ACCG PUBLIC SAFETY AND THE COURTS

AUGUST 29, 2019

EMS ISSUES - STAFFING

- Staffing Issues
  - Difficult to Recruit Due to Salary Issues
    - Competition with other healthcare entities and non-emergency ambulance services
  - Secondary Cause - Training Opportunities
  - Concern About Requirement for Paramedics to Obtain an Associate Degree
  - New Opportunities
    - On-line training with Trauma Commission Funding
    - Governor Kemp's Inclusion of EMS Courses on the list of "Critical Needs"

EMS ISSUES – NEW CMS INITIATIVES

- Nursing Home Readmission Policy
  - 2% penalty for high readmission rates
  - 1.6% bonus for meeting or exceeding the goal
- What Does This Mean to You
  - Decrease in volume of calls means decrease in income
    - Emanuel County Impact of $100,000 decrease from one nursing home
    - Low marginal cost for these calls – i.e. profitable
    - Short time on Task no need to call in additional crews – no need to call additional staff to work

EMS ISSUES – NEW CMS INITIATIVES

- CMS Rules on Ambulance Cost Reporting
- VERY VERY Important – You Must Take This Seriously
  - This Will Determine Ambulance Rates in the Future
  - MUST be Accurate
  - Include ALL Costs of Doing Business
    - Insurance, Maintenance, Building Cost, Staff Time

EMS ISSUES – BASIC BUSINESS

- Fixed Cost or Readiness Costs
- Marginal Costs

EMS ISSUES – BASIC BUSINESS

- Fixed Costs (Readiness Cost) – The Largest Part of the EMS Budget
  - Salaries
  - Benefits (workman's compensation, insurance, retirement plans)
  - Vehicle costs not associated with transport including insurance and all maintenance costs
  - Administrative Cost including supervisor's time, H.R. functions, Billing Cost
  - Maintenance Cost – including contracts for medical equipment
  -
- Marginal Cost – Costs Associated with Output (EMS runs – standbys etc.)

EMS ISSUES - REIMBURSEMENT

- High Percentage of Patients with Medicare, Medicaid and Private Pay
- Emanuel County
  - 37% of Medicare Patients
  - 21% of Medicaid Patients including Care Managed Organizations
  - 17% Self Pay – Often Means No Pay

  - This means 75% of my charges – I have little to no control over how much we are paid

EMS ISSUES - REIMBURSEMENT

- To My Knowledge (and others) the increase from Medicaid in the Past 12 Years Has Been 3%
  - Compare that to the price of fuel, supplies staff
- In 1992 (all of us) Agreed to a License Fee to Increase the Medicaid Rate to the Medicare Rate
  - This Money is Being Spent on Other Agencies
- Upper Payment Limit Initiative – Focus on Hospital Based Agencies – Hope to Expand

EMS ISSUES - REIMBURSEMENT

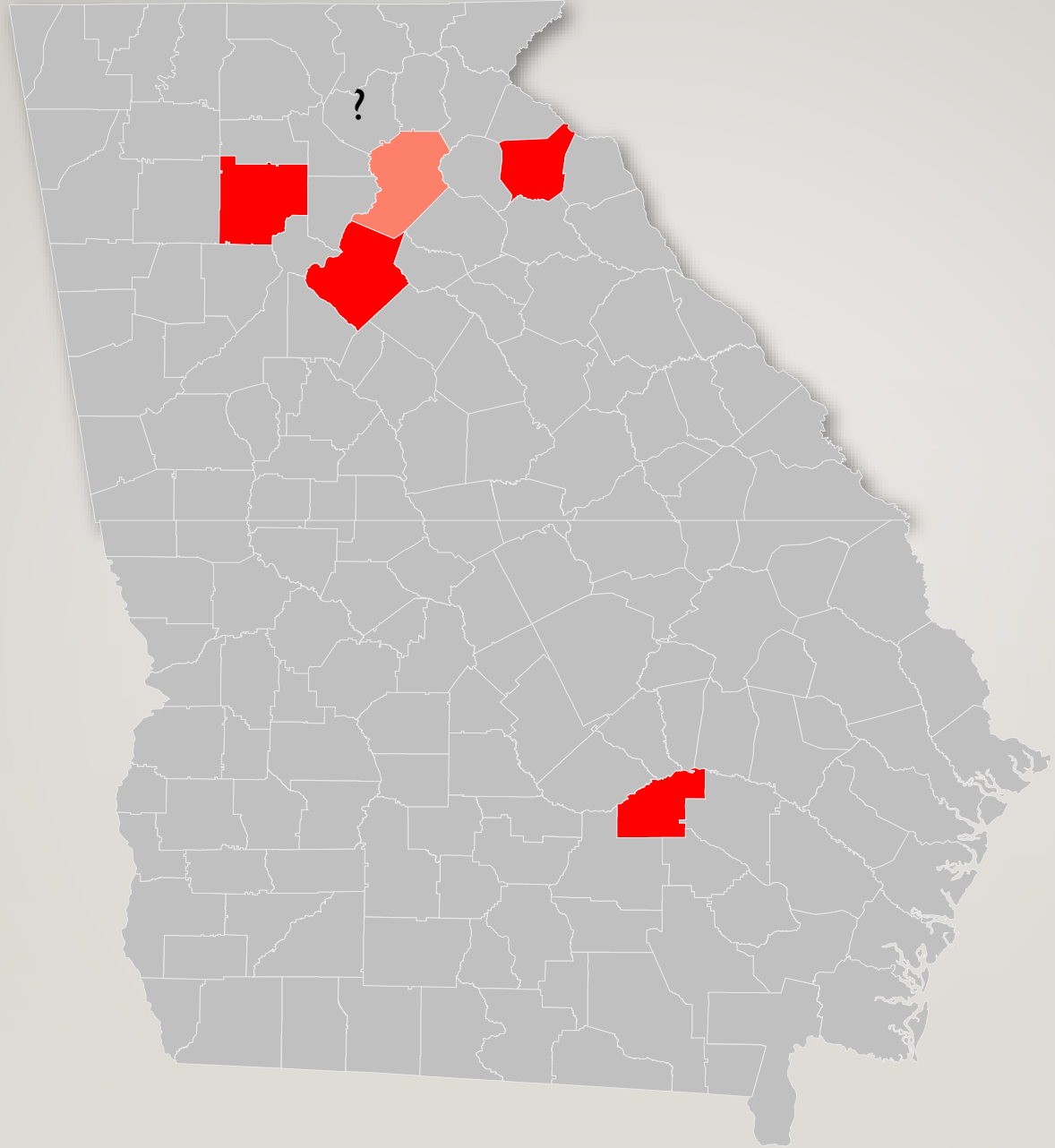
- "Medicaid Will Now Pay EMS to Treat and Not-Transport a Diabetic Patient
  - They will pay us $25.00 for this Service
    - This is designed to cover the cost of supplies – nothing else
    - If we transport Medicaid will pay us $325.00
  - Hospital "Charges" will exceed $2,500

EMS ISSUES – FINANCIAL DISINCENTIVES TO QUALITY CARE

- Emergency Medical Services at the Crossroads

EMS ISSUES – FINANCIAL DISINCENTIVES TO QUALITY CARE

- STEMI – Emanuel County
- Average 3 per month – Direct transport to a cath lab corrects the problem
  - Potential Savings to the "System"
    - 3 per month x 12 = 36 potential savings from reduced CHF = 3.6 million per year
  - Loss to Emanuel County EMS
    - 3 calls per month to local hospital lost 36 calls X $650 = 23,,400
  - Additional Cost to Emanuel County EMS
    - Purchase Price of Life Pack 15 (approximately $26,000 each) + maintaining the equipment
    - Backfill Staff due to long (average 4.5 hours) time on task



Counties in red have no coverage

Map showing the AVLS(Automatic Vehicle Location System – WIFI) Coverage for GA.

EMS ISSUES – FINANCIAL DISINCENTIVES TO QUALITY CARE

- Trauma Emanuel County
  - Average 5 per month – Direct Transport to Trauma Center
  - Potential Savings to the System
    - $ Unknown Data Shows Much Higher Survival Rate
  - Loss To Emanuel County EMS
    - 5 calls per month to local hospital lost 60 calls * $650 = 39,000
  - Additional Cost to Emanuel County EMS

EMS ISSUES – FINANCIAL DISINCENTIVES TO QUALITY CARE

- Helicopter Transports
  - Can Be Life Saving
  - Cost to Emanuel County EMS
    - Approximately $81.000 per year

EMS ISSUES – FINANCIAL DISINCENTIVES TO QUALITY CARE

- "Other" Direct Transports To Other Hospitals
  - Orthopedic
  - OB
  - Stoke
  - Cardiac Other Than STEMI
  - CPAP vs Intubation

MY FEAR

- A Critical Illness or Injury In My Community and No Ambulance Available
  - The Sheriff's Deputy

TIME ON TASK – AND CREW AVAILABILITY

- You Need to Be Aware That This is A Major Concern For Your Community
  - When do you add additional crews – and at what cost?
  - How do you "Backfill"?
  - First Responders (Fire Departments or others)

EMS ISSUES

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