

**NEW YORK STATE DEPARTMENT OF HEALTH  
OFFICE OF HEALTH SYSTEMS MANAGEMENT**

**2005 HOSPICE UTILIZATION AND COST DATA**

Attached is a copy of the 2005 Hospice Utilization and Cost Data Report for hospices certified under Article 40 of the Public Health Law. A total of 50 hospices reported in 2005. A summary of the 2005 data is provided below.

- There was an 4.0% increase in the number of admissions in 2005. A total of 36,498 admissions were reported compared to 35,084 admissions in 2004. The unduplicated number of patients served was 39,816, which is an 4.6% increase from the previous year.
- The average length of stay increased from 50.6 days in 2004 to 55.4 days in 2005, representing a 9.5% increase. The following table lists the percentage of discharged patients by length of stay category.

| <b>Length of Stay</b> | <b>% of Patients Discharged in 2005</b> | <b>% of Patients Discharged in 2004</b> |
|-----------------------|---|---|
| Less than 8 days      | 32.4                                    | 31.9                                    |
| 8 days to 31 days     | 33.5                                    | 32.9                                    |
| 32 days to 90 days    | 19.6                                    | 21.3                                    |
| 91 days to 180 days   | 8.0                                     | 7.8                                     |
| Greater than 180 days | 6.5                                     | 6.0                                     |

- Reported median lengths of stay ranged from 10 days to 56 days. Thirty-seven hospices reported a median length of stay of 20 days or less. A median length of stay of 21 to 25 days was reported by 3 programs. The remaining 10 hospices reported a median length of stay of 26 to 56 days.
- A total of 213 AIDS patients received hospice services in 2005, which is a 85.2% increase from the 115 AIDS patients served in 2004. AIDS patients served represent .3% of the reported 2005 'presumed living' AIDS cases (excluding inmates).
- The total number of home care days increased by 6.8% from last year, while the total number of inpatient days decreased by .4%. A total of 1,842,764 home care days (including continuous home care) and 101,414 inpatient days (including respite) were reported. Total home care days as a percentage of the total hospice days was 94.8%.
- Of the 36,151 reported discharges, there were 30,655 deaths and 5496 live discharges. Deaths occurring in either the patient's home, a hospice residence or a nursing home represented 70.4% of the total deaths, while 29.5% occurred in an inpatient (or respite) setting.
- There was no significant change in the percentage of admissions by primary payer from 2004 to 2005. The breakdown of admissions by primary payer for 2005 was as follows: Medicare 81%; Other Insurance 7.7%; Blue Cross 5.4%; Medicaid 5.2%; Charity Care .4%; and Self Pay .3%.
- Hospice expenditures totaled \$389,424,446, which represents a 9.7% increase over the \$355,149,273 reported in 2004. Revenues totaled \$405,966,243, thus resulting in a statewide surplus of \$16.5 million for the hospice program. This compares to a \$14.8 million dollar surplus in the previous year and represents an 11.5% increase in the surplus amount. Revenues included \$380,158,964 in patient care revenues and \$25,807,279 in grants, gifts and donations. Patient care revenue represented 97.6% of the total hospice expenditures as compared to 97% in 2004.

- The breakdown of the patient care revenues by primary payer for 2005 was as follows: Medicare 72.2%; Medicaid 20.1%; Other Insurance 4.5%; Blue Cross 3.0%; and Self Pay .2%. This compares to the 2004 breakdown of: Medicare 71.5%; Medicaid 19.0%; Other Insurance 5.6%; Blue Cross 2.9%; and Self Pay 1.0%.
- The average per patient expenditure increased from \$9329 to \$9781. The national Medicare per patient aggregate cap for the period November 1, 2005 to October 31, 2006 is \$20,585. The highest average per patient expenditure for a New York State hospice was \$14,512.
- A total of 335,275 volunteer hours were reported, which represents a 4.1% increase from the previous year. A cost savings of \$6,688,462 was attributed to volunteers, who provided 9.1% of the patient care hours reported for paid and contracted staff in 2005.
- A total of 8844 nursing home residents received hospice services in 2005. This represents a 12.6% increase from the 7851 nursing home residents served in 2004. Nursing home patients represent 22.2 % of all hospice patients served. Forty-eight hospices have entered into 475 contracts with nursing homes for provision of the hospice/nursing home benefit.
- Six hospice residences were operational in 2005. A total of 284 patients were served in a residence setting. The total number of hospice residence days was 12,173.

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HOSPICE UTILIZATION AND COST DATA

| HOSPICE NAME   | ADMISSIONS   | UNDUPLICATED PATIENTS | BEREAVEMENT CASES |
|--|--------------|-----------------------|-------------------|
| <b>WESTERN NY</b>  |              |                       |                   |
| HOME CARE & HOSPICE  | 366          | 403                   | 545               |
| HOSPICE BUFFALO INC  | 2,811        | 3,032                 | 2,582             |
| HOSPICE CHAUTAUQUA COUNTY INC  | 461          | 507                   | 1,383             |
| HOSPICE OF ORLEANS, INC  | 74           | 77                    | 144               |
| NIAGARA HOSPICE INC  | 668          | 770                   | 620               |
| <b>REGIONAL TOTAL</b>  | <b>4,380</b> | <b>4,789</b>          | <b>5,274</b>      |
| <b>% OF STATE TOTAL</b>  | <b>12.0%</b> | <b>12.0%</b>          | <b>9.1%</b>       |
| <b>FINGER LAKES</b>  |              |                       |                   |
| LIFETIME CARE/HOSPICE OF ROCHESTER/ HOSPICE OF WAYNE & SENECA COUNTIES | 1,999        | 2,247                 | 9,381             |
| LIVINGSTON COUNTY HOSPICE  | 159          | 169                   | 92                |
| ONTARIO YATES HOSPICE  | 310          | 335                   | 309               |
| SOUTHERN TIER HOSPICE & PALLIATIVE CARE                                | 510          | 551                   | 1,205             |
| VISITING NURSE HOSPICE AND PALLIATIVE CARE                             | 819          | 881                   | 380               |
| <b>REGIONAL TOTAL</b>  | <b>3,797</b> | <b>4,183</b>          | <b>11,367</b>     |
| <b>% OF STATE TOTAL</b>  | <b>10.4%</b> | <b>10.5%</b>          | <b>19.7%</b>      |
| <b>CENTRAL NY</b>  |              |                       |                   |
| CARING COMMUNITY HOSPICE OF CORTLAND                                   | 95           | 106                   | 160               |
| HOSPICARE & PALLIATIVE CARE SERVICES OF TOMPKINS COUNTY                | 229          | 264                   | 355               |
| HOSPICE AND PALLIATIVE CARE OF ST. LAWRENCE VALLEY                     | 402          | 451                   | 2,188             |
| HOSPICE AND PALLIATIVE CARE, INC                                       | 485          | 532                   | 1,262             |
| HOSPICE OF CENTRAL NEW YORK/HOSPICE AND PALLIATIVE CARE ASSOCIATES     | 916          | 1,045                 | 2,013             |
| HOSPICE OF JEFFERSON COUNTY INC.                                       | 180          | 215                   | 388               |
| HOSPICE OF THE FINGER LAKES  | 111          | 124                   | 131               |
| LEWIS COUNTY HOSPICE   | 78           | 81                    | 81                |
| OSWEGO COUNTY HOSPICE  | 149          | 168                   | 294               |
| <b>REGIONAL TOTAL</b>  | <b>2,645</b> | <b>2,986</b>          | <b>6,872</b>      |
| <b>% OF STATE TOTAL</b>  | <b>7.2%</b>  | <b>7.5%</b>           | <b>11.9%</b>      |
| <b>NY-PENN</b>   |              |                       |                   |
| HOSPICE AT LOURDES   | 804          | 894                   | 884               |
| HOSPICE OF CHENANGO COUNTY   | 122          | 139                   | 222               |
| <b>REGIONAL TOTAL</b>  | <b>926</b>   | <b>1,033</b>          | <b>1,106</b>      |
| <b>% OF STATE TOTAL</b>  | <b>2.5%</b>  | <b>2.6%</b>           | <b>1.9%</b>       |

| HOSPICE NAME   | ADMISSIONS   | UNDUPLICATED PATIENTS | BEREAVEMENT CASES |
|--|--------------|-----------------------|-------------------|
| <b>NORTHEASTERN NY</b>   |              |                       |                   |
| CATSKILL AREA HOSPICE & PALLIATIVE CARE INC                                    | 658          | 772                   | 725               |
| HIGH PEAKS HOSPICE INC / HOSPICE OF WARREN COUNTY                              | 323          | 350                   | 378               |
| HOSPICE OF THE NORTH COUNTRY INC   | 193          | 216                   | 375               |
| MOUNTAIN VALLEY HOSPICE  | 228          | 243                   | 360               |
| THE COMMUNITY HOSPICE  | 3,407        | 3,807                 | 7,240             |
| WASHINGTON COUNTY HOSPICE & PALLIATIVE CARE PROGRAM                            | 139          | 151                   | 0                 |
| <b>REGIONAL TOTAL</b>  | <b>4,948</b> | <b>5,539</b>          | <b>9,078</b>      |
| <b>% OF STATE TOTAL</b>  | <b>13.6%</b> | <b>13.9%</b>          | <b>15.7%</b>      |
| <b>HUDSON VALLEY</b>   |              |                       |                   |
| HOSPICE AND PALLIATIVE CARE OF WESTCHESTER                                     | 434          | 499                   | 1,695             |
| HOSPICE CARE IN WESTCHESTER & PUTNAM INC                                       | 577          | 633                   | 2,109             |
| HOSPICE OF DUTCHESS COUNTY HOSPICE OF ULSTER COUNTY                            | 1,069        | 1,173                 | 330               |
| HOSPICE OF ORANGE AND SULLIVAN COUNTIES INC                                    | 688          | 772                   | 960               |
| JANSEN HOSPICE AND PALLIATIVE CARE   | 337          | 390                   | 294               |
| PHELPS HOSPICE   | 175          | 190                   | 449               |
| UNITED HOSPICE OF ROCKLAND   | 531          | 559                   | 783               |
| <b>REGIONAL TOTAL</b>  | <b>3,811</b> | <b>4,216</b>          | <b>6,620</b>      |
| <b>% OF STATE TOTAL</b>  | <b>10.4%</b> | <b>10.6%</b>          | <b>11.4%</b>      |
| <b>NEW YORK CITY</b>   |              |                       |                   |
| CABRINI HOSPICE  | 1,184        | 1,295                 | 1,330             |
| CALVARY HOME HEALTH AGENCY & HOSPICE CARE                                      | 944          | 958                   | 670               |
| CARING HOSPICE SERVICES OF NEW YORK LLC  | 156          | 164                   | 6                 |
| COMPASSIONATE CARE HOSPICE OF NEW YORK, LLC                                    | 105          | 106                   | 70                |
| COMPREHENSIVE COMMUNITY HOSPICE OF PARKER JEWISH INSTITUTE                     | 125          | 139                   | 925               |
| CONTINUUM HOSPICE CARE/JACOB PERLOW HOSPICE/HARLEM COMMUNITY HOSPICE           | 2,275        | 2,622                 | 1,852             |
| HOSPICE OF NEW YORK LLC  | 1,092        | 1,163                 | 899               |
| METRO HOSPICE OF GREATER NY/ JEWISH HOSPICE OF GREATER NY/METRO JEWISH HOSPICE | 699          | 731                   | 397               |
| PAX CHRISTI HOSPICE  | 224          | 246                   | 182               |
| STATEN ISLAND UNIVERSITY HOSPITAL UNIVERSITY HOSPICE                           | 611          | 642                   | 3,440             |
| VNS OF NEW YORK HOSPICE CARE   | 1,697        | 1,753                 | 1,245             |
| <b>REGIONAL TOTAL</b>  | <b>9,112</b> | <b>9,819</b>          | <b>11,016</b>     |
| <b>% OF STATE TOTAL</b>  | <b>25.0%</b> | <b>24.7%</b>          | <b>19.0%</b>      |

| <b>HOSPICE NAME</b>  | <b>ADMISSIONS</b> | <b>UNDUPLICATED PATIENTS</b> | <b>BEREAVEMENT CASES</b> |
|--|-------------------|------------------------------|--------------------------|
| <b>NASSAU-SUFFOLK</b>  |                   |                              |                          |
| BROOKHAVEN MEMORIAL HOSPITAL MEDICAL CENTER HOSPICE                            | 293               | 329                          | 760                      |
| EAST END HOSPICE INC   | 452               | 496                          | 883                      |
| GOOD SHEPHERD HOSPICE  | 2,418             | 2,597                        | 1,693                    |
| HOSPICE CARE OF LONG ISLAND HOSPICE CARE OF QUEENS HOSPICE CARE OF SOUTH SHORE | 3,261             | 3,344                        | 2,773                    |
| VISITING NURSE SERVICE & HOSPICE OF SUFFOLK, INC                               | 455               | 485                          | 388                      |
| <b>REGIONAL TOTAL</b>  | <b>6,879</b>      | <b>7,251</b>                 | <b>6,497</b>             |
| <b>% OF STATE TOTAL</b>  | <b>18.8%</b>      | <b>18.2%</b>                 | <b>11.2%</b>             |
| <b>STATE TOTAL</b>   | <b>36,498</b>     | <b>39,816</b>                | <b>57,830</b>            |

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| HOSPICE NAME  | DISCHARGES   |              |              |                      | LOCATION AT DEATH    |                 |                      |             |
|---|--------------|--------------|--------------|----------------------|----------------------|-----------------|----------------------|-------------|
|   | LIVE         | DEAD         | HOME         | INPATIENT<br>GENERAL | INPATIENT<br>RESPIRE | NURSING<br>HOME | HOSPICE<br>RESIDENCE | OTHER       |
| <b>WESTERN NY</b>   |              |              |              |                      |                      |                 |                      |             |
| HOME CARE & HOSPICE   | 52           | 314          | 262          | 10                   | 5                    | 37              | 0                    | 0           |
| HOSPICE BUFFALO INC   | 358          | 2,440        | 831          | 1,252                | 0                    | 318             | 39                   | 0           |
| HOSPICE CHAUTAUQUA COUNTY INC   | 52           | 391          | 175          | 138                  | 0                    | 78              | 0                    | 0           |
| HOSPICE OF ORLEANS, INC   | 7            | 59           | 33           | 18                   | 0                    | 8               | 0                    | 0           |
| NIAGARA HOSPICE INC   | 89           | 575          | 285          | 188                  | 4                    | 98              | 0                    | 0           |
| <b>REGIONAL TOTAL</b>   | <b>558</b>   | <b>3,779</b> | <b>1,586</b> | <b>1,606</b>         | <b>9</b>             | <b>539</b>      | <b>39</b>            | <b>0</b>    |
| <b>% OF REGIONAL DISCH/DEATHS</b>   | <b>12.9%</b> | <b>87.1%</b> | <b>42.0%</b> | <b>42.5%</b>         | <b>0.2%</b>          | <b>14.3%</b>    | <b>1.0%</b>          | <b>0.0%</b> |
| <b>FINGER LAKES</b>   |              |              |              |                      |                      |                 |                      |             |
| LIFETIME CARE/HOSPICE OF ROCHESTER/<br>HOSPICE OF WAYNE & SENECA COUNTIES | 115          | 1,878        | 780          | 300                  | 0                    | 798             | 0                    | 0           |
| LIVINGSTON COUNTY HOSPICE   | 12           | 140          | 102          | 5                    | 0                    | 33              | 0                    | 0           |
| ONTARIO YATES HOSPICE   | 19           | 294          | 191          | 23                   | 0                    | 37              | 43                   | 0           |
| SOUTHERN TIER HOSPICE & PALLIATIVE<br>CARE                                | 57           | 443          | 326          | 28                   | 1                    | 86              | 0                    | 2           |
| VISITING NURSE HOSPICE AND PALLIATIVE<br>CARE                             | 50           | 759          | 296          | 289                  | 0                    | 174             | 0                    | 0           |
| <b>REGIONAL TOTAL</b>   | <b>253</b>   | <b>3,514</b> | <b>1,695</b> | <b>645</b>           | <b>1</b>             | <b>1,128</b>    | <b>43</b>            | <b>2</b>    |
| <b>% OF REGIONAL DISCH/DEATHS</b>   | <b>6.7%</b>  | <b>93.3%</b> | <b>48.2%</b> | <b>18.4%</b>         | <b>0.0%</b>          | <b>32.1%</b>    | <b>1.2%</b>          | <b>0.1%</b> |
| <b>CENTRAL NY</b>   |              |              |              |                      |                      |                 |                      |             |
| CARING COMMUNITY HOSPICE OF<br>CORTLAND                                   | 25           | 80           | 63           | 2                    | 0                    | 15              | 0                    | 0           |
| HOSPICARE & PALLIATIVE CARE SERVICES<br>OF TOMPKINS COUNTY                | 21           | 217          | 89           | 16                   | 0                    | 58              | 54                   | 0           |
| HOSPICE AND PALLIATIVE CARE OF ST.<br>LAWRENCE VALLEY                     | 50           | 353          | 205          | 109                  | 0                    | 39              | 0                    | 0           |
| HOSPICE AND PALLIATIVE CARE, INC  | 25           | 457          | 361          | 18                   | 0                    | 43              | 35                   | 0           |
| HOSPICE OF CENTRAL NEW YORK/HOSPICE<br>AND PALLIATIVE CARE ASSOCIATES     | 71           | 851          | 626          | 78                   | 0                    | 147             | 0                    | 0           |
| HOSPICE OF JEFFERSON COUNTY INC.  | 24           | 175          | 161          | 5                    | 0                    | 9               | 0                    | 0           |
| HOSPICE OF THE FINGER LAKES   | 7            | 104          | 93           | 5                    | 0                    | 6               | 0                    | 0           |
| LEWIS COUNTY HOSPICE  | 5            | 73           | 58           | 2                    | 0                    | 13              | 0                    | 0           |
| OSWEGO COUNTY HOSPICE   | 22           | 125          | 120          | 3                    | 0                    | 2               | 0                    | 0           |
| <b>REGIONAL TOTAL</b>   | <b>250</b>   | <b>2,435</b> | <b>1,776</b> | <b>238</b>           | <b>0</b>             | <b>332</b>      | <b>89</b>            | <b>0</b>    |
| <b>% OF REGIONAL DISCH/DEATHS</b>   | <b>9.3%</b>  | <b>90.7%</b> | <b>72.9%</b> | <b>9.8%</b>          | <b>0.0%</b>          | <b>13.6%</b>    | <b>3.7%</b>          | <b>0.0%</b> |

| HOSPICE NAME  | DISCHARGES   |              | HOME         | INPATIENT<br>GENERAL | LOCATION AT DEATH    |                 |                      | OTHER       |
|---|--------------|--------------|--------------|----------------------|----------------------|-----------------|----------------------|-------------|
|   | LIVE         | DEAD         |              |                      | INPATIENT<br>RESPIRE | NURSING<br>HOME | HOSPICE<br>RESIDENCE |             |
| <b>NY-PENN</b>                                      |              |              |              |                      |                      |                 |                      |             |
| HOSPICE AT LOURDES                                  | 79           | 739          | 370          | 191                  | 0                    | 178             | 0                    | 0           |
| HOSPICE OF CHENANGO COUNTY                          | 16           | 105          | 77           | 5                    | 0                    | 23              | 0                    | 0           |
| <b>REGIONAL TOTAL</b>                               | <b>95</b>    | <b>844</b>   | <b>447</b>   | <b>196</b>           | <b>0</b>             | <b>201</b>      | <b>0</b>             | <b>0</b>    |
| <b>% OF REGIONAL DISCH/DEATHS</b>                   | <b>10.1%</b> | <b>89.9%</b> | <b>53.0%</b> | <b>23.2%</b>         | <b>0.0%</b>          | <b>23.8%</b>    | <b>0.0%</b>          | <b>0.0%</b> |
| <b>NORTHEASTERN NY</b>                              |              |              |              |                      |                      |                 |                      |             |
| CATSKILL AREA HOSPICE & PALLIATIVE CARE INC         | 86           | 562          | 297          | 113                  | 0                    | 149             | 0                    | 3           |
| HIGH PEAKS HOSPICE INC / HOSPICE OF WARREN COUNTY   | 54           | 262          | 159          | 86                   | 0                    | 17              | 0                    | 0           |
| HOSPICE OF THE NORTH COUNTRY INC                    | 23           | 166          | 145          | 14                   | 0                    | 7               | 0                    | 0           |
| MOUNTAIN VALLEY HOSPICE                             | 16           | 199          | 137          | 29                   | 0                    | 20              | 12                   | 1           |
| THE COMMUNITY HOSPICE                               | 274          | 3,092        | 1,111        | 1,235                | 0                    | 746             | 0                    | 0           |
| WASHINGTON COUNTY HOSPICE & PALLIATIVE CARE PROGRAM | 11           | 125          | 88           | 27                   | 0                    | 8               | 0                    | 2           |
| <b>REGIONAL TOTAL</b>                               | <b>464</b>   | <b>4,406</b> | <b>1,937</b> | <b>1,504</b>         | <b>0</b>             | <b>947</b>      | <b>12</b>            | <b>6</b>    |
| <b>% OF REGIONAL DISCH/DEATHS</b>                   | <b>9.5%</b>  | <b>90.5%</b> | <b>44.0%</b> | <b>34.1%</b>         | <b>0.0%</b>          | <b>21.5%</b>    | <b>0.3%</b>          | <b>0.1%</b> |
| <b>HUDSON VALLEY</b>                                |              |              |              |                      |                      |                 |                      |             |
| HOSPICE AND PALLIATIVE CARE OF WESTCHESTER          | 61           | 358          | 225          | 84                   | 0                    | 49              | 0                    | 0           |
| HOSPICE CARE IN WESTCHESTER & PUTNAM INC            | 108          | 471          | 289          | 92                   | 0                    | 90              | 0                    | 0           |
| HOSPICE OF DUTCHESS COUNTY HOSPICE OF ULSTER COUNTY | 228          | 885          | 466          | 266                  | 0                    | 153             | 0                    | 0           |
| HOSPICE OF ORANGE AND SULLIVAN COUNTIES INC         | 90           | 584          | 432          | 40                   | 0                    | 102             | 0                    | 10          |
| JANSEN HOSPICE AND PALLIATIVE CARE                  | 52           | 286          | 143          | 32                   | 0                    | 111             | 0                    | 0           |
| PHELPS HOSPICE                                      | 39           | 124          | 107          | 1                    | 0                    | 16              | 0                    | 0           |
| UNITED HOSPICE OF ROCKLAND                          | 108          | 402          | 275          | 59                   | 0                    | 68              | 0                    | 0           |
| <b>REGIONAL TOTAL</b>                               | <b>686</b>   | <b>3,110</b> | <b>1,937</b> | <b>574</b>           | <b>0</b>             | <b>589</b>      | <b>0</b>             | <b>10</b>   |
| <b>% OF REGIONAL DISCH/DEATHS</b>                   | <b>18.1%</b> | <b>81.9%</b> | <b>62.3%</b> | <b>18.5%</b>         | <b>0.0%</b>          | <b>18.9%</b>    | <b>0.0%</b>          | <b>0.3%</b> |

| HOSPICE NAME   | DISCHARGES   |               | HOME          | INPATIENT<br>GENERAL | LOCATION AT DEATH    |                 |                      | OTHER       |
|--|--------------|---------------|---------------|----------------------|----------------------|-----------------|----------------------|-------------|
|  | LIVE         | DEAD          |               |                      | INPATIENT<br>RESPIRE | NURSING<br>HOME | HOSPICE<br>RESIDENCE |             |
| <b>NEW YORK CITY</b>   |              |               |               |                      |                      |                 |                      |             |
| CABRINI HOSPICE  | 353          | 814           | 306           | 508                  | 0                    | 0               | 0                    | 0           |
| CALVARY HOME HEALTH AGENCY &<br>HOSPICE CARE   | 299          | 634           | 422           | 87                   | 0                    | 125             | 0                    | 0           |
| CARING HOSPICE SERVICES OF NEW YORK<br>LLC   | 41           | 111           | 89            | 4                    | 0                    | 18              | 0                    | 0           |
| COMPASSIONATE CARE HOSPICE OF NEW<br>YORK, LLC                                       | 47           | 45            | 36            | 0                    | 0                    | 9               | 0                    | 0           |
| COMPREHENSIVE COMMUNITY HOSPICE<br>OF PARKER JEWISH INSTITUTE                        | 23           | 97            | 28            | 0                    | 0                    | 69              | 0                    | 0           |
| CONTINUUM HOSPICE CARE/JACOB<br>PERLOW HOSPICE/HARLEM COMMUNITY<br>HOSPICE           | 397          | 1,852         | 635           | 883                  | 0                    | 285             | 49                   | 0           |
| HOSPICE OF NEW YORK LLC  | 197          | 881           | 247           | 369                  | 0                    | 265             | 0                    | 0           |
| METRO HOSPICE OF GREATER NY/ JEWISH<br>HOSPICE OF GREATER NY/METRO JEWISH<br>HOSPICE | 140          | 520           | 259           | 171                  | 0                    | 90              | 0                    | 0           |
| PAX CHRISTI HOSPICE  | 37           | 182           | 116           | 41                   | 0                    | 25              | 0                    | 0           |
| STATEN ISLAND UNIVERSITY HOSPITAL<br>UNIVERSITY HOSPICE                              | 77           | 533           | 391           | 142                  | 0                    | 0               | 0                    | 0           |
| VNS OF NEW YORK HOSPICE CARE   | 539          | 1,084         | 795           | 102                  | 0                    | 181             | 0                    | 6           |
| <b>REGIONAL TOTAL</b>  | <b>2,150</b> | <b>6,753</b>  | <b>3,324</b>  | <b>2,307</b>         | <b>0</b>             | <b>1,067</b>    | <b>49</b>            | <b>6</b>    |
| <b>% OF REGIONAL DISCH/DEATHS</b>  | <b>24.1%</b> | <b>75.9%</b>  | <b>49.2%</b>  | <b>34.2%</b>         | <b>0.0%</b>          | <b>15.8%</b>    | <b>0.7%</b>          | <b>0.1%</b> |
| <b>NASSAU-SUFFOLK</b>  |              |               |               |                      |                      |                 |                      |             |
| BROOKHAVEN MEMORIAL HOSPITAL<br>MEDICAL CENTER HOSPICE                               | 14           | 264           | 154           | 63                   | 0                    | 47              | 0                    | 0           |
| EAST END HOSPICE INC   | 51           | 403           | 302           | 90                   | 0                    | 11              | 0                    | 0           |
| GOOD SHEPHERD HOSPICE  | 323          | 2,116         | 1,125         | 611                  | 0                    | 380             | 0                    | 0           |
| HOSPICE CARE OF LONG ISLAND HOSPICE<br>CARE OF QUEENS HOSPICE CARE OF<br>SOUTH SHORE | 577          | 2,643         | 1,387         | 977                  | 0                    | 253             | 0                    | 26          |
| VISITING NURSE SERVICE & HOSPICE OF<br>SUFFOLK, INC                                  | 75           | 388           | 151           | 218                  | 0                    | 19              | 0                    | 0           |
| <b>REGIONAL TOTAL</b>  | <b>1,040</b> | <b>5,814</b>  | <b>3,119</b>  | <b>1,959</b>         | <b>0</b>             | <b>710</b>      | <b>0</b>             | <b>26</b>   |
| <b>% OF REGIONAL DISCH/DEATHS</b>  | <b>15.2%</b> | <b>84.8%</b>  | <b>53.6%</b>  | <b>33.7%</b>         | <b>0.0%</b>          | <b>12.2%</b>    | <b>0.0%</b>          | <b>0.4%</b> |
| <b>STATE TOTAL</b>   | <b>5,496</b> | <b>30,655</b> | <b>15,821</b> | <b>9,029</b>         | <b>10</b>            | <b>5,513</b>    | <b>232</b>           | <b>50</b>   |
| <b>% OF TOTAL DISCH/DEATHS</b>   | <b>15.2%</b> | <b>84.8%</b>  | <b>51.6%</b>  | <b>29.5%</b>         | <b>0.0%</b>          | <b>18.0%</b>    | <b>0.8%</b>          | <b>0.2%</b> |

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HOSPICE UTILIZATION AND COST DATA

| HOSPICE NAME   | AIDS PATIENTS SERVED | DISCHARGES >180 DAYS | AVERAGE LENGTH OF STAY | MEDIAN LENGTH OF STAY |
|--|----------------------|----------------------|------------------------|-----------------------|
| <b>WESTERN NY</b>  |                      |                      |                        |                       |
| HOME CARE & HOSPICE  | 0                    | 19                   | 52.2                   | 18.0                  |
| HOSPICE BUFFALO INC  | 5                    | 168                  | 84.6                   | 40.0                  |
| HOSPICE CHAUTAUQUA COUNTY INC  | 0                    | 32                   | 44.9                   | 14.0                  |
| HOSPICE OF ORLEANS, INC  | 0                    | 2                    | 33.0                   | 12.0                  |
| NIAGARA HOSPICE INC  | 4                    | 63                   | 67.3                   | 19.0                  |
| <b>REGIONAL TOTAL/AVERAGE</b>  | <b>9</b>             | <b>284</b>           | <b>74.4</b>            |                       |
| <b>% OF REGIONAL PATIENTS SERVED</b>                                   | <b>0.2%</b>          | <b>5.9%</b>          |                        |                       |
| <b>FINGER LAKES</b>  |                      |                      |                        |                       |
| LIFETIME CARE/HOSPICE OF ROCHESTER/ HOSPICE OF WAYNE & SENECA COUNTIES | 5                    | 92                   | 49.0                   | 11.0                  |
| LIVINGSTON COUNTY HOSPICE  | 0                    | 4                    | 35.3                   | 11.0                  |
| ONTARIO YATES HOSPICE  | 0                    | 11                   | 38.0                   | 14.0                  |
| SOUTHERN TIER HOSPICE & PALLIATIVE CARE                                | 1                    | 24                   | 35.0                   | 19.0                  |
| VISITING NURSE HOSPICE AND PALLIATIVE CARE                             | 4                    | 34                   | 41.3                   | 10.0                  |
| <b>REGIONAL TOTAL/AVERAGE</b>  | <b>10</b>            | <b>165</b>           | <b>44.0</b>            |                       |
| <b>% OF REGIONAL PATIENTS SERVED</b>                                   | <b>0.2%</b>          | <b>3.9%</b>          |                        |                       |
| <b>CENTRAL NY</b>  |                      |                      |                        |                       |
| CARING COMMUNITY HOSPICE OF CORTLAND                                   | 0                    | 7                    | 53.5                   | 21.5                  |
| HOSPICARE & PALLIATIVE CARE SERVICES OF TOMPKINS COUNTY                | 0                    | 5                    | 36.2                   | 20.0                  |
| HOSPICE AND PALLIATIVE CARE OF ST. LAWRENCE VALLEY                     | 0                    | 34                   | 58.1                   | 12.0                  |
| HOSPICE AND PALLIATIVE CARE, INC                                       | 2                    | 28                   | 48.2                   | 16.0                  |
| HOSPICE OF CENTRAL NEW YORK/HOSPICE AND PALLIATIVE CARE ASSOCIATES     | 4                    | 73                   | 55.7                   | 19.5                  |
| HOSPICE OF JEFFERSON COUNTY INC.                                       | 0                    | 21                   | 68.1                   | 25.0                  |
| HOSPICE OF THE FINGER LAKES  | 0                    | 6                    | 42.0                   | 12.0                  |
| LEWIS COUNTY HOSPICE   | 0                    | 2                    | 34.0                   | 15.0                  |
| OSWEGO COUNTY HOSPICE  | 0                    | 12                   | 74.0                   | 29.0                  |
| <b>REGIONAL TOTAL/AVERAGE</b>  | <b>6</b>             | <b>188</b>           | <b>53.6</b>            |                       |
| <b>% OF REGIONAL PATIENTS SERVED</b>                                   | <b>0.2%</b>          | <b>6.3%</b>          |                        |                       |
| <b>NY-PENN</b>   |                      |                      |                        |                       |
| HOSPICE AT LOURDES   | 0                    | 44                   | 48.6                   | 15.0                  |
| HOSPICE OF CHENANGO COUNTY   | 0                    | 6                    | 55.2                   | 30.0                  |
| <b>REGIONAL TOTAL/AVERAGE</b>  | <b>0</b>             | <b>50</b>            | <b>49.5</b>            |                       |
| <b>% OF REGIONAL PATIENTS SERVED</b>                                   | <b>0.0%</b>          | <b>4.8%</b>          |                        |                       |

| HOSPICE NAME   | AIDS PATIENTS SERVED | DISCHARGES >180 DAYS | AVERAGE LENGTH OF STAY | MEDIAN LENGTH OF STAY |
|--|----------------------|----------------------|------------------------|-----------------------|
| <b>NORTHEASTERN NY</b>   |                      |                      |                        |                       |
| CATSKILL AREA HOSPICE & PALLIATIVE CARE INC                                    | 0                    | 74                   | 80.8                   | 26.0                  |
| HIGH PEAKS HOSPICE INC / HOSPICE OF WARREN COUNTY                              | 4                    | 15                   | 33.0                   | 17.0                  |
| HOSPICE OF THE NORTH COUNTRY INC   | 0                    | 17                   | 69.4                   | 19.0                  |
| MOUNTAIN VALLEY HOSPICE  | 1                    | 6                    | 38.2                   | 15.0                  |
| THE COMMUNITY HOSPICE  | 5                    | 270                  | 55.1                   | 13.0                  |
| WASHINGTON COUNTY HOSPICE & PALLIATIVE CARE PROGRAM                            | 0                    | 8                    | 41.2                   | 29.0                  |
| <b>REGIONAL TOTAL/AVERAGE<br/>% OF REGIONAL PATIENTS SERVED</b>                | <b>10<br/>0.2%</b>   | <b>390<br/>7.0%</b>  | <b>56.5</b>            |                       |
| <b>HUDSON VALLEY</b>   |                      |                      |                        |                       |
| HOSPICE AND PALLIATIVE CARE OF WESTCHESTER                                     | 0                    | 30                   | 64.4                   | 19.0                  |
| HOSPICE CARE IN WESTCHESTER & PUTNAM INC                                       | 0                    | 37                   | 53.5                   | 19.0                  |
| HOSPICE OF DUTCHESS COUNTY HOSPICE OF ULSTER COUNTY                            | 8                    | 110                  | 65.0                   | 17.0                  |
| HOSPICE OF ORANGE AND SULLIVAN COUNTIES INC                                    | 3                    | 58                   | 25.0                   | 56.0                  |
| JANSEN HOSPICE AND PALLIATIVE CARE   | 0                    | 35                   | 58.3                   | 17.0                  |
| PHELPS HOSPICE   | 1                    | 4                    | 51.4                   | 18.0                  |
| UNITED HOSPICE OF ROCKLAND   | 1                    | 26                   | 47.3                   | 16.0                  |
| <b>REGIONAL TOTAL/AVERAGE<br/>% OF REGIONAL PATIENTS SERVED</b>                | <b>13<br/>0.3%</b>   | <b>300<br/>7.1%</b>  | <b>52.5</b>            |                       |
| <b>NEW YORK CITY</b>   |                      |                      |                        |                       |
| CABRINI HOSPICE  | 30                   | 59                   | 41.0                   | 12.0                  |
| CALVARY HOME HEALTH AGENCY & HOSPICE CARE                                      | 1                    | 42                   | 43.0                   | 20.0                  |
| CARING HOSPICE SERVICES OF NEW YORK LLC  | 1                    | 6                    | 46.2                   | 27.0                  |
| COMPASSIONATE CARE HOSPICE OF NEW YORK, LLC                                    | 1                    | 3                    | 45.8                   | 28.0                  |
| COMPREHENSIVE COMMUNITY HOSPICE OF PARKER JEWISH INSTITUTE                     | 0                    | 12                   | 63.5                   | 32.5                  |
| CONTINUUM HOSPICE CARE/JACOB PERLOW HOSPICE/HARLEM COMMUNITY HOSPICE           | 100                  | 160                  | 98.8                   | 31.0                  |
| HOSPICE OF NEW YORK LLC  | 9                    | 69                   | 42.1                   | 14.0                  |
| METRO HOSPICE OF GREATER NY/ JEWISH HOSPICE OF GREATER NY/METRO JEWISH HOSPICE | 3                    | 55                   | 50.7                   | 18.0                  |
| PAX CHRISTI HOSPICE  | 0                    | 19                   | 54.8                   | 19.0                  |
| STATEN ISLAND UNIVERSITY HOSPITAL UNIVERSITY HOSPICE                           | 0                    | 27                   | 40.0                   | 16.0                  |
| VNS OF NEW YORK HOSPICE CARE   | 6                    | 127                  | 54.7                   | 21.0                  |
| <b>REGIONAL TOTAL/AVERAGE<br/>% OF REGIONAL PATIENTS SERVED</b>                | <b>151<br/>1.5%</b>  | <b>579<br/>5.9%</b>  | <b>59.9</b>            |                       |

| <b>HOSPICE NAME</b>  | <b>AIDS PATIENTS SERVED</b> | <b>DISCHARGES &gt;180 DAYS</b> | <b>AVERAGE LENGTH OF STAY</b> | <b>MEDIAN LENGTH OF STAY</b> |
|--|-----------------------------|--------------------------------|-------------------------------|------------------------------|
| <b>NASSAU-SUFFOLK</b>  |                             |                                |                               |                              |
| BROOKHAVEN MEMORIAL HOSPITAL MEDICAL CENTER HOSPICE                            | 0                           | 22                             | 51.0                          | 18.0                         |
| EAST END HOSPICE INC   | 2                           | 18                             | 39.4                          | 12.0                         |
| GOOD SHEPHERD HOSPICE  | 3                           | 154                            | 53.0                          | 17.0                         |
| HOSPICE CARE OF LONG ISLAND HOSPICE CARE OF QUEENS HOSPICE CARE OF SOUTH SHORE | 9                           | 163                            | 41.6                          | 14.4                         |
| VISITING NURSE SERVICE & HOSPICE OF SUFFOLK, INC                               | 0                           | 26                             | 43.1                          | 13.0                         |
| <b>REGIONAL TOTAL/AVERAGE<br/>% OF REGIONAL PATIENTS SERVED</b>                | <b>14<br/>0.2%</b>          | <b>383<br/>5.3%</b>            | <b>46.0</b>                   |                              |
| <b>STATE TOTAL/AVERAGE<br/>% OF TOTAL PATIENTS SERVED</b>                      | <b>213<br/>0.5%</b>         | <b>2,339<br/>5.9%</b>          | <b>55.4</b>                   |                              |

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HOSPICE UTILIZATION AND COST DATA

| HOSPICE NAME   | DAYS OF CARE      |                      |                |              | TOTAL          |
|--|-------------------|----------------------|----------------|--------------|----------------|
|  | ROUTINE HOME CARE | CONTINUOUS HOME CARE | INPATIENT CARE | RESPIRE CARE |                |
| <b>WESTERN NY</b>  |                   |                      |                |              |                |
| HOME CARE & HOSPICE  | 20,391            | 1                    | 72             | 37           | 20,501         |
| HOSPICE BUFFALO INC  | 122,496           | 1                    | 9,062          | 122          | 131,681        |
| HOSPICE CHAUTAUQUA COUNTY INC  | 20,449            | 6                    | 1,296          | 13           | 21,764         |
| HOSPICE OF ORLEANS, INC  | 3,410             | 0                    | 133            | 17           | 3,560          |
| NIAGARA HOSPICE INC  | 46,369            | 64                   | 2,217          | 168          | 48,818         |
| <b>REGIONAL TOTAL</b>  | <b>213,115</b>    | <b>72</b>            | <b>12,780</b>  | <b>357</b>   | <b>226,324</b> |
| <b>% OF REGIONAL TOTAL</b>   | <b>94.2%</b>      | <b>0.0%</b>          | <b>5.6%</b>    | <b>0.2%</b>  | <b>100.0%</b>  |
| <b>FINGER LAKES</b>  |                   |                      |                |              |                |
| LIFETIME CARE/HOSPICE OF ROCHESTER/ HOSPICE OF WAYNE & SENECA COUNTIES | 100,509           | 162                  | 3,927          | 42           | 104,640        |
| LIVINGSTON COUNTY HOSPICE  | 6,271             | 0                    | 52             | 6            | 6,329          |
| ONTARIO YATES HOSPICE  | 11,880            | 0                    | 155            | 0            | 12,035         |
| SOUTHERN TIER HOSPICE & PALLIATIVE CARE                                | 22,210            | 5                    | 127            | 28           | 22,370         |
| VISITING NURSE HOSPICE AND PALLIATIVE CARE                             | 24,706            | 0                    | 1,346          | 12           | 26,064         |
| <b>REGIONAL TOTAL</b>  | <b>165,576</b>    | <b>167</b>           | <b>5,607</b>   | <b>88</b>    | <b>171,438</b> |
| <b>% OF REGIONAL TOTAL</b>   | <b>96.6%</b>      | <b>0.1%</b>          | <b>3.3%</b>    | <b>0.1%</b>  | <b>100.0%</b>  |
| <b>CENTRAL NY</b>  |                   |                      |                |              |                |
| CARING COMMUNITY HOSPICE OF CORTLAND                                   | 4,958             | 0                    | 60             | 11           | 5,029          |
| HOSPICARE & PALLIATIVE CARE SERVICES OF TOMPKINS COUNTY                | 10,971            | 0                    | 125            | 0            | 11,096         |
| HOSPICE AND PALLIATIVE CARE OF ST. LAWRENCE VALLEY                     | 23,428            | 11                   | 755            | 5            | 24,199         |
| HOSPICE AND PALLIATIVE CARE, INC                                       | 23,845            | 99                   | 176            | 81           | 24,201         |
| HOSPICE OF CENTRAL NEW YORK/HOSPICE AND PALLIATIVE CARE ASSOCIATES     | 53,112            | 118                  | 684            | 23           | 53,937         |
| HOSPICE OF JEFFERSON COUNTY INC.                                       | 11,282            | 4                    | 18             | 21           | 11,325         |
| HOSPICE OF THE FINGER LAKES  | 3,421             | 13                   | 60             | 0            | 3,494          |
| LEWIS COUNTY HOSPICE   | 2,481             | 3                    | 15             | 0            | 2,499          |
| OSWEGO COUNTY HOSPICE  | 8,898             | 0                    | 4              | 8            | 8,910          |
| <b>REGIONAL TOTAL</b>  | <b>142,396</b>    | <b>248</b>           | <b>1,897</b>   | <b>149</b>   | <b>144,690</b> |
| <b>% OF REGIONAL TOTAL</b>   | <b>98.4%</b>      | <b>0.2%</b>          | <b>1.3%</b>    | <b>0.1%</b>  | <b>100.0%</b>  |
| <b>NY-PENN</b>   |                   |                      |                |              |                |
| HOSPICE AT LOURDES   | 36,894            | 0                    | 1,443          | 88           | 38,425         |
| HOSPICE OF CHENANGO COUNTY   | 8,504             | 1                    | 67             | 10           | 8,582          |
| <b>REGIONAL TOTAL</b>  | <b>45,398</b>     | <b>1</b>             | <b>1,510</b>   | <b>98</b>    | <b>47,007</b>  |
| <b>% OF REGIONAL TOTAL</b>   | <b>96.6%</b>      | <b>0.0%</b>          | <b>3.2%</b>    | <b>0.2%</b>  | <b>100.0%</b>  |

| HOSPICE NAME   | DAYS OF CARE      |                      |                |              | TOTAL          |
|--|-------------------|----------------------|----------------|--------------|----------------|
|  | ROUTINE HOME CARE | CONTINUOUS HOME CARE | INPATIENT CARE | RESPIRE CARE |                |
| <b>NORTHEASTERN NY</b>   |                   |                      |                |              |                |
| CATSKILL AREA HOSPICE & PALLIATIVE CARE INC                                    | 49,028            | 416                  | 1,114          | 28           | 50,586         |
| HIGH PEAKS HOSPICE INC / HOSPICE OF WARREN COUNTY                              | 10,185            | 0                    | 702            | 9            | 10,896         |
| HOSPICE OF THE NORTH COUNTRY INC   | 11,650            | 12                   | 833            | 3            | 12,498         |
| MOUNTAIN VALLEY HOSPICE  | 9,450             | 0                    | 417            | 0            | 9,867          |
| THE COMMUNITY HOSPICE  | 184,064           | 280                  | 11,915         | 123          | 196,382        |
| WASHINGTON COUNTY HOSPICE & PALLIATIVE CARE PROGRAM                            | 4,633             | 0                    | 356            | 0            | 4,989          |
| <b>REGIONAL TOTAL</b>  | <b>269,010</b>    | <b>708</b>           | <b>15,337</b>  | <b>163</b>   | <b>285,218</b> |
| <b>% OF REGIONAL TOTAL</b>   | <b>94.3%</b>      | <b>0.2%</b>          | <b>5.4%</b>    | <b>0.1%</b>  | <b>100.0%</b>  |
| <b>HUDSON VALLEY</b>   |                   |                      |                |              |                |
| HOSPICE AND PALLIATIVE CARE OF WESTCHESTER                                     | 30,569            | 160                  | 1,225          | 4            | 31,958         |
| HOSPICE CARE IN WESTCHESTER & PUTNAM INC                                       | 30,327            | 114                  | 912            | 9            | 31,362         |
| HOSPICE OF DUTCHESS COUNTY HOSPICE OF ULSTER COUNTY                            | 64,698            | 287                  | 3,607          | 53           | 68,645         |
| HOSPICE OF ORANGE AND SULLIVAN COUNTIES INC                                    | 41,792            | 6                    | 548            | 0            | 42,346         |
| JANSEN HOSPICE AND PALLIATIVE CARE   | 21,923            | 0                    | 332            | 0            | 22,255         |
| PHELPS HOSPICE   | 8,851             | 0                    | 89             | 15           | 8,955          |
| UNITED HOSPICE OF ROCKLAND   | 24,084            | 109                  | 715            | 0            | 24,908         |
| <b>REGIONAL TOTAL</b>  | <b>222,244</b>    | <b>676</b>           | <b>7,428</b>   | <b>81</b>    | <b>230,429</b> |
| <b>% OF REGIONAL TOTAL</b>   | <b>96.4%</b>      | <b>0.3%</b>          | <b>3.2%</b>    | <b>0.0%</b>  | <b>100.0%</b>  |
| <b>NEW YORK CITY</b>   |                   |                      |                |              |                |
| CABRINI HOSPICE  | 47,957            | 0                    | 9,932          | 0            | 57,889         |
| CALVARY HOME HEALTH AGENCY & HOSPICE CARE                                      | 42,816            | 4                    | 1,754          | 0            | 44,574         |
| CARING HOSPICE SERVICES OF NEW YORK LLC  | 8,056             | 0                    | 28             | 0            | 8,084          |
| COMPASSIONATE CARE HOSPICE OF NEW YORK, LLC                                    | 6,425             | 0                    | 0              | 9            | 6,434          |
| COMPREHENSIVE COMMUNITY HOSPICE OF PARKER JEWISH INSTITUTE                     | 7,240             | 0                    | 27             | 0            | 7,267          |
| CONTINUUM HOSPICE CARE/JACOB PERLOW HOSPICE/HARLEM COMMUNITY HOSPICE           | 148,132           | 146                  | 14,207         | 64           | 162,549        |
| HOSPICE OF NEW YORK LLC  | 43,472            | 398                  | 5,150          | 0            | 49,020         |
| METRO HOSPICE OF GREATER NY/ JEWISH HOSPICE OF GREATER NY/METRO JEWISH HOSPICE | 32,068            | 9                    | 2,263          | 4            | 34,344         |
| PAX CHRISTI HOSPICE  | 12,294            | 0                    | 271            | 0            | 12,565         |
| STATEN ISLAND UNIVERSITY HOSPITAL UNIVERSITY HOSPICE                           | 24,070            | 0                    | 1,158          | 0            | 25,228         |
| VNS OF NEW YORK HOSPICE CARE   | 114,904           | 191                  | 2,129          | 12           | 117,236        |
| <b>REGIONAL TOTAL</b>  | <b>487,434</b>    | <b>748</b>           | <b>36,919</b>  | <b>89</b>    | <b>525,190</b> |
| <b>% OF REGIONAL TOTAL</b>   | <b>92.8%</b>      | <b>0.1%</b>          | <b>7.0%</b>    | <b>0.0%</b>  | <b>100.0%</b>  |

| HOSPICE NAME   | DAYS OF CARE      |                      |                |              | TOTAL            |
|--|-------------------|----------------------|----------------|--------------|------------------|
|  | ROUTINE HOME CARE | CONTINUOUS HOME CARE | INPATIENT CARE | RESPITE CARE |                  |
| <b>NASSAU-SUFFOLK</b>  |                   |                      |                |              |                  |
| BROOKHAVEN MEMORIAL HOSPITAL MEDICAL CENTER HOSPICE                            | 16,597            | 0                    | 381            | 28           | 17,006           |
| EAST END HOSPICE INC   | 19,367            | 1                    | 699            | 6            | 20,073           |
| GOOD SHEPHERD HOSPICE  | 123,136           | 7                    | 6,514          | 0            | 129,657          |
| HOSPICE CARE OF LONG ISLAND HOSPICE CARE OF QUEENS HOSPICE CARE OF SOUTH SHORE | 116,876           | 0                    | 9,405          | 28           | 126,309          |
| VISITING NURSE SERVICE & HOSPICE OF SUFFOLK, INC                               | 18,987            | 0                    | 1,771          | 79           | 20,837           |
| <b>REGIONAL TOTAL</b>  | <b>294,963</b>    | <b>8</b>             | <b>18,770</b>  | <b>141</b>   | <b>313,882</b>   |
| <b>% OF REGIONAL TOTAL</b>   | <b>94.0%</b>      | <b>0.0%</b>          | <b>6.0%</b>    | <b>0.0%</b>  | <b>100.0%</b>    |
| <b>STATE TOTAL</b>   | <b>1,840,136</b>  | <b>2,628</b>         | <b>100,248</b> | <b>1,166</b> | <b>1,944,178</b> |
| <b>% OF STATE TOTAL</b>  | <b>94.6%</b>      | <b>0.1%</b>          | <b>5.2%</b>    | <b>0.1%</b>  | <b>100.0%</b>    |

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HOSPICE UTILIZATION AND COST DATA

| HOSPICE NAME  | MEDICARE            | MEDICAID            | REIMBURSEMENT RECEIVED |                 |                    | TOTAL               |
|---|---------------------|---------------------|------------------------|-----------------|--------------------|---------------------|
|   |                     |                     | BLUE CROSS             | SELF PAY        | OTHER INSURANCE    |                     |
| <b>WESTERN NY</b>   |                     |                     |                        |                 |                    |                     |
| HOME CARE & HOSPICE   | \$2,126,093         | \$55,622            | \$72,097               | \$1,995         | \$164,113          | \$2,419,920         |
| HOSPICE BUFFALO INC   | \$17,405,282        | \$1,450,127         | \$1,112,397            | \$60,802        | \$1,032,855        | \$21,061,463        |
| HOSPICE CHAUTAUQUA COUNTY INC   | \$2,521,658         | \$135,338           | \$64,561               | \$0             | \$81,009           | \$2,802,566         |
| HOSPICE OF ORLEANS, INC   | \$454,946           | \$41,480            | \$12,636               | \$0             | \$7,903            | \$516,965           |
| NIAGARA HOSPICE INC   | \$6,239,830         | \$1,211,858         | \$293,397              | \$5,834         | \$430,638          | \$8,181,557         |
| <b>REGIONAL TOTAL</b>   | <b>\$28,747,809</b> | <b>\$2,894,425</b>  | <b>\$1,555,088</b>     | <b>\$68,631</b> | <b>\$1,716,518</b> | <b>\$34,982,471</b> |
| <b>% OF REGIONAL TOTAL</b>  | <b>82.2%</b>        | <b>8.3%</b>         | <b>4.4%</b>            | <b>0.2%</b>     | <b>4.9%</b>        | <b>100.0%</b>       |
| <b>FINGER LAKES</b>   |                     |                     |                        |                 |                    |                     |
| LIFETIME CARE/HOSPICE OF ROCHESTER/<br>HOSPICE OF WAYNE & SENECA COUNTIES | \$14,157,249        | \$7,288,308         | \$830,761              | \$13,137        | \$2,112,337        | \$24,401,792        |
| LIVINGSTON COUNTY HOSPICE   | \$598,877           | \$173,919           | \$18,930               | \$0             | \$44,737           | \$836,463           |
| ONTARIO YATES HOSPICE   | \$1,296,896         | \$223,225           | \$150,862              | \$606           | \$11,592           | \$1,683,181         |
| SOUTHERN TIER HOSPICE & PALLIATIVE CARE                                   | \$2,321,735         | \$509,180           | \$166,101              | \$652           | \$69,689           | \$3,067,357         |
| VISITING NURSE HOSPICE AND PALLIATIVE CARE                                | \$3,372,953         | \$1,956,053         | \$116,135              | \$0             | \$57,950           | \$5,503,091         |
| <b>REGIONAL TOTAL</b>   | <b>\$21,747,710</b> | <b>\$10,150,685</b> | <b>\$1,282,789</b>     | <b>\$14,395</b> | <b>\$2,296,305</b> | <b>\$35,491,884</b> |
| <b>% OF REGIONAL TOTAL</b>  | <b>61.3%</b>        | <b>28.6%</b>        | <b>3.6%</b>            | <b>0.0%</b>     | <b>6.5%</b>        | <b>100.0%</b>       |
| <b>CENTRAL NY</b>   |                     |                     |                        |                 |                    |                     |
| CARING COMMUNITY HOSPICE OF CORTLAND                                      | \$535,225           | \$55,500            | \$32,320               | \$0             | \$1,895            | \$624,940           |
| HOSPICARE & PALLIATIVE CARE SERVICES OF<br>TOMPKINS COUNTY                | \$1,197,730         | \$248,339           | \$30,892               | \$8,150         | \$246,567          | \$1,731,678         |
| HOSPICE AND PALLIATIVE CARE OF ST.<br>LAWRENCE VALLEY                     | \$2,591,405         | \$428,437           | \$169,055              | \$6,375         | \$17,348           | \$3,212,620         |
| HOSPICE AND PALLIATIVE CARE, INC  | \$2,478,638         | \$410,873           | \$138,876              | \$18,510        | \$305,304          | \$3,352,201         |
| HOSPICE OF CENTRAL NEW YORK/HOSPICE AND<br>PALLIATIVE CARE ASSOCIATES     | \$6,043,503         | \$1,740,315         | \$441,583              | \$19,312        | \$158,996          | \$8,403,709         |
| HOSPICE OF JEFFERSON COUNTY INC.  | \$1,035,575         | \$148,022           | \$113,640              | \$0             | \$55,407           | \$1,352,644         |
| HOSPICE OF THE FINGER LAKES   | \$385,663           | \$80,255            | \$30,115               | \$0             | \$27,667           | \$523,700           |
| LEWIS COUNTY HOSPICE  | \$259,667           | \$30,946            | \$15,112               | \$494           | \$2,882            | \$309,101           |
| OSWEGO COUNTY HOSPICE   | \$875,874           | \$69,148            | \$109,758              | \$0             | \$75,516           | \$1,130,296         |
| <b>REGIONAL TOTAL</b>   | <b>\$15,403,280</b> | <b>\$3,211,835</b>  | <b>\$1,081,351</b>     | <b>\$52,841</b> | <b>\$891,582</b>   | <b>\$20,640,889</b> |
| <b>% OF REGIONAL TOTAL</b>  | <b>74.6%</b>        | <b>15.6%</b>        | <b>5.2%</b>            | <b>0.3%</b>     | <b>4.3%</b>        | <b>100.0%</b>       |

| HOSPICE NAME  | REIMBURSEMENT RECEIVED |                     |                    |                 |                    | TOTAL               |
|---|------------------------|---------------------|--------------------|-----------------|--------------------|---------------------|
|   | MEDICARE               | MEDICAID            | BLUE CROSS         | SELF PAY        | OTHER INSURANCE    |                     |
| <b>NY-PENN</b>                                      |                        |                     |                    |                 |                    |                     |
| HOSPICE AT LOURDES                                  | \$2,428,535            | \$40,049            | \$99,189           | \$2,824         | \$68,794           | \$2,639,391         |
| HOSPICE OF CHENANGO COUNTY                          | \$816,331              | \$201,845           | \$118,738          | \$0             | \$18,748           | \$1,155,662         |
| <b>REGIONAL TOTAL</b>                               | <b>\$3,244,866</b>     | <b>\$241,894</b>    | <b>\$217,927</b>   | <b>\$2,824</b>  | <b>\$87,542</b>    | <b>\$3,795,053</b>  |
| <b>% OF REGIONAL TOTAL</b>                          | <b>85.5%</b>           | <b>6.4%</b>         | <b>5.7%</b>        | <b>0.1%</b>     | <b>2.3%</b>        | <b>100.0%</b>       |
| <b>NORTHEASTERN NY</b>                              |                        |                     |                    |                 |                    |                     |
| CATSKILL AREA HOSPICE & PALLIATIVE CARE INC         | \$5,757,112            | \$1,763,691         | \$199,212          | \$0             | \$244,855          | \$7,964,870         |
| HIGH PEAKS HOSPICE INC / HOSPICE OF WARREN COUNTY   | \$1,644,742            | \$554,224           | \$99,572           | \$91            | \$16,651           | \$2,315,280         |
| HOSPICE OF THE NORTH COUNTRY INC                    | \$1,393,920            | \$57,816            | \$71,782           | \$6,992         | \$2,515            | \$1,533,025         |
| MOUNTAIN VALLEY HOSPICE                             | \$1,155,539            | \$74,003            | \$1,043            | \$47,200        | \$99,511           | \$1,377,296         |
| THE COMMUNITY HOSPICE                               | \$24,700,075           | \$9,157,758         | \$639,202          | \$25,142        | \$1,472,617        | \$35,994,794        |
| WASHINGTON COUNTY HOSPICE & PALLIATIVE CARE PROGRAM | \$614,756              | \$136,781           | \$42,780           | \$0             | \$18,960           | \$813,277           |
| <b>REGIONAL TOTAL</b>                               | <b>\$35,266,144</b>    | <b>\$11,744,273</b> | <b>\$1,053,591</b> | <b>\$79,425</b> | <b>\$1,855,109</b> | <b>\$49,998,542</b> |
| <b>% OF REGIONAL TOTAL</b>                          | <b>70.5%</b>           | <b>23.5%</b>        | <b>2.1%</b>        | <b>0.2%</b>     | <b>3.7%</b>        | <b>100.0%</b>       |
| <b>HUDSON VALLEY</b>                                |                        |                     |                    |                 |                    |                     |
| HOSPICE AND PALLIATIVE CARE OF WESTCHESTER          | \$5,275,826            | \$621,124           | \$131,252          | \$0             | \$432,471          | \$6,460,673         |
| HOSPICE CARE IN WESTCHESTER & PUTNAM INC            | \$4,825,301            | \$2,081,024         | \$0                | \$0             | \$489,407          | \$7,395,732         |
| HOSPICE OF DUTCHESS COUNTY HOSPICE OF ULSTER COUNTY | \$9,553,982            | \$2,819,622         | \$277,523          | \$26,308        | \$542,633          | \$13,220,068        |
| HOSPICE OF ORANGE AND SULLIVAN COUNTIES INC         | \$5,304,366            | \$981,552           | \$224,215          | \$1,885         | \$343,900          | \$6,855,918         |
| JANSEN HOSPICE AND PALLIATIVE CARE                  | \$3,613,083            | \$1,777,198         | \$51,235           | \$1,145         | \$113,142          | \$5,555,803         |
| PHELPS HOSPICE                                      | \$1,576,375            | \$9,584             | \$49,829           | \$0             | \$49,911           | \$1,685,699         |
| UNITED HOSPICE OF ROCKLAND                          | \$4,031,228            | \$1,184,339         | \$159,032          | \$0             | \$181,746          | \$5,556,345         |
| <b>REGIONAL TOTAL</b>                               | <b>\$34,180,161</b>    | <b>\$9,474,443</b>  | <b>\$893,086</b>   | <b>\$29,338</b> | <b>\$2,153,210</b> | <b>\$46,730,238</b> |
| <b>% OF REGIONAL TOTAL</b>                          | <b>73.1%</b>           | <b>20.3%</b>        | <b>1.9%</b>        | <b>0.1%</b>     | <b>4.6%</b>        | <b>100.0%</b>       |

| HOSPICE NAME   | REIMBURSEMENT RECEIVED |                     |                     |                  |                     |                      |
|--|------------------------|---------------------|---------------------|------------------|---------------------|----------------------|
|  | MEDICARE               | MEDICAID            | BLUE CROSS          | SELF PAY         | OTHER INSURANCE     | TOTAL                |
| <b>NEW YORK CITY</b>   |                        |                     |                     |                  |                     |                      |
| CABRINI HOSPICE  | \$10,727,171           | \$968,343           | \$1,334,539         | \$0              | \$990,319           | \$14,020,372         |
| CALVARY HOME HEALTH AGENCY & HOSPICE CARE                                      | \$6,644,200            | \$732,400           | \$351,700           | \$64,900         | \$247,200           | \$8,040,400          |
| CARING HOSPICE SERVICES OF NEW YORK LLC  | \$1,102,169            | \$236,788           | \$32,996            | \$0              | \$11,275            | \$1,383,228          |
| COMPASSIONATE CARE HOSPICE OF NEW YORK, LLC                                    | \$745,403              | \$316,569           | \$1,875             | \$2,125          | \$73,274            | \$1,139,246          |
| COMPREHENSIVE COMMUNITY HOSPICE OF PARKER JEWISH INSTITUTE                     | \$1,320,613            | \$98,815            | \$0                 | \$0              | \$17,880            | \$1,437,308          |
| CONTINUUM HOSPICE CARE/JACOB PERLOW HOSPICE/HARLEM COMMUNITY HOSPICE           | \$22,776,204           | \$10,867,782        | \$413,976           | \$223,440        | \$1,817,351         | \$36,098,753         |
| HOSPICE OF NEW YORK LLC  | \$9,504,572            | \$6,438,804         | \$61,700            | \$7,056          | \$642,585           | \$16,654,717         |
| METRO HOSPICE OF GREATER NY/ JEWISH HOSPICE OF GREATER NY/METRO JEWISH HOSPICE | \$5,706,182            | \$2,279,050         | \$195,228           | \$1,375          | \$327,223           | \$8,509,058          |
| PAX CHRISTI HOSPICE  | \$1,894,225            | \$248,745           | \$25,233            | \$0              | \$148,355           | \$2,316,558          |
| STATEN ISLAND UNIVERSITY HOSPITAL UNIVERSITY HOSPICE                           | \$5,616,337            | \$435,356           | \$319,031           | \$23,595         | \$745,641           | \$7,139,960          |
| VNS OF NEW YORK HOSPICE CARE   | \$17,485,026           | \$5,404,682         | \$226,558           | \$900            | \$542,745           | \$23,659,911         |
| <b>REGIONAL TOTAL</b>  | <b>\$83,522,102</b>    | <b>\$28,027,334</b> | <b>\$2,962,836</b>  | <b>\$323,391</b> | <b>\$5,563,848</b>  | <b>\$120,399,511</b> |
| <b>% OF REGIONAL TOTAL</b>   | <b>69.4%</b>           | <b>23.3%</b>        | <b>2.5%</b>         | <b>0.3%</b>      | <b>4.6%</b>         | <b>100.0%</b>        |
| <b>NASSAU-SUFFOLK</b>  |                        |                     |                     |                  |                     |                      |
| BROOKHAVEN MEMORIAL HOSPITAL MEDICAL CENTER HOSPICE                            | \$3,014,206            | \$21,150            | \$6,231             | \$756            | \$155,540           | \$3,197,883          |
| EAST END HOSPICE INC   | \$3,123,549            | \$227,611           | \$134,851           | \$0              | \$114,447           | \$3,600,458          |
| GOOD SHEPHERD HOSPICE  | \$21,283,480           | \$6,445,597         | \$842,340           | \$2,934          | \$901,371           | \$29,475,722         |
| HOSPICE CARE OF LONG ISLAND HOSPICE CARE OF QUEENS HOSPICE CARE OF SOUTH SHORE | \$21,271,509           | \$3,654,481         | \$1,271,570         | \$577            | \$1,377,534         | \$27,575,671         |
| VISITING NURSE SERVICE & HOSPICE OF SUFFOLK, INC                               | \$3,875,094            | \$234,984           | \$51,199            | \$875            | \$108,490           | \$4,270,642          |
| <b>REGIONAL TOTAL</b>  | <b>\$52,567,838</b>    | <b>\$10,583,823</b> | <b>\$2,306,191</b>  | <b>\$5,142</b>   | <b>\$2,657,382</b>  | <b>\$68,120,376</b>  |
| <b>% OF REGIONAL TOTAL</b>   | <b>77.2%</b>           | <b>15.5%</b>        | <b>3.4%</b>         | <b>0.0%</b>      | <b>3.9%</b>         | <b>100.0%</b>        |
| <b>STATE TOTAL</b>   | <b>\$274,679,910</b>   | <b>\$76,328,712</b> | <b>\$11,352,859</b> | <b>\$575,987</b> | <b>\$17,221,496</b> | <b>\$380,158,964</b> |
| <b>% OF STATE TOTAL</b>  | <b>72.3%</b>           | <b>20.1%</b>        | <b>3.0%</b>         | <b>0.2%</b>      | <b>4.5%</b>         | <b>100.0%</b>        |

2005

NEW YORK STATE DEPARTMENT OF HEALTH  
HOSPICE UTILIZATION AND COST DATA

| HOSPICE NAME  | PATIENTS ADMITTED BY PRIMARY PAYOR |             |             |             |              |                 | TOTAL         |
|---|------------------------------------|-------------|-------------|-------------|--------------|-----------------|---------------|
|   | MEDICARE                           | MEDICAID    | BLUE CROSS  | SELF PAY    | CHARITY CARE | OTHER INSURANCE |               |
| <b>WESTERN NY</b>   |                                    |             |             |             |              |                 |               |
| HOME CARE & HOSPICE   | 292                                | 16          | 44          | 1           | 0            | 13              | 366           |
| HOSPICE BUFFALO INC   | 2,312                              | 115         | 196         | 3           | 6            | 179             | 2,811         |
| HOSPICE CHAUTAUQUA COUNTY INC   | 415                                | 12          | 10          | 2           | 0            | 22              | 461           |
| HOSPICE OF ORLEANS, INC   | 57                                 | 3           | 9           | 0           | 0            | 5               | 74            |
| NIAGARA HOSPICE INC   | 569                                | 20          | 46          | 2           | 1            | 30              | 668           |
| <b>REGIONAL TOTAL</b>   | <b>3,645</b>                       | <b>166</b>  | <b>305</b>  | <b>8</b>    | <b>7</b>     | <b>249</b>      | <b>4,380</b>  |
| <b>% OF REGIONAL TOTAL</b>  | <b>83.2%</b>                       | <b>3.8%</b> | <b>7.0%</b> | <b>0.2%</b> | <b>0.2%</b>  | <b>5.7%</b>     | <b>100.0%</b> |
| <b>FINGER LAKES</b>   |                                    |             |             |             |              |                 |               |
| LIFETIME CARE/HOSPICE OF ROCHESTER/<br>HOSPICE OF WAYNE & SENECA COUNTIES | 1,736                              | 59          | 156         | 7           | 0            | 41              | 1,999         |
| LIVINGSTON COUNTY HOSPICE   | 132                                | 5           | 16          | 0           | 2            | 4               | 159           |
| ONTARIO YATES HOSPICE   | 243                                | 10          | 43          | 1           | 1            | 12              | 310           |
| SOUTHERN TIER HOSPICE & PALLIATIVE CARE                                   | 434                                | 17          | 32          | 3           | 0            | 24              | 510           |
| VISITING NURSE HOSPICE AND PALLIATIVE CARE                                | 718                                | 38          | 34          | 0           | 0            | 29              | 819           |
| <b>REGIONAL TOTAL</b>   | <b>3,263</b>                       | <b>129</b>  | <b>281</b>  | <b>11</b>   | <b>3</b>     | <b>110</b>      | <b>3,797</b>  |
| <b>% OF REGIONAL TOTAL</b>  | <b>85.9%</b>                       | <b>3.4%</b> | <b>7.4%</b> | <b>0.3%</b> | <b>0.1%</b>  | <b>2.9%</b>     | <b>100.0%</b> |
| <b>CENTRAL NY</b>   |                                    |             |             |             |              |                 |               |
| CARING COMMUNITY HOSPICE OF CORTLAND                                      | 82                                 | 3           | 8           | 0           | 0            | 2               | 95            |
| HOSPICARE & PALLIATIVE CARE SERVICES OF<br>TOMPKINS COUNTY                | 195                                | 7           | 12          | 1           | 0            | 14              | 229           |
| HOSPICE AND PALLIATIVE CARE OF ST.<br>LAWRENCE VALLEY                     | 332                                | 28          | 20          | 2           | 1            | 19              | 402           |
| HOSPICE AND PALLIATIVE CARE, INC  | 388                                | 31          | 38          | 3           | 0            | 25              | 485           |
| HOSPICE OF CENTRAL NEW YORK/HOSPICE AND<br>PALLIATIVE CARE ASSOCIATES     | 763                                | 39          | 68          | 14          | 0            | 32              | 916           |
| HOSPICE OF JEFFERSON COUNTY INC.  | 135                                | 12          | 17          | 0           | 0            | 16              | 180           |
| HOSPICE OF THE FINGER LAKES   | 95                                 | 4           | 12          | 0           | 0            | 0               | 111           |
| LEWIS COUNTY HOSPICE  | 71                                 | 3           | 2           | 1           | 0            | 1               | 78            |
| OSWEGO COUNTY HOSPICE   | 116                                | 13          | 8           | 0           | 0            | 12              | 149           |
| <b>REGIONAL TOTAL</b>   | <b>2,177</b>                       | <b>140</b>  | <b>185</b>  | <b>21</b>   | <b>1</b>     | <b>121</b>      | <b>2,645</b>  |
| <b>% OF REGIONAL TOTAL</b>  | <b>82.3%</b>                       | <b>5.3%</b> | <b>7.0%</b> | <b>0.8%</b> | <b>0.0%</b>  | <b>4.6%</b>     | <b>100.0%</b> |

| HOSPICE NAME  | PATIENTS ADMITTED BY PRIMARY PAYOR |             |             |             |              |                 | TOTAL         |
|---|------------------------------------|-------------|-------------|-------------|--------------|-----------------|---------------|
|   | MEDICARE                           | MEDICAID    | BLUE CROSS  | SELF PAY    | CHARITY CARE | OTHER INSURANCE |               |
| <b>NY-PENN</b>                                      |                                    |             |             |             |              |                 |               |
| HOSPICE AT LOURDES                                  | 692                                | 19          | 58          | 2           | 0            | 33              | 804           |
| HOSPICE OF CHENANGO COUNTY                          | 103                                | 6           | 10          | 0           | 0            | 3               | 122           |
| <b>REGIONAL TOTAL</b>                               | <b>795</b>                         | <b>25</b>   | <b>68</b>   | <b>2</b>    | <b>0</b>     | <b>36</b>       | <b>926</b>    |
| <b>% OF REGIONAL TOTAL</b>                          | <b>85.9%</b>                       | <b>2.7%</b> | <b>7.3%</b> | <b>0.2%</b> | <b>0.0%</b>  | <b>3.9%</b>     | <b>100.0%</b> |
| <b>NORTHEASTERN NY</b>                              |                                    |             |             |             |              |                 |               |
| CATSKILL AREA HOSPICE & PALLIATIVE CARE INC         | 570                                | 25          | 30          | 0           | 0            | 33              | 658           |
| HIGH PEAKS HOSPICE INC / HOSPICE OF WARREN COUNTY   | 270                                | 10          | 33          | 0           | 1            | 9               | 323           |
| HOSPICE OF THE NORTH COUNTRY INC                    | 168                                | 5           | 17          | 0           | 0            | 3               | 193           |
| MOUNTAIN VALLEY HOSPICE                             | 196                                | 8           | 9           | 0           | 1            | 14              | 228           |
| THE COMMUNITY HOSPICE                               | 2,921                              | 104         | 114         | 8           | 5            | 255             | 3,407         |
| WASHINGTON COUNTY HOSPICE & PALLIATIVE CARE PROGRAM | 111                                | 7           | 12          | 0           | 0            | 9               | 139           |
| <b>REGIONAL TOTAL</b>                               | <b>4,236</b>                       | <b>159</b>  | <b>215</b>  | <b>8</b>    | <b>7</b>     | <b>323</b>      | <b>4,948</b>  |
| <b>% OF REGIONAL TOTAL</b>                          | <b>85.6%</b>                       | <b>3.2%</b> | <b>4.3%</b> | <b>0.2%</b> | <b>0.1%</b>  | <b>6.5%</b>     | <b>100.0%</b> |
| <b>HUDSON VALLEY</b>                                |                                    |             |             |             |              |                 |               |
| HOSPICE AND PALLIATIVE CARE OF WESTCHESTER          | 357                                | 10          | 25          | 0           | 1            | 41              | 434           |
| HOSPICE CARE IN WESTCHESTER & PUTNAM INC            | 483                                | 19          | 25          | 4           | 2            | 44              | 577           |
| HOSPICE OF DUTCHESS COUNTY HOSPICE OF ULSTER COUNTY | 883                                | 40          | 45          | 15          | 0            | 86              | 1,069         |
| HOSPICE OF ORANGE AND SULLIVAN COUNTIES INC         | 543                                | 25          | 53          | 6           | 0            | 61              | 688           |
| JANSEN HOSPICE AND PALLIATIVE CARE                  | 307                                | 10          | 9           | 1           | 0            | 10              | 337           |
| PHELPS HOSPICE                                      | 141                                | 1           | 11          | 0           | 0            | 22              | 175           |
| UNITED HOSPICE OF ROCKLAND                          | 458                                | 12          | 24          | 0           | 5            | 32              | 531           |
| <b>REGIONAL TOTAL</b>                               | <b>3,172</b>                       | <b>117</b>  | <b>192</b>  | <b>26</b>   | <b>8</b>     | <b>296</b>      | <b>3,811</b>  |
| <b>% OF REGIONAL TOTAL</b>                          | <b>83.2%</b>                       | <b>3.1%</b> | <b>5.0%</b> | <b>0.7%</b> | <b>0.2%</b>  | <b>7.8%</b>     | <b>100.0%</b> |

| HOSPICE NAME   | PATIENTS ADMITTED BY PRIMARY PAYOR |              |              |             |              |                 | TOTAL         |
|--|------------------------------------|--------------|--------------|-------------|--------------|-----------------|---------------|
|  | MEDICARE                           | MEDICAID     | BLUE CROSS   | SELF PAY    | CHARITY CARE | OTHER INSURANCE |               |
| <b>NEW YORK CITY</b>   |                                    |              |              |             |              |                 |               |
| CABRINI HOSPICE  | 715                                | 90           | 49           | 0           | 10           | 320             | 1,184         |
| CALVARY HOME HEALTH AGENCY & HOSPICE CARE                                      | 702                                | 101          | 63           | 3           | 7            | 68              | 944           |
| CARING HOSPICE SERVICES OF NEW YORK LLC  | 126                                | 23           | 3            | 0           | 0            | 4               | 156           |
| COMPASSIONATE CARE HOSPICE OF NEW YORK, LLC                                    | 72                                 | 19           | 2            | 1           | 9            | 2               | 105           |
| COMPREHENSIVE COMMUNITY HOSPICE OF PARKER JEWISH INSTITUTE                     | 116                                | 6            | 0            | 0           | 0            | 3               | 125           |
| CONTINUUM HOSPICE CARE/JACOB PERLOW HOSPICE/HARLEM COMMUNITY HOSPICE           | 1,669                              | 298          | 51           | 4           | 40           | 213             | 2,275         |
| HOSPICE OF NEW YORK LLC  | 892                                | 96           | 35           | 2           | 2            | 65              | 1,092         |
| METRO HOSPICE OF GREATER NY/ JEWISH HOSPICE OF GREATER NY/METRO JEWISH HOSPICE | 547                                | 76           | 26           | 2           | 0            | 48              | 699           |
| PAX CHRISTI HOSPICE  | 173                                | 7            | 12           | 0           | 7            | 25              | 224           |
| STATEN ISLAND UNIVERSITY HOSPITAL UNIVERSITY HOSPICE                           | 485                                | 45           | 25           | 0           | 1            | 55              | 611           |
| VNS OF NEW YORK HOSPICE CARE   | 1,326                              | 199          | 74           | 2           | 12           | 84              | 1,697         |
| <b>REGIONAL TOTAL</b>  | <b>6,823</b>                       | <b>960</b>   | <b>340</b>   | <b>14</b>   | <b>88</b>    | <b>887</b>      | <b>9,112</b>  |
| <b>% OF REGIONAL TOTAL</b>   | <b>74.9%</b>                       | <b>10.5%</b> | <b>3.7%</b>  | <b>0.2%</b> | <b>1.0%</b>  | <b>9.7%</b>     | <b>100.0%</b> |
| <b>NASSAU-SUFFOLK</b>  |                                    |              |              |             |              |                 |               |
| BROOKHAVEN MEMORIAL HOSPITAL MEDICAL CENTER HOSPICE                            | 246                                | 6            | 12           | 1           | 5            | 23              | 293           |
| EAST END HOSPICE INC   | 375                                | 11           | 27           | 0           | 1            | 38              | 452           |
| GOOD SHEPHERD HOSPICE  | 2,016                              | 51           | 118          | 1           | 20           | 212             | 2,418         |
| HOSPICE CARE OF LONG ISLAND HOSPICE CARE OF QUEENS HOSPICE CARE OF SOUTH SHORE | 2,454                              | 113          | 177          | 4           | 22           | 491             | 3,261         |
| VISITING NURSE SERVICE & HOSPICE OF SUFFOLK, INC                               | 376                                | 11           | 37           | 1           | 2            | 28              | 455           |
| <b>REGIONAL TOTAL</b>  | <b>5,467</b>                       | <b>192</b>   | <b>371</b>   | <b>7</b>    | <b>50</b>    | <b>792</b>      | <b>6,879</b>  |
| <b>% OF REGIONAL TOTAL</b>   | <b>79.5%</b>                       | <b>2.8%</b>  | <b>5.4%</b>  | <b>0.1%</b> | <b>0.7%</b>  | <b>11.5%</b>    | <b>100.0%</b> |
| <b>STATE TOTAL</b>   | <b>29,578</b>                      | <b>1,888</b> | <b>1,957</b> | <b>97</b>   | <b>164</b>   | <b>2,814</b>    | <b>36,498</b> |
| <b>% OF STATE TOTAL</b>  | <b>81.0%</b>                       | <b>5.2%</b>  | <b>5.4%</b>  | <b>0.3%</b> | <b>0.4%</b>  | <b>7.7%</b>     | <b>100.0%</b> |

2005

NEW YORK STATE DEPARTMENT OF HEALTH  
HOSPICE UTILIZATION AND COST DATA

| HOSPICE NAME   | VOLUNTEER HOURS | COST SAVINGS FROM VOLUNTEER SERVICES | AVG. EXPEND. PER PATIENT | TOTAL HOSPICE EXPENDITURES |
|--|-----------------|--------------------------------------|--------------------------|----------------------------|
| <b>WESTERN NY</b>  |                 |                                      |                          |                            |
| HOME CARE & HOSPICE  | 5,120           | \$43,528                             | \$5,838                  | \$2,352,884                |
| HOSPICE BUFFALO INC  | 22,282          | \$401,963                            | \$6,607                  | \$20,031,695               |
| HOSPICE CHAUTAUQUA COUNTY INC  | 2,334           | \$18,672                             | \$5,724                  | \$2,902,070                |
| HOSPICE OF ORLEANS, INC  | 3,845           | \$29,724                             | \$7,938                  | \$611,233                  |
| NIAGARA HOSPICE INC  | 7,250           | \$111,251                            | \$9,992                  | \$7,693,848                |
| <b>REGIONAL TOTAL/AVERAGE</b>  | <b>40,831</b>   | <b>\$605,138</b>                     | <b>\$7,014</b>           | <b>\$33,591,730</b>        |
| <b>% OF STATE TOTAL</b>  | <b>12.2%</b>    | <b>9.0%</b>                          |                          | <b>8.6%</b>                |
| <b>FINGER LAKES</b>  |                 |                                      |                          |                            |
| LIFETIME CARE/HOSPICE OF ROCHESTER/ HOSPICE OF WAYNE & SENECA COUNTIES | 11,213          | \$284,525                            | \$10,305                 | \$23,155,452               |
| LIVINGSTON COUNTY HOSPICE  | 645             | \$43,000                             | \$5,478                  | \$925,855                  |
| ONTARIO YATES HOSPICE  | 3,498           | \$57,717                             | \$4,892                  | \$1,638,717                |
| SOUTHERN TIER HOSPICE & PALLIATIVE CARE                                | 5,783           | \$47,710                             | \$6,247                  | \$3,442,134                |
| VISITING NURSE HOSPICE AND PALLIATIVE CARE                             | 2,432           | \$32,264                             | \$5,473                  | \$4,821,488                |
| <b>REGIONAL TOTAL/AVERAGE</b>  | <b>23,571</b>   | <b>\$465,216</b>                     | <b>\$8,124</b>           | <b>\$33,983,646</b>        |
| <b>% OF STATE TOTAL</b>  | <b>7.0%</b>     | <b>7.0%</b>                          |                          | <b>8.7%</b>                |
| <b>CENTRAL NY</b>  |                 |                                      |                          |                            |
| CARING COMMUNITY HOSPICE OF CORTLAND                                   | 358             | \$4,511                              | \$5,022                  | \$532,384                  |
| HOSPICARE & PALLIATIVE CARE SERVICES OF TOMPKINS COUNTY                | 3,375           | \$43,875                             | \$10,080                 | \$2,661,022                |
| HOSPICE AND PALLIATIVE CARE OF ST. LAWRENCE VALLEY                     | 9,881           | \$178,278                            | \$8,549                  | \$3,855,665                |
| HOSPICE AND PALLIATIVE CARE, INC                                       | 14,641          | \$289,045                            | \$8,084                  | \$4,300,681                |
| HOSPICE OF CENTRAL NEW YORK/HOSPICE AND PALLIATIVE CARE ASSOCIATES     | 6,587           | \$81,606                             | \$8,844                  | \$9,242,254                |
| HOSPICE OF JEFFERSON COUNTY INC.                                       | 2,487           | \$42,421                             | \$6,594                  | \$1,417,790                |
| HOSPICE OF THE FINGER LAKES  | 1,693           | \$25,599                             | \$6,907                  | \$856,426                  |
| LEWIS COUNTY HOSPICE   | 1,161           | \$21,978                             | \$5,026                  | \$407,095                  |
| OSWEGO COUNTY HOSPICE  | 1,162           | \$11,738                             | \$4,633                  | \$778,412                  |
| <b>REGIONAL TOTAL/AVERAGE</b>  | <b>41,345</b>   | <b>\$699,051</b>                     | <b>\$8,055</b>           | <b>\$24,051,729</b>        |
| <b>% OF STATE TOTAL</b>  | <b>12.3%</b>    | <b>10.5%</b>                         |                          | <b>6.2%</b>                |

| <b>HOSPICE NAME</b>                                 | <b>VOLUNTEER HOURS</b> | <b>COST SAVINGS FROM VOLUNTEER SERVICES</b> | <b>AVG. EXPEND. PER PATIENT</b> | <b>TOTAL HOSPICE EXPENDITURES</b> |
|---|------------------------|---|---------------------------------|-----------------------------------|
| <b>NY-PENN</b>                                      |                        |   |                                 |                                   |
| HOSPICE AT LOURDES                                  | 10,452                 | \$182,400                                   | \$5,323                         | \$4,758,748                       |
| HOSPICE OF CHENANGO COUNTY                          | 2,195                  | \$31,568                                    | \$7,402                         | \$1,028,852                       |
| <b>REGIONAL TOTAL/AVERAGE</b>                       | <b>12,647</b>          | <b>\$213,968</b>                            | <b>\$5,603</b>                  | <b>\$5,787,600</b>                |
| <b>% OF STATE TOTAL</b>                             | <b>3.8%</b>            | <b>3.2%</b>                                 |                                 | <b>1.5%</b>                       |
| <b>NORTHEASTERN NY</b>                              |                        |   |                                 |                                   |
| CATSKILL AREA HOSPICE & PALLIATIVE CARE INC         | 5,194                  | \$111,332                                   | \$12,192                        | \$9,412,234                       |
| HIGH PEAKS HOSPICE INC / HOSPICE OF WARREN COUNTY   | 6,034                  | \$122,103                                   | \$7,860                         | \$2,750,935                       |
| HOSPICE OF THE NORTH COUNTRY INC                    | 5,145                  | \$66,885                                    | \$8,323                         | \$1,797,681                       |
| MOUNTAIN VALLEY HOSPICE                             | 1,207                  | \$29,996                                    | \$7,671                         | \$1,864,046                       |
| THE COMMUNITY HOSPICE                               | 50,240                 | \$1,504,689                                 | \$10,075                        | \$38,355,700                      |
| WASHINGTON COUNTY HOSPICE & PALLIATIVE CARE PROGRAM | 1,512                  | \$25,996                                    | \$5,123                         | \$773,509                         |
| <b>REGIONAL TOTAL/AVERAGE</b>                       | <b>69,332</b>          | <b>\$1,861,001</b>                          | <b>\$9,921</b>                  | <b>\$54,954,105</b>               |
| <b>% OF STATE TOTAL</b>                             | <b>20.7%</b>           | <b>27.8%</b>                                |                                 | <b>14.1%</b>                      |
| <b>HUDSON VALLEY</b>                                |                        |   |                                 |                                   |
| HOSPICE AND PALLIATIVE CARE OF WESTCHESTER          | 5,514                  | \$108,091                                   | \$12,566                        | \$6,270,673                       |
| HOSPICE CARE IN WESTCHESTER & PUTNAM INC            | 5,916                  | \$79,740                                    | \$12,368                        | \$7,828,805                       |
| HOSPICE OF DUTCHESS COUNTY HOSPICE OF ULSTER COUNTY | 11,985                 | \$95,876                                    | \$12,432                        | \$14,583,115                      |
| HOSPICE OF ORANGE AND SULLIVAN COUNTIES INC         | 6,860                  | \$133,256                                   | \$9,719                         | \$7,502,985                       |
| JANSEN HOSPICE AND PALLIATIVE CARE                  | 2,812                  | \$64,873                                    | \$13,405                        | \$5,227,957                       |
| PHELPS HOSPICE                                      | 995                    | \$18,330                                    | \$12,902                        | \$2,451,396                       |
| UNITED HOSPICE OF ROCKLAND                          | 8,342                  | \$258,307                                   | \$10,220                        | \$5,712,948                       |
| <b>REGIONAL TOTAL/AVERAGE</b>                       | <b>42,424</b>          | <b>\$758,473</b>                            | <b>\$11,759</b>                 | <b>\$49,577,879</b>               |
| <b>% OF STATE TOTAL</b>                             | <b>12.7%</b>           | <b>11.3%</b>                                |                                 | <b>12.7%</b>                      |

| HOSPICE NAME   | VOLUNTEER HOURS | COST SAVINGS FROM VOLUNTEER SERVICES | AVG. EXPEND. PER PATIENT | TOTAL HOSPICE EXPENDITURES |
|--|-----------------|--------------------------------------|--------------------------|----------------------------|
| <b>NEW YORK CITY</b>   |                 |                                      |                          |                            |
| CABRINI HOSPICE  | 12,200          | \$212,000                            | \$6,193                  | \$8,020,436                |
| CALVARY HOME HEALTH AGENCY & HOSPICE CARE                                      | 6,766           | \$135,320                            | \$9,037                  | \$8,657,300                |
| CARING HOSPICE SERVICES OF NEW YORK LLC  | 1,023           | \$22,025                             | \$7,784                  | \$1,276,502                |
| COMPASSIONATE CARE HOSPICE OF NEW YORK, LLC                                    | 361             | \$5,794                              | \$9,930                  | \$1,052,616                |
| COMPREHENSIVE COMMUNITY HOSPICE OF PARKER JEWISH INSTITUTE                     | 1,141           | \$22,250                             | \$10,665                 | \$1,482,481                |
| CONTINUUM HOSPICE CARE/JACOB PERLOW HOSPICE/HARLEM COMMUNITY HOSPICE           | 6,783           | \$139,145                            | \$13,960                 | \$36,602,840               |
| HOSPICE OF NEW YORK LLC  | 4,856           | \$104,539                            | \$14,512                 | \$16,877,533               |
| METRO HOSPICE OF GREATER NY/ JEWISH HOSPICE OF GREATER NY/METRO JEWISH HOSPICE | 5,064           | \$107,714                            | \$12,387                 | \$9,054,568                |
| PAX CHRISTI HOSPICE  | 3,089           | \$44,240                             | \$9,558                  | \$2,351,175                |
| STATEN ISLAND UNIVERSITY HOSPITAL UNIVERSITY HOSPICE                           | 2,929           | \$6,166                              | \$9,748                  | \$6,258,478                |
| VNS OF NEW YORK HOSPICE CARE   | 10,030          | \$180,912                            | \$14,385                 | \$25,217,221               |
| <b>REGIONAL TOTAL/AVERAGE</b>  | <b>54,242</b>   | <b>\$980,105</b>                     | <b>\$11,901</b>          | <b>\$116,851,150</b>       |
| <b>% OF STATE TOTAL</b>  | <b>16.2%</b>    | <b>14.7%</b>                         |                          | <b>30.0%</b>               |
| <b>NASSAU-SUFFOLK</b>  |                 |                                      |                          |                            |
| BROOKHAVEN MEMORIAL HOSPITAL MEDICAL CENTER HOSPICE                            | 2,226           | \$47,907                             | \$9,172                  | \$3,017,436                |
| EAST END HOSPICE INC   | 7,952           | \$178,127                            | \$9,828                  | \$4,874,507                |
| GOOD SHEPHERD HOSPICE  | 15,508          | \$365,593                            | \$11,444                 | \$29,719,406               |
| HOSPICE CARE OF LONG ISLAND HOSPICE CARE OF QUEENS HOSPICE CARE OF SOUTH SHORE | 17,494          | \$398,338                            | \$8,487                  | \$28,380,366               |
| VISITING NURSE SERVICE & HOSPICE OF SUFFOLK, INC                               | 7,703           | \$115,545                            | \$9,556                  | \$4,634,892                |
| <b>REGIONAL TOTAL/AVERAGE</b>  | <b>50,883</b>   | <b>\$1,105,510</b>                   | <b>\$9,740</b>           | <b>\$70,626,607</b>        |
| <b>% OF STATE TOTAL</b>  | <b>15.2%</b>    | <b>16.5%</b>                         |                          | <b>18.1%</b>               |
| <b>STATE TOTAL/AVERAGE</b>   | <b>335,275</b>  | <b>\$6,688,462</b>                   | <b>\$9,781</b>           | <b>\$389,424,446</b>       |