

ORDINANCE NO. 90-15

AN ORDINANCE AMENDING SECTION 127.04 OF THE CODIFIED ORDINANCES OF THE CITY OF ASHLAND, OHIO, RELATIVE TO THE RATES AND CHARGES FOR EMERGENCY MEDICAL SERVICES; AND DECLARING AN EMERGENCY.

WHEREAS, it has been determined that it is necessary to revise the rates and charges for emergency medical services provided by the City of Ashland, Ohio; and

WHEREAS, in order to ensure the continued effective and efficient operation of the emergency medical services, this Ordinance is declared to be an emergency measure, immediately necessary for the preservation of public peace, property, health, safety and welfare; now, therefore,

BE IT ORDAINED by the Council of the City of Ashland, State of Ohio 5 members thereto concurring:

Section 1. That section 127.04 of the Codified Ordinances of the City of Ashland, Ohio, be and the same is hereby, amended as follows:

127.04 EMERGENCY MEDICAL SERVICES CHARGES.

(a) The rates and charges for emergency medical services and non-emergency medical services are hereby fixed as follows and will continue until replaced:

EMERGENCY MEDICAL SERVICES FEES SCHEDULE

	<u>Current Rate</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
BLS Emergency	\$350.00	\$400.00	\$450.00	\$500.00
ALS 1 Emergency	\$525.00	\$575.00	\$625.00	\$675.00
ALS 2 Emergency	\$700.00	\$750.00	\$800.00	\$850.00
Specialty Care Transport	\$800.00	\$850.00	\$900.00	\$950.00
Mileage / Loaded Mile	\$11.00	\$12.00	\$13.00	\$14.00

NON-EMERGENCY MEDICAL SERVICES FEES SCHEDULE

	<u>Current Rate</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
BLS Emergency	\$350.00	\$400.00	\$450.00	\$500.00
ALS 1 Emergency	\$525.00	\$575.00	\$625.00	\$675.00
ALS 2 Emergency	\$700.00	\$750.00	\$800.00	\$850.00
Specialty Care Transport	\$800.00	\$850.00	\$900.00	\$950.00
Mileage / Loaded Mile	\$11.00	\$12.00	\$13.00	\$14.00

Mutual aid calls for service will be invoiced at the same rates as the EMERGENCY MEDICAL SERVICES FEE SCHEDULES.

(b) The Mayor, ex-officio Director of Public Safety and the Director of Finance are authorized and hereby directed to make such rules and regulations and prescribe such adjustments to the fees hereby fixed as shall be reasonable, fair and equitable in any particular case.

Section 2. That in order ensure the continued effective and efficient operation of the emergency medical services, this Ordinance is declared to be an emergency measure, immediately necessary for the preservation of the public peace, property, health, safety and welfare of said City of Ashland.

Section 3. That this Ordinance shall take effect and be in force from and after its passage by Council and approval pursuant to Section 12 of the Charter of the City of Ashland, Ohio.

Passed: December 1st, 2015

Stephen L. Stuart
Stephen L. Stuart President of Council

Attest: Jody M. Toms
Jody M. Toms, Clerk of Council

Approved: Glen P. Stewart
Glen P. Stewart, Mayor

Approved as to form and correctness:

Richard P. Wolfe II
Richard P. Wolfe II, Director of Law

Date: December 1st, 2015

EMERGENCY SERVICE

To a point within coverage area or to limited access highway incidents, without transportation: No Charge

Within coverage area or to limited access highway incidents, with transportation to point within coverage area:

	<u>2008</u>	<u>2009</u>	<u>2010 (and thereafter)</u>
BLS Emergency	\$250.00	\$300.00	\$350.00
ALS 1 Emergency	\$425.00	\$475.00	\$525.00
ALS 2	\$600.00	\$650.00	\$700.00

Within coverage area or to limited access highway incidents, with transportation to point outside coverage area:

BLS Emergency	\$250.00	\$300.00	\$350.00
ALS 1 Emergency	\$425.00	\$475.00	\$525.00
ALS 2	\$600.00	\$650.00	\$700.00
Mileage/loaded mile	\$11.00	\$11.00	\$11.00

SCHEDULED TRANSPORTATION

From point within coverage area to point within coverage area:

BLS non-emergency	\$250.00	\$300.00	\$350.00
ALS 1 non-emergency	\$300.00	\$350.00	\$400.00
SCT	\$700.00	\$750.00	\$800.00

From point within or outside coverage area to point outside coverage area:

BLS non-emergency	\$250.00	\$300.00	\$350.00
ALS 1 non-emergency	\$300.00	\$350.00	\$400.00
SCT	\$700.00	\$750.00	\$800.00
Mileage/loaded mile	\$11.00	\$11.00	\$11.00

Transportation of more than one patient in one EMS unit, to a single point, shall have a maximum charge for two patients.

Mutual aid calls will have the same rates as Emergency Service within coverage area.

- (b) The Mayor, ex-officio Director of Public Safety, shall be authorized and he is hereby directed to make such rules and regulations and prescribe such adjustments to the fees hereby fixed as shall be reasonable, fair and equitable in any particular case. (Ord. 67-08. Passed 11-18-08.)



Paxton, Larry <paxton.larry@ashland-ohio.com>

Specialty Care Transport (SCT)

1 message

Arnold Mann <AMann@medcount.com>
To: "paxton.larry@ashland-ohio.com" <paxton.larry@ashland-ohio.com>

Tue, Nov 24, 2015 at 9:20 AM

Specialty Care Transport (SCT)

Definition: Specialty care transport (SCT) is the interfacility transportation of a critically injured or ill beneficiary by a ground ambulance vehicle, including the provision of medically necessary supplies and services, at a level of service beyond the scope of the EMT-Paramedic. SCT is necessary when a beneficiary's condition requires ongoing care that must be furnished by one or more health professionals in an appropriate specialty area, for example, emergency or critical care nursing, emergency medicine, respiratory care, cardiovascular care, or a paramedic with additional training.

Application: The EMT-Paramedic level of care is set by each State. SCT is necessary when a beneficiary's condition requires ongoing care that must be furnished by one or more health professionals in an appropriate specialty area. Care above that level that is medically necessary and that is furnished at a level of service above the EMT-Paramedic level of care is considered SCT. That is to say, if EMT-Paramedics – without specialty care certification or qualification – are permitted to furnish a given service in a State, then that service does not qualify for SCT. The phrase "EMT-Paramedic with additional training" recognizes that a State may permit a person who is not only certified as an EMT-Paramedic, but who also has successfully completed additional education as determined by the State in furnishing higher level medical services required by critically ill or critically injured patients, to furnish a level of service that otherwise would require a health professional in an appropriate specialty care area (for example, a nurse) to provide. "Additional training" means the specific additional training that a State requires a paramedic to complete in order to qualify to furnish specialty care to a critically ill or injured patient during an SCT.



Arnold Mann

MEDICOUNT MANAGEMENT, INC.

MEMORANDUM

TO: Mr. Larry Paxton
FROM: Arnold Mann
DATE: September 30, 2015
RE: City of Ashland Rate Increase Analysis

The fiscal officer for the City of Ashland has asked Medicount Management, Inc. to answer the following questions:

Should the City of Ashland increase their EMS Billing rates, and if so, in what amount? What additional revenue would be realized by increasing those rates?

I have reviewed the City of Ashland's current EMS Billing rate structure and what additional revenue, if any, would result as a result of those rate increases.

In analyzing EMS Billing rates, the following must be clearly understood:

It is not what is being charged for the transport but what the insurance provider is willing to pay for the transport and mileage - "ALLOWABLE RATE".

The following shows the percentage breakdown of funds received from the different entities for the City of Ashland for the period of 01/01/2015 to 08/31/2015:

City of Ashland Payments		
Medicaid	\$7,150	1.40%
Medicare	\$254,042	48.50%
Commercial Insurance	\$226,710	43.10%
Other	\$37,052	7.00%
	\$524,954	100.00%

50% of the City's revenue comes from Medicare & Medicaid and the balance from commercial insurance providers. The 'Other' category includes the following: Third Party Liability, Auto Accidents, Attorney Settlements and Ohio Worker's Compensation Claims.

Knowing these percentages gives a perspective as to exactly where any revenue gains will occur. The following are the allowable rates for governmental and commercial insurance providers. Remember:

It is not what is being charged for the transport but what the insurance provider is willing to pay - "ALLOWABLE RATE".

The City of Ashland's rates are higher than the allowable rates of all Insurance Providers:

Rates	ALLOWABLES					
	Medicare	Medicaid	Aetna	Humana	Medical Mutual	Workers Comp
Mileage	\$7.20	\$1.47	\$7.27	\$11.00	\$6.51	\$12
BLS	\$344.28	\$85.87	\$340.94	\$340.94	\$337.14	>\$500
ALS 1	\$408.83	\$165.55	\$406.02	\$408.83	\$398.38	>500
ALS 2	\$454.30	\$165.55	\$516.05	\$516.05		>\$500

Medicare and Medicaid provide approximately 50% of your revenue. Since you are over the allowable rate, there will be no increase in revenue.

Commercial insurance companies (Aetna, Blue Cross Blue Shield, Humana, and Medical Mutual, etc.) provide approximately 43% of your revenue. Since you are over the allowable rate, there will be no increase in revenue. Commercial insurance allowable rates may vary between companies; the variance is 1-2%.

Other insurance providers (Third Party Liability Claims, Auto Accidents, Attorney Settlements and Ohio Workers Compensation Claims) provide less than 7% of your revenue. This is the only area that by raising rates, there is the potential of seeing increased revenue.

With an increase in rates, based upon the approximate number of transports (7% of the total), the additional revenue would be as follows:

Rates	Other Insurance Payments			
	Current Revenue	2016	2017	2018
Mileage	\$1,361	\$288	\$431	\$575
BLS	\$12,901	\$2,220	\$4,440	\$6,660
ALS 1	\$22,178	\$3,813	\$7,638	\$11,457
ALS 2	\$612	\$105	\$209	\$314
	\$37,052	\$6,425	\$12,719	\$19,007

CITY OF ASHLAND RATES				
Rates	Current	2016	2017	2018
Mileage	\$11	\$12	\$12.50	\$13
BLS	\$350	\$400	\$450	\$500
ALS 1	\$525	\$575	\$625	\$675
ALS 2	\$700	\$750	\$800	\$850
SCT	\$800	\$850	\$900	\$950

Increasing the City's EMS Billing rates by \$50 across the board (a mileage increase of \$2.00 over 3 years), generates an additional \$6,400 based on this 8 month period or \$9,600 per year. An approximate 1% increase the 1st year; each year would be an additional increase of 1%. After 3 full years, the City may realize additional revenue of approximately \$20,000 per year.

These additional dollars are dependent upon several variables and why this income projection is subject to change:

1. Third Party Liability Claims, Auto Accidents, and Attorney Settlements are subject to agreed settlements beyond the City's and the patient's control.
2. Ohio Workers Compensation claim payment is subject to the State of Ohio's Workers Compensation Bureau and has many outside Third Party Providers that assist in payment of claims.

Allowable Rates are maximum payment rates allowed by the insurance providers. Depending upon the individual insurance plan, whether Medicare, Medicaid, or any commercial insurance provider, the **Actual Payment** is based upon the following:

1. Medicare: Generally 80% of the allowable rate
2. Medicaid: Fixed rates paid per schedule
3. Commercial Insurance Providers
 - A. Co-Pays
 - B. Deductibles
 - C. Plan type (100%, 90/10, 80/20, 70/30, 60/40, 50/50)

In other words, it is difficult to assess exactly how much each commercial insurance provider pays unless you know all of the above variables.

The original question: Should the City of Ashland raise their rates, and if so, how much and what additional revenue might be realized? The following shows rates being charged for different municipalities:

Type	Ashland	Mt. Vernon	Wooster	Granton	Medina	Mansfield	Newark
BLS	\$350.00	\$527.00	\$671.00	\$450.00	\$420.00	\$690.00	\$450.00
ALS	\$525.00	\$814.00	\$789.00	\$650.00	\$548.00	\$850.00	\$761.00
ALS II	\$700.00	\$1,028.00	\$1,154.00		\$554.00	\$1,185.00	
Mileage	\$11.00	\$14.61	\$14.16	\$12.00	\$9.00	\$14.79	\$14.00

Type	Ashland	North Royalton	Palmsville	Perrysburg Township	Howland Township	Galton	Mantor
BLS	\$350.00	\$600.00	\$900.00	\$550.00	\$400.00	\$600.00	\$550.00
ALS	\$525.00	\$700.00	\$900.00	\$650.00	\$700.00	\$750.00	\$750.00
ALS II	\$700.00		\$900.00	\$750.00	\$800.00	\$850.00	\$850.00
Mileage	\$11.00	\$13.00	\$13.00	\$12.00	\$11.00	\$14.00	\$14.00

Additional	\$350 NE BLS \$400 NE ALS		\$650 Non Transport Charge	\$400 NE BLS \$525 NE ALS	Does MVA Billing
------------	------------------------------	--	----------------------------------	------------------------------	---------------------

The City of Ashland's EMS Billing rates are substantially below other municipalities in Northern Ohio. Remember, raising the City's rates to that of the other municipalities will not substantially increase your revenue. As I have shown above, that increase will be a maximum of 3% after 3 years or approximately \$20,000 subject to many variables.

Medicount would recommend a rate increase of \$50.00 across the board for the next three years and a mileage increase of \$2.00 over three years.

CITY OF ASHLAND RATES

Rates	Current	2016	2017	2018
Mileage	\$11	\$12	\$12.50	\$13
BLS	\$350	\$400	\$450	\$500
ALS 1	\$525	\$575	\$625	\$675
ALS 2	\$700	\$750	\$800	\$850
SCT	\$800	\$850	\$900	\$950

The City's Revenue per Transport "\$298.00" is equal to or exceeds what other comparable municipalities in the area generate.

As additional revenue sources, Medcount (based upon their 26 years of experience) **does not recommend the following:**

- A. Fire Department Billing
- B. False Fire Alarm Billing
- C. Motor Vehicle Accidents (Site cleanup)
- D. Hazmat Clean-up

2015 OHIO MEDICARE RATES

	(3) HCPCS	(4) BASE R/	(5) RVU	(6) GPCI	(7)(a) URBA	(7)(b) RURAL	(7c) RURAL B/	(8) RURAL
Mileage	A0425	7.13	1	n/a	\$7.27	\$7.34	n/a	\$11.02
	A0426	221.63	1.2	0.918	\$255.70	\$258.21	\$316.57	n/a
ALS	A0427	221.63	1.9	0.918	\$404.86	\$408.83	\$501.23	n/a
	A0428	221.63	1	0.918	\$213.09	\$215.18	\$263.81	n/a
BLS	A0429	221.63	1.6	0.918	\$340.94	\$344.28	\$422.09	n/a
	A0430	3007.57	1	0.918	\$2,884.26	\$4,326.39	n/a	#####
	A0431	3496.75	1	0.918	\$3,353.38	\$5,030.07	n/a	#####
	A0432	221.63	1.75	0.918	\$372.90	\$376.56	n/a	n/a
	A0433	221.63	2.75	0.918	\$585.99	\$591.73	\$725.46	n/a
	A0434	221.63	3.25	0.918	\$692.53	\$699.32	\$857.37	n/a
	A0435	8.53	1	n/a	\$8.53	\$12.80	n/a	\$12.80
	A0436	22.77	1	n/a	\$22.77	\$34.16	n/a	\$34.16

Medicare

OHIO MEDICAID AMBULANCE FEES				
		STATUS CODE:		
		1 -- Initial maximum payment amount		
		2 -- Change in maximum payment amount		
		3 -- Discontinued coverage		
HCP CS CODE	DESCRIPTION	EFFECTIVE DATE	STATUS CODE	CURRENT MAXIMUM PAYMENT AMOUNT
A01	Transport by wheelchair-accessible	01/01/2010	2	23.59
A04	Attendant, ambulance	01/01/2010	2	9.01
A04	Mileage, land ambulance	01/01/2010	2	1.47
A04	Advanced life support, level 1, non-	01/01/2010	2	85.87
A04	Advanced life support, level 1,	01/01/2010	2	165.55
A04	Basic life support, non-emergency	01/01/2010	2	82.14
A04	Basic life support, emergency	01/01/2010	2	85.87
A04	Fixed-wing ambulance	01/01/2010	2	1,502.05
A04	Rotary-wing ambulance	01/01/2010	2	1,746.40
A04	Advanced life support, level 2	01/01/2010	2	165.55
A04	Specialty care transport	01/01/2010	2	165.55
A04	Mileage, fixed-wing ambulance	01/01/2010	2	1.66
A04	Mileage, rotary-wing ambulance	01/01/2010	2	1.48
S02	Mileage, wheelchair-accessible vehicle	01/01/2010	2	0.70
T200	Attendant, wheelchair-accessible	01/01/2010	2	9.01
A00	Ambulance Service, Basic Life Support	12/01/1997	3	NC
A00	Ambulance Service, (BLS) Per Mile,	12/01/1997	3	NC
A00	Ambulance Service, Air, Helicopter	04/01/2002	3	D
A00	Ambulance Service, Oxygen,	12/01/1997	3	NC
A01	Nonemergency transport air	04/01/2002	3	NC
A01	Non-Emergency Transportation,	12/01/1997	3	NC
A01	Non-ER transport case worker	04/01/2002	3	NC
A02	Ambulance Service, Advanced Life	12/01/1997	3	NC
A02	Ambulance Service, (ALS) Per Mile,	12/01/1997	3	NC
A03	Ambulance service, BLS, nonemerg	03/15/2002	3	D
A03	Ambulance service, BLS, emergency	03/15/2002	3	D
A03	Ambulance service, ALS, nonemerg no	03/15/2002	3	D
A03	Ambulance service, ALS, nonemerg.	03/15/2002	3	D
A03	Ambulance service, ALS, emerg no	03/15/2002	3	D
A03	Ambulance service, ALS, emerg.	03/15/2002	3	D

HCP CS COD E	DESCRIPTION	EFFECTIVE DATE	STATUS CODE	CURRENT MAXIMUM PAYMENT AMOUNT
A03	Basic lfe support mileage	03/15/2002	3	NC
A03	Advanced lfe support mileage	03/15/2002	3	NC
A08	Amb trans 7pm-7am	01/01/2007	3	D
		KEY FOR CURRENT/PREVIOUS MAXIM		
		BR	BY REPORT	
		D	DISCONTINUED PROCED	
		IC	INFORMATIONAL CODE	
		NC	NON-COVERED SERVICE	
		WP	WAIVER PRICING	

City of Ashland

1/1/2014 to 11/30/2014 & 1/1/2015 to 11/30/2015

1/1/2014 to 11/30/2014

Charges	\$146,837.90
Payments	\$1,607.48
Adjustments	\$252.50
Write Offs	\$469.81

Collection Rate	1.3%
Net Rev/Run	\$5.23

1/1/2015 to 11/30/2015

Charges	\$1,122,900.40
Payments	\$730,328.44
Adjustments	\$318,574.45
Write Offs	\$12,716.06

Collection Rate	93.4%
Net Rev/Run	\$317.85

Charges

Mileage	\$6,312.90	1.9	
ALS	\$98,175.00	189	61.6%
ALS 2	\$2,100.00	3	1.0%
BLS	\$40,250.00	115	37.4%
	\$146,837.90	307	

Charges

Mileage	\$55,591.80	2.2	
ALS	\$759,958.60	1,449	63.1%
ALS 2	\$23,500.00	38	1.7%
BLS	\$283,850.00	811	35.3%
	\$1,122,900.40	2,298	

Payments

Medicaid	\$0.00	0.0%
Medicare	\$0.00	0.0%
Primary Ins.	(\$24.96)	-1.6%
Secondary	\$69.44	4.3%
TPL/Auto	\$881.10	54.8%
Other	\$681.90	42.4%
	\$1,607.48	

Payments

Medicaid	\$9,611.03	1.3%
Medicare	\$350,597.66	48.0%
Primary Ins.	\$277,516.11	38.0%
Secondary	\$37,874.79	5.2%
TPL/Auto	\$6,457.12	0.9%
Other	\$48,271.73	6.6%
	\$730,328.44	

Adjustments

Medicaid	\$0.00	0.0%
Medicare	\$0.00	0.0%
Primary	\$0.00	0.0%
BCBS	\$0.00	0.0%
Resident	\$0.00	0.0%
Other	\$252.50	100.0%
	\$252.50	

Adjustments

Medicaid	\$49,656.32	15.6%
Medicare	\$92,377.32	29.0%
Primary	\$157,501.85	49.4%
BCBS	\$18,927.41	5.9%
Resident	(\$207.73)	-0.1%
Other	\$319.28	0.1%
	\$318,574.45	