

**TO THE NORTH CAROLINA STATE HEALTH COORDINATING COUNCIL**  
**PETITION BY PRUITTHEALTH, INC. AND PRUITTHEALTH – TOWN CENTER**  
**FOR AN ADJUSTED NEED DETERMINATION**  
**TO ADD 36 NURSING HOME BEDS IN CABARRUS COUNTY**  
**TO THE 2022 SMFP AS A RESULT OF THE IMPACT OF THE COVID-19 PANDEMIC**

**July 28, 2021**

**Email: [DHSR.SMFP.Petitions-Comments@dhhs.nc.gov](mailto:DHSR.SMFP.Petitions-Comments@dhhs.nc.gov)**

**1. Name, address, email address and phone number of Petitioner:**

Aneel S. Gill  
Vice President of Planning and Development  
PruittHealth, Inc. (“PruittHealth”)  
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Founded in 1969 in Toccoa, Georgia, PruittHealth, Inc. (“PruittHealth”) is a family-owned business with a long history of serving North Carolina residents. PruittHealth’s operations in North Carolina include 18 skilled nursing facilities (“SNF”), including the four North Carolina State Veteran’s Homes, eight home health agencies (“HHA”), five hospice agencies, a continuing care retirement community and a state-wide pharmacy. PruittHealth affiliates care for nearly 10,000 North Carolina residents daily.

PruittHealth provides the full range of short and long-term care services, including skilled nursing and rehabilitation, home health, hospice, assisted living, independent living, pharmacy, nutritional supply and medical supply. PruittHealth offers nursing, physical therapy, occupational therapy and speech therapy at its SNFs on both a short and long-term basis.

PruittHealth promotes a Model of Care, Get Well for Life, that is specifically designed to significantly reduce rehospitalizations and improve overall patient outcomes. PruittHealth’s Care Management services develop patient-specific plans to meet patient needs by providing quality care in the most cost-effective way.

PruittHealth – Town Center is a skilled nursing and rehabilitation center located at 6300 Roberta Road in Harrisburg, Cabarrus County North Carolina. PruittHealth – Town Center has 70 licensed nursing care beds and offers a wide range of services including wound care management, IV therapy, physical, occupational, speech and outpatient therapies, as well as

pharmacy services, medication management, pain management and hospice services, among many others.<sup>1</sup>

**2. A statement of the requested adjustment, citing the need determination in the SMFP for which an adjustment is proposed and using one of the following two formulas:**

Petitioners propose that the need determination for nursing home beds in Chapter 10 of the Proposed 2022 SMFP be adjusted to reflect a need determination for 36 additional nursing home beds in Cabarrus County due to the impact of the COVID-19 pandemic.

**3. A brief statement of how the need determination in the Proposed 2022 SMFP is unable to account for (or inadequately estimates) the impact that the COVID-19 pandemic had on safety and quality, access, or value associated with the service.**

The 2021 SMFP shows a deficit of 36 nursing home beds in Cabarrus County. See 2021 SMFP at p. 169. However, in the Proposed 2022 SMFP, a surplus of 160 nursing home beds in Cabarrus County is reported. See Proposed 2022 SMFP at p. 171. The only attributable reason for this dramatic shift from a deficit to a surplus is the COVID-19 pandemic. This surplus artificially distorts and understates the actual need and utilization of nursing home beds in Cabarrus County. As this Petition demonstrates, there is, in fact, a need for additional nursing home beds in Cabarrus County. But for the COVID-19 pandemic and its impact on congregate living facilities in 2020 and continuing into 2021, Petitioners believe there would have been a need determination for at least 36 additional nursing home beds in Cabarrus County in 2022.

Nursing homes and other health care facilities are intended to serve patients for decades. COVID-19 artificially suppressed the need for nursing home beds in Cabarrus County for a discrete and limited period. Petitioners respectfully submit that planning for health care needs, especially for the rapidly growing and aging population, must take a long-term view and not be disrupted by shorter term phenomena. Accordingly, Petitioners seek an adjustment to the 2022 SMFP.

Impact of COVID-19

It is well known that skilled nursing facilities across the country, including PruittHealth – Town Center, experienced unprecedented decreases in utilization due to the COVID-19 pandemic. As early as June 2020 — just a few months after the first known case of COVID-19 was diagnosed in the United States, the United States began experiencing declines in nursing home utilization of 10%.<sup>2</sup> The decrease in nursing home occupancy was attributed to several factors — all related to a general avoidance of congregate care settings, including families deciding to remove existing patients from facilities, patients deciding not to enter facilities, and a lack of

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<sup>1</sup> PruittHealth and PruittHealth – Town Center will be collectively referred to as Petitioners throughout this Petition.

<sup>2</sup> <https://www.wsj.com/articles/u-s-nursing-home-population-shrank-roughly-10-this-year-11591315220>.

new patients arriving for rehabilitation due to the delay or cancellation of many elective surgeries which would normally require skilled nursing upon discharge.<sup>3</sup>

By September 2020, reports detailed the “plummeting occupancy” at nursing facilities, noting that in Connecticut, for example, statewide occupancy had declined by an average of 15% by August 2020. Further, in 19 nursing facilities reviewed, the occupancy had decreased to 55% or less.<sup>4</sup>

COVID-19 did not, however, forecast a permanent and irreversible decline in nursing home occupancy. To the contrary, in June 2021, an article examining the impact of COVID-19 on nursing home utilization in New York reported that after devastatingly low occupancy rates in 2020, occupancy rates were starting to increase.<sup>5</sup> Nationally, utilization is also trending upward. McKnight’s Long-Term Care News reported on July 6, 2021 that while occupancy is still down 12.3% from pre-pandemic levels (85.5% occupancy in February 2020), “skilled nursing occupancy climbed for a third straight month in April, reaching 73.2%, according to the latest data released by the National Investment Center for Seniors Housing & Care.”<sup>6</sup>

Based upon the available data and their own experience at PruittHealth – Town Center and other facilities, Petitioners believe those upward trends are occurring in North Carolina as well. As this Petition demonstrates, occupancy rates are increasing at PruittHealth-Town Center, and there is a need for additional nursing home beds, specifically private nursing home beds, in Cabarrus County.

#### PruittHealth – Town Center

Prior to the COVID-19 pandemic, utilization of the 70 nursing home beds at PruittHealth – Town Center was consistently very high. See Exhibit A, Declaration of Linda Richards (“Richards Decl.”) at 6-7. PruittHealth – Town Center has a strong reputation for quality, individualized patient care in our community and is and has been in great demand. There are many patients awaiting discharge from local hospitals who seek care at PruittHealth – Town Center for their rehabilitation and recovery. Those patients and their families have made it clear that they will only choose PruittHealth – Town Center for their care or the care of their loved ones and are willing to wait for availability. See Richards Decl. at 6. In many instances prior to the COVID-19 pandemic, PruittHealth – Town Center had to decline admissions due to 100% occupancy and Ms. Richards, Administrator of PruittHealth – Town Center, personally recalls instances where hospitals held patients for up to one week awaiting admission at PruittHealth – Town Center because the patient refused transfer to any other facility. See Richards Decl. at 7.

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<sup>3</sup> <https://www.wsj.com/articles/u-s-nursing-home-population-shrank-roughly-10-this-year-11591315220>.

<sup>4</sup> <https://ctmirror.org/2020/09/20/pandemic-deals-another-blow-to-nursing-homes-plummeting-occupancy/>.

<sup>5</sup> <https://dailygazette.com/2021/06/12/nursing-homes-work-to-rebuild-ranks-of-staff-and-residents/>.

<sup>6</sup> <https://www.mcknights.com/news/nursing-home-occupancy-still-very-low-at-73-but-analysts-cheer-third-straight-rise/>.

In Fiscal Year (“FY”) 2018, average utilization was 94.8%; in FY2019, utilization was at 93.9% of capacity.<sup>7</sup> See Exhibit B, attached hereto. The average daily census (“ADC”) in calendar year (“CY”) 2019 ranged from a low of 58 in October to a high of 68.5 January, with an average ADC of 64 during that twelve-month period. See Exhibit B attached hereto.

By sharp contrast, in CY2020, while the ADC was initially high (67.1 in January), it began decreasing drastically by mid-year. In August, the ADC plummeted to only 34.7, approximately half of the January ADC. The average ADC for 2020 was only 50.4, far less than in 2019 (64.9) and far less than expected based on historical utilization. See Exhibit B; Richards Decl. at 9-10. Overall utilization at PruittHealth – Town Center decreased to 85.3% in FY 2020 and 68% in FY 2021, thus far. See Exhibit B. Petitioners believe this sharp and sudden decline was a direct result of the COVID-19 pandemic and its impact on congregate living settings. See Richards Decl. at 9, 13.

In both July and November 2020, the facility was put on Alert Code Red status, affecting both admissions and ADC. See Richards Decl. at 11. Alert Code Red status means there was at least one presumptively positive COVID-19 case in the facility. See Richards Decl. at 11. Those two months immediately following Alert Code Red status (August and December), posted the two lowest ADCs for the year, 34.7 and 42.8, respectively. See Exhibit B. During these Alert Code Red periods, admissions were put on hold and enhanced infection control protocols were implemented, including restricting staff to essential personnel only. See Richards Decl. at 11.

#### 2021 Utilization at PruittHealth – Town Center

January 2021 marked an increase in utilization with an ADC of 48.7 and 39 admissions, which increase has continued throughout 2021 and is expected to continue. See Richards Decl. at 12 and Exhibit 1 attached thereto, a chart of Admissions from 2019 – 2021 at PruittHealth – Town Center. Given its strong reputation for quality care, PruittHealth – Town Center is in high demand and consistently has a waiting list averaging nine patients at any given time. See Richards Decl. at 8. Both historically and today, patients and their families want to receive care at PruittHealth – Town Center. See Richards Decl. at 14.

#### Future Need for Nursing Home Beds

Exhibit C to this Petition projects Cabarrus County Nursing Home Bed Need based upon historical data through FY 2019. These projections examine historical utilization in Cabarrus County from FY 2017 through FY 2019 by applying annual population growth rates in the age 65 and older population and separately by applying the three-year Cabarrus County CAGR for nursing home bed utilization to project need by essentially discounting the artificially low utilization in FY2020. Thus, the projections reflect where utilization *would* have been in FY 2020 had growth continued at the historical rate from the preceding three years. The projections are intended to provide a more accurate picture of Cabarrus County utilization and need but for the COVID-19 pandemic which artificially suppressed need in the service area.

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<sup>7</sup> In order to ensure flexibility for unexpected needs or emergencies, PruittHealth – Town Center typically keeps one to two beds available for new patients.

No matter which growth rate is applied— population or the slightly lower historical three-year Cabarrus County utilization CAGR— Exhibit C shows a need determination for at least 40 additional nursing home beds exists by 2022, even at 100% utilization.

Cabarrus County growth rates are among the highest in the State for counties with populations between 200,000 and 250,000. Among those similarly sized counties, Cabarrus County is ranked second in total population and third in 2022 in growth of the age 65 and older population. See Exhibit C at p. 3. These high population growth rates, particularly in the age 65 and older cohort, further support Petitioners’ proposal and the need for additional nursing home beds in the 2022 SMFP. Despite the effects of COVID-19, the population continues to grow and age, and the need for robust infrastructure to care for the elderly population will persist. PruittHealth is committed to investing in this infrastructure.

As Exhibit C shows, utilization of nursing home beds in Cabarrus County decreased by more than one sixth, or 126 patients, from FY 2019 to FY 2020. This sharp decrease followed years of steady increases in utilization. The three-year CAGR for utilization in Cabarrus County between FY 2017-2019, was 3.60%. By FY 2022, utilizing the three-year CAGR, there is a need for 40.2 new beds if the beds are utilized at 100% capacity. Since reaching 100% capacity is unlikely, Petitioners examined need based upon 95, 90 and 85% utilization, each of which resulted in a need for even more beds (83, 125 and 172, respectively). Applying the age 65 and older population growth rate yields similar projections for a substantial number of beds, from a low of 46 beds at 100% utilization, to a high of 172 additional beds at 85% utilization county-wide.

Nonetheless, in order to account for the downturn in utilization in 2020 and to allow sufficient time for the market to return to its robust utilization numbers over the next year, Petitioners conservatively seek a need determination for only 36 new beds in the 2022 SMFP, which is the number of skilled nursing beds shown as needed in the 2021 SMFP and which is well supported by historical and future growth rates.

In addition to the historical experience of PruittHealth – Town Center and future projected utilization, recruitment of additional staff is increasing as the country turns the corner on the COVID-19 pandemic, which will allow PruittHealth – Town Center to grow and meet the demand of populations that choose to use it for their nursing home care. See Richards Decl. at 14.

Petitioners believe that PruittHealth – Town Center is the best location to add 36 new beds given its high historical utilization and the increasing trend of utilization in 2021. If this Petition is approved, Petitioners will file a certificate of need (“CON”) application for those beds, all of which will be proposed to be private beds. PruittHealth – Town Center currently has 70 skilled nursing beds at its facility, four of which are private and the rest of which are semi-private. Petitioners believe the need for private beds in Cabarrus County is significant given that less than 100 of the nearly 700 nursing home beds in Cabarrus County are private beds. Further, expanding the availability of private beds will also help curb the spread of communicable diseases such as

COVID-19 and will offer families more choice for the care of their loved ones. *See Richards Decl. at 15.*

Another factor supporting increasing capacity for nursing home beds in Cabarrus County is the reduction in outmigration of patients to other counties. When services such as nursing home beds are unavailable, patients are often forced to look to locations outside of their home county for treatment and care. Travel imposes additional costs and burdens on families and loved ones, which can be especially challenging for the elderly population and for those who are mobility challenged. One of the most poignant lessons learned from our experiences with the COVID-19 pandemic is the importance of close contact and access between the nursing home population and their loved ones and care support network. The importance of this network for physical and mental well-being and recovery cannot be overstated.

For all of the reasons stated herein, additional nursing home beds are needed in order to serve the Cabarrus County community and ensure that community has sufficient access to the quality, high value services offered by PruittHealth – Town Center that its patients and their families demand. COVID-19 has created only a temporary decrease in utilization of the long-term care services offered by PruittHealth – Town Center, but that decrease is in no way permanent. As the population in Cabarrus County continues to grow and age, so will the demand for nursing home services and this temporary decrease in utilization should not dictate the availability of future necessary resources. *See Richards Decl. at 13-14.*

**4. A brief statement of alternatives considered and why they were found not to be feasible.**

Petitioners considered not filing this Petition and maintaining the status quo. Maintaining the status quo assumes that the declines in utilization caused by COVID-19 are permanent and irreversible, which they are not. As described above, utilization at PruittHealth – Town Center was steadily increasing prior to the COVID-19 pandemic and is currently on the rise again. At any given time, PruittHealth – Town Center has at least nine potential patients on a waiting list to be admitted to its facility. *See Richards Decl. at 8.* As shown in Exhibit C, the population continues to grow and age. In order to meet the demonstrated needs of the community and the specific demand for services at PruittHealth – Town Center, Petitioners determined that doing nothing and maintaining the status quo was not a viable option. In addition, population growth rates and historical utilization further support a need for additional beds in Cabarrus County and that need should not go unmet.

Petitioners also considered proposing a need determination with a greater number of beds but believe that based on utilization trends and the needs projected at PruittHealth – Town Center, 36 is the optimal number. The 2021 SMFP showed a deficit of 36 nursing care beds in Cabarrus County. Given the current number of individuals on wait lists and increasing demand, 36 additional beds will be needed to meet this need without causing unnecessary duplication of existing services. It will also allow regrowth in utilization to mature over the next year as the industry bounces back from the impacts of the COVID-19 pandemic.

- 5. Data that clearly illustrates trends in utilization that support the petition. The data must show that an adjustment in a need determination in the SMFP would not result in unnecessary duplication of services or that removal of a need will not limit needed services.**

As Exhibit C demonstrates, based on either the population growth rate or utilization in Cabarrus County, there is a need for additional nursing home beds in Cabarrus County. But for the COVID-19 pandemic, there likely would have been a need for additional beds in the 2022 SMFP. The need shown in Exhibit C will not unnecessarily duplicate existing services because capacity does not exist in the current complement of beds in Cabarrus County to meet this need.

Therefore, Petitioners respectfully request that this Petition for 36 additional nursing home beds in Cabarrus County be approved.

**TO THE NORTH CAROLINA STATE HEALTH COORDINATING COUNCIL**

**Declaration of Linda Richards in Support of**

**PETITION BY PRUITTHEALTH, INC. AND PRUITTHEALTH – TOWN CENTER  
FOR AN ADJUSTED NEED DETERMINATION  
TO ADD 36 NURSING HOME BEDS IN CABARRUS COUNTY  
TO THE 2022 SMFP AS A RESULT OF THE IMPACT OF THE COVID-19 PANDEMIC**

**July 28, 2021**

Pursuant to 28 U.S.C. § 1746, Linda Richards declares as follows:

1. My name is Linda Richards. I am a resident of the State of North Carolina. The facts stated in this Declaration are true of my own personal knowledge, and if called to testify, I would so testify. I am over the age of eighteen and do not suffer from any disability that impacts this Declaration or my ability to testify truthfully.

2. I am the Administrator at PruittHealth – Town Center, located at 6300 Roberta Road in Harrisburg, Cabarrus County, North Carolina. PruittHealth – Town Center is a skilled nursing and rehabilitation center owned by PruittHealth, Inc. It provides a comprehensive menu of nursing and rehabilitative services including, but not limited to, intravenous therapy, pain management, oxygen therapy, physical therapy, speech therapy, outpatient therapy, central lines, nutritional and diabetic programming and support, hospice and counseling services, medication management and many others.

3. I have served as PruittHealth – Town Center’s Administrator since February 2018. Prior to that, I worked as a Senior Nurse Consultant for PruittHealth for over two years. My educational background includes an Associates of Applied Science degree in Nursing.

4. PruittHealth – Town Center has 70 licensed nursing home beds, four of which are private beds.

5. As Administrator of PruittHealth – Town Center, my duties include managing the day-to-day operations of the facility, implementing all PruittHealth internal policies, ensuring adequate staffing and supplies are available for the operations of the facilities and ensuring that PruittHealth – Town Center is in compliance with all applicable State and federal laws and regulations. I am personally familiar with utilization trends at PruittHealth – Town Center and the demand for services at PruittHealth – Town Center.

6. In my years of experience working at PruittHealth – Town Center, I have found it to be a highly utilized facility in great demand in our community. PruittHealth – Town Center has



a strong reputation among patients, families and referral sources for high quality, individualized patient care. Many patients awaiting discharge from our local hospitals seek care at our facility for their rehabilitation and recovery. Many patients and families with whom I have worked have told me directly that they will only choose nursing care from PruittHealth – Town Center and are willing to wait until beds open at PruittHealth – Town Center to receive that care, rather than choose another provider. We are proud of our excellent reputation and want to be able to care for all who choose PruittHealth – Town Center; unfortunately, due to capacity constraints, we are not able to care for everyone who would like to receive services at PruittHealth – Town Center.

7. Pre-COVID-19, we regularly had to decline admissions or refer patients to our sister facilities because our beds were 100% occupied for consecutive days and we simply did not have the capacity to serve additional patients. I can personally recall times where a hospital would hold patients until we had availability, sometimes for up to one week, because those patients refused to be transferred to any other facility.

8. Post-COVID, we still regularly have a waiting list of nine or more individuals seeking care at our facility. We have had to decline admissions for several reasons, including no availability of additional beds for COVID-positive patients, vaccination status, or because we simply had no capacity to accept additional patients while maintaining appropriate health and safety protocols.

9. Prior to the COVID-19 pandemic, our utilization was very robust, and we consistently maintained utilization at 90% or more of our bed capacity. However, in 2020, like many skilled nursing facilities across the United States, we saw a dramatic downturn in our utilization due to the pandemic. I believe that was due to a number of factors directly related to the pandemic, including: fewer admissions from hospital referrals because patients/providers were seeking alternatives to congregate living settings; fewer admissions from hospital referrals due to the delay or cancellation of surgeries and other procedures; families choosing to keep loved ones at home or in other private settings due to regulations substantially limiting visitors to skilled nursing facilities and/or out of health and safety concerns; necessary protocols implemented to limit the number of individuals in enclosed spaces such that we were required to decrease admissions in order to spread patients out and meet social distancing mandates.

10. During this time, both our average daily census (“ADC”) values and our admissions rates decreased substantially. I have attached to this declaration a chart, Exhibit 1, detailing our monthly ADC Admissions data from 2019 through June 2021. I am personally familiar with the information reported in Exhibit 1. Notably, our ADC in 2019 averaged 64.6. However, in 2020, that average was only 50.4, far lower than the previous year. Admissions likewise decreased substantially as reflected in Exhibit 1. I believe the cause of these decreases was the COVID-19 pandemic, and that but for the pandemic, PruittHealth – Town Center would have had its normal very high census and waiting list.

11. There were two periods of time in 2020 where our facility was put on Alert Code Red status, meaning there was at least one presumptively positive COVID-19 case in the facility. Those were the months of July and November. As shown in the attached chart, the months immediately thereafter (August and December of 2020), had the lowest ADC and Admissions of the entire year. This was because admissions were put on hold during Alert Code Red periods and enhanced infection and cleaning protocols had to be implemented. During that same time, staff was restricted to essential personnel only. Prior to August, the percent occupancy was steady; however, it dropped to only 50% in the month of August.

12. In 2021, while our utilization numbers have been lower than before the pandemic, utilization is again increasing. As time goes on and our social and healthcare practices begin to normalize again, we expect those numbers to continue to increase. As shown in Exhibit 1 attached to this declaration, the ADC levels remain below 50 but occupancy is hovering near 70%, up from 61% in December 2020. In addition, Cabarrus County is also an area with robust population growth, particularly in the age 65 and older cohort. We believe that these factors all mean that utilization will continue to increase over time.

13. It is clear based on both historical data and my personal experience that the sharp decline in utilization experienced by PruittHealth – Town Center and many, if not all, other skilled nursing facilities in the country, was due to the impact of the COVID-19 pandemic. As such, I believe that the surplus of beds in Cabarrus County reported in the Draft 2022 State Medical Facilities Plan does not accurately represent true need or the trend in need for nursing home beds in our community. While COVID-19 represented a temporary decrease in utilization, that decrease is by no means permanent. Facilities like PruittHealth – Town Center will serve patients for decades in the future. As the population continues to grow and age, we must be prepared to care for these patients.

14. In addition to historical experience and the upward trend of data, I deal daily with many patients who want to be treated at PruittHealth – Town Center and who are on our waiting list. As our recruitment of additional staff increases and we turn the corner on the COVID-19 pandemic, history shows that this trend will continue to increase. Given our high utilization prior to COVID-19, PruittHealth – Town Center already needed additional beds and certainly will need more soon to meet the needs of the growing and aging population in Cabarrus County.

15. The pandemic has also underscored the need for more private beds in Cabarrus County. Four of our beds are private, and fewer than 100 of the nearly 700 nursing home beds in the county are private. If this petition is approved, PruittHealth – Town Center intends to file a certificate of need application to add 36 additional private rooms to its existing 70 bed complement in order meet the needs of its patients and provide them with options for their skilled nursing care. Private rooms will be in greater demand as time moves forward, particularly given the lessons we have all learned in responding to the pandemic. Private rooms will help with infection control and will be a tremendous benefit to our community.

I declare under penalty of perjury that the foregoing is true and correct.

Executed on July 27, 2021.

  
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Linda Richards

**PruittHealth – Town Center Average Daily Census/Admissions**

	<b>2019</b>			<b>2020</b>			<b>2021</b>		
	<b>ADC</b>	<b>Admissions</b>	<b>% Occupancy</b>	<b>ADC</b>	<b>Admissions</b>	<b>% Occupancy</b>	<b>ADC</b>	<b>Admissions</b>	<b>% Occupancy</b>
January	68.5?	43	98	67.1	64	96	48.74	39	70
February	66	55	94	66.1	47	94	48.82	37	70
March	67.84	51	97	64.7	53	92	46.23	44	66
April	66.7	45	95	62.67	48	89	45.87	40	66
May	67.06	53	96	61.9	47	88	48.61	38	69
June	64.3	52	92	62.6	47	89	46.13	31	66
July	64	65	91	60.06	40	86			
August	62.65	76	89	34.71	10	50			
September	60.33	51	86	44.5	45	64			
October	58.0	61	83	56.77	54	81			
November	67.17	49	94	46.07	10	66			
December	67.4	58	96	42.8	44	61			

Source: License Renewal Application data.

**PruittHealth-Town Center**

**Annual Utilization**

Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	FY2018
2,106	2,050	2,041	2,135	1,843	2,091	1,997	1,995	1,931	1,937	2,125	1,982	24,233
67.9	68.3	65.8	68.9	65.8	67.5	66.6	64.4	64.4	62.5	68.5	66.1	66.3
97%	98%	94%	98%	94%	96%	95%	92%	92%	89%	98%	94%	94.8%
Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	FY2019
2,063	2,022	2,088	2,124	1,852	2,103	2,002	2,079	1,929	1,984	1,941	1,809	23,996
66.5	67.4	67.4	68.5	66.1	67.8	66.7	67.1	64.3	64.0	62.6	60.3	65.7
95%	96%	96%	98%	94%	97%	95%	96%	92%	91%	89%	86%	93.9%
Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	FY2020
1,797	1,983	2,089	2,079	1,917	2,005	1,878	1,918	1,876	1,862	1,075	1,335	21,814
58.0	66.1	67.4	67.1	66.1	64.7	62.6	61.9	62.5	60.1	34.7	44.5	59.7
83%	94%	96%	96%	94%	92%	89%	88%	89%	86%	50%	64%	85.3%
Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21				FY2021YTD
1,759	1,382	1,327	1,509	1,367	1,433	1,376	1,506	1,384				13,043
56.7	46.1	42.8	48.7	48.8	46.2	45.9	48.6	46.1				47.6
81%	66%	61%	70%	70%	66%	66%	69%	66%				68.0%

2020 LRA
FY2019
23,114
63.3
90.4%

**Cabarrus County Nursing Home Bed Need**

**Age 65+ County Growth Rate**

		<b>FY2017</b>	<b>FY2018</b>	<b>FY2019</b>	<b>FY2020</b>	<b>FY2021</b>	<b>FY2022</b>
<b>A</b>	Cabarrus County Patients	572	591	636	<del>610</del>		
<b>B</b>	Age 65+ Annual Growth				3.73%	3.65%	4.25%
<b>C</b>	Projected Patients				660	684	713
<b>D</b>	Projected ADC				659.7	683.8	712.9
<b>E</b>	<b>Bed Need at 100% Utilization</b>						<b>712.9</b>
<b>F</b>	Bed Need at 95% Utilization						750.4
<b>G</b>	Bed Need at 90% Utilization						792.1
<b>H</b>	Bed Need at 85% Utilization						838.7

<b>A</b>	Source: 2021 and Proposed 2022 State Medical Facilities Plans, Table 10B.
<b>B</b>	Source: NCOSBM, February 2021 Projection DATA
<b>C</b>	Calculation: D = (FY2019 x (1 + C for Projected Year)), (FY2020 x (1 + C for Projected Year)), (FY2022 x (1 + C for Projected Year))
<b>D</b>	Source: Projected Patients
<b>E</b>	Calculation = G = (F for FY2022 / 100.0%) and then (G - 667 beds)
<b>F</b>	Calculation = H = (F for FY2022 / 95.0%) and then (H - 667 beds)
<b>G</b>	Calculation = I = (F for FY2022 / 90.0%) and then (I - 667 beds)
<b>H</b>	Calculation = J = (F for FY2022 / 85.0%) and then (J - 667 beds)

**Cabarrus County Nursing Home Bed Need**

**3-Year Patient County CAGR**

		<b>FY2017</b>	<b>FY2018</b>	<b>FY2019</b>	<b>FY2020</b>	<b>FY2021</b>	<b>FY2022</b>
<b>A</b>	Cabarrus County Patients	572	591	636	<del>619</del>		
<b>B</b>	Cabarrus County 3-Year CAGR				3.60%	3.60%	3.60%
<b>C</b>	Projected Patients				659	683	707
<b>D</b>	Projected ADC				658.9	682.6	707.2
<b>E</b>	<b>Bed Need at 100% Utilization</b>						<b>707.2</b>
<b>F</b>	Bed Need at 95% Utilization						750.4
<b>G</b>	Bed Need at 90% Utilization						792.1
<b>H</b>	Bed Need at 85% Utilization						838.7
							<b>40.2</b>
							83.4
							125.1
							171.7

<b>A</b>	Source: 2021 and Proposed 2022 State Medical Facilities Plans, Table 10B.
<b>B</b>	Calculation: $C = (FY2019 / FY2017)^{(1/3)} - 1$
<b>C</b>	Calculation: $D = (FY2019 \times (1 + C \text{ for Projected Year})), (FY2020 \times (1 + C \text{ for Projected Year})), (FY2022 \times (1 + C \text{ for Projected Year}))$
<b>D</b>	Source: Projected Patients
<b>E</b>	Calculation = $G = (F \text{ for FY2022} / 100.0\%)$ and then $(G - 667 \text{ beds})$
<b>F</b>	Calculation = $H = (F \text{ for FY2022} / 95.0\%)$ and then $(H - 667 \text{ beds})$
<b>G</b>	Calculation = $I = (F \text{ for FY2022} / 90.0\%)$ and then $(I - 667 \text{ beds})$
<b>H</b>	Calculation = $J = (F \text{ for FY2022} / 85.0\%)$ and then $(J - 667 \text{ beds})$

**Cabarrus County Comparison**  
**North Carolina Counties between 200,000 - 250,000 Population**

**2019 - 2022 Population**  
**Ranked by 2022 Total Population**

county	2019			2020			2021			2022		
	age45to64	age65plus	total	age45to64	age65plus	total	age45to64	age65plus	total	age45to64	age65plus	total
Union	68,735	30,735	235,605	69,795	32,116	238,740	70,457	33,490	241,576	71,295	35,160	245,954
New Hanover	56,852	41,316	233,062	56,956	42,557	235,231	57,141	43,660	237,448	57,638	44,951	240,887
Gaston	62,027	36,421	222,704	62,100	37,306	224,168	61,802	38,174	224,738	61,617	39,120	225,982
Cabarrus	58,424	28,987	213,290	59,518	30,069	216,841	60,407	31,166	219,830	61,406	32,492	224,019
Johnston	56,625	27,893	206,016	58,117	29,220	211,626	59,488	30,550	216,670	61,134	32,029	222,914
Onslow	34,495	19,863	207,252	34,448	20,523	210,056	34,305	21,141	211,881	34,426	21,849	213,776

Source: NCOSBM, February 2021 Projections.

**2019 - 2022 Population Change**  
**Ranked by 2022 age65plus Population Change**

county	2019-2020 Change			2020-2021 Change			2021-2022 Change			Largest County Adjacent to:
	age45to64	age65plus	total	age45to64	age65plus	total	age45to64	age65plus	total	
Union	1.5%	4.5%	1.3%	0.9%	4.3%	1.2%	1.2%	5.0%	1.8%	Mecklenburg County
Johnston	2.6%	4.8%	2.7%	2.4%	4.6%	2.4%	2.8%	4.8%	2.9%	Wake County
Cabarrus	1.9%	3.7%	1.7%	1.5%	3.6%	1.4%	1.7%	4.3%	1.9%	Mecklenburg County
Onslow	-0.1%	3.3%	1.4%	-0.4%	3.0%	0.9%	0.4%	3.3%	0.9%	New Hanover County
New Hanover	0.2%	3.0%	0.9%	0.3%	2.6%	0.9%	0.9%	3.0%	1.4%	NA
Gaston	0.1%	2.4%	0.7%	-0.5%	2.3%	0.3%	-0.3%	2.5%	0.6%	Mecklenburg County