The U.S. Addiction Rehab Industry

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* Heroin use – discussion, number and % of persons
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* Inhalants use – discussion, number and % of persons:
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2018 National Survey on Drug Use and Health: Major Findings:
- Past Month Substance Use among People Aged 12 or Older: 2018
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- Source Where Pain Relievers Were Obtained for Most Recent Misuse among People Aged 12 or Older Who Misused Pain Relievers in the Past Year: 2018
- Past Year Opioid Misuse among People Aged 12 or Older: 2018

Major Industry Trends & Issues

* Discussion of insurance fraud and overbilling, patient brokering, deceptive marketing
* Discussion of The Affordable Care Act and the Mental Health Parity and Addiction Equity Act and how it has upended the industry’s business model
* Compliance with evidence-based practices is spotty
* Private equity investors pour money into addiction treatment
* Attempts at reform: actions by Google, The Federal Support Act
* Discussion of The Opioid Crisis & Treatment, medically assisted treatment.
Industry Size, Growth, Segments, Forecasts

* Summary: Total industry size, estimates by government vs. other mkt. research firms, public vs. private spending/funding
* The treatment population: no. and % of people actually receiving treatment: 2018, payment by source of funds
* Number of treatment facilities in U.S., % treated by type facility, median no. of clients (total and by outpatient, residential, hospital, detox)
* Estimates of industry size ($ revenues): 2019 SAMHSA report, growth of private, public, out-of-pocket spending 2020 outlook and effect of Affordable Care Act, projected increase of persons in treatment, effects of recessions
* 2025 Forecast: major trends discussion: reliance on public financing, Medicaid, increased private insurance coverage, E-health, effect of recessions
* Discussion of Medicaid and Other State and Local Financing.
* The high-end market segment: discussion of the private pay marketplace, $ value
* Destination markets: discussion of the South Florida market, the “Florida Model”, history
* Discussion of the gambling addiction market: no. of problem gamblers, amount spent per year
* Sex addiction: discussion of why it has come into the mainstream, Tiger Woods and other celebrity publicity, types of treatment programs, list of top treatment centers.

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- Substance abuse treatment expenditures: amount, percent distribution, avg. annual growth: 1986-2020
- Substance Abuse Expenditures, by Type Facility: selected years: 200-2020
- Substance Abuse Expenditures, by type payment: selected years: 2010-2020
- Historical Federal Drug Control Spending on Treatment & Prevention, by fiscal year: 2003-2020
- Historical estimates of the industry’s size, rational: 1983-1998

Treatment Facility Operating Ratios

* U.S. Census Bureau ratios for mental health & substance abuse facilities (2017, 2012, 2007) – no. of facilities, revenues, avg. revenues per center, payroll costs, no. of employees (outpatient vs. inpatient centers) - summary
* Discussion of no. of clients per facility, mean cost of care, cost to treat per person, outpatient care

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(For each organization, a discussion of: history/founding, description of major programs, services, estimated/actual revenues, no. of centers, fees, facilities operated, mergers, sold facilities, recent developments.)

* Hazelden Betty Ford Foundation
* CRC Health Group
* American Addiction Centers
* Promises Behavioral Health
* Passage Malibu
* The Caron Foundation
* Comprehensive Care Corp.
* Malibu Horizon Rehab Center
* Behavioral Health of The Palm Beaches

Directory of Industry Reference Sources 110-116

* Name/address/phone of drug & alcohol abuse-related industry trade associations, government reports, major EAP industry trade journals, hotline phone numbers, etc.
* List of state substance abuse agencies