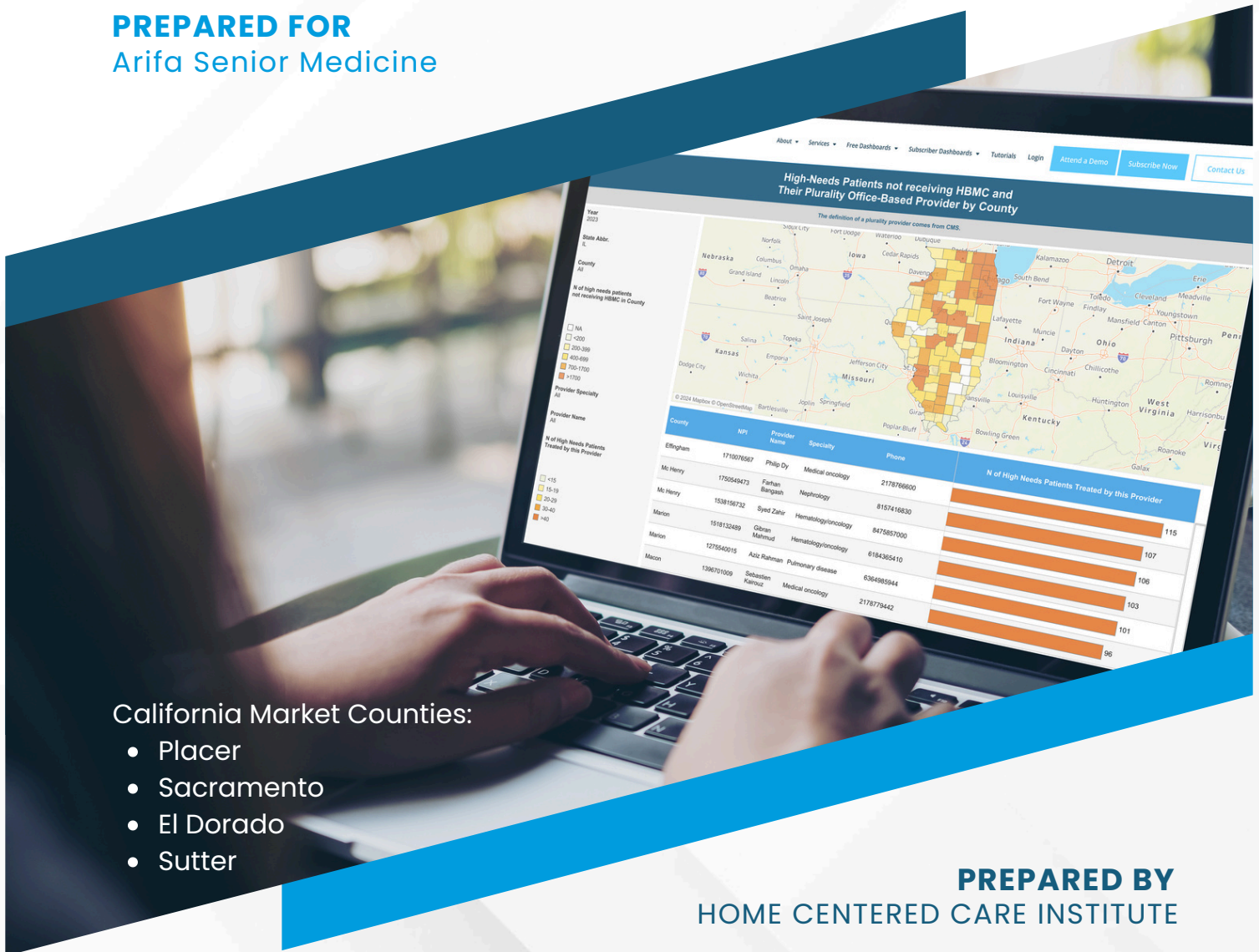


PREMIUM MARKET ANALYSIS REPORT

PREPARED FOR
Arifa Senior Medicine



California Market Counties:

- Placer
- Sacramento
- El Dorado
- Sutter

PREPARED BY
HOME CENTERED CARE INSTITUTE

May 2026 - V1

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Table of Contents

Demand	3
Frail and High Needs Patients in Selected California Counties, 2025	3
Unmet Needs in FFS High-Needs Patients (HNP), 2025	9
High Needs Patients, by Zip Code, 2025.....	10
Characteristics of Older Adults in Selected California Counties, 2024	11
Older Adults Characteristics, by Zip Code, 2024	12
Supply	13
Market Share of Home and ALF Visits by County and Program	13
Market Share of Home and ALF Visits by County and Clinician	20
Clinician and Program Affiliations Medicare FFS, 2025	23
Scorecard: HBMC Programs, FFS 2025	24
Scorecard: HBMC Programs, Medicare Advantage, 2023.....	26
Scorecard: HBMC Clinicians, FFS, 2025.....	27
Frequency of Billing Codes used in HBMC Claims, 2025	29
Partnership Opportunities	32
Assisted Living Facilities, 2025	32
Home Health Agencies, 2025	34
Hospices, 2025	36
Referral Sources and Relationships	38
Plurality Providers of High Needs Patients Not Receiving HBMC, 2025	40
MA Companies in Selected California Counties and Market Share	42
Market Trends & Forecast	44

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 California Counties, 2025

Medicare Fee-for-Service (FFS)

Number of FFS patients age 65+ in Selected California Counties: 205,237

El Dorado County (Number of FFS patients age 65+: 29,370)

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+	14.1	10.1
Age: 75+	26.7	19.4
Age: 85+	62.3	47.6
HCC* between 2 and 3	51.7	38.9
HCC between 3 and 4	63.6	50.6
HCC greater than 4	94.8	75.5
CFI** between 0.15 and 0.25	17.8	12.6
CFI between 0.25 and 0.35	97.8	73.5
CFI greater than 0.35	226.5	165.4
High Needs Patients***	79.5	57.6

* 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.

Placer County (Number of FFS patients age 65+: 45,446)

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+	13.6	8.5
Age: 75+	24.1	16.0
Age: 85+	48.2	36.1
HCC between 2 and 3	45.3	35.1
HCC between 3 and 4	38.5	24.4
HCC greater than 4	66.6	38.8
CFI between 0.15 and 0.25	16.9	9.8
CFI between 0.25 and 0.35	72.3	48.4
CFI greater than 0.35	154.9	105.0
High Needs Patients	58.9	35.3

Sacramento County (Number of FFS patients age 65+: 113,850)

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+	29.4	17.1
Age: 75+	47.6	28.3
Age: 85+	80.5	52.5
HCC between 2 and 3	77.4	50.9
HCC between 3 and 4	105.8	65.2
HCC greater than 4	133.7	89.6
CFI between 0.15 and 0.25	35.1	17.6
CFI between 0.25 and 0.35	138.1	87.4
CFI greater than 0.35	264.9	187.3
High Needs Patients	119.8	76.2

Sutter County (Number of FFS patients age 65+: 16,571)

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+	7.0	3.9
Age: 75+	9.3	4.5
Age: 85+	11.2	6.6
HCC between 2 and 3	21.3	10.6
HCC between 3 and 4	27.6	14.7
HCC greater than 4	46.4	26.5
CFI between 0.15 and 0.25	9.6	6.1
CFI between 0.25 and 0.35	39.0	23.3
CFI greater than 0.35	59.2	31.2
High Needs Patients	35.5	19.3

Medicare Advantage (MA), 2023

Number of Medicare Advantage patients age 65+ in Selected California Counties: 250,486

El Dorado County (Number of MA patients age 65+: 21,869)

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+	35.3	4.6
Age: 75+	49.7	9.1
Age: 85+	71.0	22.2

Placer County (Number of MA patients age 65+: 54,584)

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+	23.6	3.2
Age: 75+	27.7	5.3
Age: 85+	36.4	12.4

Sacramento County (Number of MA patients age 65+: 170,725)

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+	31.0	4.7
Age: 75+	36.8	8.3
Age: 85+	50.8	16.8

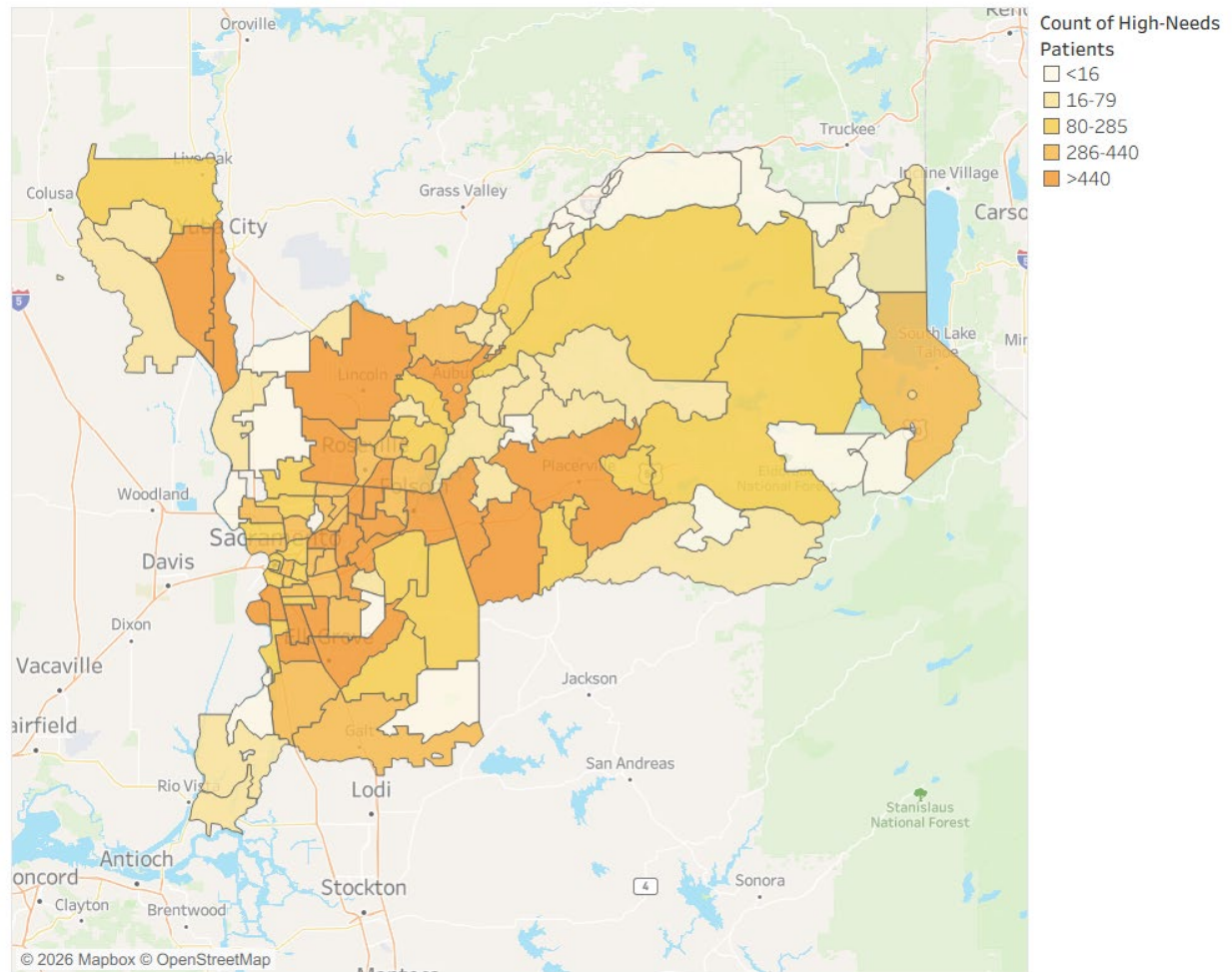
Sutter County (Number of MA patients age 65+: 3,308)

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+	46.4	5.6
Age: 75+	51.6	11.0
Age: 85+	91.5	33.9

Unmet Needs in FFS High-Needs Patients (HNP), 2025

County	# HNP	High Need Patients Received a House Call	High Need Patients Not Receiving any House Calls
El Dorado	3,327	269	3,058
Placer	5,792	341	5,451
Sacramento	18,174	2,010	16,164
Sutter	2,215	79	2,136

High Needs Patients, by Zip Code, 2025



[Interactive Map](#)

Characteristics of Older Adults in Selected California Counties, 2024

Racial Demographics in 65+

# of 65+	White	Black	Asian	Hispanic
390,662	68.5%	5.3%	13.1%	10.4%

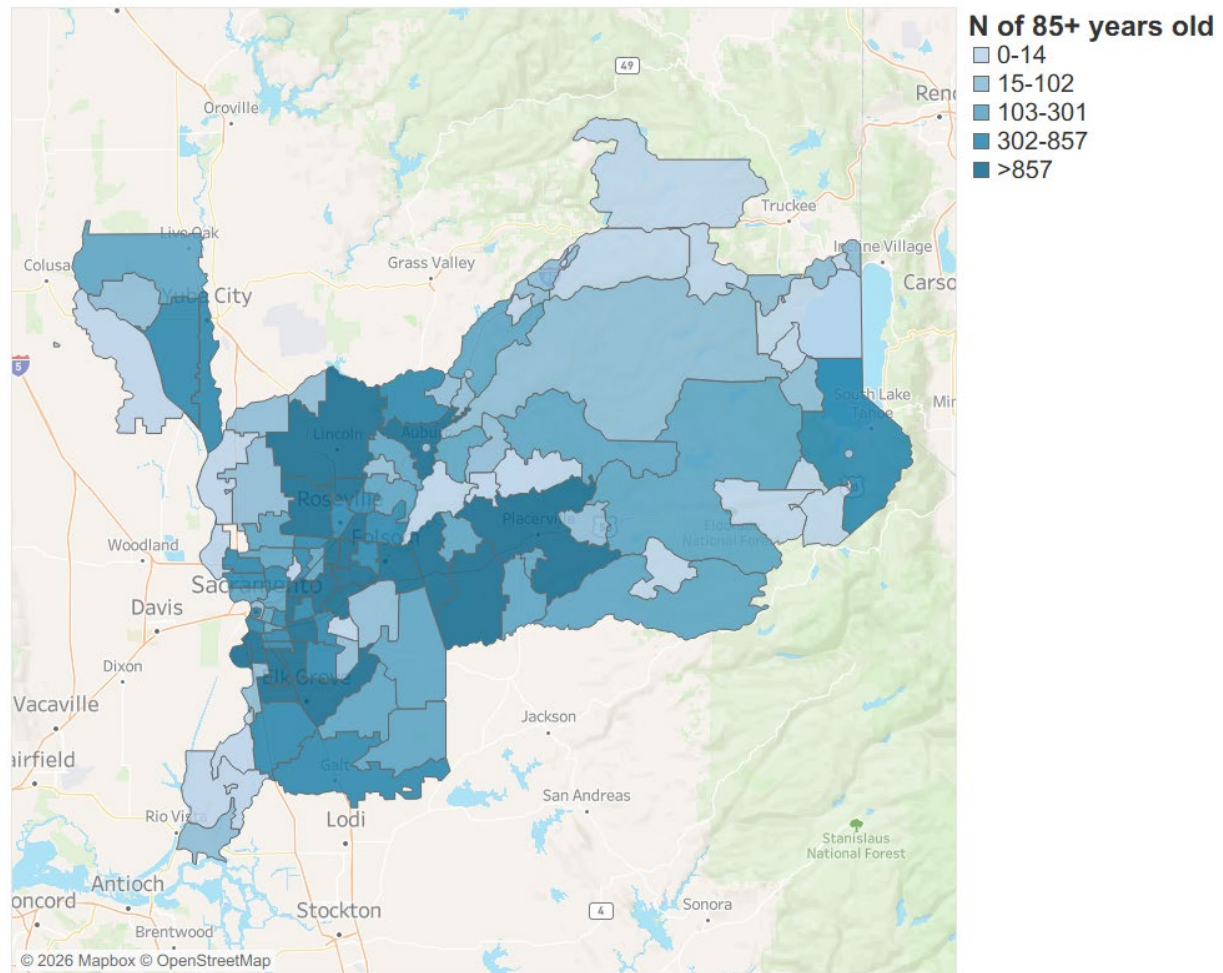
Socio-demographic Characteristics in 65+

# of 65+	# of 75+	% of 65+ Living Alone	% of 65+ with Less Than HS Education	% of 65+ with Income Below Poverty Level
390,662	160,203	24.4%	11.5%	9.5%

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
13.3%	6.1%	9.0%	21.2%	8.4%	15.4%

Older Adults Characteristics, by Zip Code, 2024



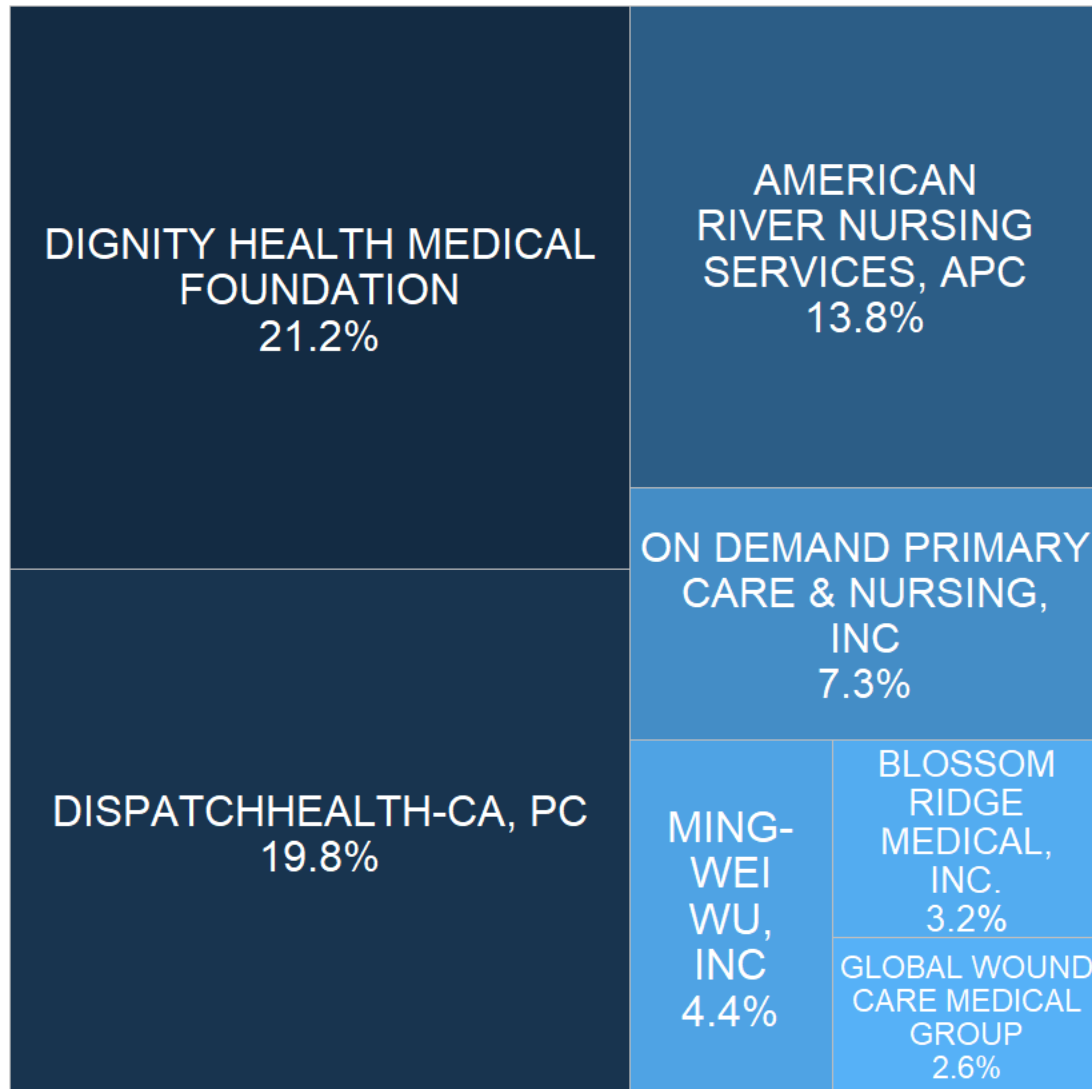
[Interactive Map](#)

Supply

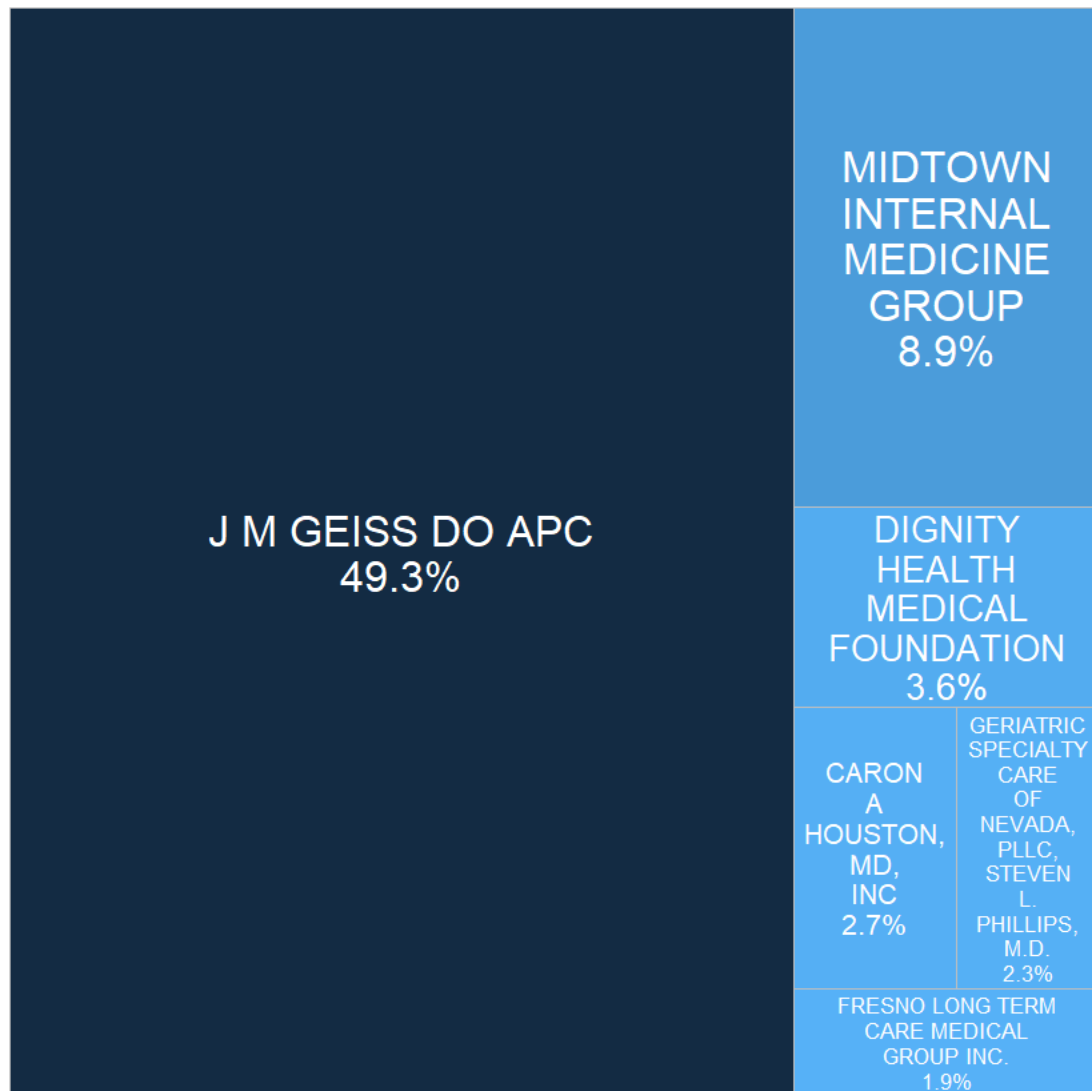
Market Share of Home and ALF Visits by County and Program

Market Share of Programs in Medicare Fee-for-Service (FFS), 2025

Home Visits in Selected California Counties



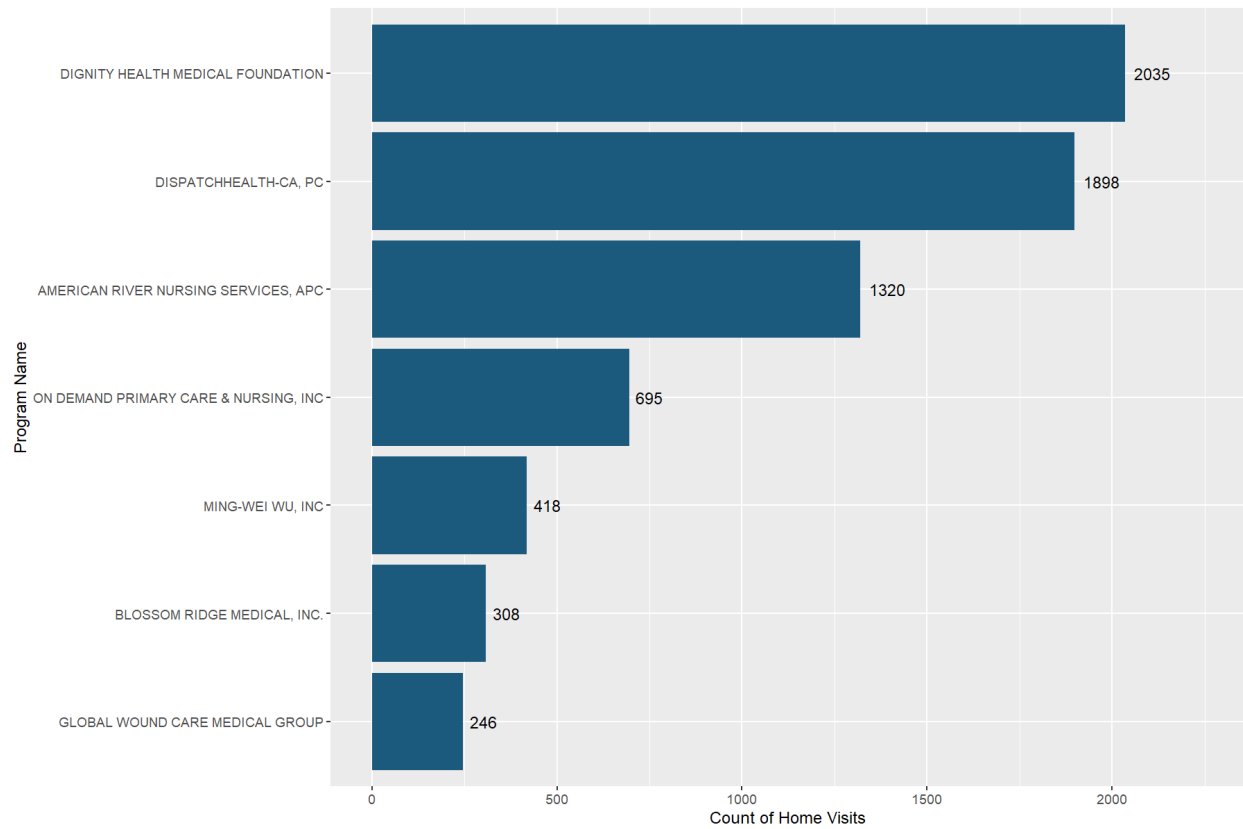
Assisted Living Facility (ALF) Visits, 2025



Home Visits in Selected California Counties, 2025

Counties	Program	# of Home Visits	Market Share (%)
El Dorado, Placer, Sacramento, Sutter	Dignity Health Medical Foundation	2,035	21.2%
El Dorado, Placer, Sacramento, Sutter	DispatchHealth-CA, PC	1,898	19.8%
El Dorado, Placer, Sacramento, Sutter	American River Nursing Services, APC	1,320	13.8%
El Dorado, Placer, Sacramento, Sutter	On Demand Primary Care & Nursing, Inc	695	7.3%
El Dorado, Placer, Sacramento, Sutter	Ming-Wei Wu, Inc.	418	4.4%
El Dorado, Placer, Sacramento, Sutter	Blossom Ridge Medical, Inc.	308	3.2%
El Dorado, Placer, Sacramento, Sutter	Global Wound Care Medical Group	246	2.6

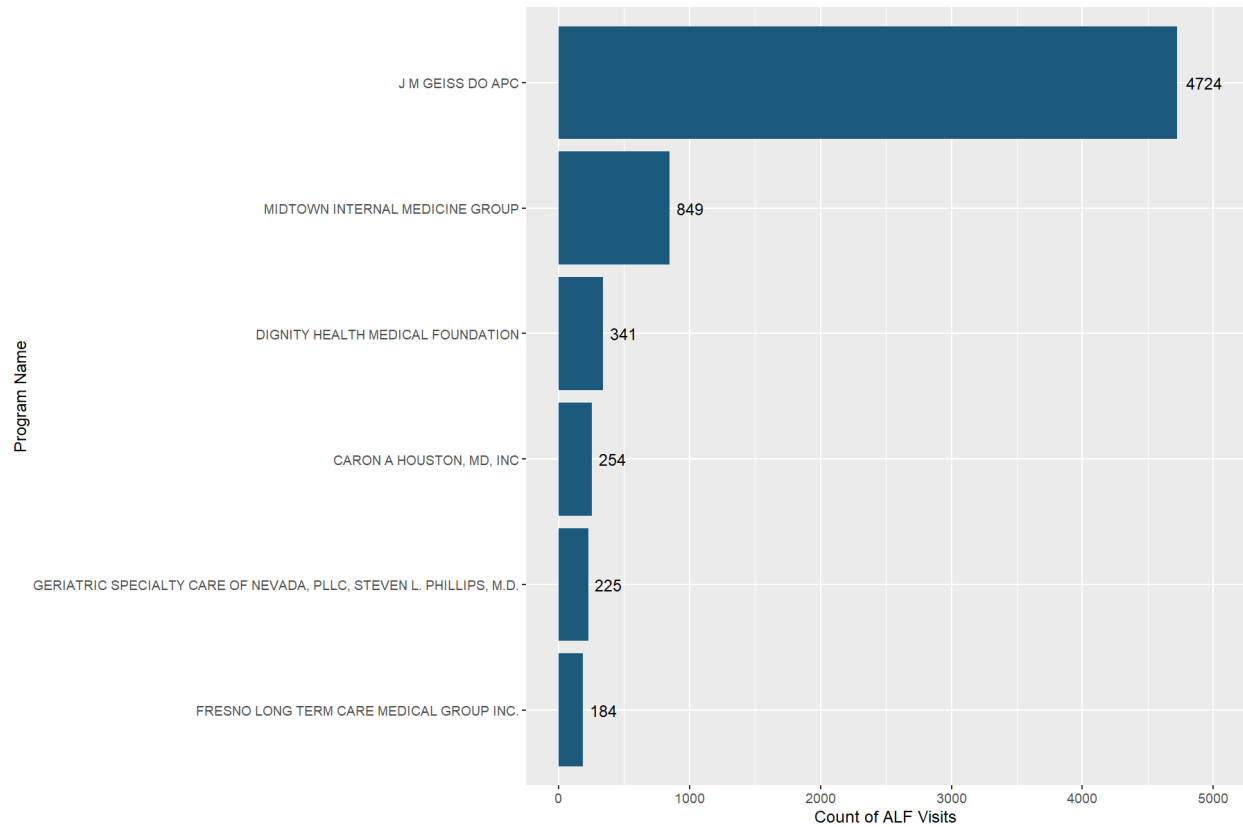
Home Visits by HBMC Providers



Assisted Living Facility (ALF) Visits in Selected California Counties, 2025

County	Program	# of ALF Visits	Market Share (%)
El Dorado, Placer, Sacramento, Sutter	J M Geiss DO APC	4,724	49.3%
El Dorado, Placer, Sacramento, Sutter	Midtown Internal Medicine Group	849	8.9%
El Dorado, Placer, Sacramento, Sutter	Dignity Health Medical Foundation	341	3.6%
El Dorado, Placer, Sacramento, Sutter	Caron A Houston, MD, Inc.	254	2.7%
El Dorado, Placer, Sacramento, Sutter	Geriatric Specialty Care of Nevada, PLLC	225	2.3%
El Dorado, Placer, Sacramento, Sutter	Fresno Long Term Care Medical Group Inc.	184	1.9%

ALF Visits by HBMC Providers



HBMC Programs of High Needs Patients, 2025

Relevant Providers	N of High Needs Patients
DispatchHealth-CA, PC	658
Dignity Health Medical Foundation	348
J M Geiss DO APC	223
American River Nursing Services, APC	114
Izuchukwu Okpara MD Inc.	104

Top Home Visit Programs in Medicare Advantage (MA)

Home Visits in Selected California Counties, 2023

County	Program	# of Home Visits	Market Share (%)
El Dorado, Placer, Sacramento, Sutter	Dignity Health Medical Foundation	2,307	52.0%
El Dorado, Placer, Sacramento, Sutter	J.M. Geiss D.O. APC	511	11.5%
El Dorado, Placer, Sacramento, Sutter	Geriatric Specialty Care of Nevada, PLLC	76	1.7%
El Dorado, Placer, Sacramento, Sutter	Albion Medical Partners of California West, PC	66	1.5%
El Dorado, Placer, Sacramento, Sutter	KMTRASK, PLLC	58	1.3%
El Dorado, Placer, Sacramento, Sutter	Physician Housecalls LLC	48	1.1%

Market Share of Home and ALF Visits by County and Clinician

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

Home Visits in Selected California Counties, 2025

County	Practice/Clinician	# of Home Visits	Market Share (%)
El Dorado, Placer, Sacramento, Sutter	Vladlen Pogorelov	695	7.3%
El Dorado, Placer, Sacramento, Sutter	Christa Smith	526	5.5%
El Dorado, Placer, Sacramento, Sutter	Amy McNabb	498	5.2%
El Dorado, Placer, Sacramento, Sutter	Natalya V Stadnitskaya	430	4.5%
El Dorado, Placer, Sacramento, Sutter	Jaclyn Victoria	354	3.7%
El Dorado, Placer, Sacramento, Sutter	Mrs. Jamie M Green	334	3.5%
El Dorado, Placer, Sacramento, Sutter	Kimberly Cunningham	291	3.0%
El Dorado, Placer, Sacramento, Sutter	Raffie Villanueva Dacasin	289	3.0%
El Dorado, Placer, Sacramento, Sutter	Dragana Strainovic Cooper	286	2.9%
El Dorado, Placer, Sacramento, Sutter	Pratikshya Adhikari	274	2.9%

Assisted Living Facility (ALF) Visits in Selected California Counties, 2025

County	Practice/Clinician	# of ALF Visits	Market Share (%)
El Dorado, Placer, Sacramento, Sutter	Lashunda Phillips	1,306	13.6%
El Dorado, Placer, Sacramento, Sutter	David H. Lehman	849	8.9%
El Dorado, Placer, Sacramento, Sutter	Lisa Watkins Tomlinson	522	5.4%
El Dorado, Placer, Sacramento, Sutter	Navneet Boparai	502	5.2%
El Dorado, Placer, Sacramento, Sutter	Fatima Ramirez Pilar	472	4.9%
El Dorado, Placer, Sacramento, Sutter	Mohammed Umer Abdul Waris	418	4.4%
El Dorado, Placer, Sacramento, Sutter	Abica Jagarnauth	377	3.9%
El Dorado, Placer, Sacramento, Sutter	Peris Rodriguez	257	2.7%
El Dorado, Placer, Sacramento, Sutter	Caron Alexandra Houston	254	2.7%

Top Home Visit Clinicians in Medicare Advantage (MA)

Home Visits in Selected California Counties, 2023

County	Practice/Clinician	# of Home Visits	Market Share (%)
El Dorado, Placer, Sacramento, Sutter	Dragana Strainovic Cooper	444	9.3%
El Dorado, Placer, Sacramento, Sutter	Pratikshya Adhikari	364	7.6%
El Dorado, Placer, Sacramento, Sutter	Plaxedes Dambudzo Matabah	321	6.7%
El Dorado, Placer, Sacramento, Sutter	Lisa M Adamek	316	6.6%
El Dorado, Placer, Sacramento, Sutter	Yael Saavedra	311	6.5%
El Dorado, Placer, Sacramento, Sutter	Jaime M Green	249	5.2%
El Dorado, Placer, Sacramento, Sutter	Christa Smith	239	5.0%
El Dorado, Placer, Sacramento, Sutter	Ciaran George Carroll	216	4.5%
El Dorado, Placer, Sacramento, Sutter	Mary Traver Wand	194	4.1%
El Dorado, Placer, Sacramento, Sutter	Nancy Hamler	183	3.8%

Clinician and Program Affiliations Medicare FFS, 2025

Clinician	Affiliation	# of Home/ALF Visits
Christa Smith	American River Nursing Services, APC	522
Natalya V Stadnitskaya	American River Nursing Services, APC	431
Jaclyn Victoria	American River Nursing Services, APC	357
Jaime M Green	Dignity Health Medical Foundation	474
Dragana Strainovic Cooper	Dignity Health Medical Foundation	461
Mary Traver Ward	Dignity Health Medical Foundation	353
Pratikshya Adhikari	Dignity Health Medical Foundation	366
Amy McNabb	DispatchHealth-CA, PC	506
Lashunda Phillips	J M Geiss DO APC	1,314
Lisa Watkins Tomlinson	J M Geiss DO APC	522
Navneet Boparai	J M Geiss DO APC	489
Fatima Ramirez	J M Geiss DO APC	473
Mohammed Umer Abdul Waris	J M Geiss DO APC	413
Abica Jagarnauth	J M Geiss DO APC	382
David H Lehman	Midtown Internal Medicine Group	983
Vladlen Pogorelov	On Demand Primary Care & Nursing, Inc.	722

Scorecard: HBMC Programs, FFS 2025

Patient Profiles

Program	N of Longitudinal Patients* in Counties	Total Visits	Median Visits per Patient	Average Visits per Patient	Average Patient Age	Female %	White %
Dignity Health Medical Foundation	319	2,318	7	7.3	84.9	74.3%	69.6%
J M Geiss DO APC	291	4,474	11	15.4	84.0	68.1%	83.9%
American River Nursing Services	122	1,140	8	9.3	82.2	71.1%	90.1%
On Demand Primary Care & Nursing	101	851	7	8.4	77.0	61.5%	68.0%
Midtown Internal Medicine Group	84	906	9	10.8	88.0	66.3%	93.3%
DispatchHealth-CA, PC	61	310	5	5.1	79.7	67.8%	72.9%

*Patients who have received 4+ HBMC 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
Dignity Health Medical Foundation	894	18.2%	6.5	3.14	0.31
J M Geiss DO APC	716	15.4%	10.0	2.98	0.32
American River Nursing Services	638	25.8%	6.3	2.45	0.30
On Demand Primary Care & Nursing	934	15.8%	12.7	2.80	0.33
Midtown Internal Medicine Group	438	10.3%	3.6	2.80	0.29
DispatchHealth- CA, PC	1533	28.9%	11.7	4.46	0.34

Scorecard: HBMC Programs, Medicare Advantage, 2023

Patient Profiles

Program	N of Longitudinal Patients in Counties	Total Visits	Median Visits per Patient	Average Visits per Patient	Average Patient Age	Female %	White %
Dignity Health Medical Foundation	122	931	7	7.6	84.4	76.3%	74.1%
Landmark Medical of California PC	55	261	4	4.7	80.1	54.5%	48.4%
J M Geiss DO APC	14	157	10.5	11.2	86.1	74.2%	82.9%

Patient Risk and Healthcare Utilization

Program	Hospitalizations per 1,000 Patients	Readmission Rate	SNF Days per Patient	Average Prospective HCC	Average CFI Score
Dignity Health Medical Foundation	619	24.4%	3.7	2.89	0.29
Landmark Medical of California PC	866	18.9%	5.3	3.96	0.27
J M Geiss DO APC	517	14.3%	4.3	3.33	0.30

Scorecard: HBMC Clinicians, FFS, 2025

Patient Profiles

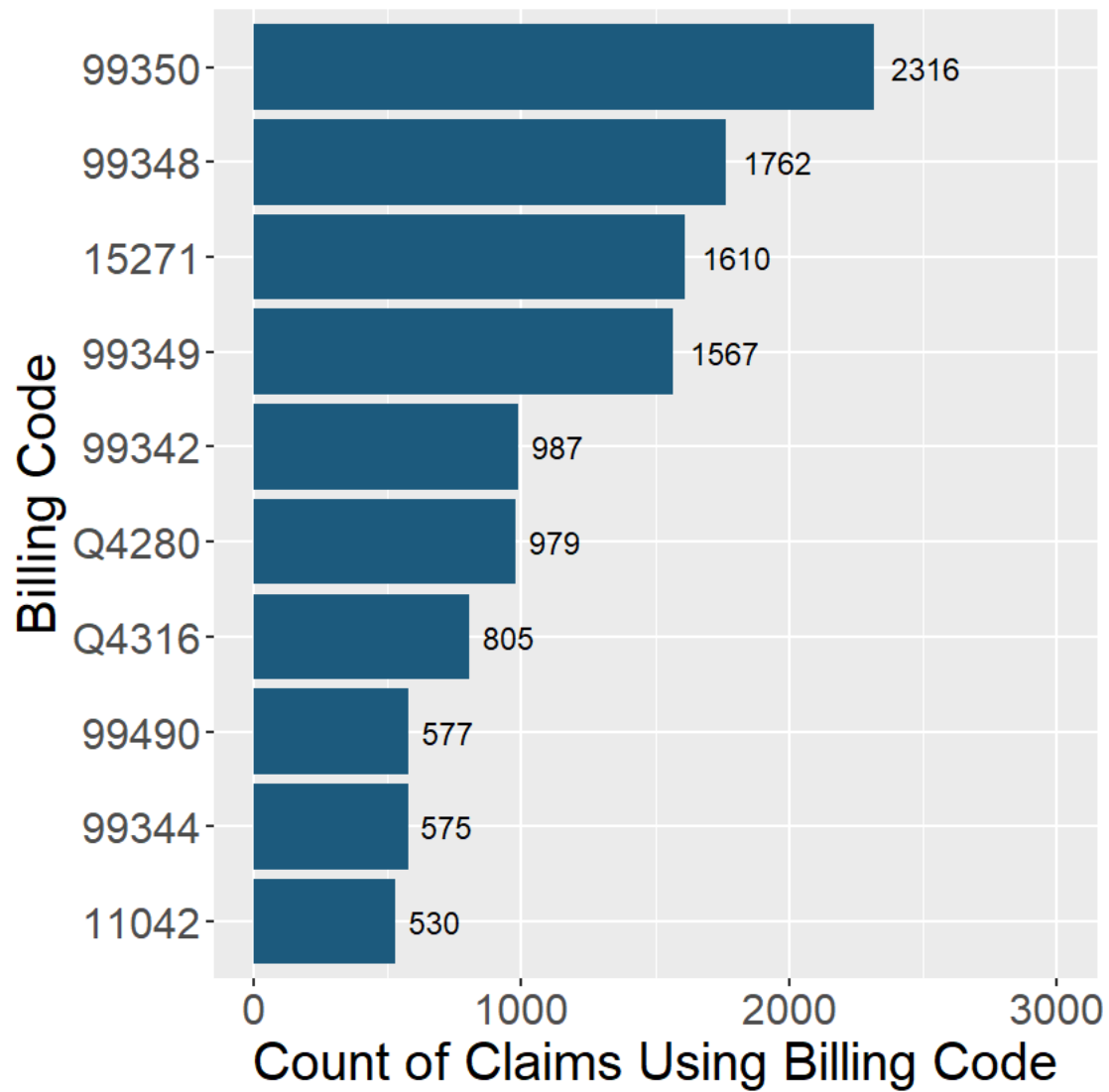
Clinician	Affiliation	N of Longitudinal Patients	Total Visits	Median Visits per Patient	Average Visits per Patient	Average Patient Age	Female %	White %
Vladlen Pogorelov	On Demand Primary Care & Nursing Inc.	101	851	7	8.4	77.3	60.9%	69.5%
David H. Lehman	Midtown Internal Medicine Group	84	906	9	10.8	88.0	66.3%	93.3%
Lashunda Phillips	J M Geiss DO APC	68	1262	18	18.6	77.8	59.5%	79.8%
Jaime Green	Dignity Health Medical Foundation	59	443	7	7.5	84.3	84.3%	53.5%
Dragana Strainovic Cooper	Dignity Health Medical Foundation	46	383	8	7.8	86.5	79.2%	73.6%
Mary Ward	Dignity Health Medical Foundation	45	282	6	6.1	86.2	75.5%	79.2%
Pratikshya Adhikari	Dignity Health Medical Foundation	45	311	6	6.9	84.0	80.4%	76.5%
Mohammed Abdul Waris	J M Geiss DO APC	44	357	8	7.9	86.5	76.7%	91.7%
Natalya V Stadnitskaya	American River Nursing Services	42	363	7	8.4	81.7	73.7%	93.0%

Patient Risk and Healthcare Utilization

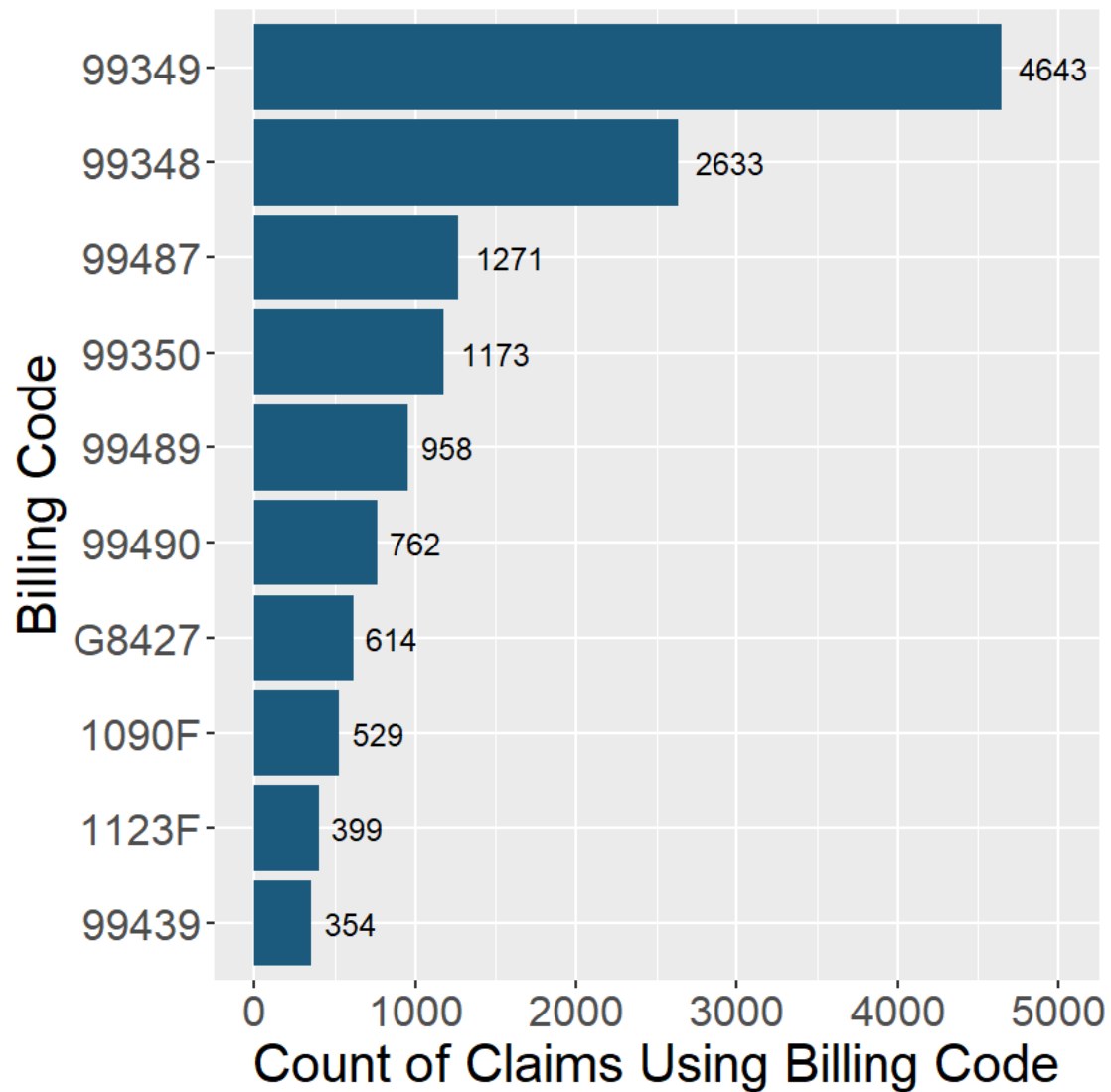
Clinician	Hospitalizations per 1,000 Patients	Readmission Rate	SNF Days per Patient	Average Concurrent HCC	Average CFI Score
Vladlen Pogorelov	930	15.1%	12.5	2.8	0.33
David H. Lehman	438	10.3%	3.6	2.8	0.29
Lashunda Phillips	1060	27.0%	11.8	3.4	0.33
Jaime Green	859	9.8%	5.9	3.3	0.33
Dragana Strainovic Cooper	547	10.4%	7.1	2.8	0.31
Mary Ward	434	17.4%	3.7	2.5	0.29
Pratikshya Adhikari	902	17.6%	7.0	3.1	0.27
Mohammed Abdul Waris	400	9.2%	2.3	1.9	0.27
Natalya V Stadnitskaya	649	24.3%	4.8	2.5	0.31

Frequency of Billing Codes used in HBMC Claims, 2025

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
99348	Established patient: low MDM; Typical time: 30 minutes
15271	Application of skin substitute graft to trunk, arms, legs, total wound surface area up to 100 sq cm; first 25 sq cm or less wound surface area
99349	Established patient: moderate MDM; Typical time: 40
99342	New patient: low MDM; Typical time: 30 minutes
Q4280	Xcell amnio matrix, per square centimeter (add-on, list separately in addition to primary procedure)
Q4316	Amchoplast, per square centimeter
99490	Chronic care management services; first 20 minutes of clinical staff time directed by a physician or other qualified health care professional
99344	New patient: moderate MDM; Typical time: 60 minutes
11042	Debridement, subcutaneous tissue; first 20 sq cm or less
99487	Complex chronic care management services; first 60 minutes of clinical staff time directed by a physician or other qualified health care professional
99489	Complex chronic care management services; each additional 30 minutes of clinical staff time directed by a physician or other qualified health care professional
G8427	Eligible clinician attests to documenting in the medical record they obtained, updated or reviewed the patient's current medications
1090F	Presence or absence of urinary incontinence assessed
1123F	Advance care planning discussed and documented—advance care plan or surrogate decision-maker documented in the medical record.
99439	Chronic care management services; each additional 20 minutes of clinical staff time directed by a physician or other qualified health care professional

Partnership Opportunities

Assisted Living Facilities, 2025

Facility Name	County	City	Phone	# of Units
Ponte Palmero	El Dorado County	Cameron Park	(530) 677-9100	250
Oakmont of El Dorado Hills	El Dorado County	El Dorado Hills	(916) 467-8330	129
Eskaton Village Placerville	El Dorado County	Placerville	(530) 295-3400	74
The Pavilion at El Dorado Hills	El Dorado County	El Dorado Hills	(916) 542-3452	64
Blissful Garden	El Dorado County	Cameron Park	(530) 313-0364	46
Sonrisa Senior Living	Placer County	Roseville	(279) 213-0047	199
The Terraces of Roseville	Placer County	Roseville	(916) 786-3277	199
Summerset Lincoln Assisted Living	Placer County	Lincoln	(916) 644-3151	162
The Ivy at Blue Oaks	Placer County	Roseville	(916) 432-2878	157
The Villas at Stanford Ranch	Placer County	Rocklin	(916) 741-7050	150
Eskaton Village	Sacramento County	Carmichael	(916) 974-2000	500
Atria El Camino Gardens	Sacramento County	Carmichael	(916) 488-5722	325
Oakmont of East Sacramento	Sacramento County	East Sacramento	(916) 905-2400	214

Bruceville Point	Sacramento County	Elk Grove	(916) 226-5300	200
Prairie City Landing	Sacramento County	Folsom	(916) 458-0303	200
Emerald Oaks	Sutter County	Yuba City	(530) 490-1401	116
Summerfield Senior Living	Sutter County	Yuba City	(530) 755-3850	99
The Courtyard	Sutter County	Yuba City	(530) 790-3050	80
Willow Glen Care Center	Sutter County	Yuba City	(530) 751-9900	60
The Gardens	Sutter County	Yuba City	(530) 790-3075	49

Home Health Agencies, 2025

Facility Name	County	Phone	# Patients	Average Medicare Payments per Patient
Marshall Medical Center	El Dorado County	(530) 626-2900	579	\$4,574
RX Staffing and Home Care, Inc.	El Dorado County	(916) 485-8200	201	\$6,758
Hearts Home Healthcare Inc	El Dorado County	(916) 209-8184	153	\$10,061
Barton Healthcare System	El Dorado County	(530) 543-5581	146	\$6,089
Accentcare Home Health of California, Inc.	El Dorado County	(916) 852-5888	131	\$8,992
Sutter Visiting Nurse Association and Hospice (Roseville)	Placer County	(916) 797-7979	1,365	\$6,614
Sutter Valley Hospitals	Placer County	(530) 886-6650	454	\$5,807
Granite Point Partners LLC	Placer County	(530) 823-3896	370	\$4,612
Agapecare Home Health Inc	Placer County	(916) 580-1730	205	\$5,688
Ascension Home Health Care LLC	Placer County	(916) 480-8448	158	\$6,526
Sutter Visiting Nurse Association and Hospice (Sacramento)	Sacramento County	(916) 388-6200	1,264	\$6,510
American River Home Care	Sacramento County	(916) 209-4400	1,194	\$5,960

Sutter Visiting Nurse Association and Hospice (Roseville)	Sacramento County	(916) 797-7979	683	\$7,087
Dignity Health	Sacramento County	(916) 281-2300	679	\$6,074
RX Staffing and Home Care, Inc.	Sacramento County	(916) 485-8200	623	\$6,625
Sutter Visiting Nurse Association and Hospice (Yuba City)	Sutter County	(530) 749-3450	683	\$5,698
Western Health Resources	Sutter County	(530) 673-7100	332	\$6,176
Freedom Home Health and Hospice Care Services Inc.	Sutter County	(530) 742-4800	96	\$6,038
Advanced Home Health Inc.	Sutter County	(916) 978-0744	88	\$6,318
Nightingale Home Healthcare of Northern California Inc.	Sutter County	(866) 334-7777683	59	\$6,990

Hospices, 2025

Facility Names	Phone	CCN	# Patients	County Market Share (by Beneficiaries)	Hospice Care Index
Sutter Visiting Nurse Association and Hospice	(916) 797-7850	051652	2,007	El Dorado: 4.2% Placer: 28.2% Sacramento: 14.8% Sutter: 3.4%	10
Vitas Healthcare Corporation of California	(916) 925-7010	051779	881	El Dorado: 4.6% Placer: 7.9% Sacramento: 7.9%	9
Kaiser Foundation Hospitals	(916) 486-5300	051546	815	El Dorado: 3.4% Placer: 4.6% Sacramento: 8.6%	10
Snowline Hospice of El Dorado County	(530) 621-7820	051567	782	El Dorado: 39.9% Placer: 1.6% Sacramento: 2.9%	10
Suncrest Hospice Sacramento LLC	(916) 928-0102	921751	736	El Dorado: 3.4% Placer: 4.9% Sacramento: 7.2% Sutter: 3.2%	10
Bristol Hospice – Sacramento, LLC	(916) 782-5511	551538	646	El Dorado: 3.5% Placer: 7.8% Sacramento: 4.8% Sutter: 2.7%	10
American River Hospice Services	(916) 242-4600	A01618	524	El Dorado: 3.9% Placer: 3.6%	10

				Sacramento: 7.2%	
Regents of the University of California	(916) 734-9200	051560	409	El Dorado: 2.3% Placer: 0.9% Sacramento: 4.5% Sutter: 3.9%	10
Sacramento River Healthcare LLC	(916) 725-2580	051721	339	Placer: 3.1% Sacramento: 3.3%	8
Sutter Valley Hospitals	(530) 886-6650	051567	300	El Dorado: 1.5% Placer: 8.9% Sacramento: 0.2%	10

Referral Sources and Relationships

Medicare Fee-for-Service (FFS), 2024

Source of Referral	Target of Referral	Number of Referrals	Source Type
Yingna Liu	American River Nursing Services, APC	43	Office Based Provider
Jeffrey Steven Felgner	J M Geiss DO APC	42	Office Based Provider
Dheeraj Kamra	DispatchHealth-CA, PC	32	Office Based Provider
Kelly Owen	DispatchHealth-CA, PC	20	Office Based Provider
Anthony Menacho	DispatchHealth-CA, PC	19	Office Based Provider
Yahanna Torres	DispatchHealth-CA, PC	19	Office Based Provider
Belal Sultanzai	DispatchHealth-CA, PC	18	Office Based Provider
Casey Goodman	J M Geiss DO APC	17	Office Based Provider
Shirin Yasaman Jimenez	DispatchHealth-CA, PC	16	Office Based Provider
Chan Mi Sung	J M Geiss DO APC	15	Office Based Provider
Lauren Gaffaney	DispatchHealth-CA, PC	15	Office Based Provider
Alaa Zahriya	J M Geiss DO APC	11	Office Based Provider

David M Chess	J M Geiss DO APC	11	Office Based Provider
Munish Kumar	J M Geiss DO APC	11	Office Based Provider
Regents of the University of California	DispatchHealth- CA, PC	15	Home Health
American River Home Care	DispatchHealth- CA, PC	14	Home Health
RX Staffing and Home Care	DispatchHealth- CA, PC	14	Home Health
ProHealth Home Care, Inc.	DispatchHealth- CA, PC	12	Home Health
Bellestar Home Health Care, Inc.	American River Nursing Services, APC	11	Home Health
Regents of the University of California	DispatchHealth- CA, PC	96	Hospice

Plurality Providers of High Needs Patients Not Receiving HBMC, 2025

Relevant Providers	Specialty	N of High Needs Patients Not Receiving HBMC
David Chess	Internal Medicine	332
Qais Wahidi	Internal Medicine	181
Paramjit Takhar	Family Practice	133
Baljinder Gill	Internal Medicine	109
Donald Martin	Family Practice	107
Harinder Bisla	Internal Medicine	100
Subramanyeswara Arekapudi	Hematology/Oncology	97
Dawei Zheng	Family Practice	90
Ronald Sockolov	Family Practice	84
Dron Gauchan	Hematology	82

Plurality Providers of High Needs Patients Not Receiving HBMC, 2025

DAVID CHESS	BALJINDER GILL		DONALD MARTIN	HARINDER BISLA	
	SUBRAMANYESWARA AREKAPUDI		DAWEI ZHENG	RONALD SOCKOLOV	DRON GAUCHAN
	VIJAY SUHAG		NAVNEET VIRK	WAJAHAT KHAN	GLENDA AGUSTIN
QAIS WAHIDI	PAVEL POLSKIY	JAKKIDI REDDY	TET TOE	BALWINDER MALHI	
		SIVAKUMAR REDDY	HOANG PHAM	HAMID KOURDONI	
PARAMJIT TAKHAR	QUINN LI	NADINE YASSA	RAM LALCHANDANI	CHOON-WENG CHAN	

MA Companies in Selected California Counties and Market Share

County	Company	Total Company Enrolled	County Company MA Market Share
El Dorado	Kaiser Foundation HP, Inc.	12,852	57.2%
El Dorado	UHC of California	2,219	9.9%
El Dorado	Aetna Life Insurance Company	1,832	8.2%
El Dorado	Sierra Health and Life Insurance Company, Inc.	1,806	8.0%
El Dorado	Anthem Blue Cross Life and Health Ins. Company	1,022	4.6%
Placer	Kaiser Foundation HP, Inc.	34,369	60.8%
Placer	UHC of California	7,415	13.1%
Placer	Alignment Health Plan	4,625	8.2%
Placer	Sierra Health and Life Insurance Company, Inc.	4,402	7.8%
Placer	Aetna Life Insurance Company	1,433	2.5%
Sacramento	Kaiser Foundation HP, Inc.	105,760	59.3%
Sacramento	UHC of California	12,932	7.3%
Sacramento	Sierra Health and Life Insurance Company, Inc.	12,855	7.2%
Sacramento	Blue Cross of California Partnership Plan, Inc.	11,229	6.3%

Sacramento	Alignment Health Plan	7,229	4.1%
Sutter	Anthem Blue Cross Life and Health Ins Company	1,690	64.6%
Sutter	Sierra Health and Life Insurance Company, Inc.	312	11.9%
Sutter	Kaiser Foundation HP, Inc.	242	9.3%
Sutter	Anthem Insurance Companies, Inc.	158	6.0%
Sutter	California Physicians' Service	114	4.4%

Medicare Advantage Enrollment in Selected California Counties

County	Total Medicare Enrolled	Medicare Advantage (MA) Enrolled	% MA
El Dorado	51,175	22,456	43.9%
Placer	98,666	56,571	57.3%
Sacramento	288,241	178,341	61.9%
Sutter	18,528	2,616	14.1%

Market Trends & Forecast

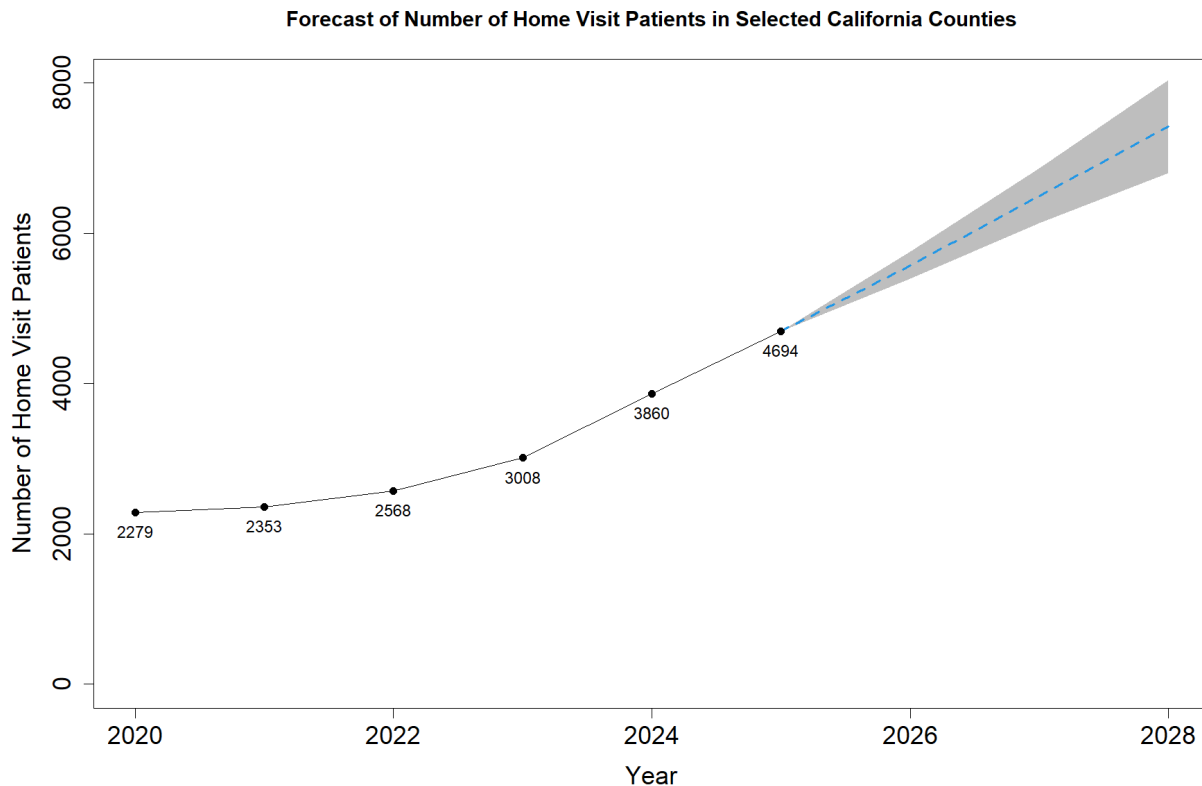
The Market Today vs. Five Years Ago

The number of Medicare FFS patients receiving home visits in El Dorado, Placer, Sacramento, and Sutter Counties has grown substantially in recent years. From 2023 to 2025, the total number of patients receiving home visits increased by 1,686 patients (56%), continuing and accelerating the upward trend observed since 2020.

Similarly, the total volume of home visits in these four counties increased by 61% over the same period, rising from 14,666 visits in 2023 to 23,674 visits in 2025.

Overall, the home visit market in these counties has experienced significant growth over the past five years, with evidence that the pace of growth has accelerated in the most recent years.

Trajectory/Forecast for the Future of this Market



Forecast of Total Home Visits in Selected California Counties

