

# **Cost of Care Survey**

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*September 2009*

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## **EXECUTIVE SUMMARY**

Long Term Care Group, Inc. (LTCG) completed the 2009 Cost of Care study for New York Life, surveying the cost of care for Home Healthcare and Nursing Homes across specific regions throughout the United States.

LTCG surveyors made outbound calls to 99 major markets to obtain data for this study. Private pay rates have been obtained for private, single occupancy rooms in Medicare-certified nursing homes, and hourly rates for Home Health Aides have been obtained for Medicare-certified Home Healthcare Agencies and non Medicare-certified Home Health Agencies offering private pay or “self-pay” options.

LTCG surveyors contacted more than 2,000 Nursing Homes and 2,000 Home Healthcare Agencies to complete over 4,000 surveys between August and September 2009. The regions surveyed correspond geographically with Metropolitan Statistical Areas as defined by the U.S. Census Bureau.

## **BACKGROUND**

### ***Overview: Home Health Aides***

Home Health Aides provide routine, personal healthcare to elderly, convalescent, or disabled persons in home or residential care settings. Home Health Aides assist elderly or disabled persons with activities of daily living, including bathing, dressing, grooming, eating, transferring, toileting and other services to persons who would otherwise require a nursing home level of care.

Duties performed at a place of residence may include housekeeping (making beds, doing laundry, washing dishes) and preparing meals. Home Health Aides may provide meals and supervised activities at non-residential care facilities. They also may advise families, the elderly and disabled on such things as nutrition, cleanliness and household utilities.

Providing these services in person's home or in a daytime, non-residential facility allows people the option to remain at home, or reside in a community near family, friends, and things they enjoy while fostering independence and enhancing quality of care.

### ***Overview: Home Healthcare Facilities***

Home care organizations include home healthcare agencies, home care aide organizations, and hospice facilities. Some of these organizations are Medicare certified, which allows providers to bill Medicare for reimbursement. Agencies that are not Medicare certified cannot be reimbursed through Medicare.

Types of Agencies who may provide Home Health Aide services include the following:

- **Visiting Nurse Associations (VNA):** Freestanding, voluntary, nonprofit organizations governed by a board of directors and usually financed by tax-deductible contributions as well as by earnings
- **Combination Agencies:** Combined with both government and voluntary agencies, combination agencies are sometimes included with counts for Visiting Nurse Associations
- **Public Agencies:** Government agencies operated by a state, county, city or other unit of local government having a major responsibility for preventing disease and for community health education
- **Proprietary Agencies:** Freestanding, for-profit home care agencies
- **Private Not-For-Profit Agencies:** Freestanding and privately developed, governed and owned nonprofit home care agencies

- **Other Freestanding Agencies:** Freestanding agencies that do not fit one of the categories for freestanding agencies listed above
- **Hospital-Based Agencies:** Operating units or departments within a hospital, agencies which have working arrangements with a hospital, or owned by a hospital but operate as separate entities, are classified as freestanding agencies under one of the categories listed above
- **Rehabilitation Agencies:** Agencies based in rehabilitation facilities
- **Skilled Nursing Facilities (SNF):** Agencies based in skilled nursing facilities

### ***Overview: Nursing Home Facilities***

The Nursing Home industry is comprised of establishments primarily engaged in providing inpatient nursing and rehabilitative services. The care is generally provided for an extended period of time to individuals requiring nursing care. These establishments have a permanent core staff of registered or licensed practical nurses that, along with other staff, provide nursing and continuous personal care services.

According to the NAICS, Skilled Nursing Care Facilities (SIC 8051) are establishments primarily engaged in providing inpatient nursing and rehabilitative services to patients who require continuous healthcare, but not hospital services. This does not include continuing care retirement communities or psychiatric hospitals. Care must be ordered by and remain under the direction of a physician. The staff must include a licensed nurse on duty continuously with a minimum of one full-time registered nurse on duty during each day shift. Included are establishments certified to deliver skilled nursing care under the Medicare and Medicaid programs.

## METHODOLOGY

### **Methods: Home Healthcare**

#### **Definitions:**

“Home Healthcare Aide” refers to the Bureau of Labor Statistics Standard Occupational Code (SOC): 31-1011. Home Healthcare Aides provide routine, personal healthcare, such as bathing, dressing or grooming to elderly, convalescent, or disabled persons in the home of patients or in a residential care facility.

By contrast, a Personal and Home Care Aide refers to the Bureau of Labor Statistics Standard Occupational Code (SOC):39-9021. This occupation is defined as those who “Assist elderly or disabled adults with daily living activities at the person’s home or in a daytime non-residential facility. Duties performed at a place of residence may include keeping house (making beds, doing laundry, washing dishes) and preparing meals.” Personal and Home Care Aides were not in scope for the purposes of the survey but could be considered for future studies.

For the purpose of this study, establishments primarily engaged in either providing skilled nursing or medical care in the home under supervision of a medical doctor qualified for inclusion in the sample population. The following are defined by NAICS to meet those qualifications:

<b>2002 NAICS</b>	<b>Corresponding Index Entries</b>
621610	Home Care of Elderly, Medical
621610	Home Health Agencies
621610	Home Healthcare Agencies
621610	Home Nursing Services ( <i>except private practices</i> )
621610	Nurse Associations, Visiting
621610	Nursing Agencies, primarily providing home nursing services
621610	Visiting Nurse Associations

(NAICS 621610) (SIC 8082)

#### **Sampling Procedure: Home Healthcare**

The sample population is a list comprised of over 5,600 Medicare-certified home care agencies. Across 99 individual regions, surveyors polled a minimum of 10% of home care providers across state licensed Medicare-certified and state licensed non Medicare-certified provider types to determine the hourly private pay rates charged for the services of a “Home Health Aide” as defined by the U.S. Bureau of Labor (Standard Occupational Code 31-1011).

In regions with smaller available sample sizes, a minimum of ten (10) providers completed surveys for the region. In many areas, the sample size was substantially larger. Surveyors completed over 2,000 surveys to obtain Home Healthcare data.

#### States with a Smaller Quantity of CMS Certified Home Healthcare Agencies

- Alaska: 16
- Delaware: 19
- Hawaii: 14
- North Dakota: 23
- Rhode Island: 22
- Vermont: 12
- Wyoming: 27

*CITATION: Centers of Medicare and Medicaid Services (CMS), OSCAR data February 2008*

All rates referred to throughout this document are weekday (Monday – Friday) rates, unless otherwise noted. Surveyors found that agencies often have a higher weekend hourly rate, with a differential premium of \$2.00 to \$10.00 per hour more than weekday (Monday-Friday) rates.

#### **Data Collection: Home Healthcare**

- Data collected includes:
  - Hourly private pay rate for a Home Health Aide (certified provider)
  - Hourly private pay rate for a Home Health Aide (non-certified provider)
- Results presented include average, maximum and minimum values within each region and in total.

#### **Procedure: Home Healthcare**

Surveyors completed outbound calls to at least ten (10) home healthcare providers in each of the 99 regions outlined in this study, for a total of over 2,000 completed surveys. In regions where contacting ten (10) providers was deemed impracticable (i.e. small quantity of facilities), at least 10% of providers in the region were surveyed; in many cases more than 10% were surveyed. Surveyors collected data on the cost for a certified Home Health Aide based on hourly, private pay rates. Rates obtained reflect weekday (Monday – Friday) figures.

### **Methods: Nursing Homes**

#### **Definitions: Nursing Homes**

Nursing home facilities generally offer accommodations of either private rooms, or rooms shared between two or more residents. Private rooms may have a private bathroom or a bathroom shared between two adjoining rooms. Some facilities charge more for a private room with a private bathroom versus a private room with a shared bathroom. The daily room charge usually includes services beyond the daily bed charge (rent), such as three meals a day, laundry services, basic nurse supervision, and generic-brand, over the counter (OTC) or non-prescription pharmaceuticals. Nursing facilities are responsible for providing OTC pharmaceutical services when they are specified in the resident's plan of care.

For the purpose of this study, the following facilities defined by the NAICS were deemed qualified for inclusion in the sample population:

<b>2002 NAICS</b>	<b>Corresponding Index Entries</b>
623110	Nursing Care Facilities
623110	Nursing Homes
623110	Skilled Nursing Facilities

(NAICS 623110) (SIC 8051)

#### **Sampling Procedures: Nursing Homes**

The sample population was derived from a list of approximately 7,500 Medicare-certified Nursing Homes. Across all of the 99 defined regions, surveyors polled at least 10% of all certified Nursing Homes without exception. At least 10 facilities completed the survey in all regions while many regions yielded significantly larger sample sizes. More than 2,000 total providers contributed data to this study.

Data collected includes the daily rate for a private room (single occupant) in Medicare-certified nursing facilities.

#### **Data Collection: Nursing Homes**

- Data collected includes daily private pay room rate for private (single occupant) nursing home room
- Results presented include average, maximum and minimum values within each region and in total

#### **Procedure: Nursing Homes**

- Survey certified skilled nursing facilities in all regions identified
- Survey 10% of providers per region or at least 10 providers in each region, unless impracticable for a minimum of 2,000 completed surveys

## RESULTS AND KEY FINDINGS

- The National average annual cost of a private room in a Medicare-certified nursing home for all regions surveyed in this study is \$79,935, an increase of 4.8% over the 2008 average rate of \$76,285 per year.
- The average daily rate for a single occupancy, private room in a Medicare-certified Nursing Home is \$219.
- The region with the most expensive daily rate for a private, single occupancy room in a Medicare-certified Nursing Home is Bridgeport-Stamford-Norwalk, CT at \$605 per day.
- The region with the least expensive daily average rate for a private, single occupancy room in a Medicare-certified Nursing Home is Kansas City, MO-KS at \$75 per day.
- The national average hourly rate for Home Health Aides provided by a certified Home Healthcare Agency is \$21.00 per hour.
- The region with the highest hourly rate for Home Health Aides provided by a certified Home Healthcare Agency is the Manchester-Nashua, NH region at \$29 per hour.
- The regions with the lowest average hourly rate for Home Health Aides provided by a certified Home Healthcare Agency are Shreveport-Bossier City, LA, and Macon, GA at \$15 per hour.

## Technical Notes:

1. Minnesota law requires all nursing facilities within the state to cap charges of private-paying residents at the rate Medicaid pays for similar services. Termed “rate equalization”, this law is unique to certain states such as Minnesota and North Dakota and was established to prevent nursing homes from discriminating based on payer source. The law was enacted to ensure that nursing homes in Minnesota and North Dakota can only charge the established Medicaid rate for people that have the resources to pay for their care privately. As a result, nearly all of the payment rates for state facilities are government-controlled.
2. Many home healthcare agencies require differing levels or frequency of observation of the Home Health Aide by a Registered Nurse (RN). Many home healthcare agencies have a required minimum observation visit by a registered nurse of the Home Health Aide. In some cases observational visits are required within the first 14 days and then every 60 days thereafter. In some cases this cost would be wrapped into the hourly rate charged to the claimant. In other regions, such as Alaska, a yearly assessment fee of between \$70 and \$90 is charged annually to cover these costs. The hourly rates in Alaska vary from \$20 to \$35 per hour with a 2 hour minimum visit requirement. In the survey analysis, the yearly assessment fees were not calculated into the costs quoted by the agency for the hourly private pay rate for a Home Health Aide.
3. More than 2,000 facilities and 2,000 home healthcare agencies were contacted to meet the sampling and data element requirements. Some of the home health agencies contacted no longer offered Home Health Aide services on a private pay or “self pay” basis. A number of the non Medicare-certified home care agencies are no longer in business.
4. In certain areas home healthcare agencies add a premium of \$1.00 to \$1.50 per hour to the “self pay” or private pay hourly rate if the agency is required to file claims directly to the insurance company versus directly to the claimant. Some agencies require a minimum number of dates of service (for example 30 days of service) in order to accept the referral.
5. The price for Home Health Aide services are projected to increase due to the rise in demand for services and increased transportation costs. There is significant pressure to recruit and retain HHAs.

**HOME HEALTHCARE DATA:**

<b>GEOGRAPGICAL AREA/REGION</b>	<b>Minimum Home Healthcare Hourly Rate (Weekday)</b>	<b>Maximum Home Healthcare Hourly Rate (Weekday)</b>	<b>Average Home Healthcare Hourly Rate (Weekday)</b>
Albany-Schenectady-Troy, NY	\$20.00	\$23.00	\$21.00
Albuquerque, NM	\$17.00	\$35.00	\$22.00
Anchorage, AK	\$25.00	\$25.00	\$25.00
Atlanta-Sandy Springs-Marietta, GA	\$12.50	\$25.00	\$17.50
Austin-Round Rock, TX	\$14.00	\$50.00	\$23.00
Baltimore-Towson, MD	\$17.00	\$75.00	\$25.00
Baton Rouge, LA	\$12.00	\$35.00	\$16.50
Billings, MT	\$19.50	\$29.00	\$24.00
Birmingham-Hoover, AL	\$14.50	\$20.00	\$17.00
Boise City-Nampa, ID	\$18.00	\$26.00	\$20.00
Boston-Cambridge-Quincy, MA-NH	\$20.00	\$30.00	\$26.00
Bridgeport-Stamford-Norwalk, CT	\$20.00	\$35.00	\$26.00
Buffalo-Cheektowaga-Tonawanda, NY	\$20.00	\$26.00	\$22.50
Burlington-South Burlington, VT	\$22.00	\$24.00	\$23.00
Casper, WY	\$20.00	\$35.00	\$27.50
Cedar Rapids, IA	\$18.00	\$23.00	\$20.00
Charleston, WV	\$12.00	\$20.00	\$16.50
Charleston-North Charleston, SC	\$17.00	\$18.00	\$17.50
Charlotte-Gastonia-Concord, NC-SC	\$14.00	\$22.00	\$17.00
Chicago-Naperville-Joliet, IL-IN-WI	\$15.00	\$50.00	\$26.00
Cincinnati-Middletown, OH-KY-IN	\$18.00	\$55.00	\$24.50
Cleveland-Elyria-Mentor, OH	\$15.00	\$30.00	\$20.00
Columbus, OH	\$15.00	\$50.00	\$24.50
Corpus Christi, TX	\$12.00	\$20.00	\$15.00
Dallas-Fort Worth-Arlington, TX	\$12.00	\$40.00	\$20.50
Denver-Aurora, CO	\$20.00	\$36.00	\$28.00
Des Moines, IA	\$19.00	\$28.50	\$23.00
Detroit-Warren-Livonia, MI	\$15.00	\$40.00	\$22.00
El Paso, TX	\$14.00	\$20.00	\$15.50
Fargo, ND-MN	\$22.00	\$22.00	\$22.00
Fresno, CA	\$16.00	\$25.00	\$20.00
Greenville, SC	\$14.00	\$17.00	\$15.50
Harrisburg-Carlisle, PA	\$19.00	\$27.00	\$22.00
Hartford-West Hartford-East Hartford, CT	\$16.00	\$36.00	\$27.00
Honolulu, HI	\$20.50	\$28.00	\$24.50
Houston-Baytown-Sugar Land, TX	\$14.00	\$24.00	\$18.50

<b>GEOGRAPGICAL AREA/REGION</b>	<b>Minimum Home Healthcare Hourly Rate (Weekday)</b>	<b>Maximum Home Healthcare Hourly Rate (Weekday)</b>	<b>Average Home Healthcare Hourly Rate (Weekday)</b>
Huntsville, AL	\$14.50	\$26.00	\$17.00
Indianapolis, IN	\$12.00	\$40.00	\$25.00
Jackson, MS	\$17.00	\$17.00	\$17.00
Jacksonville, FL	\$16.50	\$25.00	\$19.00
Kansas City, MO-KS	\$15.00	\$18.00	\$17.00
Kennewick-Richland-Pasco, WA	\$18.00	\$30.00	\$23.00
Knoxville, TN	\$15.00	\$19.00	\$17.00
Lafayette, LA	\$12.00	\$22.00	\$18.00
Lansing-East Lansing, MI	\$19.00	\$22.00	\$20.00
Las Vegas-Paradise, NV	\$17.50	\$40.00	\$21.00
Little Rock-North Little Rock, AR	\$14.00	\$18.00	\$17.00
Los Angeles-Long Beach-Santa Ana, CA	\$15.00	\$45.00	\$24.00
Louisville, KY-IN	\$16.00	\$18.00	\$17.00
Macon, GA	\$14.00	\$16.00	\$15.00
Madison, WI	\$20.00	\$25.00	\$22.00
Manchester-Nashua, NH	\$21.00	\$55.00	\$29.00
Memphis, TN-MS-AR	\$16.00	\$35.00	\$20.00
Miami-Fort Lauderdale-Miami Beach, FL	\$12.00	\$50.00	\$18.00
Midland, TX	\$14.00	\$25.00	\$17.50
Milwaukee-Waukesha-West Allis, WI	\$15.00	\$30.00	\$22.00
Minneapolis-St. Paul-Bloomington, MN-WI	\$18.00	\$55.00	\$28.50
Mobile, AL	\$12.00	\$19.00	\$15.50
Montgomery, AL	\$14.50	\$17.00	\$15.50
Nashville-Davidson-Murfreesboro, TN	\$15.00	\$43.00	\$24.00
New Orleans-Metairie-Kenner, LA	\$10.00	\$22.00	\$15.50
New York-Newark-Edison, NY-NJ-PA	\$16.00	\$25.00	\$20.00
Oklahoma City, OK	\$14.00	\$30.00	\$20.00
Omaha-Council Bluffs, NE-IA	\$19.00	\$23.00	\$21.00
Orlando, FL	\$15.00	\$36.00	\$19.00
Oxnard-Thousand Oaks-Ventura, CA	\$18.00	\$50.00	\$29.00
Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	\$14.00	\$44.00	\$22.00
Phoenix-Mesa-Scottsdale, AZ	\$18.00	\$26.00	\$22.00
Pittsburgh, PA	\$15.00	\$33.00	\$22.50
Portland-South Portland, ME	\$21.00	\$27.00	\$23.00
Portland-Vancouver-Beaverton, OR-WA	\$18.00	\$22.00	\$20.50
Poughkeepsie-Newburgh-Middletown, NY	\$18.00	\$27.00	\$22.50
Raleigh-Cary, NC	\$14.00	\$22.00	\$17.50
Reno-Sparks, NV	\$18.00	\$45.00	\$25.00

<b>GEOGRAPGICAL AREA/REGION</b>	<b>Minimum Home Healthcare Hourly Rate (Weekday)</b>	<b>Maximum Home Healthcare Hourly Rate (Weekday)</b>	<b>Average Home Healthcare Hourly Rate (Weekday)</b>
Richmond, VA	\$15.50	\$20.00	\$17.50
Riverside-San Bernardino-Ontario, CA	\$15.00	\$22.50	\$19.00
Roanoke, VA	\$13.00	\$18.50	\$17.00
Rochester, NY	\$17.50	\$35.00	\$24.00
Sacramento-Arden-Arcade-Roseville, CA	\$18.00	\$30.00	\$21.50
Salem, OR	\$21.00	\$24.50	\$22.50
Salt Lake City, UT	\$17.00	\$30.00	\$23.00
San Antonio, TX	\$14.00	\$18.00	\$16.50
San Diego-Carlsbad-San Marcos, CA	\$14.50	\$25.00	\$20.00
San Francisco-Oakland-Fremont, CA	\$20.00	\$27.00	\$24.00
San Jose-Sunnyvale-Santa Clara, CA	\$19.00	\$31.00	\$24.00
Savannah, GA	\$16.00	\$19.00	\$17.50
Scranton-Wilkes-Barre, PA	\$12.50	\$32.00	\$20.00
Seattle-Tacoma-Bellevue, WA	\$23.00	\$30.00	\$26.00
Shreveport-Bossier City, LA	\$12.00	\$20.00	\$15.00
Sioux Falls, SD	\$20.00	\$20.50	\$20.00
St. Louis, MO-IL	\$16.50	\$51.00	\$24.00
Stockton, CA	\$17.00	\$25.00	\$19.50
Tampa-St. Petersburg-Clearwater, FL	\$15.00	\$25.00	\$19.00
Toledo, OH	\$16.50	\$35.00	\$20.00
Tucson, AZ	\$17.00	\$22.00	\$20.00
Tulsa, OK	\$18.00	\$25.00	\$20.50
Virginia Beach-Norfolk-Newport News, VA-NC	\$14.00	\$22.00	\$18.00
Washington-Arlington-Alexandria, DC-VA-MD-WV	\$15.00	\$25.00	\$19.00
Wichita, KS	\$15.00	\$25.00	\$18.00
<b>NATIONAL AVERAGES</b>	<b>\$16.50</b>	<b>\$30.00</b>	<b>\$21.00</b>

**NURSING HOME DATA:**

<b>GEOGRAPGICAL AREA/REGION</b>	<b>Minimum Private Pay Daily Room Rate (single occupant)</b>	<b>Maximum Private Pay Daily Room Rate (single occupant)</b>	<b>Average Private Pay Daily Room Rate (single occupant)</b>
Albany-Schenectady-Troy, NY	\$208.00	\$381.00	\$308.00
Albuquerque, NM	\$154.00	\$347.00	\$229.00
Anchorage, AK	\$452.00	\$452.00	\$452.00
Atlanta-Sandy Springs-Marietta, GA	\$138.00	\$300.00	\$183.00
Austin-Round Rock, TX	\$117.00	\$308.00	\$199.00
Baltimore-Towson, MD	\$184.00	\$330.00	\$248.00
Baton Rouge, LA	\$132.00	\$178.00	\$140.00
Billings, MT	\$170.00	\$215.00	\$188.00
Birmingham-Hoover, AL	\$155.00	\$200.00	\$173.00
Boise City-Nampa, ID	\$206.00	\$250.00	\$226.00
Boston-Cambridge-Quincy, MA-NH	\$200.00	\$500.00	\$317.00
Bridgeport-Stamford-Norwalk, CT	\$155.00	\$605.00	\$363.00
Buffalo-Cheektowaga-Tonawanda, NY	\$214.00	\$330.00	\$288.00
Burlington-South Burlington, VT	\$242.00	\$295.00	\$264.00
Casper, WY	\$191.00	\$195.00	\$193.00
Cedar Rapids, IA	\$144.00	\$200.00	\$170.00
Charleston, WV	\$150.00	\$265.00	\$204.00
Charleston-North Charleston, SC	\$150.00	\$215.00	\$184.00
Charlotte-Gastonia-Concord, NC-SC	\$144.00	\$263.00	\$194.00
Chicago-Naperville-Joliet, IL-IN-WI	\$150.00	\$335.00	\$215.00
Cincinnati-Middletown, OH-KY-IN	\$177.00	\$385.00	\$220.00
Cleveland-Elyria-Mentor, OH	\$77.00	\$400.00	\$213.00
Columbus, OH	\$159.00	\$362.00	\$216.00
Corpus Christi, TX	\$120.00	\$244.00	\$164.00
Dallas-Fort Worth-Arlington, TX	\$120.00	\$286.00	\$184.00
Denver-Aurora, CO	\$195.00	\$279.00	\$234.00
Des Moines, IA	\$140.00	\$255.00	\$176.00
Detroit-Warren-Livonia, MI	\$114.00	\$368.00	\$235.00
El Paso, TX	\$120.00	\$250.00	\$163.00
Fargo, ND-MN	\$115.00	\$198.00	\$160.00
Fresno, CA	\$150.00	\$426.00	\$221.00
Greenville, SC	\$145.00	\$210.00	\$175.00
Harrisburg-Carlisle, PA	\$210.00	\$284.00	\$241.00
Hartford-West Hartford-East Hartford, CT	\$282.00	\$452.00	\$344.00
Honolulu, HI	\$232.00	\$319.00	\$271.00
Houston-Baytown-Sugar Land, TX	\$125.00	\$239.00	\$186.00

<b>GEOGRAPGICAL AREA/REGION</b>	<b>Minimum Private Pay Daily Room Rate (single occupant)</b>	<b>Maximum Private Pay Daily Room Rate (single occupant)</b>	<b>Average Private Pay Daily Room Rate (single occupant)</b>
Huntsville, AL	\$160.00	\$210.00	\$183.00
Indianapolis, IN	\$150.00	\$259.00	\$197.00
Jackson, MS	\$150.00	\$230.00	\$184.00
Jacksonville, FL	\$117.00	\$254.00	\$205.00
Kansas City, MO-KS	\$75.00	\$289.00	\$164.00
Kennewick-Richland-Pasco, WA	\$201.00	\$225.00	\$210.00
Knoxville, TN	\$113.00	\$240.00	\$187.00
Lafayette, LA	\$120.00	\$160.00	\$133.00
Lansing-East Lansing, MI	\$171.00	\$310.00	\$204.00
Las Vegas-Paradise, NV	\$117.00	\$286.00	\$202.00
Little Rock-North Little Rock, AR	\$125.00	\$185.00	\$153.00
Los Angeles-Long Beach-Santa Ana, CA	\$108.00	\$420.00	\$259.00
Louisville, KY-IN	\$170.00	\$480.00	\$236.00
Macon, GA	\$140.00	\$222.00	\$168.00
Madison, WI	\$190.00	\$300.00	\$246.00
Manchester-Nashua, NH	\$200.00	\$351.00	\$276.00
Memphis, TN-MS-AR	\$170.00	\$177.00	\$173.00
Miami-Fort Lauderdale-Miami Beach, FL	\$140.00	\$350.00	\$242.00
Midland, TX	\$126.00	\$240.00	\$178.00
Milwaukee-Waukesha-West Allis, WI	\$210.00	\$308.00	\$265.00
Minneapolis-St. Paul-Bloomington, MN-WI	\$120.00	\$255.00	\$199.00
Mobile, AL	\$160.00	\$189.00	\$171.00
Montgomery, AL	\$158.00	\$250.00	\$187.00
Nashville-Davidson-Murfreesboro, TN	\$164.00	\$261.00	\$200.00
New Orleans-Metairie-Kenner, LA	\$120.00	\$218.00	\$154.00
New York-Newark-Edison, NY-NJ-PA	\$225.00	\$466.00	\$338.00
Oklahoma City, OK	\$120.00	\$220.00	\$170.00
Omaha-Council Bluffs, NE-IA	\$133.00	\$230.00	\$177.00
Orlando, FL	\$170.00	\$320.00	\$208.00
Oxnard-Thousand Oaks-Ventura, CA	\$233.00	\$242.00	\$238.00
Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	\$165.00	\$400.00	\$292.00
Phoenix-Mesa-Scottsdale, AZ	\$160.00	\$237.00	\$212.00
Pittsburgh, PA	\$190.00	\$301.00	\$241.00
Portland-South Portland, ME	\$235.00	\$337.00	\$286.00
Portland-Vancouver-Beaverton, OR-WA	\$205.00	\$389.00	\$245.00
Poughkeepsie-Newburgh-Middletown, NY	\$242.00	\$397.00	\$335.00
Raleigh-Cary, NC	\$150.00	\$340.00	\$201.00
Reno-Sparks, NV	\$225.00	\$235.00	\$231.00

<b>GEOGRAPGICAL AREA/REGION</b>	<b>Minimum Private Pay Daily Room Rate (single occupant)</b>	<b>Maximum Private Pay Daily Room Rate (single occupant)</b>	<b>Average Private Pay Daily Room Rate (single occupant)</b>
Richmond, VA	\$105.00	\$255.00	\$209.00
Riverside-San Bernardino-Ontario, CA	\$159.00	\$368.00	\$214.00
Roanoke, VA	\$119.00	\$231.00	\$188.00
Rochester, NY	\$249.00	\$315.00	\$294.00
Sacramento-Arden-Arcade-Roseville, CA	\$195.00	\$325.00	\$247.00
Salem, OR	\$205.00	\$235.00	\$223.00
Salt Lake City, UT	\$150.00	\$290.00	\$200.00
San Antonio, TX	\$140.00	\$256.00	\$178.00
San Diego-Carlsbad-San Marcos, CA	\$200.00	\$375.00	\$266.00
San Francisco-Oakland-Fremont, CA	\$198.00	\$350.00	\$279.00
San Jose-Sunnyvale-Santa Clara, CA	\$205.00	\$295.00	\$239.00
Savannah, GA	\$160.00	\$201.00	\$173.00
Scranton--Wilkes-Barre, PA	\$200.00	\$290.00	\$229.00
Seattle-Tacoma-Bellevue, WA	\$155.00	\$345.00	\$258.00
Shreveport-Bossier City, LA	\$123.00	\$200.00	\$148.00
Sioux Falls, SD	\$154.00	\$214.00	\$178.00
St. Louis, MO-IL	\$110.00	\$246.00	\$162.00
Stockton, CA	\$96.00	\$288.00	\$224.00
Tampa-St. Petersburg-Clearwater, FL	\$185.00	\$270.00	\$223.00
Toledo, OH	\$151.00	\$261.00	\$210.00
Tucson, AZ	\$202.00	\$300.00	\$235.00
Tulsa, OK	\$130.00	\$200.00	\$157.00
Virginia Beach-Norfolk-Newport News, VA-NC	\$170.00	\$228.00	\$193.00
Washington-Arlington-Alexandria, DC-VA-MD-WV	\$177.00	\$500.00	\$263.00
Wichita, KS	\$127.00	\$182.00	\$159.00
<b>NATIONAL AVERAGES:</b>	<b>\$165.00</b>	<b>\$292.00</b>	<b>\$219.00</b>