

People over profits

Why nonprofit, mission-driven health care matters



housecallprovidershospice.org

The differences between nonprofit, mission-driven health organizations and their for-profit counterparts

Nonprofit organizations, like Housecall Providers and others that belong to the National Partnership for Healthcare and Hospice Innovation (NPHI), prioritize patient well-being and holistic care over financial gain. In contrast, for-profit entities often prioritize profitability, sometimes at the expense of patient care. They operate with fundamentally different philosophies, goals and impacts on the communities they serve. The NPHI-sponsored 2019 study, *Hospice Medicare Margins: Analysis of Patient and Hospice Characteristics, Utilization, and Cost* outlined these differences in funding and resource allocation (chart to right):



Core mission and goals

Nonprofit, mission-driven health organizations operate on a values-driven model that focuses on comprehensive, coordinated and compassionate care. Their primary mission is to provide accessible, high-quality healthcare services to all, including underserved populations. This often includes focusing on holistic care, preventive services and addressing social determinants of health.

In contrast, for-profit health organizations are primarily driven by the need to generate profit for shareholders. While they also provide healthcare services, their operations are geared towards maximizing financial returns, which can sometimes lead to prioritizing higher-margin services over essential but less profitable care.

Funding and resource allocation

Nonprofit vs. For-profit

● Nonprofit ● For-profit

Nonprofits provide:

10% more nursing visits



35% more social worker visits



Double the therapy visits per day



Meanwhile, for-profit hospices report spending:

over 300% more on advertising costs



less than half on bereavement services



Profit margins

3.0% vs. 19.9%



(Source: NPHI, 2019)



Patient-centered care

Nonprofit, mission-driven health organizations like Housecall Providers are inherently patient-centered. Our care models are designed around the needs of the patient, often involving personalized care plans, extensive community outreach and integrated services that address both medical and non-medical needs.

For-profit organizations, while increasingly adopting patient-centered approaches due to market demand, still tend to prioritize services and practices that boost profitability, which can sometimes compromise the quality and comprehensiveness of care.

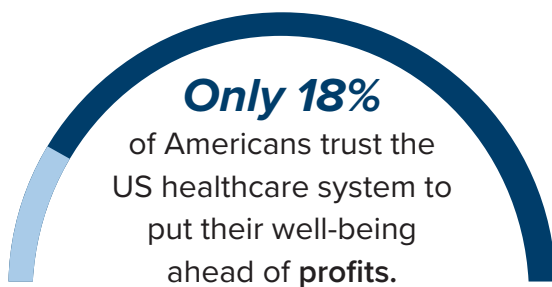
Innovation and adaptability

Housecall Providers and similar nonprofit health organizations innovate by combining medical and social services, utilizing community health workers and focusing on preventive care. Our nonprofit status prioritizes long-term health outcomes over short-term financial gains.

For-profit organizations, though rich in resources and capable of driving technological and procedural advancements, often target profitability, potentially leading to unequal access to new treatments and services.



Trust and accountability



Trust in the health care system is critically low. Community-based organizations like Housecall Providers are building trust by demonstrating a commitment to patient care and transparency.

(Source: NPHI, 2019)

Impact on health equity

Nonprofit, mission-driven health organizations play a critical role in advancing health equity. By focusing attention on underserved and vulnerable populations, we help reduce health disparities and improve overall community health.

For-profit organizations, while contributing to healthcare delivery, often do not focus specifically on health equity. Market-driven practices can result in uneven access to care, with underserved communities facing greater challenges in obtaining necessary services.



As one of only two hospices in Oregon to earn all four rings in the 2023 Quality Connections program of the National Hospice and Palliative Care Organization (NHPCO), Housecall Providers Hospice's accomplishments speak for themselves. Quality Connections stands as the sole national program specifically designed to support hospice and palliative care providers in delivering exceptional, patient-focused care.

This achievement reflects our dedication to providing outstanding end-of-life care and reinforces our commitment to leading the way in best practices within the field.



This document is adapted from the People over Profits blueprint produced by the National Partnership for Healthcare and Hospice Innovation (NPHI) at hospiceinnovations.org. The facts and figures are from the NPHI-sponsored 2019 study, *Hospice Medicare Margins: Analysis of Patient and Hospice Characteristics, Utilization, and Cost*. You can find a link to the full report at housecallprovidershospice.org (scroll down the page) or scan the QR code to read it on your phone.

