



From Surviving to Thriving: Interactive Discussions on Profitability and Cash Flow in an Everchanging Environment

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Panel Members

Sarah McIntosh
President
Hargis & Associates, LLC
smcintosh@hargisandassociates.com
270-726-4033

Kyle Fritsch
Director of Revenue Management
Hargis & Associates, LLC
kfritsch@hargisandassociates.com
270-726-4033

Rhonda Houchens
Director of Operations
Hargis & Associates, LLC
rhouchens@hargisandassociates.com
270-726-4033

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Is your facility maximizing cash flow?

Review Cash Collection Percentages

Aging Reviews

Obtaining Authorizations

Eligibility Checks for Insurance Changes

Timely Billing

Allocate Time for Claim Follow up

Medicaid Pending

Budgeting, Trend Analysis, Industry Comparison

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Are your contracts benefiting your facility?



Pharmacy



Oxygen Prior Authorizations



Managed Care Rates (Inpatient & Outpatient)



Check Monthly Invoices for Accuracy



Therapy Analysis






DME Billing



Appeals

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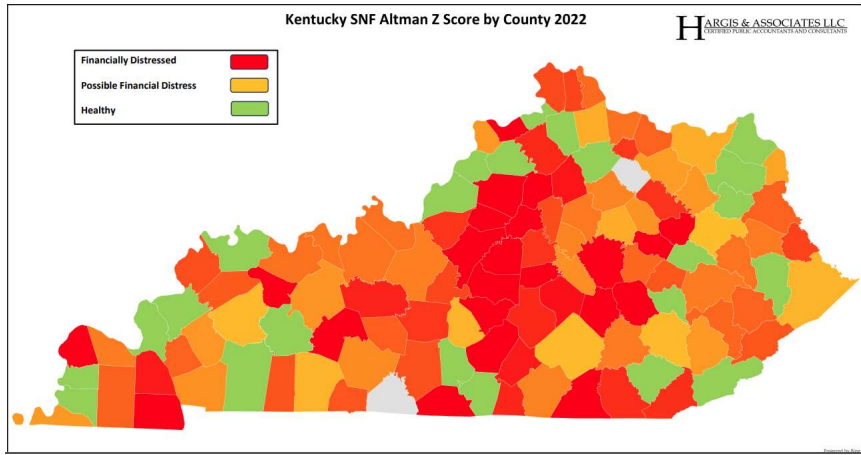
How does your facility's wage & labor costs stack up to the industry benchmark?

-  Healthcare Industry Average 59% (Wages & Benefits as % of Net Patient Revenues)
-  Kentucky State Average based on 2022 Cost Report Data is 54.7%
-  Average Labor & Benefits Per Patient Day cost for Urban facilities is \$147.09, for Rural facilities \$132.49

	MCR C/R PPD		MCR C/R PPD
Urban		Rural	
Labor & Benefits	\$147.09	Labor & Benefits	\$132.49
Non-Personnel	\$118.50	Non-Personnel	\$97.10
Capital	\$34.39	Capital	\$32.45
Ancillary/Other	\$31.05	Ancillary/Other	\$29.05
	<u>\$331.03</u>		<u>\$291.09</u>

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Is your facility under financial distress or at risk of distress?



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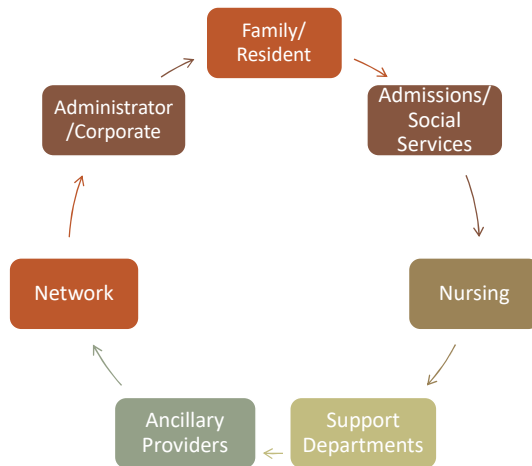
Does your facility have the characteristics of a profitable facility?

Indicator	Average	Median	Profitability % Above Median	Profitability % Below Median
Occupancy %	79.9%	84.1%	47.6%	23.6%
Medicare Utilization	10.8%	9.9%	44.7%	26.6%
Salaries & Benefit %	54.7%	54.5%	53.7%	17.7%

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How well does your staff communicate?

TEAMWORK
 coming together is a beginning
 keeping together is progress
 working together is success
 - Henry Ford



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