

Prospective Payment System Proposed for QHCs under the ACA

On September 23, 2013, the Centers for Medicare & Medicaid Services (CMS) released a proposed rule to clarify the original language in the Patient Protection and Affordable Care Act (ACA) regarding developing a prospective payment system (PPS) for Federally Qualified Health Centers (QHC).¹ QHCs traditionally provide preventative and primary health services to underserved areas. Under the proposed rule, payments for services rendered to more than 21 million people at almost 9,000 QHC sites nationwide will receive an estimated 30% increase in payments beginning on October 1, 2014.² The new payment structure will include cost adjustments for geographic variation, and the higher costs associated with initial and annual Medicare visits will be transitioned throughout fiscal year (FY) 2015.3 The estimated encounter-based perdiem base rate for the new PPS is \$155.90, an increase of 22-40% over prior upper limits for QHCs (rural: \$110.78, and urban: \$128). In addition to payment changes for QHCs, the proposed rule upholds the ACA's requirement that a beneficiary's copayment be no higher than 20% of the total payment.⁴

The Health Center Program that runs QHCs is administered by the Health Resources and Services Administration (HRSA). On September 13, the Department of Health and Human Services (HHS) announced that, in addition to the \$19 million in awards from the ACA to be utilized towards establishing 32 new health care delivery sites, another \$48 million will be given to HRSA to support ongoing operations and quality improvement activities at already established QHC sites.⁵

Other proposed changes not related to payment and cost schema include the approval for rural health clinics to contract with midlevel providers, e.g., physician assistants and nurse practitioners.⁶ While ongoing debates between physician and midlevel provider organizations concern the relative risks of allowing certain midlevel providers to act as primary care practitioners (refer to related article from Health Capital Topics, Vol. 6, Issue 9), this regulation may benefit consumers in underserved medical areas affected by primary care physician shortages.⁷

The support and funding of QHCs is recognized as a key component to success for the ACA and healthcare reform. These programs are instrumental in outreach to underserved medical communities in providing quality and affordable healthcare to consumers that otherwise may not be able to afford, or have access to, preventative and primary care services. As the implementation of various healthcare reform measures continues in the coming months and years, the role of QHCs should be continuously evaluated to determine their effectiveness in contributing to the ACA's goals and resulting benefits to consumers.

² "Details for Title: CMS Proposes New Medicare Prospective Payment System (PPS) for Federally-Qualified Health Centers Beginning October 1, 2014", by Centers for Medicare & Medicaid Services, September 18, 2013,

³ "Details for Title: CMS Proposes a Medicare Prospective Payment System for Federally Qualified Health Centers", by Centers for Medicare & Medicaid Services, September 18, 2013, http://www.cms.gov/Newsroom/MediaReleaseDatabase/Press-

http://www.cms.gov/Newsroom/MediaReleaseDatabase/Press-Releases/2013-Press-Releases-Items/2013-09-18-2.html (Accessed October 14, 2013)

⁵ "HHS Awards Affordable Care Act Funds for New Health Care Delivery Sites", by the Department of Health and Human Services, September 13, 2013,

http://www.hhs.gov/news/press/2013pres/09/20130913a.html (Accessed October 27, 2013)

¹ Refer to "Medicare Program; Prospective Payment System for Federally Qualified Health Centers; Changes ot Contracting Policies for Rural Health Clinics; and Changes to Clinical Laboratory improvement Amendments of 1988 Enforcement Actions for Proficiency Testing Referral; Proposed Rule", by Centers for Medicare & Medicaid Services, Federal Register, Vol. 78, No. 184, September 23, 2013

http://www.cms.gov/Newsroom/MediaReleaseDatabase/Fact-Sheets/2013-Fact-Sheets-Items/2013-09-18-2.html (Accessed October 27, 2013)

⁴ Ibid, Fact Sheet, Centers for Medicare & Medicaid Services, September 18, 2013

⁶ Ibid, Fact Sheet, Centers for Medicare & Medicaid Services, September 18, 2013

⁷ "Nurse Practitioners Seek Expansion in Scope of Practice", by Health Capital Consultants, Health Capital Topics, Vol. 6, Issue 9, September 2013



Founded in 1993, HCC is a nationally recognized healthcare economic financial consulting firm

- HCC Home
- Firm Profile
- HCC Services
- HCC Experts
- Clients Projects
- HCC News
- Upcoming Events
- Contact Us
- Email Us

HEALTH CAPITAL

CONSULTANTS (HCC) is an established, nationally recognized healthcare financial and economic consulting firm headquartered in St. Louis, Missouri, with regional personnel nationwide. Founded in 1993, HCC has served clients in over 45 states, in providing services including: valuation in all healthcare sectors; financial analysis, including the development of forecasts, budgets and income distribution plans; healthcare provider related intermediary services, including integration, affiliation, acquisition and divestiture; Certificate of Need (CON) and regulatory consulting; litigation support and expert witness services; and, industry research services for healthcare providers and their advisors. HCC's accredited professionals are supported by an experienced research and library support staff to maintain a thorough and extensive knowledge of the healthcare reimbursement, regulatory, technological and competitive environment.



Robert James Cimasi, MHA, ASA, FRICS, MCBA, AVA, CM&AA, serves as Chief Executive Officer of **HEALTH CAPITAL CONSULTANTS** (HCC), a nationally recognized healthcare financial and economic consulting firm headquartered in St. Louis, MO, serving clients in 49 states since 1993. Mr. Cimasi has over thirty years of experience in serving clients, with a professional focus on the financial and economic aspects of healthcare service sector entities including: valuation consulting and capital formation services; healthcare industry transactions including joint ventures, mergers, acquisitions, and divestitures; litigation support & expert testimony; and, certificate-of-need and other regulatory and policy planning consulting.

Mr. Cimasi holds a Masters in Health Administration from the University of Maryland, as well as several professional designations: Accredited Senior Appraiser (ASA – American Society of Appraisers); Fellow Royal Intuition of Chartered Surveyors (FRICS – Royal Institute of Chartered Surveyors); Master Certified Business Appraiser (MCBA – Institute of Business Appraisers); Accredited Valuation Analyst (AVA – National Association of Certified Valuators and Analysts); and, Certified Merger & Acquisition Advisor (CM&AA – Alliance of Merger & Acquisition Advisors). He has served as an expert witness on cases in numerous courts, and has provided testimony before federal and state legislative committees. He is a nationally known speaker on healthcare industry topics, the author of several books, the latest of which include: "Accountable Care Organizations: Value Metrics and Capital Formation" [2013 - Taylor & Francis, a division of CRC Press], "The Adviser's Guide to Healthcare" – Vols. I, II & III [2010 – AICPA], and "The U.S. Healthcare Certificate of Need Sourcebook" [2005 - Beard Books]. His most recent book, entitled "Healthcare Valuation: The Financial Appraisal of Enterprises, Assets, and Services" will be published by John Wiley & Sons in the Fall of 2013.

Mr. Cimasi is the author of numerous additional chapters in anthologies; books, and legal treatises; published articles in peer reviewed and industry trade journals; research papers and case studies; and, is often quoted by healthcare industry press. In 2006, Mr. Cimasi was honored with the prestigious *"Shannon Pratt Award in Business Valuation"* conferred by the Institute of Business Appraisers. Mr. Cimasi serves on the Editorial Board of the Business Appraisals Practice of the Institute of Business Appraisers, of which he is a member of the College of Fellows. In 2011, he was named a Fellow of the Royal Institution of Chartered Surveyors (RICS).



Todd A. Zigrang, MBA, MHA, ASA, FACHE, is the President of **HEALTH CAPITAL CONSULTANTS** (HCC), where he focuses on the areas valuation and financial analysis for hospitals and other healthcare enterprises. Mr. Zigrang has significant physician integration and financial analysis experience, and has participated in the development of a physician-owned multi-specialty MSO and networks involving a wide range of specialties; physician-owned hospitals, as well as several limited liability companies for the purpose of acquiring acute care and specialty hospitals, ASCs and other ancillary facilities; participated in the evaluation and negotiation of managed care contracts, performed and assisted in the valuation of various healthcare entities and related litigation

support engagements; created pro-forma financials; written business plans; conducted a range of industry research; completed due diligence practice analysis; overseen the selection process for vendors, contractors, and architects; and, worked on the arrangement of financing.

Mr. Zigrang holds a Master of Science in Health Administration and a Masters in Business Administration from the University of Missouri at Columbia. He is a Fellow of the American College of Healthcare Executives, and serves as President of the St. Louis Chapter of the American Society of Appraisers (ASA). He has co-authored "*Research and Financial Benchmarking in the Healthcare Industry*" (STP Financial Management) and "*Healthcare Industry Research and its Application in Financial Consulting*" (Aspen Publishers). He has additionally taught before the Institute of Business Appraisers and CPA Leadership Institute, and has presented healthcare industry valuation related research papers before the Healthcare Financial Management Association; the National CPA Health Care Adviser's Association; Association for Corporate Growth; Infocast Executive Education Series; the St. Louis Business Valuation Roundtable; and, Physician Hospitals of America.



Anne P. Sharamitaro, Esq., is the Executive Vice President & General Counsel of **HEALTH CAPITAL CONSULTANTS** (HCC), where she focuses on the areas of Certificate of Need (CON); regulatory compliance, managed care, and antitrust consulting. Ms. Sharamitaro is a member of the Missouri Bar and holds a J.D. and Health Law Certificate from Saint Louis University School of Law, where she served as an editor for the Journal of Health Law, published by the American Health Lawyers Association. Ms. Sharamitaro has presented healthcare industry related research papers before Physician Hospitals of America and the National Association of Certified Valuation Analysts and co-authored chapters in "*Healthcare Organizations: Financial Management Strategies*," published in 2008.