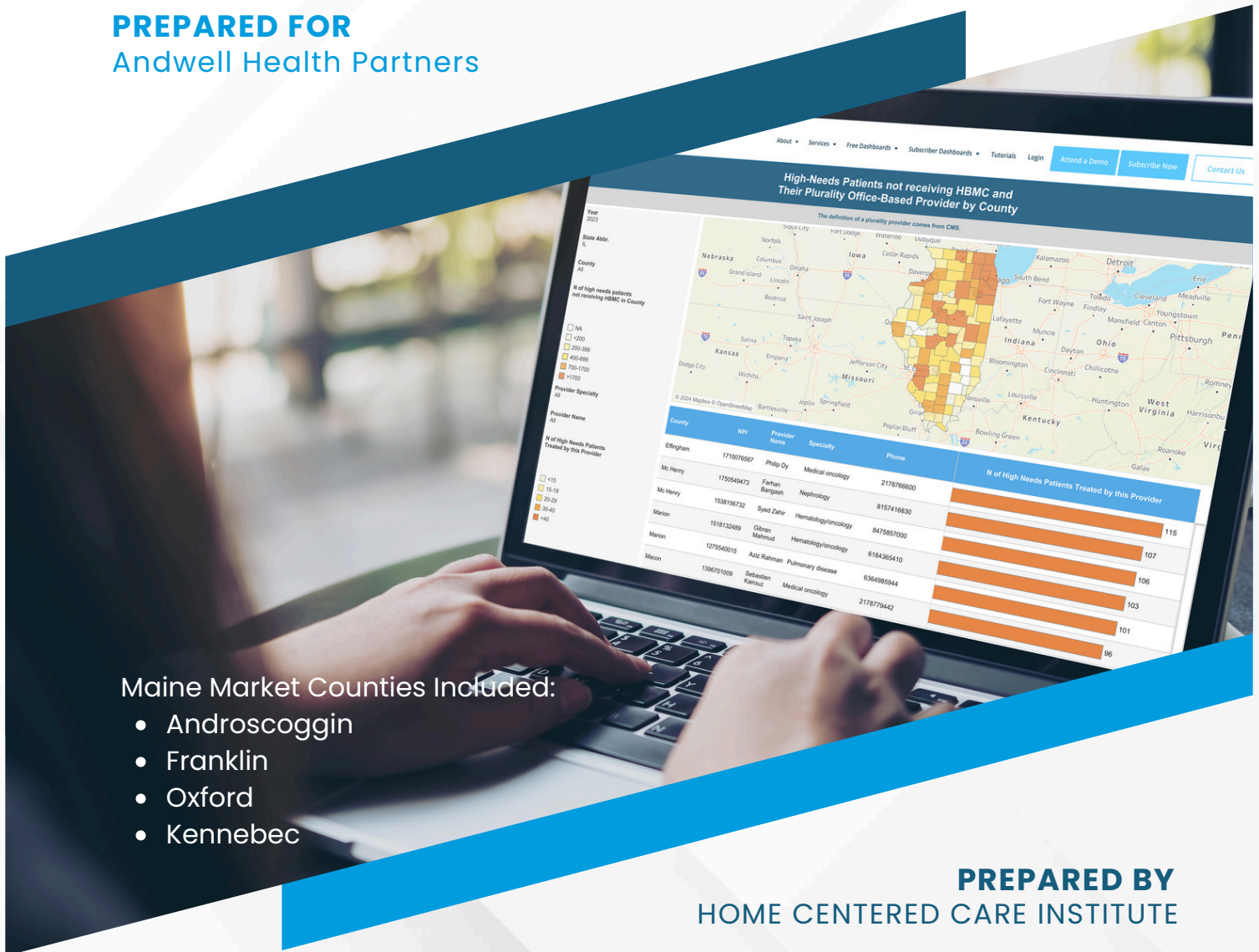


PREMIUM MARKET ANALYSIS REPORT

PREPARED FOR
Andwell Health Partners



Maine Market Counties Included:

- Androscoggin
- Franklin
- Oxford
- Kennebec

PREPARED BY
HOME CENTERED CARE INSTITUTE

January 2026 - V1

This report contains confidential and proprietary information of HCCI and is intended solely for Andwell Health Partners. Excerpts of this report may be shared for grant or funding submissions with appropriate attribution. No other distribution is permitted without written authorization.

Table of Contents

Demand	3
Frail and High Needs Patients in Selected Maine Counties, 2024	3
Unmet Needs in FFS High-Needs Patients (HNP), 2024	9
Characteristics of Older Adults in Selected Maine Counties, 2023	10
Older Adults Characteristics, by Zip Code, 2023	11
Supply	12
Market Share of Home and ALF Visits by County and Program	12
Market Share of HBMC by County and Clinician	18
Clinician and Program Affiliations Medicare FFS, 2024	21
Scorecard: HBMC Programs, FFS 2024.....	23
Scorecard: HBMC Programs, Medicare Advantage, Maine, 2023	25
Scorecard: HBMC Clinicians, FFS, 2024.....	27
Home and ALF Visits by HBMC Providers, 2024.....	28
Frequency of Billing Codes used in HBMC Claims, 2024.....	30
Partnership Opportunities	32
Assisted Living Facilities, 2025.....	32
Home Health Agencies, 2024.....	33
Hospices (2024).....	34
Referral Sources and Relationships	35
Plurality Providers of High Needs Patients Not Receiving HBMC, 2024	37
MA Companies in Selected Maine Counties and Market Share	39
Market Trends & Forecast	41

The analyses in this report are based on traditional Medicare claims, Medicare Advantage encounter files, Medicare enrollment files, and U.S. Census data, including the American Community Survey.

Demand

Frail and High Needs Patients in Selected Maine Counties, 2024

Medicare Fee-for-Service (FFS)

Number of FFS patients age 65+ in Selected Maine Counties: 32,860

Androscoggin County

Patient Group	N of FFS Patients That Received 1+ house call visit per 1,000	N of FFS Patients That Received 2+ house call visits per 1,000
Age: 65+	30.0	19.3
Age: 75+	45.4	27.9
Age: 85+	72.6	44.4
HCC* between 2 and 3	84.3	62.8
HCC between 3 and 4	115.9	61.0
HCC greater than 4	126.2	88.8
CFI** between 0.15 and 0.25	39.3	24.6
CFI between 0.25 and 0.35	160.7	113.1
CFI greater than 0.35	227.0	148.9
High Needs Patients***	117.2	81.6

* HCC is a risk score, where a value of 1.0 represents average risk.

** CFI is a claims-based frailty index, with scores of 0.15–0.25 indicating mild frailty, 0.25–0.35 indicating moderate frailty, and scores of 0.35 or higher indicating severe frailty.

*** High Needs follows the CMS definition used in the High Needs ACO REACH program.

Franklin County

Patient Group	N of FFS Patients That Received 1+ house call visit per 1,000	N of FFS Patients That Received 2+ house call visits per 1,000
Age: 65+	12.9	7.7
Age: 75+	22.3	13.4
Age: 85+	41.2	32.4
HCC between 2 and 3	54.1	32.4
HCC between 3 and 4	71.4	30.6
HCC greater than 4	49.2	32.8
CFI between 0.15 and 0.25	13.0	9.1
CFI between 0.25 and 0.35	84.3	56.2
CFI greater than 0.35	166.7	71.4
High Needs Patients	122.0	73.2

Oxford County

Patient Group	N of FFS Patients That Received 1+ house call visit per 1,000	N of FFS Patients That Received 2+ house call visits per 1,000
Age: 65+	23.1	15.0
Age: 75+	42.3	27.5
Age: 85+	79.6	54.0
HCC between 2 and 3	85.7	64.3
HCC between 3 and 4	80.6	48.4
HCC greater than 4	96.2	65.3
CFI between 0.15 and 0.25	31.5	21.2
CFI between 0.25 and 0.35	135.9	89.9
CFI greater than 0.35	150.7	110.0
High Needs Patients	89.9	56.2

Kennebec County

Patient Group	N of FFS Patients That Received 1+ house call visit per 1,000	N of FFS Patients That Received 2+ house call visits per 1,000
Age: 65+	24.0	18.3
Age: 75+	41.5	30.9
Age: 85+	86.2	66.2
HCC between 2 and 3	68.5	51.4
HCC between 3 and 4	93.9	56.8
HCC greater than 4	108.5	79.5
CFI between 0.15 and 0.25	28.4	21.6
CFI between 0.25 and 0.35	123.9	94.9
CFI greater than 0.35	108.5	79.5
High Needs Patients	123.9	81.4

Medicare Advantage (MA), 2023

Number of Medicare Advantage patients age 65+ in Selected Maine Counties: 33,480

Androscoggin County

Patient Group	N of MA Patients That Received 1+ house call visit per 1,000	N of MA Patients That Received 2+ house call visits per 1,000
Age: 65+	108.9	20.0
Age: 75+	138.7	37.5
Age: 85+	202.2	85.8

Franklin County

Patient Group	N of MA Patients That Received 1+ house call visit per 1,000	N of MA Patients That Received 2+ house call visits per 1,000
Age: 65+	89.3	3.5
Age: 75+	95.9	6.6
Age: 85+	103.3	10.1

Oxford County

Patient Group	N of MA Patients That Received 1+ house call visit per 1,000	N of MA Patients That Received 2+ house call visits per 1,000
Age: 65+	109.2	11.8
Age: 75+	136.0	23.2
Age: 85+	182.1	47.0

Kennebec County

Patient Group	N of MA Patients That Received 1+ house call visit per 1,000	N of MA Patients That Received 2+ house call visits per 1,000
Age: 65+	97.5	14.4
Age: 75+	124.7	26.6
Age: 85+	181.2	58.0

Unmet Needs in FFS High-Needs Patients (HNP), 2024

County	# HNP	High Need Patients Received Home-Based Medical Care (HBMC)*	High Need Patients Not Receiving HBMC
Androscoggin	1,303	128	1,175
Franklin	354	20	334
Oxford	790	62	728
Kennebec	1,590	140	1,450

* Defined as those patients who have received 4+ visits in 2024.

Characteristics of Older Adults in Selected Maine Counties, 2023

Racial Demographics in 65+

Over 97% of adults aged over 65 in the selected counties are White.

Black, Asian, and Hispanic populations each make up less than 1% of the older adult population.

Socio-demographic Characteristics in 65+

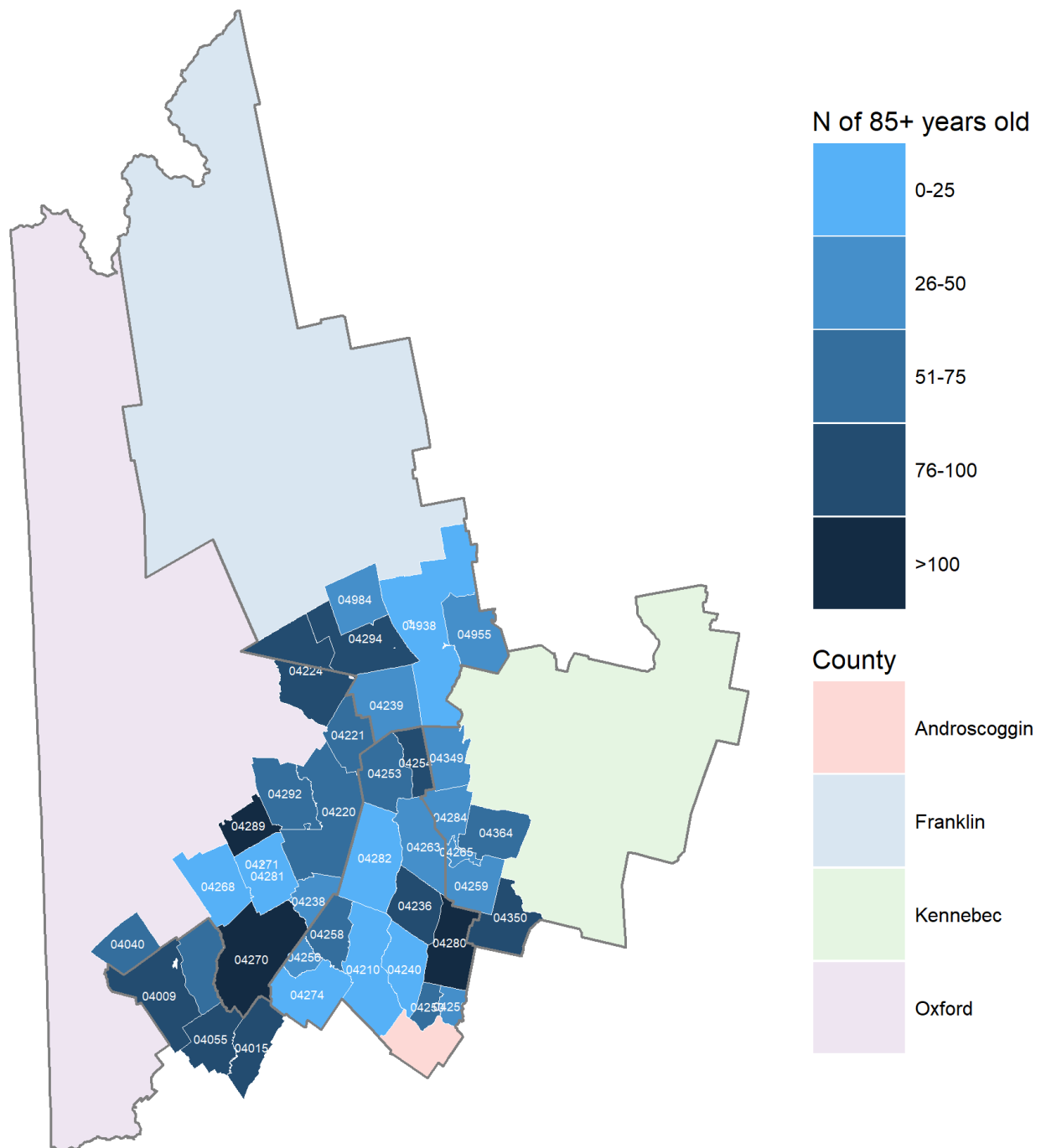
# of 65+	# of 75+	% of 65+ Living Alone	% of 65+ with Less Than HS Education	% of 65+ with Income Below Poverty Level
67,587	26,760	27.7%	8.1%	9.1%

Self-Reported Difficulties in 65+

% of 65+ with Hearing Difficulty	% of 65+ with Vision Difficulty	% of 65+ with Cognition Difficulty	% of 65+ with Ambulatory Difficulty	% of 65+ with Self-Care Difficulty	% of 65+ with Independent Living Difficulty
14.2%	4.5%	7.9%	18.4%	4.8%	10.6%

Older Adults Characteristics, by Zip Code, 2023

Please see **Appendix** for a detailed table of Older Adults and their Characteristics, including the zip codes provided by Andwell Health Partners.

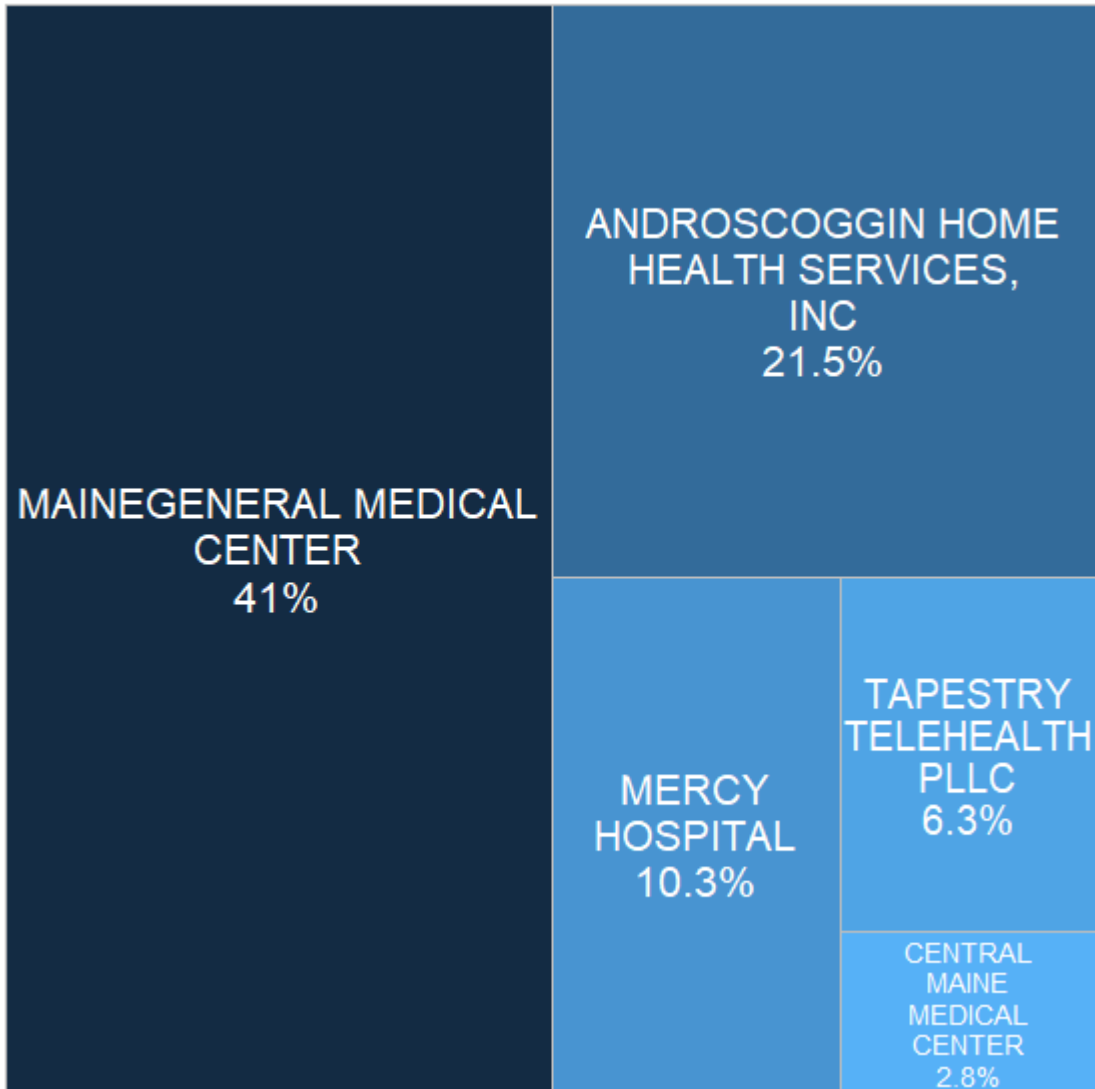


Supply

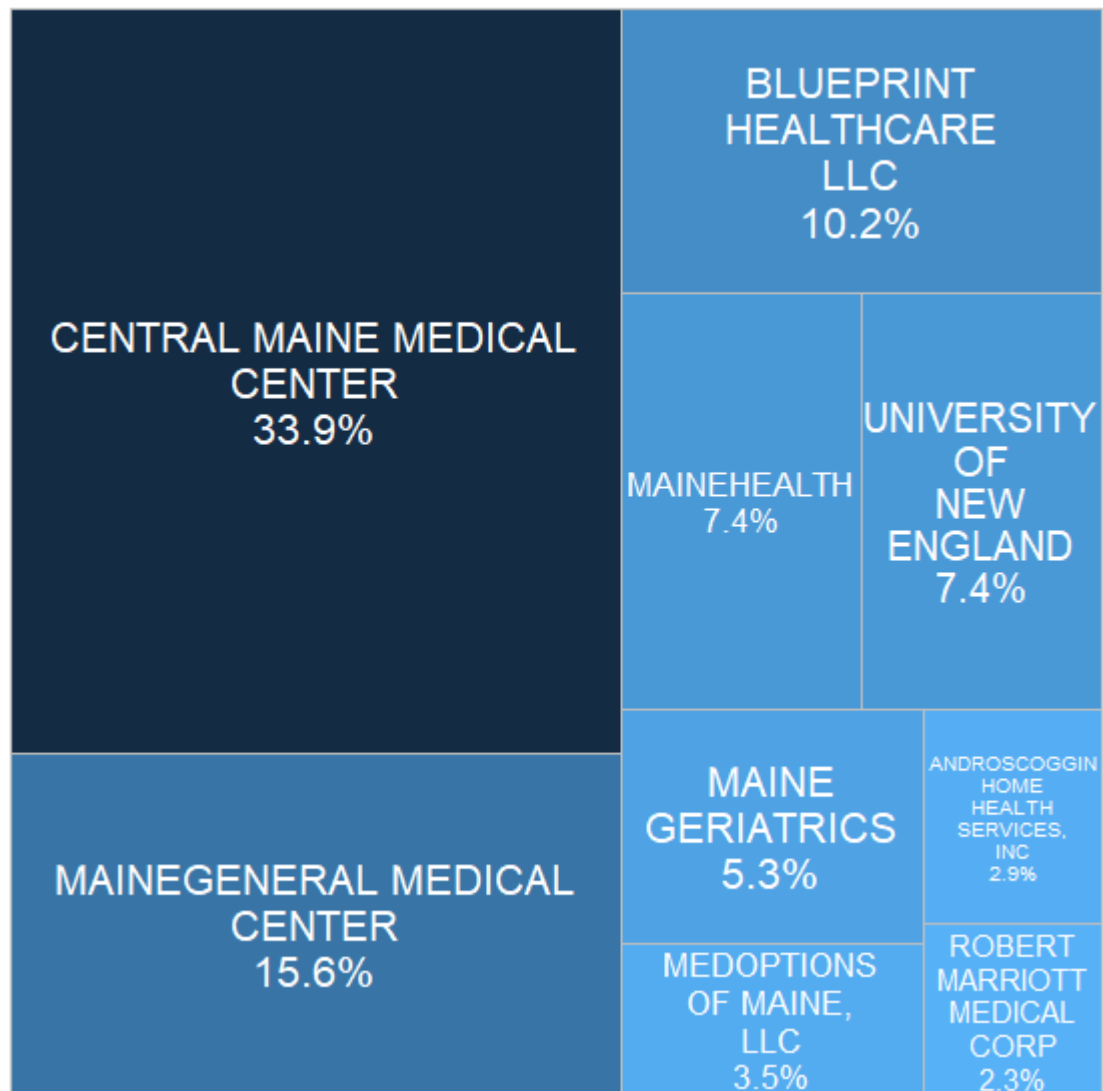
Market Share of Home and ALF Visits by County and Program

Market Share of Programs in Medicare Fee-for-Service (FFS), 2024

Home Visits in Selected Maine Counties



Assisted Living Facility (ALF) Visits, 2024



Top HBMC Programs in Medicare Fee-for-Service (FFS)

Home Visits in Selected Maine, Counties, 2024

Counties	Program	# of Home Visits	Market Share (%)
Androscoggin, Franklin, Oxford, Kennebec	MaineGeneral Medical Center	405	41.0%
Androscoggin, Franklin, Oxford, Kennebec	Androscoggin Home Health Services, Inc.	213	21.5%
Androscoggin, Franklin, Oxford, Kennebec	Mercy Hospital	102	10.3%
Androscoggin, Franklin, Oxford, Kennebec	Tapestry Telehealth PLLC	62	6.3%
Androscoggin, Franklin, Oxford, Kennebec	Central Maine Medical Center	28	2.8%

Assisted Living Facility (ALF) Visits in Selected Maine Counties, 2024

County	Program	# of ALF Visits	Market Share (%)
Androscoggin, Franklin, Oxford, Kennebec	Central Maine Medical Center	637	33.9%
Androscoggin, Franklin, Oxford, Kennebec	MaineGeneral Medical Center	294	15.6%
Androscoggin, Franklin, Oxford, Kennebec	Blueprint Healthcare LLC	192	10.2%
Androscoggin, Franklin, Oxford, Kennebec	MaineHealth	140	7.4%
Androscoggin, Franklin, Oxford, Kennebec	University of New England	140	7.4%
Androscoggin, Franklin, Oxford, Kennebec	Maine Geriatrics	99	5.3%
Androscoggin, Franklin, Oxford, Kennebec	MedOptions of Maine, LLC	65	3.5%
Androscoggin, Franklin, Oxford, Kennebec	Androscoggin Home Health Services, Inc.	54	2.9%

HBMC Programs of High Needs Patients, 2024

Relevant Providers	N of High Needs Patients
Androscoggin Home Health Services, Inc.	94
MaineGeneral Medical Center	90
Central Maine Medical Center	64
Blueprint Healthcare LLC	26
MaineHealth	25
Maine Geriatrics	15

Top Home Visit Programs in Medicare Advantage (MA)

Home Visits in Selected Maine Counties, 2023

County	Program	# of Home Visits	Market Share (%)
Androscoggin, Franklin, Oxford, Kennebec	Blueprint Healthcare LLC	205	15.9%
Androscoggin, Franklin, Oxford, Kennebec	Maine Medical Partners	204	15.9%
Androscoggin, Franklin, Oxford, Kennebec	Prospero Health Partners, P.C.	128	10.0%
Androscoggin, Franklin, Oxford, Kennebec	Mercy Hospital	116	9.0%
Androscoggin, Franklin, Oxford, Kennebec	Maine Geriatrics	73	5.7%
Androscoggin, Franklin, Oxford, Kennebec	Robert Marriott Medical Corp	39	3.0%

Market Share of HBMC by County and Clinician

Top Home and ALF Visit Clinicians in Medicare Fee-for-Service (FFS)

Home Visits in Selected Maine Counties, 2024

County	Practice/Clinician	# of Home Visits	Market Share (%)
Androscoggin, Franklin, Oxford, Kennebec	Jamie Sue Boutin	114	11.5%
Androscoggin, Franklin, Oxford, Kennebec	Kaleigh Roy	81	8.2%
Androscoggin, Franklin, Oxford, Kennebec	Jennifer Lynne Shaw	80	8.1%
Androscoggin, Franklin, Oxford, Kennebec	Denise M Tailby	59	6.0%
Androscoggin, Franklin, Oxford, Kennebec	Shauna McElrath	45	5.1%
Androscoggin, Franklin, Oxford, Kennebec	Jessica B McConville	49	5.0%
Androscoggin, Franklin, Oxford, Kennebec	Carlen Smith	46	4.7%
Androscoggin, Franklin, Oxford, Kennebec	Olivia Simpsons	45	4.6%
Androscoggin, Franklin, Oxford, Kennebec	Dr. Cynthia A. Desoi	38	3.8%

Assisted Living Facility (ALF) Visits in Selected Maine Counties, 2024

County	Practice/Clinician	# of Home Visits	Market Share (%)
Androscoggin, Franklin, Oxford, Kennebec	Nicole Boutaugh	195	16.9%
Androscoggin, Franklin, Oxford, Kennebec	Tina Louise Love	185	16.1%
Androscoggin, Franklin, Oxford, Kennebec	Thomas C Hattan	143	12.4%
Androscoggin, Franklin, Oxford, Kennebec	Deana C Albert	121	10.5%
Androscoggin, Franklin, Oxford, Kennebec	Susan D. Paul	116	10.1%

Top Home Visit Clinicians in Medicare Advantage (MA)

Home Visits in Selected Maine Counties, 2023

County	Practice/Clinician	# of Home Visits	Market Share (%)
Androscoggin, Franklin, Oxford, Kennebec	Tina Louise Love	194	8.3%
Androscoggin, Franklin, Oxford, Kennebec	Thomas C Hattan	181	7.8%
Androscoggin, Franklin, Oxford, Kennebec	Nicole Boutaugh	158	6.8%
Androscoggin, Franklin, Oxford, Kennebec	Carlen Smith	142	6.1%
Androscoggin, Franklin, Oxford, Kennebec	Rachel Anne Sluder	111	4.8%

Clinician and Program Affiliations Medicare FFS, 2024

Clinician	Affiliation	# of Home Visits
Nicole Boutaugh	Central Maine Medical Center	198
Tina Louise Love	Central Maine Medical Center	188
Thomas C. Hattan	Central Maine Medical Center	144
Deana C. Albert	Central Maine Medical Center	124
Shauna McElrath	Androscoggin Home Health Services, Inc.	54
Belle Anne Matheson	Androscoggin Home Health Services, Inc.	39
Dr. Cynthia A. Desoi	Androscoggin Home Health Services, Inc.	39
Mary DeSalle	Androscoggin Home Health Services, Inc.	34
Amy A. Hesby	Androscoggin Home Health Services, Inc.	28
Rachel Anne Sluder	MaineHealth	62
Ms. Kathryn Rose McLean	MaineHealth	32
Sarah Marchand	MaineHealth	28
Jennifer Lynne Shaw	Mercy Hospital	77
Nathalie Kearns Davidson	University of New England	45
Dr. Sara Jeanne Denning-Bolle	University of New England	33
Denise M. Tailby	Tapestry Telehealth PLLC	56

Susan D. Paul	Blueprint Healthcare LLC	110
Dr. Michael Vancleef Delahunt	Blueprint Healthcare LLC	37
Michael Oneal	Blueprint Healthcare LLC	31
Carlen Smith	MaineGeneral Medical Center	137
Kaleigh Roy	MaineGeneral Medical Center	127
Jamie Sue Boutin	MaineGeneral Medical Center	114
Olivia Simpson	MaineGeneral Medical Center	105
Lauren Hall	MaineGeneral Medical Center	59

Scorecard: HBMC Programs, FFS 2024

Patient Profiles

Program	N of Longitudinal Patients* in Maine	Total Visits	Median Visits per Patient	Average Visits per Patient	Average Patient Age	Female %	White %
Blueprint Healthcare LLC	224	2,121	9	9.5	82.0	64.3%	96.4%
MaineHealth	195	1,466	6	7.5	82.5	60.6%	97.4%
University of New England	158	1,308	6.5	8.3	87.5	72.2%	98.1%
Maine Geriatrics	103	678	6.0	6.6	79.3	47.6%	95.1%
Mercy Hospital	95	1,108	9.0	11.7	86.7	73.7%	100%
Maine General Medical Center	95	634	6.0	6.7	82.3	69.5%	100%
Central Maine Medical Center	87	537	5.0	6.2	76.1	51.7%	95.4%

*Patients who have received 4+ visits in 2024.

Patient Risk and Healthcare Utilization

Program	Hospitalizations per 1,000 Patients	Readmission Rate	SNF Days per Patient	Average Concurrent HCC	Average CFI Score
Blueprint Healthcare, LLC	554	19.4%	5.8	3.13	0.27
MaineHealth	569	15.0%	4.5	3.31	0.27
University of New England	418	9.1%	4.4	2.47	0.27
Maine Geriatrics	485	10.0%	5.1	2.83	0.27
Mercy Hospital	379	13.9%	9.0	3.00	0.28
Maine General Medical Center	381	8.3%	4.4	2.69	0.27
Central Maine Medical Center	552	10.4%	6.7	2.67	0.27

Scorecard: HBMC Programs, Medicare Advantage, Maine, 2023

Patient Profiles

Program	N of Longitudinal Patients in Maine	Total Visits	Median Visits per Patient	Average Visits per Patient	Average Patient Age	Female %	White %
Blueprint Healthcare, LLC	82	695	7	8.5	81.6	65.9%	95.1%
Maine Medical Partners	64	569	8	8.9	82.7	62.5%	100%
Mercy Hospital	56	586	8	10.5	86.4	80.4%	100%
VNA Home Health and Hospice	52	276	5	5.3	79.0	59.6%	94.2%
Central Maine Medical Center	50	332	5	6.6	79.7	64.0%	96.0%

Patient Risk and Healthcare Utilization

Program	Hospitalizations per 1,000 Patients	Readmission Rate	SNF Days per Patient	Average Prospective HCC	Average CFI Score
Blueprint Healthcare, LLC	512	21.4%	4.5	2.75	0.27
Maine Medical Partners	375	8.3%	3.6	2.64	0.27
Mercy Hospital	357	25.0%	4.1	2.48	0.26
VNA Home Health and Hospice	885	28.3%	4.2	3.76	0.28
University of New England	275	0%	4.4	2.35	0.26
Central Maine Medical Center	400	5.0%	4.9	2.99	0.28

Scorecard: HBMC Clinicians, FFS, 2024

Patient Profiles

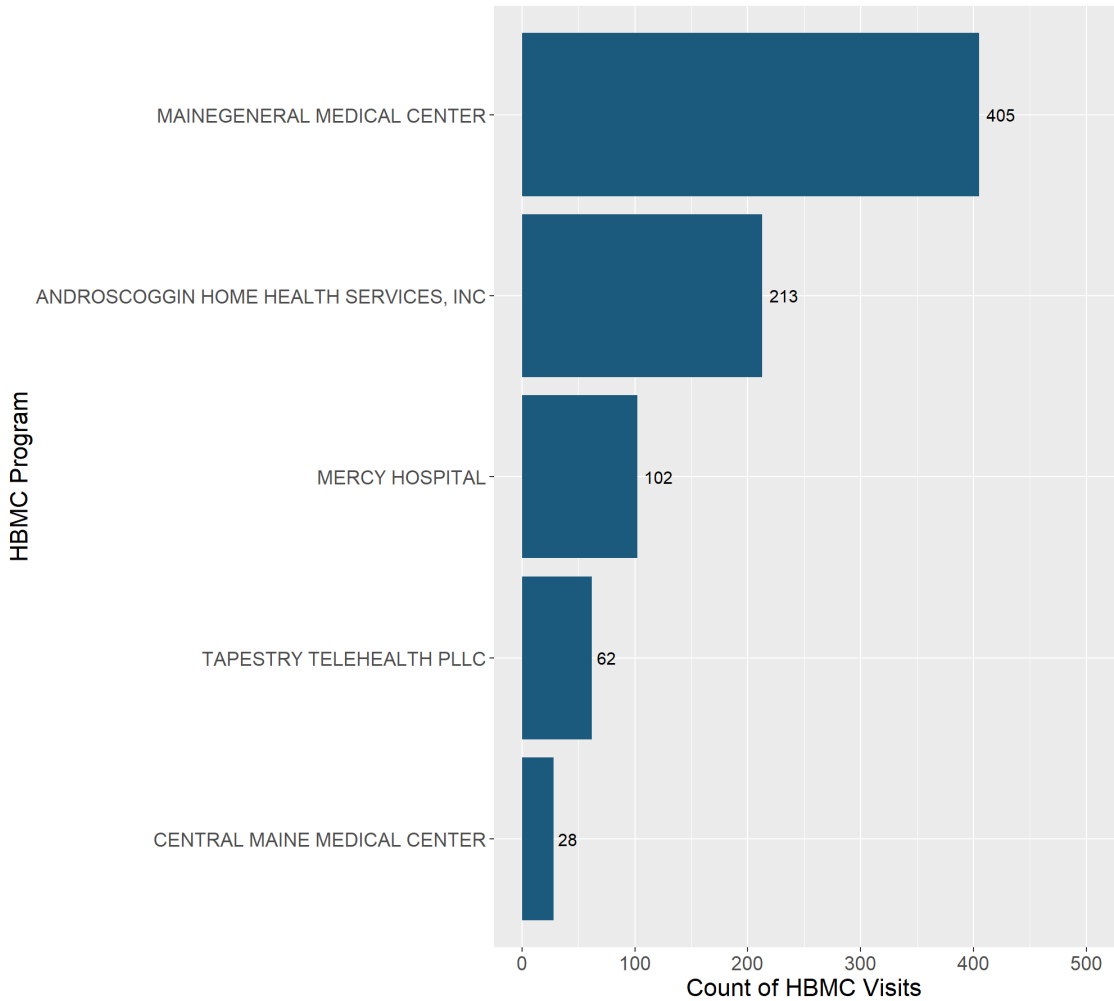
Clinician	Affiliation	N of Longitudinal Patients	Total Visits	Median Visits per Patient	Average Visits per Patient	Average Patient Age	Female %	White %
Jabbar Fazeli	Maine Geriatrics	100	522	5	5.2	80.2	46.0%	95.0%
Nathalie Davidson	University of New England	78	591	6.5	7.6	88.5	74.4%	96.2%
Patricia Rand	University of New England	69	311	4	4.7	85.8	75.4%	98.6%
Susan Paul	Blueprint Healthcare LLC	67	439	6	6.6	83.2	73.1%	94.0%

Patient Risk and Healthcare Utilization

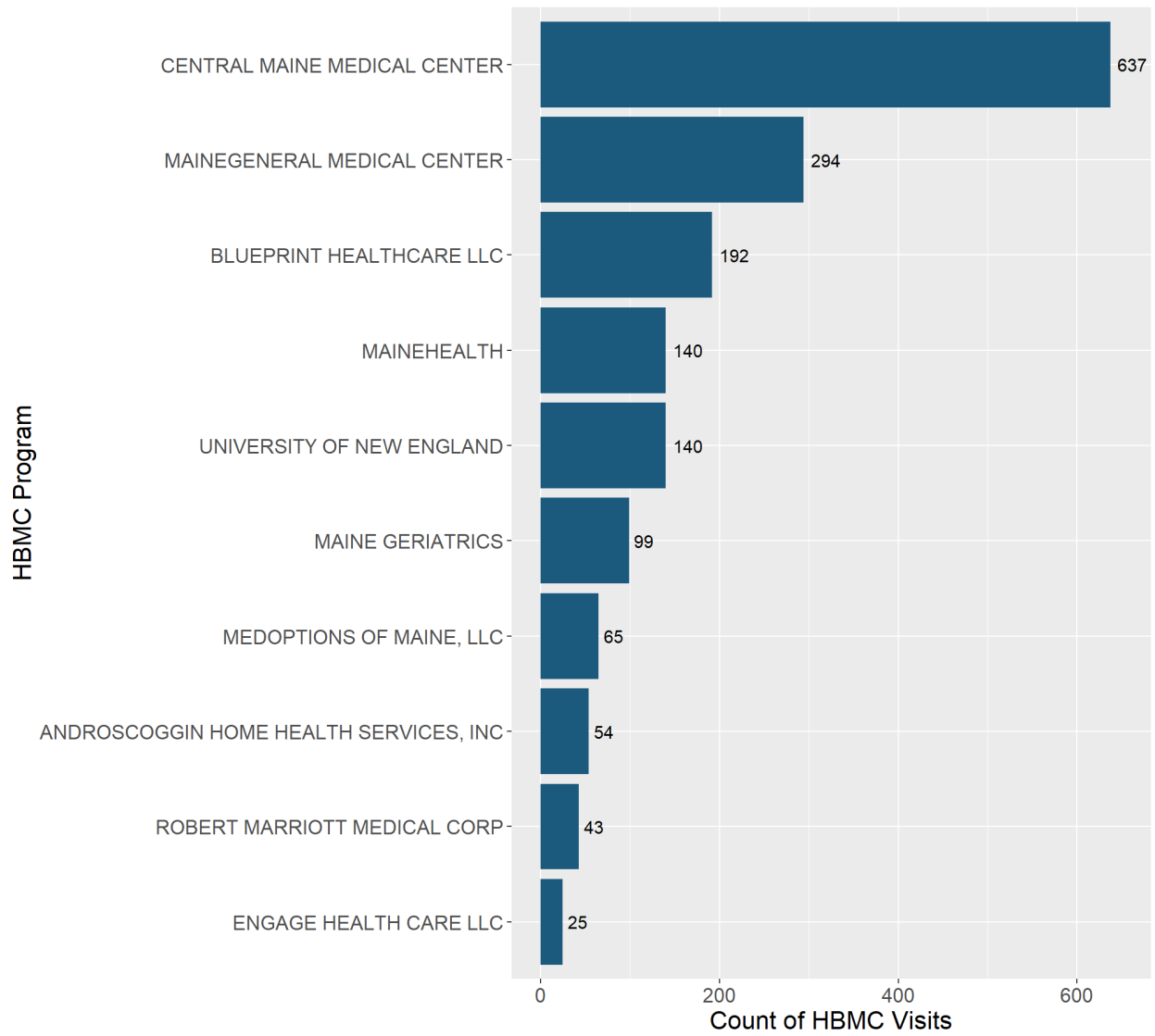
Clinician	Hospitalizations per 1,000 Patients	Readmission Rate	SNF Days per Patient	Average Concurrent HCC	Average CFI Score
Jabbar Fazeli	500	8.0%	5.1	2.81	0.27
Nathalie Davidson	564	9.1%	5.8	3.03	0.28
Patricia Rand	232	0.0%	1.6	1.7	0.26
Susan Paul	478	6.3%	2.9	2.63	0.26

Home and ALF Visits by HBMC Providers, 2024

Home Visits by HBMC Providers

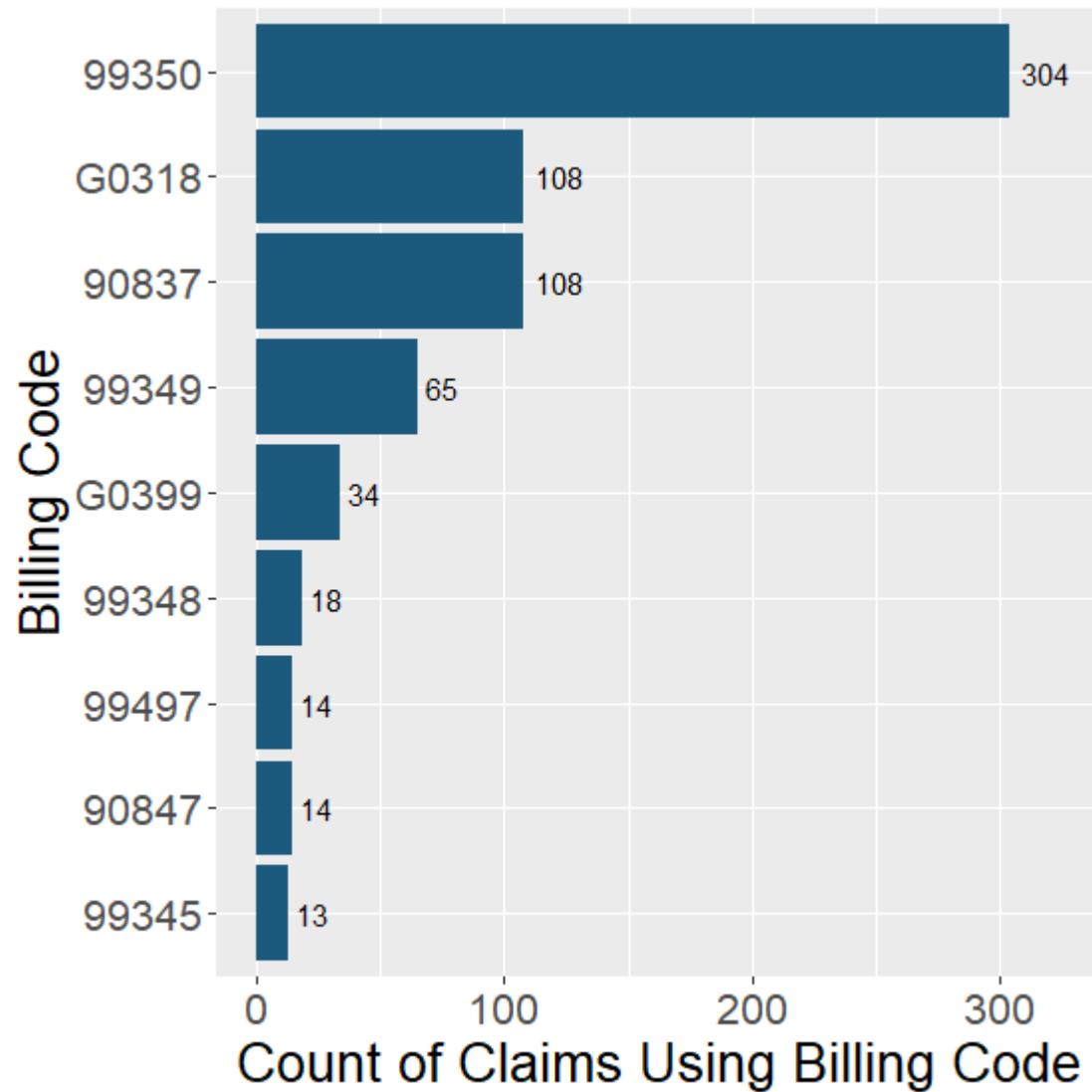


ALF Visits by HBMC Providers

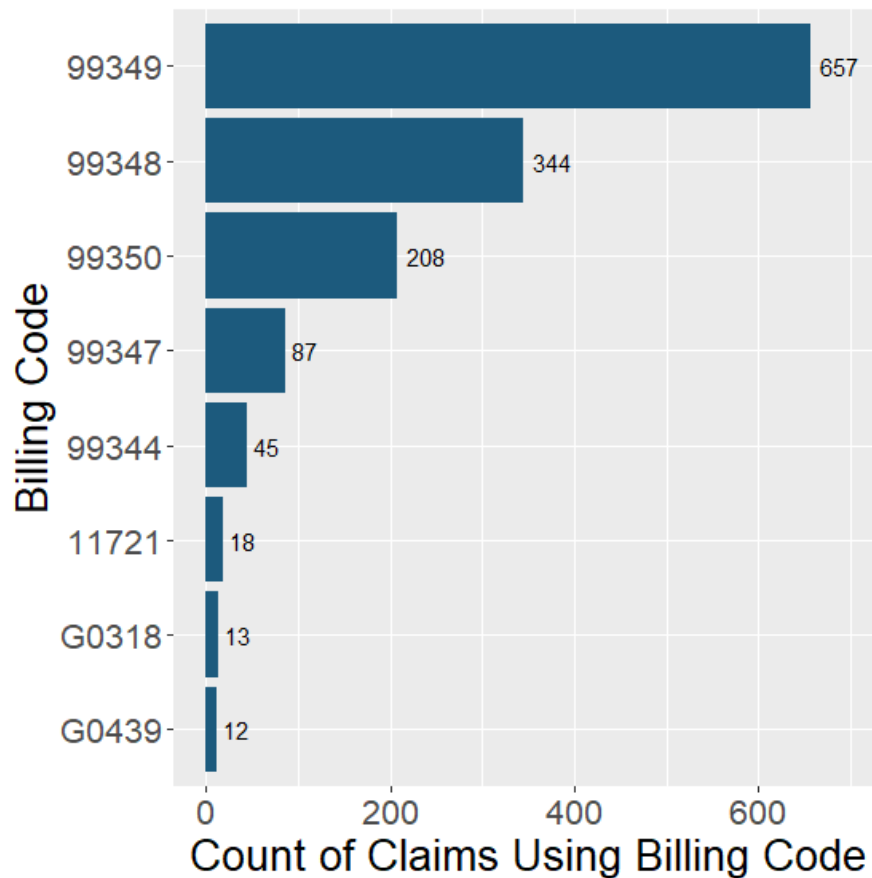


Frequency of Billing Codes used in HBMC Claims, 2024

Home Visit Claims



Assisted Living Facility (ALF) Visit Claims



Description of the top billing codes

Billing Code	Description
99350	Established patient: high MDM; Typical time: 60 minutes
G0318	Prolonged home or residence evaluation and management service beyond the total time for the primary service
90837	Psychotherapy services and procedures
99349	Established patient: moderate MDM; Typical time: 40
G0399	Home sleep test with type III portable monitor
99348	Established patient: low MDM; Typical time: 30 minutes
99497	Advanced Care Planning (First 30 minutes, minimum 16 minutes F2F to bill)
99345	New patient: high MDM; Typical time: 75 minutes
99347	Established patient: straight forward MDM; Typical time: 20 minutes
99344	New patient: moderate MDM; Typical time: 60 minutes
11721	Under Surgical Procedures on the Nails
G0439	Annual wellness visit, includes a personal prevention plan of service

Partnership Opportunities

Assisted Living Facilities, 2025

Facility Name	City	Phone	# of Units
Schooner Assisted Living Program	Auburn	(207) 784-2900	128
Montello Heights Retirement Community	Lewiston	(207) 786-7149	80
Park Residences of Waterville	Waterville	(207) 861-5685	38
Clover Living Center	Auburn	(207) 784-3573	34
The Inn at City Hall	Augusta	(207) 623-0840	31
Martha Ballard Assisted Living	Hallowell	(207) 626-7786	24
Park Residences of Farmington	Farmington	(207) 860-3999	22
Andrews House Memory Care	South Paris	(207) 743-7890	16
Farmington Congregate Associates	Farmington	(207) 778-4416	16
Commercial Street	Augusta	(207) 624-0550	10
Valley View	Augusta	(207) 873-2136	10

Home Health Agencies, 2024

Facility Name	Phone	# Patients	Average Medicare Payments per Patient
Androscoggin Home Health Services, Inc.	(207) 777-7740	973	\$3,972
MaineGeneral Health	(207) 861-6200	372	\$3,122
Amedisys Maine, PLLC	(207) 772-7520	228	\$3,646
VNA Home Health & Hospice	(800) 757-3326	93	\$4,208
Centerwell Certified Healthcare Corp.	(207) 772-0954	43	\$4,477
Interim Healthcare of the NEast, LLC	(603) 668-6956	20	\$6,602
Community Health and Nursing Services	(207) 729-6782	12	\$3,402

Hospices (2024)

Facility Names	Phone	CCN	# Patients	County Market Share (by Beneficiaries)	Hospice Care Index
Androscoggin Home Health Services, Inc.	(207) 777-7740	201513	1,399	Androscoggin: 82.2% Franklin: 69.4% Oxford: 64.8% Kennebec: 22.2%	10
Beacon Hospice	(207) 784-4242	201517	441	Androscoggin: 8.6% Franklin: 18.9% Oxford: 22.8% Kennebec: 31.4%	10
MaineGeneral Health	(207) 861-6200	201500	341	Kennebec: 31.4%	10
VNA Home Health & Hospice	(800) 757-3326	201502	63	Kennebec: 5.2%	10
Hospice of Southern Maine	(207) 289-3640	201511	32	Oxford: 0.7% Kennebec: 0.2%	10
Constellation Hospice ME LLC	(207) 370-6470	201522	22	Kennebec: 3.1%	7
Community Health and Nursing Services	(207) 728-6782	201501	17	Androscoggin: 1.5%	10

Referral Sources and Relationships

Medicare Fee-for-Service (FFS), 2024

Source of Referral	Target of Referral	Number of Referrals	Source Type
St. Mary's Regional Medical Center	Central Maine Medical Center	11	SNF
Evan Savage	MaineHealth	79	Office Based Provider
Rena Paris	MaineHealth	57	Office Based Provider
Andrei Zaslavsky	MaineHealth	30	Office Based Provider
Jamie Collard	MaineHealth	29	Office Based Provider
Rabee Kiwan	MaineHealth	20	Office Based Provider
Elizabeth Mazzeo	MaineHealth	16	Office Based Provider
Julie Suarez	MaineHealth	15	Office Based Provider
Adam Cugalj	University of New England	13	Office Based Provider
Adam Cugalj	Maine Geriatrics	27	Office Based Provider
Terry Mooers	Maine Geriatrics	24	Office Based Provider
Evan Savage	Maine Geriatrics	24	Office Based Provider
Julie Suarez	Maine Geriatrics	22	Office Based Provider
Ronald Prokopius	Maine Geriatrics	16	Office Based Provider
Andrei Zaslavsky	Maine Geriatrics	15	Office Based Provider
Ali Hassan Abbas	Maine Geriatrics	12	Office Based Provider

Alexia Noutsios	Central Maine Medical Center	13	Office Based Provider
Carlos Villamarin	Central Maine Medical Center	12	Office Based Provider
Robert Curtis	Blueprint Healthcare LLC	14	Office Based Provider
Hannah Fitzgerald	Blueprint Healthcare LLC	13	Office Based Provider
Evan Savage	Blueprint Healthcare LLC	11	Office Based Provider
Thirston Phillips	Mid-South Home Care Services	11	Office Based Provider
Jose Melendez	Mid-South Home Care Services	11	Office Based Provider

Plurality Providers of High Needs Patients Not Receiving HBMC, 2024

Relevant Providers	Specialty	N of High Needs Patients Not Receiving HBMC
Neil Majithia	Hematology/Oncology	96
George Polkinghorn	Medical Oncology	70
Lindsey Hathaway	Hematology/Oncology	57
Sariah Liu	Hematology/Oncology	57
Daniel Rausch	Hematology/Oncology	40
David Chess	Internal Medicine	37
Julia Moukharskaya	Hematology/Oncology	36
Pamela Ross	Internal Medicine	35
David Adler	Hematology/Oncology	33
Virginia Coleman	Nurse Practitioner	32

Plurality Providers of High Needs Patients Not Receiving HBMC, 2024 (cont'd)

NEIL MAJITHIA	SARIAH LIU		DANIEL RAUSCH		DAVID CHESS	
	JULIA MOUKHARSKAYA	PAMELA ROSS	DAVID ADLER		VIRGINIA COLEMAN	
GEORGE POLKINGHORN	AMY KUHL	STEPHANY GYASI	JEFFREY BROWN	ISABELLA TAYLOR	RAMON CHELEUITTE	
	KENNETH BRODSKY	GENE CHENG	JULIE PHELPS	EDWIN TAN	MARY ELLEN DAVIS	ALEX BEGGS
LINDSEY HATHAWAY	ISAAC BALL	TIMOTHY WEBB	LISE CLOUTIER	DONALD STRICKLAND	PETER GUZZETTI	DAVID PRESTON
		ADAM LIEGNER	ADAM DUQUETTE	MUHAMMAD SHEIKH	HILARY LEE	PEGGY WYMAN

MA Companies in Selected Maine Counties and Market Share

County	Company	Total Company Enrolled	% Company MA
Androscoggin	Martin's Point Generations Advantage, Inc.	5,840	37.4%
Androscoggin	Sierra Health and Life Insurance Company, Inc.	1,834	11.7%
Androscoggin	AMH Health, LLC	1,277	8.2%
Franklin	American Progressive Life and Health Insurance Company of NY	1,418	27.0%
Franklin	Martin's Point Generations Advantage, Inc.	1,054	20.0%
Franklin	Sierra Health and Life Insurance Company, Inc.	674	12.8%
Oxford	Sierra Health and Life Insurance Company, Inc.	2,056	22.3%
Oxford	Martin's Point Generations Advantage, Inc.	1,545	16.7%
Oxford	American Progressive Life and Health Insurance Company of NY	973	10.5%
Kennebec	Martin's Point Generations Advantage, Inc.	5,051	23.7%
Kennebec	Aetna Life Insurance Company	3,112	14.6%

Kennebec	Sierra Health and Life Insurance Company, Inc.	2,566	12.1%
----------	--	-------	-------

Medicare Advantage Enrollment in Selected Maine Counties

County	Total Medicare Enrolled	Medicare Advantage (MA) Enrolled	% MA
Androscoggin	25,763	15,634	60.7%
Franklin	8,366	5,249	62.7%
Oxford	16,878	9,229	54.7%
Kennebec	34,063	21,288	62.5%

Market Trends & Forecast

The Market Today vs. Five Years Ago

The total number of patients receiving home visits in Androscoggin, Franklin, Oxford, and Kennebec Counties has remained steady, increasing by just 4 patients from 2019 to 2024, from 957 patients in 2019 to 961 patients in 2024.

The total number of home visits in Androscoggin, Franklin, Oxford, and Kennebec Counties has decreased by 2.2% from 2019 to 2024, from 3,857 visits in 2019 to 3,771 in 2024.

Overall, there is little change in the home visit market in these counties over this period, as there are relatively few house calls in this market.

Trajectory/Forecast for the Future of this Market

