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Maine Medicaid EMS Supplemental Payment Program

Blue-Ribbon Commission (BRC) Meeting

October 25, 2022

Introductions



Robert “Butch” Russell
President, MAA

Michael Senecal
Vice President, MAA

William Ferdinand, Jr.
Lobbyist, MAA



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Mason Lane
Portfolio Director

Cathia Riley
Project Director

Alexia Duany
Project Manager

About Sellers Dorsey

Client Types



States and
Counties



Safety Net
Hospitals



Academic
Medical
Centers



State
Ambulance
Associations
& Providers



Medicaid
Managed
Care Plans



Medicaid
Vendors



Physician
practice
plans



LTSS
Providers

Successful Medicaid Financing Results

- Assisted states, counties, parishes, providers, and stakeholders to generate over \$19 billion in additional federal Medicaid funding
- Successfully designed and implemented start-to-finish Medicaid financing initiatives in 24 states, with two or more successful initiatives in 13 states
- Since 2017, Sellers Dorsey has secured CMS approval for 49 Sellers Dorsey-designed Medicaid financing initiatives in 18 states

FACTS on Maine Ambulance

- For many ambulance services, MaineCare reimbursement is below the cost of service leading to significant losses.
- In the post-pandemic environment, Maine ambulance services providers face severe workforce challenges.
- Even prior to the pandemic, the number of EMS personnel has steadily declined; the industry experienced a **20-30%** turnover rate among its service providers nationwide in 2019.
- Especially in rural areas, underfunded ambulance services are unable to employ enough paramedics. This has also increased the gaps in coverage.

Supplemental Payment Programs

Types of Programs

- Governmental Providers
 - Intergovernmental Transfers (IGTs), Certified Public Expenditures (CPEs).
- Non-governmental Providers
 - Provider Assessment Programs

Potential Program Benefits

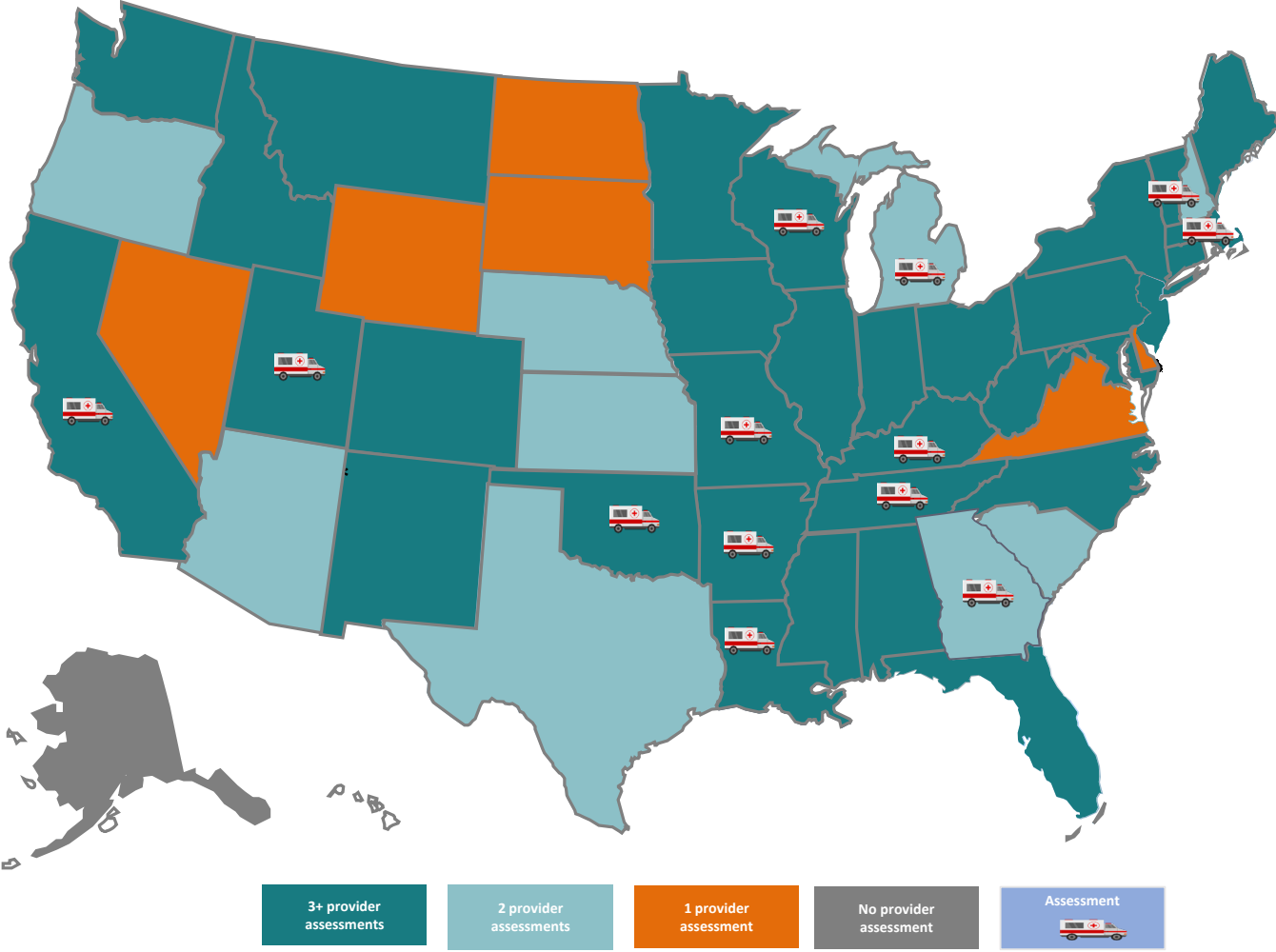
- With increased revenue, the ambulance industry can:
 - Pay their employees higher wages
 - Invest in recruiting and retaining employees
 - Increase and maintain inventory of equipment and other supplies
 - Conduct trainings to encourage best practices industry wide

What is a Provider Assessment?

A Medicaid financing mechanism that authorizes collecting revenue from specified categories of providers (class of service).

These new state funds are then matched with federal funds so that the state receives additional federal Medicaid dollars.

The assessment is then paid back to providers through lump-sum Medicaid payments (usually quarterly) based on providers' actual Medicaid volume.



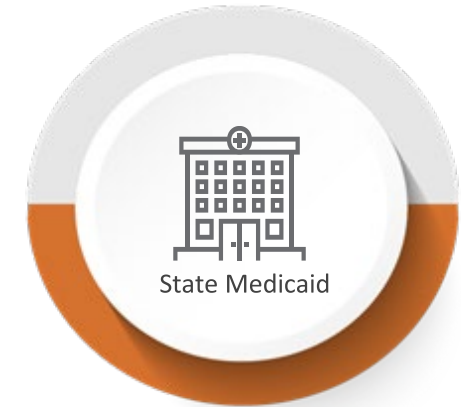
Medicaid is Jointly Funded by States and the Federal Government



State Share: Federal law requires the state to fund a portion of Medicaid using state and local funds.



Federal Share: The Federal government guarantees matching funds to states for qualifying Medicaid expenditures via the Federal Medical Assistance Percentage (FMAP).



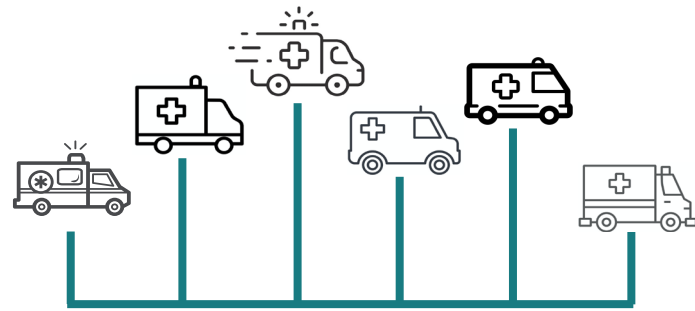
State Medicaid: For example, the FMAP in Maine is 70%. For every dollar MaineCare pays to a provider of Medicaid services, about 70 cents are federal and 30 cents accounts for the state share.

This varies by state from 50% to roughly 80%. In states that expanded Medicaid, the matching percentage for that is 90% federal.

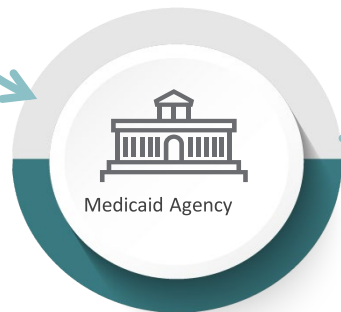
EMS Supplemental Payment Program

- The Maine Ambulance Association and Sellers Dorsey are developing a program to **benefit all nongovernmental (profit, non-profit, and volunteer) ground ambulance providers** in Maine.
 - Sellers Dorsey has been actively working in **more than half a dozen states** to implement ambulance assessment programs.
- Under the program, all nonmunicipal **ground ambulance providers** will pay an assessment to the state and the funds collected from this assessment will be **matched** by federal Medicaid dollars.
- The assessment must be:
 - Uniform
 - Broad Based
 - Capped at 6% of Net Revenue
 - Not contain a hold harmless
- The state will make supplemental payments to **all nongovernmental ambulance providers**. The industry will see Medicaid revenue **increase** by 50% to 100%.

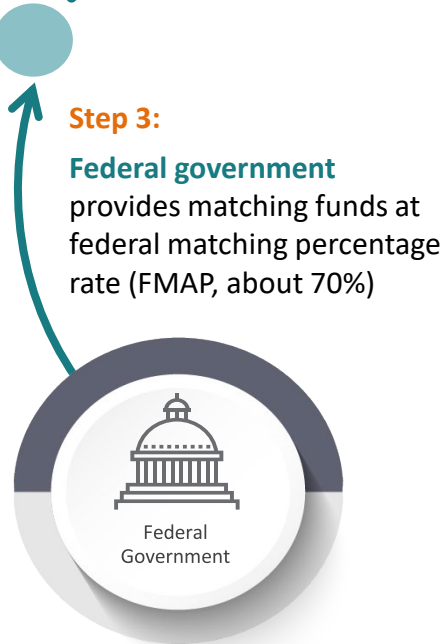
EMS Supplemental Payment Program Overview Flowchart



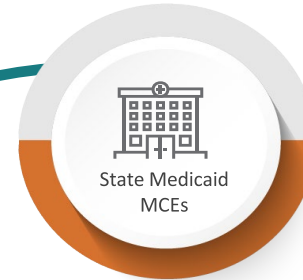
Step 1:
EMS Providers
pay assessment to
state (for example,
at the end of each
quarter)



Step 2:
State Medicaid Agency
Increases reimbursement to
EMS Providers



Step 3:
Federal government
provides matching funds at
federal matching percentage
rate (FMAP, about 70%)

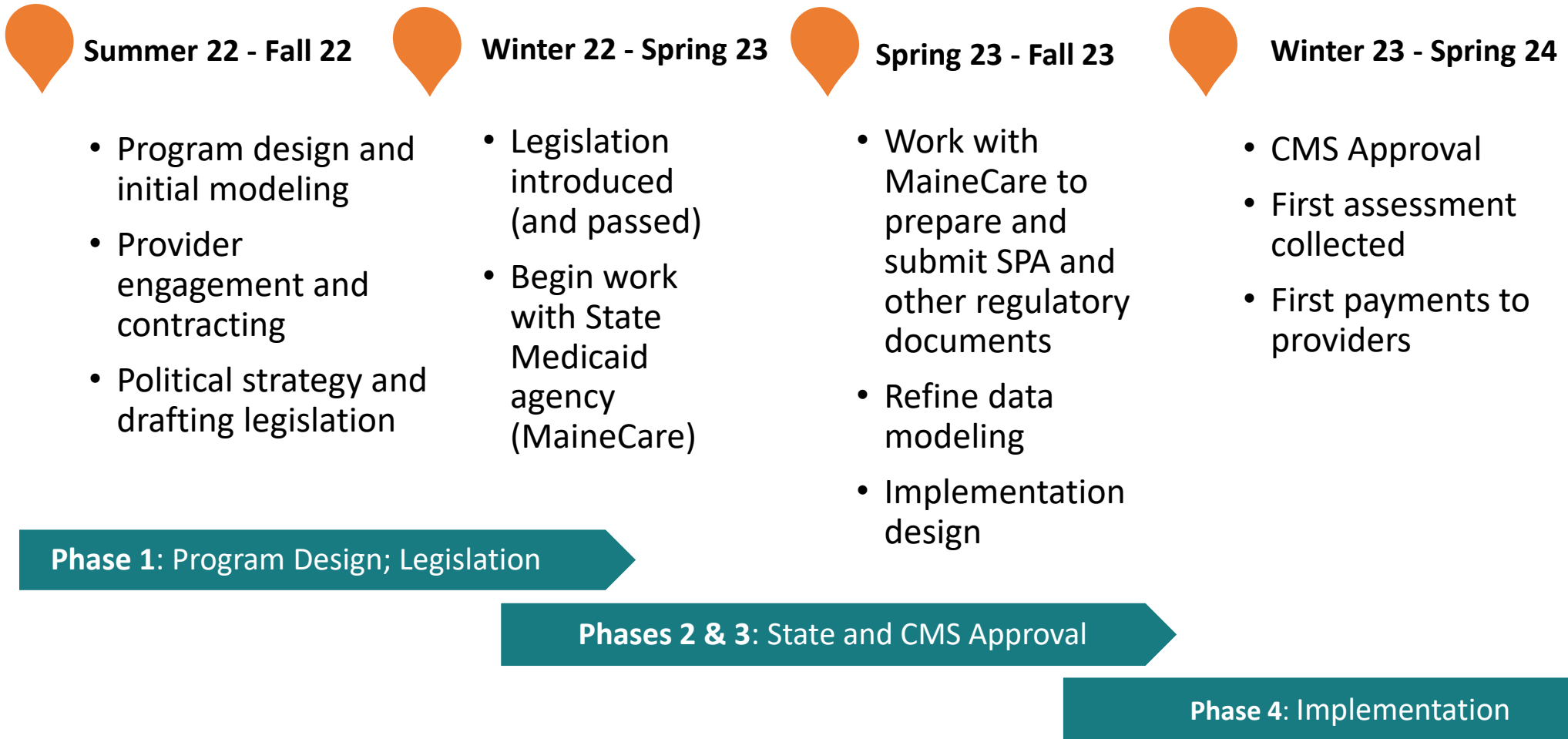


In Medicaid managed care, **MCOs**
receive payment using state and
federal funds and then make
directed payment to EMS
providers



Step 4:
EMS Providers
receive supplemental payments
directly in fee-for-service

EMS Supplemental Payment Program Implementation Timeline



Open Discussion and Questions