

**MINUTES
AREA METROPOLITAN AMBULANCE AUTHORITY
BOARD of DIRECTORS MEETING**

November 25, 2009

The Area Metropolitan Ambulance Authority Board of Directors met on November 25, 2009 at 10:00 a.m. at the Ambulance Authority offices. Board members present were Byron Black, Dr. Jeff Beeson attending for Dr. John Griswell, Robert Hampton, Paul Harral, Sakura Moten-Dedrick, and Zim Zimmerman.

Others present were Matt Goetz, Jack Eades, Joyce Brown, Matt Zavadsky, Lara Kohl, David Lamb, Bob Strickland, Paul Trusty, Susan Swagerty and Stacy Raborn, all with MedStar, and Chief David Coble with Fort Worth Fire Department, Michael Glynn with the Fort Worth Fire Fighter's Association and Kevin Coyle and Miranda Hoff with Public Consulting Group.

I. CONSENT AGENDA

BC-982 Approval of Minutes of the October 28, 2009 Board Meeting

BC-983 Approval of the October 2009 Check Register

A motion was made by Robert Hampton to approve the consent agenda and was seconded by Byron Black. The motion carried unanimously.

II. NEW BUSINESS

IR-164 Consider amendments to the policy providing for discounted and complimentary standby service.

As requested by the Chairman at the October meeting, the board discussed MedStar's policy for providing discounted and complimentary standby service to area community events.

Mr. Zimmerman expressed concern that the some local charitable events receive donated services while others do not (Skyball versus the Fort Worth Alliance Air Show). The board discussed various determining factors for charging non profit organizations for stand-by services, such as if the event raised money from event tickets sales or from parking.

Jack Eades explained MedStar's underlying need to balance system demands with recouping charges for stand-by services. Mr. Eades emphasized the need for flexibility within MedStar's policy, in order to allocate resources where the system demands, not just where they have been requested.

Byron Black moved to table the item for future discussion. Robert Hampton seconded the motion. The motion carried unanimously. Staff was asked to

review the current policy and bring the board a recommendation at a future meeting.

BC-984 Approve an agreement with Public Consulting Group for professional services establishing an EMS Supplemental Payment Program.

A presentation was made by Kevin Coyle and Miranda Hoff with Public Consulting Group regarding establishing a supplemental payment program.

The program would allow MedStar to receive Medicaid payment for eligible costs in addition to the revenues collected through normal reimbursement. This supplemental payment program is allowable under federal and State law.

Public Consulting Group would shoulder most of the administrative burden of conducting the program, in exchange for a 16 percent contingency fee on payments collected (see attached presentation).

Mr. Eades stated he did not see a downside in the proposal; MedStar would contribute minimal administrative support in exchange for a potential large sum of money not currently being collected.

Matt Goetz stated he would review the contract rate presented and suggested the board approve the agreement subject to final revisions as deemed reasonable and necessary by Mr. Eades.

Paul Harral made a motion to approve the agreement subject to final revisions as deemed necessary and reasonable by the Executive Director. Robert Hampton seconded the motion. The motion carried unanimously.

BC-985 Approve the purchase of network hardware from the Fulcrum Group.

Jack Eades explained this replacement hardware is the backbone of the MedStar network. MedStar received proposals from two firms and has a history with Fulcrum. Paul Trusty added that Fulcrum will remove existing hardware and exchange it with the manufacturer, thus reducing the overall price to MedStar.

Robert Hampton made a motion to approve the purchase. Sakura Moten-Dedrick seconded the motion. The motion carried unanimously.

BC-986 Approve a resolution authorizing MedStar to enter into a Master Lease with Banc of America Leasing and Capital, LLC.

Matt Goetz distributed the final resolution to the board for review and explained the agreement is for eight new ambulances and 27 remounts. Robert Hampton asked about the delivery timeline; Jack Eades explained the new units would be delivered in February and the remounts are completed on a rotating schedule, roughly one every 45 days.

Byron Black made a motion to approve the resolution entering into the Master Equipment Lease/Purchase agreement with Banc of America Leasing & Capital, LLC. Robert Hampton seconded the motion. The motion carried unanimously.

III. MONTHLY REPORTS

Operations Report

Matt Zavadsky handed out new monthly reports that were not included in the board packets mailed.

He gave a status report on call volume and response times for the month of October, indicating October had 1,000 more unit hours than September. 88.9 percent for October versus 87.6 percent for September. November month-to-date was 91 percent.

Mr. Zavadsky reported that staffing levels continue to rise; MedStar has five paramedics and three EMTs in field training.

MedStar's Community Health Program had an additional three patients referred in, and three patients transitioned off due to improvements in condition. Mr. Zavadsky mentioned upcoming Community Health Program training that will be conducted for staff of area homeless shelters. MedStar experienced 780 emergency calls from shelters last year.

Mr. Zavadsky explained the consultant with the City of Fort Worth had visited MedStar and rode with a field crew. He also indicated the speed hump data Mr. Zimmerman had previously requested has been collected.

Mr. Zavadsky mentioned that a light-duty employee would be spending time at hospital emergency departments monitoring whether other services are transporting patients out of the hospitals, which is in violation of the EMS Ordinance.

Media Relations Report

Lara Kohl highlighted on-going media coverage of MedStar's Community Health Program by WFAA-8 and JEMS magazine. She also informed the board of MedStar's participation in the Texas EMS Conference. She told the board about a recent visit by a family to thank a crew for their work on a serious motor vehicle accident and she previewed the Thanksgiving Home for the Holidays program.

Financial Report

Joyce Brown referred to the Billed versus Collected report on page 94 of the board packet, which showed that \$2.5 million or 42.26 percent collected this current month this year versus 52.96 percent collected in the current month last year. She explained MedStar had collected \$403,000 more than budgeted, partially due to better processes with Medicaid that resulted in less claims being denied. October gross cost per transport was \$407.

EPAB Monthly Report

Dr. Beeson passed along compliments he heard from the organizers of the Texas EMS Conference about the positive experience they had holding the event in Fort Worth.

Dr. Beeson explained the new flu protocol would be going to the Emergency Physicians Advisory Board soon. He mentioned the State has concerns about the no transport component of the new protocol, as does the Ambulance Association.

Dr. Beeson explained patients enrolled in the new Community Health Program that have been designated as system abusers will soon be designated to one hospital with a specific care plan.

EPAB has begun working on permitting companies to provide stand by services within the MedStar service area.

Dr. Beeson informed the board that the next EPAB meeting will be December 9.

IV. OTHER DISCUSSION

Jack Eades confirmed with the board their next scheduled meeting will be December 23.

V. CLOSED SESSION

There was no closed session.

VI. ADJOURNMENT

There being no further business Zim Zimmerman adjourned the meeting at 11:30 a.m.

Respectfully submitted,

Robert Hampton
Secretary



Emergency Medical Services (EMS)
Supplemental Payment Program



PCG | Public Focus. Proven Results.™

Agenda

- Public Consulting Group
- Why This Matters to You
- The Opportunity
- PCG's Approach and Proposal
- Questions and Next Steps
- PCG Contacts

Public Consulting Group

THE FIRM

- PCG helps enhance the financial performance of state and local health and human services agencies by increasing program revenues, reducing costs, and achieving compliance with applicable state and federal regulations.

INTRODUCTIONS

- Kevin Coyle, Senior Consultant - Austin, Texas
 - Lead consultant to gain approval for an EMS Supplemental Payment Program with the Health and Human Services Commission (HHSC) for Austin/Travis County EMS
- Miranda Hoff, Business Analyst - Austin, Texas
 - Deep subject matter expertise in cost allocation, rate development, and revenue enhancement services

PCG has been working in Texas since 1996 and PCG was instrumental in gaining approval for EMS, hospital, and physician programs

Why This Matters To You

THE NEED

- EMS Medicaid rates are well below cost and service related expenditures continue to rise, placing a strain on MedStar operations.
- An EMS Supplemental Payment Program can help alleviate some of this strain.

BENEFITS

- Significant increase in revenues.
- There is no impact on current billing operations.
- PCG estimates \$350,000 - \$500,000 per year in incremental revenue (based on costs and transports).
- Our approach and contacts with HHSC will expedite the supplemental payment program approval process (3-6 months for state approval).

*Every time MedStar goes on an ALS call for a Medicaid patient,
it is losing \$150 per trip*

The Opportunity - What is a Supplemental Payment Program?

THE PROGRAM

- An EMS Supplemental Payment Program is a means by which EMS/ambulance service providers will receive a payment (quarterly or annually aggregated payment) for eligible costs in addition to the revenues MedStar currently generates through billings.

REGULATORY JUSTIFICATION

- The federal Centers for Medicare and Medicaid Services (CMS) allows states to establish alternative payment methodologies (Supplemental Payments) for certain classes of providers (see 42 CFR 447.321 / section 1902(a)(30) of the Social Security Act).
- HHSC is willing to consider additional providers that could benefit from a Supplemental Payment Program (Texas has Hospital and Physician programs).
- HHSC has also expressed that it would like to maintain budget neutrality.

Supplemental payments are recognized by the federal government as a legitimate reimbursement vehicle

PCG's Approach and Proposal

APPROACH

- To obtain the supplemental payment, MedStar will need to prepare a significant amount of information to HHSC and CMS for approval and “negotiate” the approval of this program (see Attachment A of proposed contract language).

PROPOSAL

- Attachment A of the proposed contract language outlines the services PCG proposes to provide to MedStar.
- PCG will shoulder most of the administrative burden to design, gain approval for, and implement an approved EMS Supplemental Payment Program for MedStar.
- PCG is proposing a contingency contract whereby PCG assumes all of the risk for implementing this program.
- PCG will only be paid on the revenues that result from this program when MedStar is paid/realizes that revenue.
- PCG is proposing a contingency fee of 16% for 3 years (12 quarters) of claiming.

Questions and Next Steps

- Questions related to the EMS Supplemental Payment Program or PCG's proposal.
- PCG will wait on a decision from the Board.
- Other items.

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