9	11	13
Region Total	470	507	628	727	788
Est 20 to 64 yrs % of Total	11.7%	12.0%	12.6%	12.4%	11.4%

The estimated growth in those 20 to 64 yrs enrolled in hospice is estimated to be 67.5% due to the increasing hospice penetration rates. The percentage of total enrollees represented by this age cohort remain relatively stable as a percentage of the total hospice enrollees due to declines in deaths in this age cohort.



Total Estimated Enrollment in Hospice All Adults – “Proposed” Scenario

All Adults Estimated Enrollment in Hospice - "Proposed" Scenario - Discharged Alive, at Death & in Hospice at Yr End					
	2007E	2010P	2015P	2020P	2025P
Chemung	259	262	307	355	414
Livingston	118	123	153	190	233
Monroe	2,808	2,948	3,398	3,904	4,540
Ontario	203	217	282	358	453
Schuyler	36	38	51	65	82
Seneca	101	107	129	155	188
Stueben	192	203	264	331	409
Wayne	246	260	324	395	481
Yates	53	57	74	93	115
Region Total	4,015	4,215	4,981	5,846	6,916

The overall growth in hospice enrollment in this scenario is expected to be 72.2% by 2025 with the assumptions outlined. This growth would mean that the FLHSA region would serve clients at the top 25% nation for the 65+ population.



FLHSA Estimated Penetration Rate – 2010 - 2025

Increased Use of Hospice by 65+ in “Proposed” Scenario

	Estimated Hospice Penetration - "Proposed" Scenario				
	2007E	2010P	2015P	2020P	2025P
Chemung	28.5%	29.0%	34.0%	39.0%	44.0%
Livingston	29.0%	30.0%	35.0%	40.0%	45.0%
Monroe	48.1%	49.1%	54.1%	59.1%	64.1%
Ontario	23.7%	24.7%	29.7%	34.7%	39.7%
Schuyler	21.9%	22.9%	27.9%	32.9%	37.9%
Seneca	33.7%	34.7%	39.7%	44.7%	49.7%
Stueben	21.1%	22.1%	27.1%	32.1%	37.1%
Wayne	34.4%	35.4%	40.4%	45.4%	50.4%
Yates	25.2%	26.2%	31.2%	36.2%	41.2%
Region Total	38.8%	40.0%	45.0%	49.9%	54.9%

The estimated penetration rates are for 65+ adults who are enrolled in hospice at death. These estimates do not include 65+ adults enrolled who are discharged from hospice alive or included in the census at year end.



FLHSA Estimated Penetration Rate - 20 to 64 yrs - 2010 - 2025

Est. Penetration Rate for 20 - 64 - "Proposed"				
	2010P	2015P	2020P	2025P
Chemung	18.1%	23.1%	28.1%	33.1%
Livingston	12.2%	17.2%	22.2%	27.2%
Monroe	28.4%	33.4%	38.4%	43.4%
Ontario	13.7%	18.7%	23.7%	28.7%
Schuyler	12.4%	17.4%	22.4%	27.4%
Seneca	19.0%	24.0%	29.0%	34.0%
Stueben	11.4%	16.4%	21.4%	26.4%
Wayne	16.6%	21.6%	26.6%	31.6%
Yates	14.9%	19.9%	24.9%	29.9%
Region Total	22.2%	27.2%	32.2%	37.2%

The penetration rate for the 20 to 64 year age cohort is lower than older adults. These estimates are based on estimated actual for 2010 and the declining numbers of deaths in this cohort over the next 25 years.



“Proposed” Scenario – Estimated Hospice Days – 65+

Age 65+ Estimated Hospice Days - Proposed Scenario - Discharged Alive & at Death					
	2007E	2010P	2015P	2020P	2025P
Chemung	11,084	11,153	13,553	16,417	20,324
Livingston	5,070	5,268	6,740	8,719	11,335
Monroe	120,228	125,638	151,504	183,389	226,640
Ontario	8,694	9,300	12,573	16,715	22,444
Schuyler	1,522	1,647	2,261	3,067	4,123
Seneca	4,329	4,543	5,757	7,317	9,460
Stueben	8,231	8,683	11,645	15,347	20,159
Wayne	10,514	11,128	14,388	18,422	23,850
Yates	2,264	2,440	3,288	4,352	5,741
Region Total	171,934	179,799	221,708	273,743	344,076

The estimated length of stay is as follows for all age cohorts:

Estimated Average Length of Stay				
2007E	2010P	2015P	2020P	2025P
48.5	48.5	50.9	53.5	56.1



“Proposed” Scenario – Estimated Hospice Days – 20 to 64 yrs

Age 20 to 64 Estimated Hospice Days - "Proposed" Scenario - Discharged Alive and at Death					
	2007E	2010P	2015P	2020P	2025P
Chemung	1,470	1,549	2,075	2,574	2,940
Livingston	673	687	1,069	1,437	1,741
Monroe	15,950	17,334	21,528	25,356	28,268
Ontario	1,153	1,225	1,812	2,436	3,016
Schuyler	202	217	328	420	508
Seneca	574	625	830	991	1,068
Stueben	1,092	1,159	1,774	2,350	2,820
Wayne	1,395	1,498	2,091	2,689	3,141
Yates	300	318	466	612	721
Region Total	22,809	24,612	31,973	38,864	44,224

The <65 year old hospice days continue to grow between 2007 and 2025 by an estimated 93.8% due to increased use of hospice by this age cohort and increased length of stay despite the decline in estimated deaths by county.



“Proposed” Scenario – Estimated Hospice Days – All Adults

All Adults Estimated Hospice Days - "Proposed" Scenario - Discharged Alive and at Death					
	2007E	2010P	2015P	2020P	2025P
Chemung	12,554	12,702	15,627	18,991	23,265
Livingston	5,743	5,955	7,809	10,155	13,076
Monroe	136,177	142,973	173,033	208,745	254,908
Ontario	9,847	10,525	14,385	19,151	25,460
Schuyler	1,723	1,864	2,589	3,486	4,631
Seneca	4,903	5,168	6,586	8,308	10,528
Stueben	9,323	9,842	13,419	17,696	22,979
Wayne	11,909	12,626	16,479	21,111	26,991
Yates	2,564	2,758	3,754	4,964	6,463
Region Total	194,744	204,412	253,681	312,608	388,300

The estimated hospice days increase from 2007 to 2025 by about 99.4% due to the growth in length of stay and hospice penetration rates for all age cohorts.



Estimated Inpatient Hospice Beds – “As Is” Scenario

Estimated FLHSA Regional Inpatient Hospice Clients and Days - 2007 - 2025 - As Is Scenario - 65+ Only

	2007E	2010P	2015P	2020P	2025P
Total 65+ Hospice Clients	3,545	3,620	3,778	3,997	4,348
Percentage of Hospice Clients Served in Inpt Units	18.68%	16.36%	19.00%	20.00%	22.00%
Estimated ALOS	5.61	6.3	8.5	8.5	8.5
Estimated Hospice Days for Medicare Clients in Inpt Units	3,715	3,731	6,102	6,795	8,131
Estimated Number of Beds for 65+ Clients	11	11	18	20	24

Notes:

1. These estimate do not include clients served in SNFs or Comfort Care Homes
2. These estimates are for 65+ or Medicare clients only
3. An estimated 87.6% of all Hospice clients are 65 years and older
4. Estimated occupancy for a Hospice House is 92%
5. Estimated Length of Stay @ Hospice House for future years reflects the ALOS at Hildebrandt Hospice House.



Estimated Inpatient Hospice Beds – 65+ - “Proposed” Scenario

Estimated FLHSA Regional Inpatient Hospice Clients and Days - 2007 - 2025 -" Proposed" Scenario - 65+ Only

	2007E	2010P	2015P	2020P	2025P
Total 65+ Hospice Clients	3,545	3,707	4,354	5,119	6,128
Percentage of Hospice Clients Served in Inpt Units	18.33%	16.05%	18.00%	19.00%	20.00%
Estimated ALOS	5.61	6.3	8.5	11.0	14.0
Estimated Hospice Days for Medicare Clients in Inpt Units	3,645	3,749	6,661	10,700	17,159
Estimated Number of Beds for 65+ Clients	11	11	20	32	51

Notes:

1. These estimate does not include clients served in SNFs or Comfort Care Homes
2. These estimates are for 65+ or Medicare clients only
3. An estimated 87.6% of all Hospice clients are 65 years and older
4. Estimated occupancy for a Hospice House is 92%
5. The Hospice inpatient percentage served grows by 25% in 2025 due to lack of caregiver availability



Total Estimated Beds for Inpatient Hospice – All Adults

"As Is" Scenario	2010P	2015P	2020P	2025P
Estimated Beds to Serve all age Adults	13	21	23	27

"Proposed" Scenario	2010P	2015P	2020P	2025P
Estimated Beds to Serve all age Adults	13	23	36	58

Note: See Notes on Slide 28 & 29 about bed estimates.

The estimated Medicare beds are increased to reflect the approximate percentage of additional Hospice clients served who are not 65+ in the "As Is" scenario. The "Proposed Scenario increases the numbers in residential hospice as the total number of hospice clients grows, particularly the 65+ and those who live alone. All other assumptions remain the same.

