



May 24, 2022

Statement in Support

A.8472 (Gottfried) / S. 9387 (Krueger)

An act to amend the Public Health Law, in relation to the establishment, incorporation, construction, or increase in capacity of for-profit hospice

The Hospice and Palliative Care Association of New York State (HPCANYS) is a not-for-profit organization representing hospice and palliative care programs, allied organizations and individuals that are interested in the development and growth of quality, comprehensive end-of-life services. Our vision is that all persons who are seriously ill receive a full spectrum of care to maximize their quality of life according to their own values, goals, and preferences.

While all hospice organizations must abide by the same Medicare requirements, the way in which they deliver care can be drastically different. In 2019, a comprehensive [study](#) was conducted by the National Partnership for Healthcare and Hospice Innovation (NPHI) with the objective of understanding the differences and similarities in financials and quality of care between nonprofit and for-profit hospices serving those who receive the Medicare benefit. The study indicated:

- For-profit hospices place more focus on a higher net margin than the nonprofit hospices (19.9 percent versus 3 percent).
- Nonprofit hospices provide patients with 10 percent more nursing visits, 35 percent more social worker visits and twice as many therapy visits versus for-profit hospices, per patient day.
- Nonprofit hospices admit more critically ill patients immediately after a hospital stay than for-profit hospices. This means nonprofit hospices are caring for individuals who have significantly more needs requiring more visits, supplies, medication and more.
- For-profit hospices report spending more than 300 percent more on advertising costs than nonprofit hospices.
- For-profit hospices report spending less than half of what nonprofit hospices report on grief support services.

New York public health and government officials should align solutions to support the 95% of NY hospices that are not-for-profit to appropriately address end-of-life care workforce and capacity issues that were highlighted by the COVID-19 pandemic. NY's not-for-profit hospices provide high quality services with high satisfaction. These hospices also serve their communities with bereavement services, charity care, and advance care planning education, making patient care and preferences their primary consideration. Now is the time for the State to place the care and safety of persons who are dying first and foremost.

For the above reasons and more, we urge the prompt passage and enactment of this important legislation.

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