

NE MT STAT AIR AMBULANCE REPORT TO STUDY GROUP – APRIL 2016

Year-to-Date Payer Mix Percentage (Jul15-Jan16)

- Blue Cross 7.57%
- Champus 0.50%
- Commercial 8.17%
- Indian Health Services 18.52%
- Medicaid 14.14 %
- Medicare 43.49%
- Medicare Advantage 1.44%
- Other 0.63%
- Self Pay 5.25%
- Worker's Compensation 0.29%

44.93% of our flights are Medicare

Medicaid Expansion

Montana Legislature sets the Medicaid payment rates

Since January 1, 2016 when Montana allowed Medicaid Expansion we have seen a 158% increase in Medicaid flights (6.2 flights per month to 16 flights per month) (Jan-Mar) Self pay used to be at 7% is now 5.25%

We have seen a decrease in Indian Health Services since January 1, 2016 of 54% (8.8 flights per month to 4 flights per month) (Jan-Mar) – I.H.S. is moving their members to Medicaid.

*Projected per hour expense \$2,919.87 (4,379,807.60 expense divided by 1500 hours) NE MT STAT Air

Air Ambulance Charges 2016				
Payor Group	Base Rate	Mileage Rate	Balance Bill	Glasgow - Billing
STAT Air(Regular)	13,534.00	38.40	Yes	21,060.40
Allegiance Contract	11,278.40	32.00	No	17,550.40
2016 Medicare	4,493.31	12.73	No	6,988.39
2016 Medicaid	1,668.26	5.40	No	2,726.66
BC/BS	8,986.62	25.50	Yes	14,010.12

Actual Cost Per Flight vs Payment Received – Glasgow to Billings			
Payor	Actual Cost	Payment Received	Loss/ Profit
Medicaid	5,839.74	2,726.66	-3,113.08 *
Medicare	5,839.74	6,988.39	1,148.65
BC/BS	5,839.74	14,010.12	8,170.38
Allegiance	5,839.74	17,550.40	11,710.66

*Every Medicaid flight we accept we lose \$3,113.08.

Actual Charge vs. Payment Received Glasgow-Billings			
Payor	Actual Charge	Payment Received	Loss/Profit
Medicaid	21,060.40	2,726.66	-18,333.74
Medicare	21,060.40	6,988.39	-14,072.01
BC/BS	21,060.40	14,010.12	-7,050.28
Allegiance	21,060.40	17,550.40	-3,510.00
Regular Charge	21,060.40	Cost: 5,839.74	15,220.66

Profit & Loss July 2015 – February 2016			
Payor	Mix (Percentage)	Billed	Loss
Blue Cross	7.57%	636,579.80	-240,848.46
Champus	0.50%	36,574.00	-6,096.50
Commercial	8.17 %	636,978.80	-66,391.56
Indian Health Services	18.52%	1,303,633.40	0.00
Medicaid	14.14%	1,601,477.80	-1,328,482.81
Medicare	43.49%	3,787,137.80	-2,463,892.06
Medicare Advantage	1.44%	128,935.20	-57,099.34
Other	0.63%	89,924.80	0.00
Self Pay	5.25%	466,516.00	-2,002.72
Worker's Comp	0.29%	20,868.40	0.00
Contractual Adjustment		-0-	-471,791.46
Totals	100.00%	8,708,626.00	-4,501,185.83
Total Gross Income		4,207,440.17	-0-
Expense		-2,939,550.58	
Net Income		1,267,889.59	