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On Behalf Of: Eden Senior Care
Committee: House Committee On Rules
Measure, Appointment or Topic: HB3838

I'm the owner of Eden Senior Care and I wouldn't be able to be open because I would have to to make my base rate more expensive to be able to afford to pay different things.

Higher costs can significantly limit referrals from hospitals, discharge planners, and families who have budget constraints. They may opt for more affordable options. If my pricing exceeds what the local market can bear or what families are willing to pay, you may experience lower occupancy rates, leading to empty beds and lost revenue

Low occupancy due to high prices directly impacts your revenue stream, making it difficult to cover operating costs, maintain the property, and pay staff, ultimately threatening the financial stability of your home.. In essence, while providing excellent care is crucial, pricing must be competitive and reflect the perceived value within your local market to ensure a steady stream of residents and the long-term survival of your adult foster home.