

September 17, 2025

The Honorable Kathy Hochul  
Governor  
NYS State Capitol  
Albany, NY 12224

Re: A.565 (Paulin)/S.3437(Krueger)

Dear Governor Hochul,

LeadingAge New York and its not-for-profit, mission-driven members write to you today in support of A.565 (Paulin)/S.3437(Krueger), a bill which would prohibit the expansion of existing, and the establishment of new, for-profit hospice operators.

As an association representing over 350 not-for-profit and public long-term care providers, providing services ranging from senior housing and home care to hospice and palliative care, we can attest to the quality and core objectives of these operators. Although ownership is not automatically indicative of quality, it is imperative that end-of-life care is administered with only one goal in mind – the wants and needs of the patient. Not-for-profit health care providers serve their patients in accordance with the wishes of the patient, and with the organizational missions set forth by faith-based and civic groups in mind. They are governed by voluntary boards of directors, who donate their time and talent to ensure that ethical management, financial integrity and quality services are maintained in all aspects of operation.

Not-for-profit providers of hospice deliver services that promote quality care and comfort, patient dignity and person-centered care, and ensure that effective programs and practices are implemented. They are not driven by a daily pressure to increase their bottom line for owners, investors or shareholders. Quality care and dignity of the dying patient, rather, is the priority and end goal for these providers, and this is borne out by data.

A 2019 study “Medicare Margins Analysis of Patient and Hospice Characteristics, Utilization, and Cost”, conducted by the National Partnership for Healthcare and Hospice Innovation, found that not-for-profit hospices provide patients with 10% more nursing visits, 35% more social worker visits, and two times as many therapy visits than for-profit hospices per patient day. In addition, not-for-profit hospices enroll a higher percentage of patients who have inpatient hospital stays immediately prior to hospice admission, suggesting a stronger willingness to serve high-acuity patients with greater care needs.

It should be the State’s priority to ensure quality hospice and compassionate end-of-life care to individuals in New York. Fortunately, 95% of the hospice providers in New York are currently not-for-profit. However, this is a ratio that is rapidly changing nationwide. There has been a remarkable shift nationally over the last decade, with more than two-thirds of hospices nationwide now operating as for-

profit entities, many of which are backed by private equity firms with the goal of profit in mind. New York State has an opportunity to prevent this dynamic.

New York's not-for-profit hospices provide high quality services with high satisfaction. They also serve their communities with bereavement services, charity care, and advance care planning education, making patient care and preferences their primary consideration. We appreciate the State's effort to strengthen New York's hospice services, and we believe this legislation would further that goal while ensuring that the patients receiving end-of-life care continue to be considered first and foremost.

For these reasons, LeadingAge NY supports A.565 (Paulin)/S.3437(Krueger) and urges it be signed into law.

Sincerely,

A handwritten signature in black ink, appearing to read "S. Barrett", written in a cursive style.

Sebrina Barrett  
President & CEO  
LeadingAge New York