

## CASE STUDY:

# MAXIMIZING PATIENT CENSUS WHILE REDUCING NURSING COSTS

### THE OPPORTUNITY

Acadia St. Landry Guest Home, Church Point, LA, is a four-star skilled nursing and rehabilitation facility that faced an enviable problem. The well-managed facility wanted to grow and Administrator Brian Hensgens knew the right answer meant more than simply adding staff and patients. His strategy was to improve the efficiency and reputation of a key referral area — wound care.

Like the rest of the operation, wound care was well under control at Acadia St. Landry (ASLGH). However, Hensgens knew they were turning down wound care referrals because the treatment staff couldn't take on more patients. That's when Hensgens turned to WoundRounds to reinvent the wound care process at ASLGH.

### THE RESULTS

After implementing WoundRounds, ASLGH wound management became more efficient, reducing paperwork, automating reporting, and providing better coordination of care. Hensgens estimates time-savings equal to a half-time treatment nurse.

With freed-up nursing staff, Hensgens has pursued additional higher-acuity patients from referral sources. He has increased the average daily census by 15 patients, up from 106 to 121 patients, with the same number of treatment nurses. Most of these additional patients need wound care or IV therapy, another area ASLGH has been able to bolster adding WoundRounds. Hensgens notes that since Louisiana is a case-mix state, these higher acuity admissions have driven an increase of .02 to ASLGH's case mix index, which means nearly \$10,000 per month in extra Medicaid reimbursement.

#### ACADIA ST LANDRY'S METRICS FOR TRACKING CENSUS & LABOR

Census Increase = 15 patients/ day	Profit/patient = \$54/day	Additional profit = \$297,690 in 2014, a 35% increase over 2013
Treatment nurse time savings = 20 hours/week	Nurse wage = \$22/hour	Time savings = \$22,800/yr.

### BRIGHT FUTURE

ASLGH's reputation as a wound care center of excellence is now firmly established in the community. The two local hospitals, including a wound clinic, routinely refer high acuity wound patients to ASLGH because of their reputation for quality care. For Hensgens, this opens up additional opportunities, including expanding the facility with a new wing.

"WoundRounds increased ASLGH's revenue by nearly \$700,000 from increased patients, and PROFIT by \$297,000, while decreasing treatment nursing costs."

Administrator Brian Hensgens

"WoundRounds has proven to be the best program of any type in the nursing home business, and I can say this after seeing the best in charting, billing and payroll systems. WoundRounds has everything you would want and more."

Administrator Brian Hensgens

"We're so confident in our wound management and operations that our facility is commencing construction of a 14 bed therapy wing."

Administrator Brian Hensgens



# ABOUT ACADIA ST LANDRY

## ACADIA ST LANDRY GUEST HOME



**BRIAN HENSGENS**  
**ADMINISTRATOR**



**Acadia St Landry Guest Home**

*Loving custodial care for your family member*

Acadia St Landry Guest Home is a family owned and operated four-star nursing home in Church Point, LA. Established in 1978, we provide nursing care, physical therapy and other related services.

[www.acadiastlandryguesthome.com](http://www.acadiastlandryguesthome.com)

### The WoundRounds Difference

1. Wound documentation is always complete and consistent.
2. Wounds are prevented by identifying high-risk patients and suggesting clinically validated preventive interventions.
3. Wound healing reports make outcomes transparent.
4. Photos improve clinical oversight and teamwork.
5. Documents make it easy to engage patient and family in wound care & prevention.



**WoundRounds®**

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