



Georgia Trauma Center Readiness Cost Determination Webinar

Wednesday, 16 December 2009
8:30 am until 10:45 am

Webinar Agenda

Dennis Ashley, M.D.
Chairman

Rich Bias, FACHE
Trauma Center
Representative

Linda Cole, R.N.
Pediatric Hospital
Trauma Center
Representative

Leon L. Haley Jr., MD, MHSA
Emergency Medicine
Representative

Ben Hinson, EMT-P
Emergency Medical Services
Representative

Rhonda Medows, M.D.
Georgia State DCH
Representative

Bill Moore, CEO
Urban Hospital
Trauma Center
Representative

Joe Sam Robinson, M.D.
Trauma Physician
Representative

Kurt Stuenkel, FACHE
Rural Hospital
Trauma Center
Representative

Kelli Vaughn, R.N.
Trauma Coordinator
Representative

Jim Pettyjohn
Commission Administrator

| | |
|---------------------------------------------------------------|--------------------------|
| Opening: | Greg Bishop, facilitator |
| Welcome and Meeting Purpose | Dennis Ashley |
| FY 2010 Hospital Contract Update | Renee Morgan |
| National Perspective | Greg Bishop |
| Georgia Trauma Center Readiness Cost Determination Activities | Kelli Vaughn |
| Questions and Answers | Greg Bishop |
| Closing Comments: | Dennis Ashley |

GTCNC Readiness Cost Determination Subcommittee:

| | |
|---------------------|-----------------------------------------|
| Greg Bishop | Consultant and Webinar Facilitator |
| Dennis Ashley, M.D. | Commission Chair |
| Kelli Vaughn | Commission Member and Subcommittee Lead |
| Rich Bias | Commission Member |
| Renee Morgan | State Trauma System Manager |
| Regina Medeiros | Subcommittee member |
| Debra Kitchens | Subcommittee member |
| Jim Pettyjohn | Commission administrator |

GEORGIA TRAUMA CARE NETWORK COMMISSION FY 2010 BUDGET
TRAUMA CENTER ALLOCATION
15 September 2009

| | Amount | % of TC Allocation | Fixed/Var⁸ |
|---------------------------------------------------|---------------------|---------------------------|------------------------------|
| New Trauma Center Startup Grants ¹ | \$1,000,000 | 6.6% | Fixed |
| Level IV Trauma Centers ² | \$54,000 | 0.4% | Fixed |
| Sub Total | \$1,054,000 | 6.9% | |
| Trauma Center Readiness Payments ³ | \$6,696,610 | 44.0% | Variable |
| Performance Based Payment ⁴ | \$760,380 | 5.0% | Variable |
| Sub Total Readiness Payments | \$7,456,990 | 49.0% | |
| Uninsured Patient Care Payments ⁵ | \$6,696,610 | 44.0% | Variable |
| Total Trauma Center Allocation⁶ | \$15,207,600 | 100.0% | |

| Hospital/Physician Fund Division⁷ | Hospital | Physician | Total |
|-----------------------------------------------------|---------------------|--------------------|---------------------|
| Trauma Center Readiness Payments | \$5,592,743 | \$1,864,248 | \$7,456,990 |
| Uninsured Patient Care Payments | \$5,022,458 | \$1,674,153 | \$6,696,610 |
| Total | \$10,615,200 | \$3,538,400 | \$14,153,600 |
| Percent | 75.0% | 25.0% | 100.0% |
| | | Total | \$15,207,600 |

Notes:

¹Grant program to foster the development of new trauma centers in regions of Georgia with the greatest need.

²Georgia's two Level IV Trauma Centers will receive \$27,000 each in total funding.

³Trauma Center readiness payments are described on page 2.

⁴A state-of-the-art performance based payment (PBP) program will be developed to encourage trauma centers performance improvement. First-year PBP criteria will be: submission of required data to OEMS&T; participation in the Georgia Trauma System Economic Assessment Survey; and, participation in a GTCNC-sponsored Trauma Center Readiness summit via webinar during early 2010. For the first-year (FY 2010), 5% of trauma center readiness funding will be subject to PBP process with this portion and PBP criteria expanding in future years. PBP funds paid will be from the trauma center readiness cost allocations.

⁵Uninsured trauma patient care payments are described on page 3 and subject to SB 60 definitions.

⁶Amount allocated to Trauma Centers by the GTCNC.

⁷Payments for readiness and uninsured patient care received by Trauma Centers are to be proportionally distributed between the hospital and physicians on a 75%/25% basis.

⁸Amounts that are fixed, or are variable depending upon changes in the overall Trauma Center allocation, are indicated.

GEORGIA TRAUMA CARE NETWORK COMMISSION FY 2010 BUDGET: APPROVED

LEVEL I AND LEVEL II TRAUMA CENTER ALLOCATIONS

| Trauma Center | Readiness Payment | Potential PBP Payments² | Total Readiness Payments | Uninsured Patient Payment | Total to Each | % |
|------------------------|--------------------------|-------------------------------------------|---------------------------------|----------------------------------|----------------------|---------------|
| Archbold | \$ 427,443 | \$48,535 | \$475,978 | \$ 89,395 | \$565,373 | 4.0% |
| Atlanta | \$ 427,443 | \$48,535 | \$475,978 | \$ 540,964 | \$1,016,942 | 7.2% |
| Columbus | \$ 427,443 | \$48,535 | \$475,978 | \$ 81,566 | \$557,544 | 3.9% |
| Floyd | \$ 427,443 | \$48,535 | \$475,978 | \$ 58,058 | \$534,036 | 3.8% |
| Gwinett | \$ 427,443 | \$48,535 | \$475,978 | \$ 363,981 | \$839,959 | 5.9% |
| Hamilton | \$ 427,443 | \$48,535 | \$475,978 | \$ 26,472 | \$502,450 | 3.5% |
| North Fulton | \$ 427,443 | \$48,535 | \$475,978 | \$ 136,137 | \$612,115 | 4.3% |
| Egleston | \$ 427,443 | \$48,535 | \$475,978 | \$ 41,040 | \$517,018 | 3.7% |
| Scottish Rite | \$ 427,443 | \$48,535 | \$475,978 | \$ 39,836 | \$515,814 | 3.6% |
| Level II Totals | \$ 3,846,989 | \$436,814 | \$4,283,803 | \$ 1,377,447 | 5,661,249 | 40.0% |
| Averages | \$ 427,443 | \$48,535 | \$475,978 | \$ 153,050 | \$629,028 | |
| | | | | | | |
| Grady | \$ 712,405 | \$80,892 | \$793,297 | \$ 3,416,757 | \$4,210,054 | 29.7% |
| MCCG | \$ 712,405 | \$80,892 | \$793,297 | \$ 333,074 | \$1,126,371 | 8.0% |
| MCG | \$ 712,405 | \$80,892 | \$793,297 | \$ 580,031 | \$1,373,328 | 9.7% |
| Memorial | \$ 712,405 | \$80,892 | \$793,297 | \$ 989,301 | \$1,782,598 | 12.6% |
| Level I Totals | \$ 2,849,621 | \$323,566 | \$3,173,187 | \$ 5,319,163 | 8,492,351 | 60.0% |
| Averages | \$ 712,405 | \$80,892 | \$793,297 | \$ 1,329,791 | \$2,123,088 | |
| | | | | | | |
| Total | 6,696,610 | 760,380 | 7,456,990 | 6,696,610 | 14,153,600 | 100.0% |

GEORGIA TRAUMA CARE NETWORK COMMISSION FY 2010 BUDGET: APPROVED

TRAUMA CENTER UNINSURED PATIENT CARE PAYMENTS

| Trauma Center | Self Pay Trauma Patients Meeting SB 60 Requirements ¹ | | | | | Cost Norm Based Allocation of Funds ² | | | |
|------------------------|---------------------------------------------------------------------|--------------|------------------|------------|--------------|--------------------------------------------------|-----------------------------------|---------------------------------------------|---------------------|
| | ISS 0-8 | ISS 9-15 | ISS 16- 24 | ISS >24 | Total | Severity Adjusted Cost Norms | Total Based Upon Cost Norms | Allocation Based On % of Norm Cost Total | |
| Archbold | 29 | 24 | 12 | 2 | 67 | \$10,544 | \$706,417 | 1.3% | \$89,395 |
| Atlanta | 122 | 108 | 38 | 30 | 298 | \$14,345 | \$4,274,826 | 8.1% | \$540,964 |
| Columbus | 15 | 14 | 11 | 6 | 46 | \$14,012 | \$644,553 | 1.2% | \$81,566 |
| Floyd | 13 | 21 | 7 | 1 | 42 | \$10,923 | \$458,786 | 0.9% | \$58,058 |
| Gwinnett | 38 | 90 | 28 | 35 | 191 | \$15,059 | \$2,876,269 | 5.4% | \$363,981 |
| Hamilton | 8 | 9 | 2 | 1 | 20 | \$10,459 | \$209,185 | 0.4% | \$26,472 |
| North Fulton | 27 | 38 | 17 | 6 | 88 | \$12,225 | \$1,075,785 | 2.0% | \$136,137 |
| Egleston | 9 | 9 | 3 | 2 | 23 | \$14,100 | \$324,306 | 0.6% | \$41,040 |
| Scottish Rite | 6 | 15 | 3 | 2 | 26 | \$12,107 | \$314,790 | 0.6% | \$39,836 |
| Level II Totals | 267 | 328 | 121 | 85 | 801 | | \$10,884,917 | 20.6% | \$1,377,447 |
| Grady | 556 | 551 | 292 | 233 | 1,632 | \$16,544 | \$27,000,039 | 51.0% | \$3,416,757 |
| MCCG | 55 | 68 | 34 | 15 | 172 | \$15,303 | \$2,632,032 | 5.0% | \$333,074 |
| MCG | 96 | 78 | 67 | 34 | 275 | \$16,667 | \$4,583,543 | 8.7% | \$580,031 |
| Memorial | 91 | 137 | 104 | 74 | 406 | \$19,255 | \$7,817,699 | 14.8% | \$989,301 |
| Level I Totals | 798 | 834 | 497 | 356 | 2,485 | | \$42,033,313 | 79.4% | \$5,319,163 |
| Total LI/LII | 1,065 | 1,162 | 618 | 441 | 3,286 | | \$52,918,230 | 100% | \$ 6,696,610 |

Notes:

¹Trauma Centers are reporting number of uninsured trauma patients meeting SB 60 requirements by Injury Severity Score (ISS) category; Archbold presents an example. The total is estimated based upon survey data, and will be updated with actual data before payments are made.

²Allocation is based upon the number and severity of patients meeting SB 60 requirements times cost norms. This derives a percent of total costs which is then applied to the total amount available.

³To develop a fair and consistent approach to estimating costs, national trauma center patient treatment cost norms by injury severity were used for both community and academic hospitals.

| Patient Treatment Cost Norms ³ | | |
|-------------------------------------------|-----------|----------|
| ISS | Community | Academic |
| 0-8 | \$5,267 | \$6,373 |
| 9-15 | \$10,428 | \$12,618 |
| 16-24 | \$19,626 | \$23,747 |
| >24 | \$33,945 | \$41,073 |

FY 2010 GTCNC

New Trauma Center Startup Grants Program

Hospital **MUST** demonstrate a clear **COMMITMENT** to the Georgia Trauma System and Designation as a Trauma Center.

Applicant hospitals¹ must:

- Receive a pre-application survey visit from OEMS/T and GTCNC representative(s) to:
 - Determine appropriate designation level;
 - Understand application and designation process;
 - Understand GTCNC trauma system development activities; and,
 - Begin participating in the Trauma Registry
- Receive “approval” from Regional Emergency Medical Services Council for designation and at determined designation level.²
- Present signed Letters of Commitment from:
 - Hospital Board of Directors (indicating resolution to seek designation);
 - Hospital Administrative Team; and
 - Chief Medical Officer (representing medical staff.)
 - Letters of Commitment must:
 - Indicate an understanding of standards and requirements for Level of designation sought;
 - Describe the commitment of resources and efforts to become a designated trauma center within 18 months from date of designation application;
 - Indicate immediate participation in Trauma Registry; and,
 - Describe the commitment in GTCNC-directed Trauma System development activities (pilot project and/or regionalization of trauma system)
- Provide a “Statement of Need” describing use of grant funds
- Make application for state trauma center designation

Grant distribution and funding amount guidelines^{3,4}:

#2 \$300K “grants” to hospitals “COMMITTING” to designation as a Level II trauma center
#2 \$100K “grants” to hospitals “COMMITTING” to designation as a Level III trauma center
#4 \$50K “grants” to hospitals “COMMITTING” to designation as a Level IV trauma center

Awarded hospitals will:

- Stipulate trauma physicians (as defined by GTCNC past practices) will receive at least 25% of grant award for services rendered;
- Receive one-half (50% of award) award upon signing contract;

GTCNC approved 19 November 2009

- Receive one-half of remaining funds (25% of award) after 6 months successful registry use; and,
- Receive remaining 25% of award upon designation within 18 months after submitting application for designation.

¹ There will be a 60 calendar-day window for hospitals to submit applications.

² Georgia Office of EMS – Rules and Regulations Effective June 18, 2009 – Published July 2, 2009, 290-5-30-.03 Emergency Medical Services Advisory Councils.

³ Actual fund distribution among designation Levels and amount of each grant will be determined by the Georgia Trauma Commission.

⁴ Geographic location of hospital, level of designation sought and statement of need will be considered in determining awards.



Readiness Costs Criteria by Designation Level

| | I | II | III | IV | COMMENTS |
|--------------------------------------------------------------------------------|---|----|-----|----|----------|
| <u>ADMINISTRATIVE</u> | | | | | |
| Administrative support - % of time by Senior Administration to focus on trauma | | | | | |
| Trauma Program Manager salary | | | | | |
| Participation in state and regional activities | | | | | |
| Participation in EMS council meetings | | | | | |
| Clinical Nursing (amount FTE based on volume) | | | | | |
| Outreach Coordinator salary | | | | | |
| Discharge Planning salary | | | | | |
| Research/PI salary | | | | | |

| | | | | | |
|---------------------------------------------------------------------------------------------------------------|--|--|--|--|--|
| Trauma Registrar salary – 1 FTE per 500 – 1000 patients | | | | | |
| Secretarial Staff | | | | | |
| Trauma Medical Director | | | | | |
| ED Medical Director - % of costs due to time devoted to trauma | | | | | |
| ICU Surgical Director - % of costs due to time devoted to trauma | | | | | |
| Orthopedic Liaison - participates actively with trauma service, documented CME, and performance improvement | | | | | |
| Neurosurgeon Liaison - participates actively with trauma service, documented CME, and performance improvement | | | | | |
| Registry Hardware and Software | | | | | |


| CLINICAL | | | | | |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|--|--|--|--|
| Physician Compensation – several options Call pay Stipends (does not include indigent care reimbursement later covered by uncompensated fund) Employed physicians | | | | | |
| Trauma | | | | | |
| Orthopedics | | | | | |
| Neurosurgery | | | | | |
| Anesthesia | | | | | |
| Hand | | | | | |
| Microvascular | | | | | |
| Cardiac | | | | | |
| OB/ GYN | | | | | |

| | | | | | |
|-------------------------------------------------------------------------------------------------------------------------------|--|--|--|--|--|
| Ophthalmic | | | | | |
| Oral/ Maxillofacial | | | | | |
| ENT/ Plastics | | | | | |
| Critical Care Medicine | | | | | |
| Radiology | | | | | |
| Thoracic | | | | | |
| Residents – 2 options Difference in federal funding vs total funding Hourly rate for time on trauma rotation + Benefits | | | | | |

| EDUCATION & OUTREACH | | | | |
|--------------------------------------------------------|--|--|--|--|
| Includes courses, training, supplies and materials for | | | | |
| Injury prevention specific to trauma | | | | |
| Community outreach | | | | |
| Professional outreach | | | | |
| Outlying hospital education | | | | |
| 16 hours trauma CME | | | | |
| Trauma Medical Director | | | | |
| Trauma Program Manager | | | | |
| ED Trauma Liaison | | | | |
| Neurosurgical Liaison | | | | |
| Orthopedic Liaison | | | | |

| Education – trauma related for hospital staff | | | | | |
|-----------------------------------------------|--|--|--|--|--|
| Emergency Department | | | | | |
| Intensive Care unit | | | | | |
| Surgery | | | | | |

Legend

 = Expected criteria for the level

 = Desired or not expected criteria for the level, no information needed

Georgia Trauma Center Readiness Cost Determination Activities and Timeline

| Date | Event | Expectations |
|----------------------|--------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 16-Dec | Webinar | GTCNC will provide details on FY 2010 trauma center funding and update on trauma center funding contracts, describe trauma center readiness cost determination history to date; describe "performance based payments" concept and use during upcoming years to fund centers; current process ("why we are here at this meeting") for determining trauma center readiness costs for 2011 and beyond; identify Readiness Cost Criteria by designation level for Georgia Trauma Centers; introduce process for developing consensus on criteria definitions; and, assign homework to trauma centers to have completed by 15 January |
| 15-Jan-10 | Face to face summit in Atlanta at Atlanta Medical Center, 10:00 am until 2:00 pm | Reach consensus definitions on all criteria; Trauma centers understand role, responsibilities in process and timeline. |
| 22-Jan-10 | Trauma Centers receive Readiness Cost survey instrument | Trauma Centers have two weeks to complete |
| 28-Jan-10 | January GTCNC meeting | Kell Vaughn to report on process to date. |
| 5-Feb-10 | Completed survey returned to Bishop+Associates | Trauma Centers will return completed survey to B+A by 05 February. |
| 15-Feb-10 | Draft report to GTCNC subcommittee | Subcommittee to review and provide comments back to B+A by 22 February 2010 |
| 16-Feb-10 | Draft report shared with Trauma Center/Physician Funding Subcommittee (Dr. Haley's subcommittee) | Kelli Vaughn to brief Leon Haley's subcommittee before full GTCNC meeting on the 18 February 2010 |
| 18-Feb-10 | February GTCNC meeting | Kelli Vaughn provides preliminary report of salient and overarching concepts from Draft to GTCNC |
| 22-Feb-10 | Subcommittee(s) comments back to B+A | Both subcommittees to have read and provided comments back to B+A |
| 1-Mar-10 | Final report completed | B+A to submit final report to subcommittee |
| before 18 March 2010 | Final report disseminated to full GTCNC as "final draft" | Final read by GTCNC members to approve and support findings |
| 18-Mar-10 | March GTCNC meeting | Final report presented to and approved during Commission's March meeting. |