

- A projection of visit frequency by provider category based on the most prevalent clinical conditions
- The physical location of the program and its attendant costs (e.g., rent, new construction)
- A projection of cash flows

Direct care staff associated with the home care program includes:

- Medical Social Worker (MSW)
- Physical Therapist (PT)
- Home Health Aide (HHA)
- Registered Nurse (RN)
- Registered Dietitian (RD)

Maxwell indicated that it would be useful to create a scenario depicting a home health visit abstract incorporating prevailing Medicare and Medicaid reimbursement rates for a 70-year-old male with heart failure and no comorbidities in order to gain traction and project potential cash flow. As previously noted, heart failure is a condition frequently requiring home healthcare services. Productivity in the home is typically based on the average number of visits per day by provider category. The visit scenario is depicted in **Table 27-1**.

Table 27-1 A Home Health Visit Scenario

| Services | Visit Frequency | Payer | Rate | Rate x 4.2* | Medicare Cost | Medicaid Cost |
|-----------------------------|----------------------------------|-------|-----------|-------------|---------------|---------------|
| Nursing (RN) | 2x/month, every other week | Mc | \$ 166.83 | \$ 700.69 | \$ 700.69 | |
| Medical Social Worker (MSW) | Visits wkly for 4 wks | MA | \$ 119.51 | \$ 501.94 | | \$ 501.94 |
| Physical Therapist (PT) | 3x wkly for 2 wks | Mc | \$ 103.22 | \$ 433.52 | \$ 433.52 | |
| Home Health Aide (HHA) | Visits 4hrs MWF wkly for 60 days | Mc | \$ 25.00 | \$ 1,260.00 | \$ 1,260.00 | |
| Registered Dietitian (RD) | 3x wkly for 1 wk | MA | \$ 103.16 | | | \$ 309.48 |

Mc = Medicare

MA = Medicaid

*4.2 = The state's formula for the #wks/ per month

Total monthly Medicaid budget = \$826.95

Total monthly Medicare budget = \$2,394.21