



Home Health Key Performance Indicators - May 2021

Key Performance Indicator	State of Missouri			Nation		
	Low	Median	High	Low	Median	High
Average direct costs per visit:						
Skilled nursing	\$ 71	\$ 99	\$ 133	\$ 53	\$ 71	\$ 100
Physical therapy	\$ 72	\$ 86	\$ 105	\$ 73	\$ 86	\$ 102
Occupational therapy	\$ 71	\$ 85	\$ 108	\$ 68	\$ 83	\$ 100
Speech language pathology	\$ 66	\$ 85	\$ 116	\$ 72	\$ 90	\$ 111
Medical social worker	\$ 76	\$ 105	\$ 186	\$ 72	\$ 95	\$ 137
Home health aide	\$ 21	\$ 35	\$ 49	\$ 20	\$ 29	\$ 42

The above indicators are from the National Home Health Operations Dashboard Report compiled by BKD, LLP using Medicare cost report data from freestanding and hospital-based home health agencies with fiscal years ended in 2019.

Average direct costs per visit reflects the average direct costs per visit for each home health discipline of service. Direct costs include only those costs directly related to the care of the patient, including compensation, benefits, contract labor, transportation and other direct costs.

Frequently Asked Questions

Question: Do these costs per visit include only the costs of Medicare patients?

Answer: *No. These costs represent all patients, including traditional Medicare, Medicare Advantage, Medicaid and all other home health payers.*

Question: Do these costs per visit include overhead costs for administrative personnel?

Answer: *No. These costs represent only those costs that relate to the direct care of the patient, such as compensation for the six disciplines of home health services and related benefits and contract labor, transportation, and other direct costs.*

Question: Do these costs include hospital-based home health agencies?

Answer: *Yes. These costs include freestanding and hospital-based home health agencies.*

Question: Can I get my direct cost per visit from my electronic medical record software (EMR) system?

Answer: *Cost per visit requires accounting data which is typically not available in an EMR so it is unlikely to be able to use your EMR to obtain your agency's cost per visit. However, by obtaining your agency's direct costs from the accounting data and the visit data from the EMR the direct cost per visit can be computed and compared to the benchmarks above.*

Question: How can I use the direct cost per visit key performance indicator (KPI)?

Answer: *Your agency can compare your direct cost per visit to these KPIs to help identify if you have opportunities to improve clinical staff productivity. The direct cost per visit can also be the starting point to use when negotiating managed care or commercial contracts for per visit payments. Your negotiated rate should at a minimum cover your direct cost per visit, but should also include an additional amount to help cover indirect costs.*

Other questions? Contact a BKD advisor by e-mail at:

Mark Sharp msharp@bkd.com

M. Aaron Little mlittle@bkd.com