



## Productivity Benchmarks



**CPAs & ADVISORS**

**Mark P. Sharp, CPA**

Partner

[msharp@bkd.com](mailto:msharp@bkd.com)

August 2015 HHFMA Call with the Experts

### BKD Cost Report Benchmarks

// 9,855 Medicare cost reports from 2013

// Freestanding and hospital-based

// Value-Based Purchasing Pilot States vs. All Other States

// Pilot States

// AZ, FL, IA, MA, MD, NC, NE, TN, and WA

// 1,936 agencies (20%)

// Non-Pilot States

// All of the other states....

// 7,919 agencies (80%)

2 // August 2015 HHFMA Call with the Experts

## Productivity Benchmarks

- // Many options off the cost report
  - // Cost per visit
  - // Cost per episode
  - // Labor as a % of revenue
  - // And more....
- // Focus today on indicators from full-time equivalent (FTE) information submitted on the cost reports
  - // The caveat
    - // May be some of the most suspect data on cost report
    - // What about those that pay on per visit/per event basis?

3 // August 2015 HHFMA Call with the Experts

## Nursing Hours per Nursing Visit

Pilot States		All Other States		All US	
Median	Best 25%	Median	Best 25%	Median	Best 25%
1.7	1.1	2.0	1.3	1.9	1.2

- // Total nursing paid hours divided by total nursing visits
  - // Nursing is only direct caregivers, not nurse managers
  - // Total paid hours include productive and non-productive hours (including paid time off)

4 // August 2015 HHFMA Call with the Experts

## Aide Hours per Aide Visit

<u>Pilot States</u>		<u>All Other States</u>		<u>All US</u>	
<u>Median</u>	<u>Best 25%</u>	<u>Median</u>	<u>Best 25%</u>	<u>Median</u>	<u>Best 25%</u>
1.5	1.0	1.6	1.0	1.6	1.0

// Total aide paid hours divided by total aide visits

// Total paid hours include productive and non-productive hours (including paid time off)

5 // August 2015 HHFMA Call with the Experts

## Administrative Hours per Total Visit

<u>Pilot States</u>		<u>All Other States</u>		<u>All US</u>	
<u>Median</u>	<u>Best 25%</u>	<u>Median</u>	<u>Best 25%</u>	<u>Median</u>	<u>Best 25%</u>
1.1	0.8	1.3	0.9	1.2	0.8

// Total administrative paid hours divided by total visits

// Includes all administrative staff (i.e., clinical managers, accounting, quality assurance, receptionist, etc.)

// All paid time including paid time off

6 // August 2015 HHFMA Call with the Experts

## Total Hours per Total Visit

<u>Pilot States</u>		<u>All Other States</u>		<u>All US</u>	
<u>Median</u>	<u>Best 25%</u>	<u>Median</u>	<u>Best 25%</u>	<u>Median</u>	<u>Best 25%</u>
2.9	2.2	3.3	2.5	3.2	2.4

- // Total paid hours divided by total visits
- // All disciplines of service and all administrative
- // Total paid hours include productive and non-productive hours (including paid time off)

7 // August 2015 HHFMA Call with the Experts



Thank you

Mark P. Sharp, CPA // Partner  
msharp@bkd.com // 417.865.8701

