

Rebecca Buck

From: Theresa Utton
Sent: Monday, February 22, 2016 12:48 PM
To: Rebecca Buck
Subject: FW: LAMOILLE AMBULANCE SOLUTION OF MEDICAID RATE INCREASES

From: Danielle Coulombe [<mailto:lasbilling@comcast.net>]
Sent: Monday, February 22, 2016 12:44 PM
To: Bill.Clark@Vermont.gov; Theresa Utton; Mitzi Johnson; Peter Fagan; Kathleen Keenan; Robert Helm; martyfeltus@gmail.com; Mary Hooper; Diane Lanpher; Anne O'Brien; Albert Pearce; Kitty Toll; matrieber@gmail.com; Ann Pugh; Steven.Costantino@vermont.gov; Ann Manwaring
Subject: LAMOILLE AMBULANCE SOLUTION OF MEDICAID RATE INCREASES

Lamoille Ambulance Service, Inc.

P.O. Box 352 • Johnson, Vermont 05656-0352 • 802-635-7724 • 1-800-639-2082 • Fax 802-635-2050

Vermont Legislators and Parties of Interest,

I had the privilege of speaking to you last Monday night in Williston regarding Lamoille Ambulance Service Incorporate proposal for non-emergent ambulance transports. It is my understanding that legislation is looking for solutions. Lamoille Ambulance has a solution that will provide a savings for the State of Vermont, as well as allow Medicaid to stay within its budget and still ensure excellent quality of care throughout the state.

Our proposal is simple. Vermont Department of Health Access will own, in partnership with Lamoille Ambulance, an exclusive, non-emergent ambulance transportation system and run like other Medicaid medical transportation services such as Special Services Transportation Agency (SSTA), and Rural Community Transport (RCT) in Lamoille Country. The difference would be ambulances, not wheelchair vans or cabs. The Department will have tighter control on assessing medical necessity, and approve locations case by case. A patient is not transported, unless Medicaid says yes. This allows the State to stay within an allocated, predetermined budget. Resulting from a state program, taxes will not apply. Emissions tax, for example, can be waived. Additionally, billing will be simplified so less time and money is spent on administrative task. This is another way to ensure the budget is met.

The second part of my proposal is that Medicaid enlist the management services of Lamoille Ambulance Service, Incorporate. We are known for providing excellent care all over the State and New England for decades. We love what we do, and our wish is to not give it up. Due to the low Medicaid reimbursement rates, we are possibly looking at the discontinuation of supplying Medicaid transportation services so we can continue to provide services for the general populace. I keep in regular contact with Bill Clark, Managed Care Compliance Director with the Department of Vermont Health Access. He will be happy to share with you all the details of the excellent services we have provided to Medicaid patients. His contact is 802-879-5900 & Bill.Clark@Vermont.gov.

In regards to emergencies, Lamoille Ambulance does not provide 911 services. Many 911 services are non-profit entities, and receive help from the townships they service. For example, revealed in the township of Johnson's annual report for 2014 & 2015, the town approved a budget increase by 14.2%, \$3.43 more per person living in the area that Northern Emergency Medical Services provides coverage for. Other townships have followed suit. Therefore, the rate increases have already gone up for non-profit 911 agencies without help from the State. They routinely reject non-emergent transports for the sake of 911 preparedness. Understanding as this is, the need for non-emergent transports must be addressed.

In closing, we like to ask you to open up a steady flow of communications with us. We have ideas on how to implement such a program and wish to discuss them in further detail. We believe that this is a real solution with positive benefits. Medicaid is not for profit, so let's make it affordable together.

Sincerely,

Robert Hoag
CEO/President of Lamoille Ambulance Service, INC.