

# Charlotte County Fire & EMS 2021 Proposed Ambulance Rate Increase

REV 7/9/21



CHARLOTTE COUNTY  
FLORIDA

# Reasons for Rate Increase

- Charlotte County Fire & EMS has not increased fees since 2008
- Opportunity to recover costs for services, in providing Emergency Medical Services
- Digitech, our contracted third-party billing company, proposed fee increases during our annual review. Their proposed fees are based on a new FL statute that allows automobile accident claims (MVA's) to be billed at 200% of Medicare's allowable fees
- Review of results from our 2020 FL Agency Ambulance fee survey
- Bring our fees in line with those charged by other FL Counties

# Digitech's Recommendation

- Pay class focus is Automobile (MVA's) - FL statues require payment based on 200% of Medicare Allowable rates
- Providers must have their transport fees set at or above 200% of the Medicare allowable. If not, auto insurance is only obligated to pay the provider's billed charge. \*
- Digitech's Recommendation: **Increase your fees to 200 percent of the Medicare allowable**
- *Con:* Increase in adjustments due to Medicare paying allowable and a decrease in collection % \*\*\*
- *Con:* Higher co-payments become patient responsibility

| Level of Service                                 | CCFEMS<br>Current Fees | 2021<br>Medicare Allowable | 2021<br>200% of Medicare Allowable |
|--|------------------------|----------------------------|------------------------------------|
| Mileage  | \$10.00                | \$7.62                     | \$15.24                            |
| Basic Life Support (BLS) - Nonemergency          | \$375.00               | \$227.68                   | \$455.36                           |
| Basic Life Support (BLS) - Emergency             | \$550.00               | \$364.28                   | \$728.56                           |
| Advanced Life Support (ALS) - Nonemergency       | \$650.00               | \$273.21                   | \$546.42                           |
| Advanced Life Support (ALS), Level 1 - Emergency | \$650.00               | \$431.23                   | \$862.46                           |
| Advanced Life Support (ALS), Level 2 - Emergency | \$700.00               | \$626.11                   | \$1,252.22                         |
| Specialty Care Transport (SCT)                   | \$750.00               | \$739.94                   | \$1,479.88                         |

# 2020 FL Agency Fee Survey Data

- The proposed rate increase was also brought on by an Ambulance fee survey that was completed by us in November 2020, in which **60 FL agencies responded**.\* Summary below with average rate vs. our current rate

| Billing Level                                      | Average  | CCFEMS Current | Difference | CCFEMS Proposed | Difference |
|--|----------|----------------|------------|-----------------|------------|
| Basic Life Support (BLS)<br>Non-Emergency          | \$542.11 | \$375.00       | (\$167.11) | \$650.00        | \$107.89   |
| Basic Life Support (BLS)<br>Emergency              | \$649.58 | \$550.00       | (\$99.58)  | \$650.00        | \$0.42     |
| Advanced Life Support<br>Non-Emergency             | \$620.39 | \$650.00       | \$29.61    | \$700.00        | \$79.61    |
| Advanced Life Support (ALS)<br>Emergency           | \$721.72 | \$650.00       | (\$71.72)  | \$700.00        | (\$21.72)  |
| Advanced Life Support (ALS)<br>Level 2 - Emergency | \$836.85 | \$700.00       | (\$136.85) | \$750.00        | (\$86.85)  |
| Specialty Care Transport (SCT)                     | \$946.48 | \$750.00       | (\$196.48) | \$800.00        | (\$146.48) |
| Standard Mileage                                   | \$12.46  | \$10.00        | (\$2.46)   | \$12.00         | (\$0.46)   |
| Specialty Care Transport (SCT)<br>Mileage          | \$12.73  | \$10.00        | (\$2.73)   | \$12.00         | (\$0.73)   |

# Surrounding Counties

| Agency Name                          | Average # of Annual Transports | BLS Non-Emergency | BLS Emergency | ALS Non-Emergency | ALS Emergency | ALS2 Emergency | SCT      | Mileage | SCT Mileage |
|--------------------------------------|--------------------------------|-------------------|---------------|-------------------|---------------|----------------|----------|---------|-------------|
| Sarasota County Fire Department      | 37,000                         | \$600.00          | \$600.00      | \$600.00          | \$600.00      | \$650.00       | \$650.00 | \$10.00 | \$10.00     |
| Lee County EMS                       | 62,000                         | \$650.00          | \$650.00      | \$875.00          | \$875.00      | \$875.00       | \$950.00 | \$12.00 | \$12.00     |
| Collier County EMS                   | 29,000                         | \$700.00          | \$700.00      | \$700.00          | \$700.00      | \$750.00       | \$800.00 | \$12.25 | \$12.25     |
| Charlotte County Fire EMS (Current)  | 20,500                         | \$375.00          | \$550.00      | \$650.00          | \$650.00      | \$700.00       | \$750.00 | \$10.00 | \$10.00     |
| Charlotte County Fire EMS (Proposed) | 20,500                         | \$650.00          | \$650.00      | \$700.00          | \$700.00      | \$750.00       | \$800.00 | \$12.00 | \$12.00     |

# Our Proposed Rate Increase

| Level of Service             | Description  | CURRENT              | PROPOSED  |
|------------------------------|--|----------------------|-----------|
| Mileage                      | Ground mileage (per mile)  | \$ 10.00             | \$ 12.00  |
| BLS Non-Emergency            | Monitor patient condition during transport. No procedures are performed (i.e. scheduled transport, inter-facility transport or no immediate response needed to the patient) *  | \$ 375.00            | \$ 650.00 |
| BLS Emergency                | BLS intervention within the scope of an EMT  | \$ 550.00            | \$ 650.00 |
| ALS Non-Emergency            | ALS assessment and intervention beyond the scope of EMT, inter-facility and scheduled transports   | \$ 650.00            | \$ 700.00 |
| ALS Emergency                | ALS assessment and intervention beyond the scope of EMT  | \$ 650.00            | \$ 700.00 |
| ALS Level 2 Emergency        | ALS assessment and ALS 2 intervention beyond the scope of EMT  | \$ 700.00            | \$ 750.00 |
| Specialty Care Transport     | Service performed higher then the scope of a Paramedic (i.e. Respiratory Care)   | \$ 750.00            | \$ 800.00 |
| Treatment No Transport 1     | IV Administration of D10 on a patient refusal (not covered by insurance)   | \$ 175.00            | \$ 175.00 |
| <b>Additional Charges **</b> |  |                      |           |
| Treatment No Transport 1     | Lift Assist Services for Assisted Living Facilities and Skilled Nursing Facilities or ALS assessment and intervention beyond the scope of EMT on a patient refusal (would also include the IV Administration of D10 on patient refusal in this code, as above) | Not Currently Billed | \$ 175.00 |
| Treatment No Transport 2     | ALS assessment and ALS 2 intervention beyond the scope of EMT; no transport provided   | Not Currently Billed | \$ 350.00 |

# Treatment No Transport

Charge #1 - \$175

- Apply Treatment No Transport rate of \$175 for patient refusals where ALS Assessment/Intervention has been provided
  - Charge will remain billable for administration of IV D10 with transport refusal
- Apply Treatment No Transport charge on lift assist performed at skilled nursing facilities
  - Encourages skilled nursing facilities to utilize their staffing prior to calling 911 for assistance
  - Reduces the impact on available resources for emergency call

# Treatment No Transport

## Charge #2 - \$350

- Apply Treatment No Transport rate of \$350 for ALS 2 interventions performed without transport
  - **This applies to trauma calls where a patient is transferred on scene to flight crew for air transport.**
- Surrounding County charges for services without transport:
  - Sarasota \$125.00 (ALS assessment)
  - Lee County \$150.00 (refusals with ALS/BLS assessment)
  - Manatee County \$500 (IV med only/\$600 for ALS 2 interventions)
  - Collier County \$175 (IV med only)
  - Desoto County \$50 (all patient refusals)
- Treatment No Transport 1 & 2
  - Not covered by insurance, patient responsibility
  - Estimated cost recovery \$110K annually



# Revenue

- Based on the proposed increases, estimated cost recovery \$235K annually
  - \$125K from fee increases
  - \$110K from added Treatment No Transport codes
- Projected collections are based on the following
  - Gradual increase in transports (1-2%)
  - No major changes in pay class mix
  - Service levels remains the same
  - Demographics and industry reimbursement levels remaining at current levels

# Summary

- Our goal is to bring our rates in line with other FL agencies and help recover costs associated with providing emergency services
- Apply the Treatment No Transport charges for patient refusals and/or services without transport, as many FL agencies do, in an effort to help recover costs for personnel, equipment and other expenses
- Apply the Treatment No Transport charge for Lift Assists provided at nursing facilities to help recover costs and encourage facilities to use their resources for these types of calls and keeping resources available for emergencies