

THE COST OF NON-COMPLIANCE

IN LONG-TERM CARE



One deficiency today can create thousands—or even millions—of dollars in avoidable costs.

THE HIDDEN COSTS OF NON-COMPLIANCE



CIVIL MONETARY PENALTIES (CMPs)

Federal penalties can range from

\$2,500 to \$10,000+
per deficiency

Multiple deficiencies can quickly escalate into six-figure costs.



LOWER QUALITY RATINGS

Each 1-star drop can reduce revenue by

\$250 – \$1,000
per bed, per month

A 50-bed facility could lose \$125,000 – \$600,000 annually.



INCREASED SURVEY FREQUENCY

More surveys mean higher costs and greater disruption.

2–4x

more staff time, overtime, and preparation costs

Surveys pull leaders away from operations and residents.



STAFF TURNOVER & RECRUITMENT

High turnover due to poor leadership and culture can cost

\$4,000 – \$7,000
per employee

A single RN turnover can cost up to \$60,000.



LEGAL RISK & LIABILITY

Non-compliance increases exposure to lawsuits and regulatory action.

Six-figure lawsuits

are not uncommon.

Reputational damage can be long-lasting and costly.



REPUTATION & OCCUPANCY IMPACT

Poor ratings and public citations impact referrals and census.

1–3%

occupancy loss can equal \$100,000s in lost revenue.

Families have choices. Your reputation matters.

THE COST OF ONE SIGNIFICANT DEFICIENCY (Example Scenario)

CMP Fine	\$10,000
Additional Survey & Preparation Costs	\$8,000
Staff Time & Overtime	\$6,000
Lost Revenue from Lower Rating (3 Months)	\$45,000
Turnover & Replacement Costs	\$20,000
Reputation & Marketing Impact	\$25,000+



TOTAL POTENTIAL COST:
\$114,000+

VS.

THE INVESTMENT THAT PREVENTS IT ACHCA GROUP MEMBERSHIP



Group Membership Investment (Example: 20 Administrators)

\$5,000 – \$7,000
per year



A FRACTION OF THE COST:
A MASSIVE RETURN ON PROTECTION.



PREVENTION IS ALWAYS LESS EXPENSIVE THAN CORRECTION.

ACHCA membership equips your administrators with the education, tools, and support they need to stay ahead of regulatory changes—protecting your residents, your teams, and your bottom line.

THE IMPACT OF COMPLIANCE EXCELLENCE ACROSS YOUR PORTFOLIO



FEWER DEFICIENCIES & FINES

Proactive leadership reduces risk and saves thousands.



HIGHER QUALITY RATINGS

5-Star facilities attract more residents and stronger reimbursement.



STRONGER STAFF RETENTION

Engaged teams stay longer when leadership is strong.



IMPROVED FINANCIAL PERFORMANCE

Better outcomes lead to higher census and profitability.



CONSISTENT OPERATIONAL EXCELLENCE

Standardized leadership drives consistency across all buildings.



BETTER RESIDENT OUTCOMES

Quality care is the foundation of everything you do.



EDUCATED ADMINISTRATORS. STRONGER BUILDINGS. BETTER RESULTS.

ACHCA membership helps you achieve consistent 5-STAR excellence. ★★★★★

ABOUT ACHCA GROUP MEMBERSHIP



CONTINUING EDUCATION & CEUs

Stay ahead of regulatory changes with high-quality, industry-specific education.



MENTORSHIP & LEADERSHIP SUPPORT

Build strong leaders through mentorship and peer learning opportunities.



BEST-PRACTICE RESOURCES

Access proven tools and guidance on compliance, quality, and operations.



NATIONAL NETWORK & EVENTS

Connect, collaborate, and grow with administrators across the country.

**INVEST IN LEADERSHIP.
PROTECT YOUR FUTURE.**



ACHCA

American College of
Health Care Administrators

**LEARN MORE ABOUT
GROUP MEMBERSHIP TODAY!**

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