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# Navigating The Post-Acute Market 101

Excerpt from Post-Acute Council Hosted Forum Webinar



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# MARKET CHALLENGES

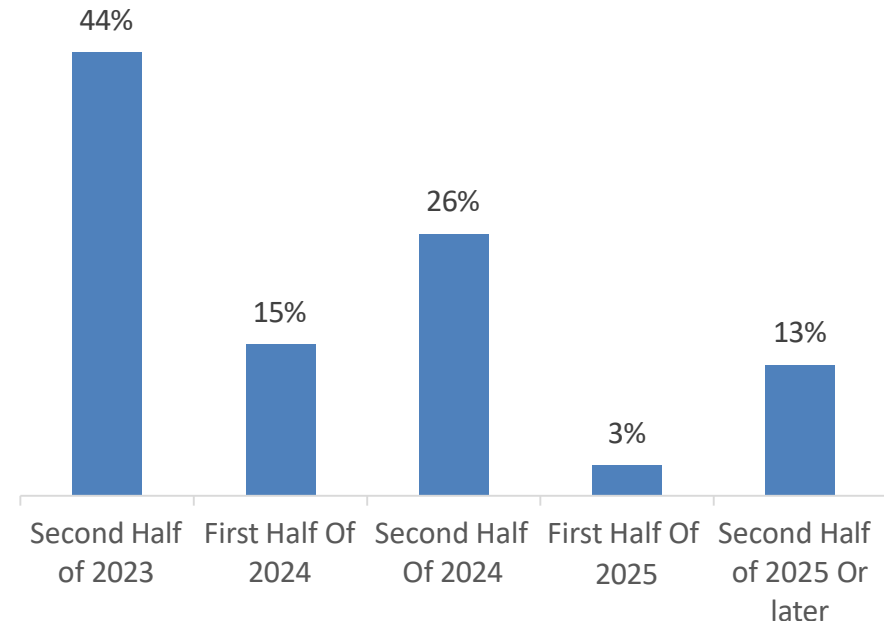
## Worker Shortages Impact Skilled Nursing Facilities (SNF) Volumes

**52%**

of nursing home providers are limiting new admissions due to staffing shortages.

Source: AHCA. State of the Nursing Home Sector. May 2023

## Over 40% Of Senior Housing Executives Predict Staffing Challenges Will Improve By Year's End



Source: NIC. Executive Survey Insights. June 2023

# MARKET CHALLENGES

- Reimbursement
  - For SNFs, will increase by 4.0% or \$1.4 billion in FY 2024, relative to FY 2023 levels
- Staffing Requirements
  - CMS acknowledged that more than 75% of nursing homes in the U.S. would have to increase staff to meet the nursing staff mandate



# MARKET CHALLENGES CONTINUED

- Census
- Competing Care Setting Models
- Product Availability
- Shipping Logistics

# PROVIDER COUNTERMEASURES

- Outside Agency Staffing
- Minimized Beds
- Higher Acuity Care
- Added Services

Increase In Post-Acute Acuity By Condition

Condition	Increase In Acuity 2019 vs. 2022
Neurological Disorders	+17%
Pulmonary Circulation Diseases	+8%
Psychoses	+3%
Drug-Use Disorders	+12%
Alcohol-Use Disorders	+16%

Source: CarePort. WellSky. The Evolution Of Care: An Annual Care Delivery Report. 2023



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