

Ohio Medicaid Ambulance Supplemental Payment Program (ASPP) Opportunity

JMOC Hearing

February 16, 2023



OEMSCA
The Ohio EMS Chiefs Association

Agenda

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About OEMSCA

- Ohio EMS Chiefs Association represents the leadership and crews of public, EMS-only departments in the state legislature, on national EMS boards, and more
- OEMSCA provides meaningful representation for leadership of “third service” EMS departments (public EMS agencies) in the state of Ohio, allowing our voices to be heard alongside fire departments that provide EMS and the private ambulance companies.
- Public EMS-only departments are located throughout Ohio. Many of these agencies cover an entire county, while others offer municipal response, and in other cases, the department serves a township, or multiple townships, or operates inside a specially-created EMS District.

OEMSCA Members

| Agency Name | County |
|---------------------------------------|------------|
| Adams County | Adams |
| Ada / Liberty EMS | Hardin |
| Anna Rescue | Shelby |
| Arcanum Community Rescue | Darke |
| Athens County EMS | Athens |
| BMRT Ambulance District | Logan |
| Bradner EMS, Village of | Wood |
| City of Cleveland | Cuyahoga |
| Community EMS District | Portage |
| Columbiana EMS | Columbiana |
| Coshocton County EMS | Coshocton |
| Delaware County EMS | Delaware |
| Fredericktown Community Jnt.E.A.D. | Knox |
| Fulton County EMS | Fulton |
| Gallia County EMS | Gallia |
| Henry Co. South Joint Ambulance Dist. | Henry |
| Hocking County EMS | Hocking |
| Indian Lake EMS | Logan |
| Jackson County EMS | Jackson |
| Jackson-Forest Amb. District | Hardin |
| Jefferson Emergency Rescue District | Jefferson |
| Lawrence County EMS | Lawrence |
| Madison County Emergency Medical | Madison |

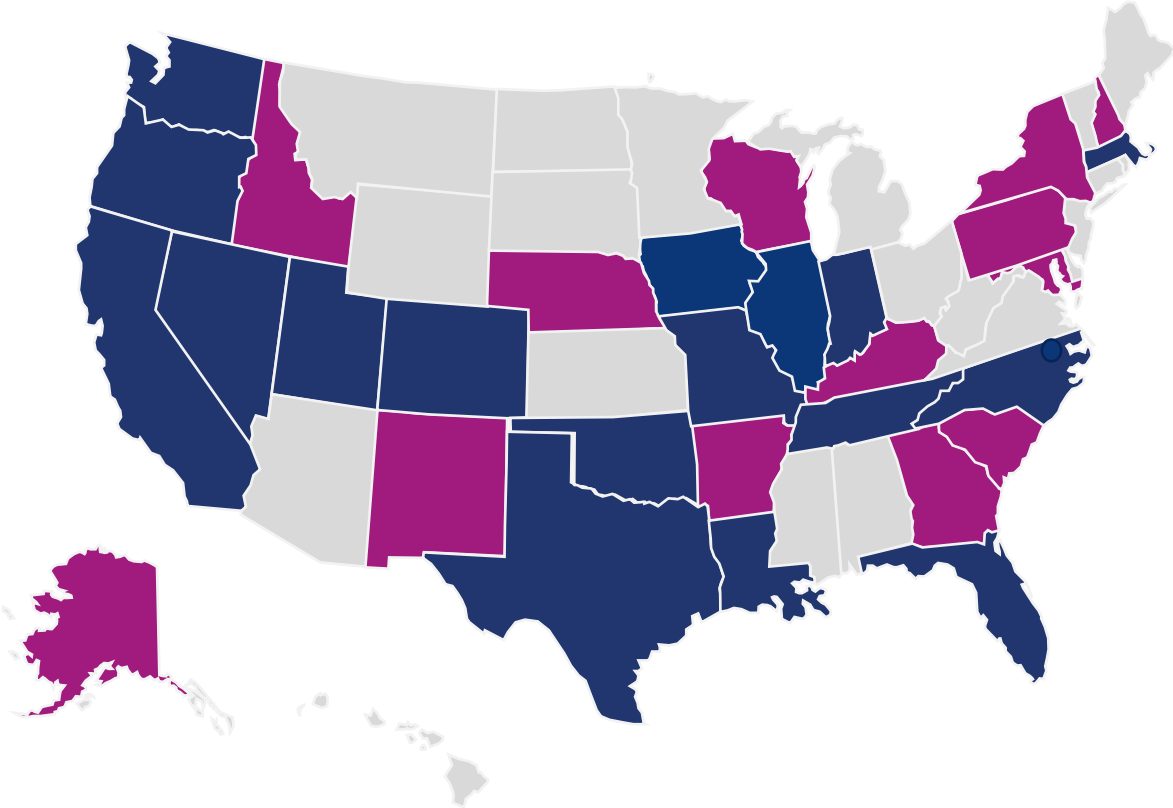
| Agency Name | County |
|----------------------------------|------------|
| Medina Life Support Team | Medina |
| Meigs County EMS | Meigs |
| Mercer County EMS | Mercer |
| Mid-County EMS | Ottawa |
| Middletown Twp. EMS | Columbiana |
| Morrow County EMS | Morrow |
| Northwest Ambulance District | Ashtabula |
| Osgood Area Rescue Squad | Darke |
| Paulding EMS | Paulding |
| PMP Joint Ambulance District | Hancock |
| Put-in-Bay EMS | Ottawa |
| Putnam County EMS | Putnam |
| Sandusky County EMS | Sandusky |
| Seneca County EMS | Seneca |
| South Central Ambulance District | Ashtabula |
| South Lorain County Amb District | Lorain |
| TEMS Joint Ambulance District | Jefferson |
| Tipp City EMS | Miami |
| Tri-Village Rescue Services | Darke |
| Union Township Life Squad | Clermont |
| Versailles EMS, Village of | Darke |
| Williams County EMS | Williams |
| Wyandot County EMS | Wyandot |

The Issue at Hand

- Medicaid reimbursement rates have not kept pace with the actual cost of providing services/transport.
- The average cost of an ambulance transport in Ohio is approximately \$1,000 but the average Medicaid payment for an ambulance transport is only \$170, leaving a significant gap of unfunded costs.
- Inadequate Medicaid reimbursement over the long term is only exacerbated by the unanticipated financial impact of the recent COVID-19 pandemic.
- These factors place immense pressure on our ability to provide essential services sustainably.
- A cost-based Ambulance Supplemental Payment Program (ASPP) can provide substantial relief.
 - Implementation of an ASPP in OH is anticipated to generate over **\$50 Million** of additional federal funding for the transport of Medicaid beneficiaries by ambulance providers
 - This type of program has been implemented or is in the process of being developed in over 30 states across the country
- We hope to gain ODM support and develop a strategy to establish an ASPP for public EMS providers across the state of Ohio.

Existing EMS Supplemental Payment Programs

Supplemental Payment Programs are being implemented across the country.



Over 30 states have active programs or are currently in the process of developing and implementing a program.

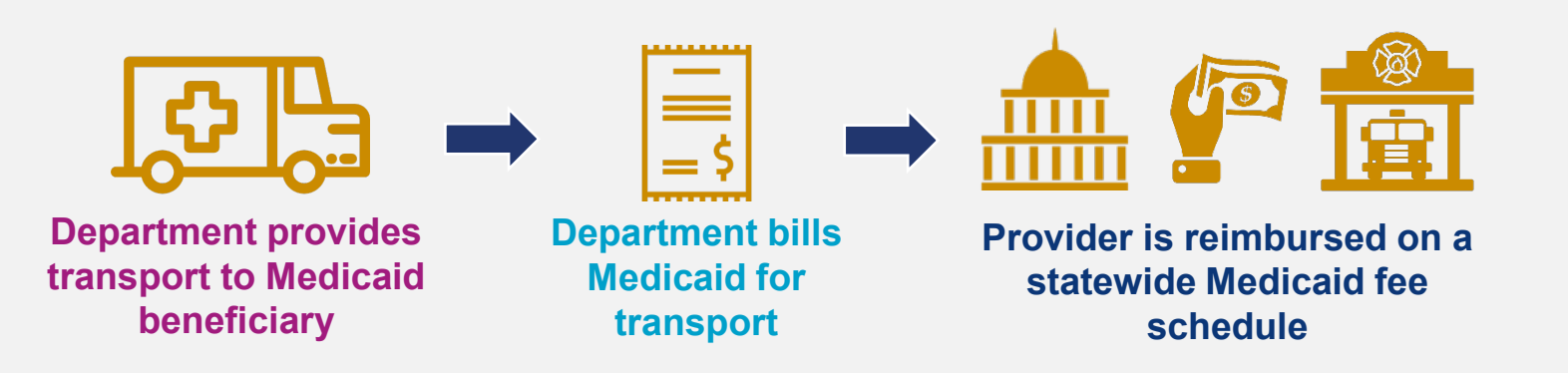
- Active Programs
- States Pursuing a Program

OH EMS ASPP Program Background

- OEMSCA has been working since 2018 with the goal of developing an Ambulance Supplemental Payment Program in Ohio.
- This opportunity was presented to Ohio Department of Medicaid (ODM) on December 21, 2021, which was received with general support
- The opportunity was then presented at the Ohio Department of Medicaid Third Party Resource Day in February 2022
- OEMSCA submitted a formal letter requesting ODM support of the program to ODM Director Corcoran in late July 2022, as did the City of Cleveland, with no response to date
- A dedicated provider stakeholder group has been established to bring this opportunity before the Ohio Department of Medicaid, and ultimately gain federal Centers for Medicare and Medicaid Services (CMS) approval.

Overview of the Ambulance Supplemental Payment Program Initiative

Current Medicaid Reimbursement in Ohio



Ambulance service providers in OH and across the country are facing a difficult financial situation.

Medicaid payment rates **do not recognize the actual costs** incurred by EMS providers for the provision of EMS services.

| CMS Medicaid Fee Schedule | |
|---------------------------|------|
| ALS1 | \$XX |
| ALS2 | \$XX |
| BLS1 | \$XX |
| BLS2 | \$XX |

Typically, the rate at which Medicaid transports are reimbursed is **20% or less** of the actual cost to the department.

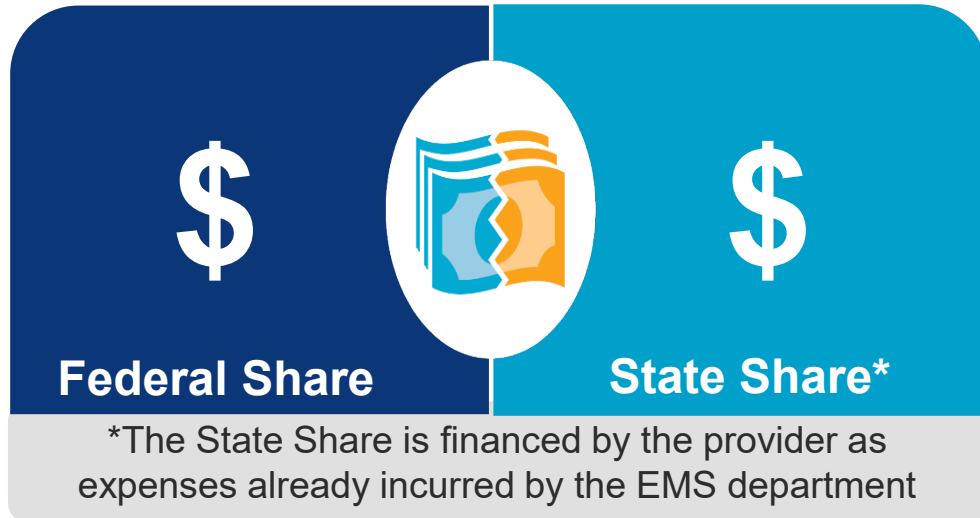
| Budget |
|--|
| <ul style="list-style-type: none"> • General Funds • EMS Special Funds <ul style="list-style-type: none"> • Tobacco taxes • State vehicle registration fees |

This requires municipalities and counties to use **alternative funding sources** to supplant the costs such as the allocation of taxes and fees.



Supplemental Payment Program

Supplemental Payment Programs allow states to “draw down” the federal share of costs for healthcare services. *These programs operate with no additional cost to the state. States often collect an administrative fee from this program for budgetary purposes.*



Example:

It costs a department **\$1,000** to transport a Medicaid-eligible patient.

They submit a claim and receive **\$170**.

The *net* remaining cost of that transport is then **\$830**.

Because the Federal Medical Assistance Percentage (FMAP) for Ohio is **63%**...

- The State (EMS agency) is responsible for **\$307**.
- The federal government is responsible for **\$523**.
 - **This is the amount providers would be able to draw down per Medicaid transport**

Call to Action and Next Steps

Call to Action and Next Steps

Call to Action

- ODM support is required to move forward with an ASPP in OH
- The date the State Plan Amendment (SPA) is submitted to CMS becomes the date recoveries can retroactively be claimed once the SPA is approved
- Every month the kickoff of the program is delayed results in another month funds will not be available

Next Steps

Step 1: Design Program Model

Step 2: Conduct Stakeholder Sessions

Step 3: Develop SPA and Facilitate CMS Review and Approval

Step 4: Implement Program

Step 5: (Ongoing): Administer Program