

The Sustainable Growth Rate Saga Continues

With an aging U.S. population and estimates projecting an increase in Medicare spending from \$519 billion in 2010 to nearly \$930 billion by 2020, the Medicare program faces significant financial challenges in the coming years.¹ Enacted in 1997, the Sustainable Growth Rate (SGR) is designed to control aggregate growth in Medicare expenditures by setting annual spending targets based on inflation, Medicare enrollment, national gross domestic product (GDP), and regulatory developments.² The SGR formula calls for adjustments to the Medicare Physician Fee Schedule (MPFS) according to whether actual spending meets or exceeds the set target.³ Since 2002, actual expenditures have exceeded target expenditures, and the formula has called for cuts in reimbursements each year. To date, Congress has intervened each year to temporarily postpone threatened cuts to the MPFS.⁴ This process is unsustainable and in 2012, the SGR formula calls for a 30 percent cut to physician reimbursement.⁵

In an attempt to encourage Congress to permanently repeal the SGR instead of passing unfunded temporary fixes, on September 15, 2011 the Medicare Payment Advisory Commission (MedPAC) proposed a repeal plan financed by provider reimbursement cuts and increases in beneficiary costs. MedPAC argues that eliminating the SGR will cost nearly \$300 billion, which in light of the current federal deficit, would require significant offsets that should be shared by *“physicians, other health care professionals, providers in other sectors, and beneficiaries.”*⁶ MedPAC’s controversial SGR fix proposes to freeze payments to primary care physicians for ten years and reduce payments to specialist by 17 percent over the first three years before freezing payments for the remaining seven years.⁷

In response to the MedPAC proposal, the American Medical Association (AMA), joined with 42 other professional associations and societies, sent a highly critical letter to MedPAC, which stated that the September 15th proposal *“retains many of the SGR’s flaws, undermines physicians’ ability to participate in payment and delivery reforms, and calls for payment rates that the Commission itself has previously said could reduce Medicare beneficiaries’ access to medical care.”*⁸ The letter argues that the proposed cuts threaten physician incomes and ultimately the capacity to retain staff and provide services to Medicare beneficiaries. The

physician associations go on to say that due to the rising shortage of physicians, confounded by the aging baby boomer population, the proposed changes to the SGR will likely intensify existing threats to the healthcare delivery system. Moreover, the organizations argue, the proposed ten year freeze in physician updates could stifle physicians’ existing limited interest in new payment models, such as ACOs and other shared savings programs.⁹

Earlier this year, the AMA recommended a *“three pronged approach”* to the SGR repeal, incorporating positive payment updates based on the Medicare Economic Index (MEI) for a five year period, and *“transition to multiple payment models designed to enhance the coordination, quality and appropriateness of care while addressing cost concerns.”*¹⁰ These physician payment models include: partial capitation; virtual partial capitation; condition-specific capitation; accountable medical home; inpatient care warranties; mentoring programs; and, private contracting.¹¹ Physician associations have also reprimanded Congress for continually ignoring the SGR problem.

Virginia L. Hood, President of the American College of Physicians (ACP), states: *“Each time that Congress postpones enactment of a permanent solution, the budget costs of a permanent solution to the SGR increases.”*¹² Temporary fixes may only increase the costs associated with repealing the SGR system; estimates predict that in as little as five years, eliminating the SGR could cost \$600 billion.¹³ The AMA response letter concluded with the following statement: *“In view of the very significant payment constraints that physicians have already absorbed over the past decade...we respectfully disagree with the [MedPAC] suggestion that SGR repeal should be funded in large part by cuts in payments to physicians.”*¹⁴ Despite concern from physician advocates, on October 6, 2011, MedPAC voted 15 to 2 to officially endorse the repeal plan.¹⁵

1 “Medicare At A Glance: Fact Sheet” Kaiser Family Foundation, <http://www.kff.org/medicare/upload/1066-13.pdf>, (Accessed 10/05/2011).

2 “Estimated Sustainable Growth Rate and Conversion Factor, for Medicare Payments to Physicians in 2010” Centers for Medicare & Medicaid Services, November 2009, p. 1.

3 “Medicare’s Physician Payment Rates and the Sustainable

- Growth Rate” Statement of Donald B. Marron before the Subcommittee on Health, Committee on Energy and Commerce, and U.S. House of Representatives, Congressional Budget Office, July 25, 2006, p. 9-10
- 4 “Medicare’s Physician Payment Rates and the Sustainable Growth Rate” Statement of Donald B. Marron before the Subcommittee on Health, Committee on Energy and Commerce, and U.S. House of Representatives, Congressional Budget Office, July 25, 2006, p. 3-4
- 5 “Letter to the MedPAC from AMA et al., Regarding SGR” American Medical Association, et al., To Glenn M. Hackbarth, Chari or Medicare Payment Advisory Commission, October 3, 2011, <http://www.ama-assn.org/resources/doc/washington/sgr-repeal-specialty-sign-on-letter.pdf>, (Accessed 10/05/2011).
- 6 “Moving forward from the Sustainable Growth Rate System” By Cristina Boccuti, Kevin Hayes, Kaye Bloniarz, Medicare Payment Advisory Commission, September 15, 2011, <http://interactive.snm.org/docs/MedPAC%20SGR%20sept%202011%20handout.pdf>, (Accessed 10/05/2011).
- 7 “Moving forward from the Sustainable Growth Rate System” By Cristina Boccuti, Kevin Hayes, Kaye Bloniarz, Medicare Payment Advisory Commission, September 15, 2011, <http://interactive.snm.org/docs/MedPAC%20SGR%20sept%202011%20handout.pdf>, (Accessed 10/05/2011).
- 8 “Letter to the MedPAC from AMA et al., Regarding SGR” American Medical Association, et al., To Glenn M. Hackbarth, Chari or Medicare Payment Advisory Commission, October 3, 2011, <http://www.ama-assn.org/resources/doc/washington/sgr-repeal-specialty-sign-on-letter.pdf>, (Accessed 10/05/2011).
- 9 “Letter to the MedPAC from AMA et al., Regarding SGR” American Medical Association, et al., To Glenn M. Hackbarth, Chari or Medicare Payment Advisory Commission, October 3, 2011, <http://www.ama-assn.org/resources/doc/washington/sgr-repeal-specialty-sign-on-letter.pdf>, (Accessed 10/05/2011).
- 10 “AMA Unveils SRG Replacement Plans” By Charles Fiegl, American Medical News, Vol. 54, No. 10, May 23, 2011, p. 1,2, <http://www.ama-assn.org/amednews/2011/05/16/gvl10516.htm> (Accessed 9/27/2011).
- 11 “AMA Unveils SRG Replacement Plans” By Charles Fiegl, American Medical News, Vol. 54, No. 10, May 23, 2011, p. 1,2, <http://www.ama-assn.org/amednews/2011/05/16/gvl10516.htm> (Accessed 9/27/2011).
- 12 “ACP: Repeal SGR now before costs increase more” By Brenda L. Mooney, Medical Economics, September 21, 2011, <http://medicaleconomics.modernmedicine.com/memag/article/articleDetail.jsp?id=740690&sk=6b51de0c14ab0b352724f906ac323b26> (Accessed 9/27/2011).
- 13 “AMA Calls on Congressional Deficit Committee to Repeal SGR” American Medical Association, September 22, 2011, <http://www.ama-assn.org/ama/pub/news/news/ama-calls-on-congressional-deficit-committee-to-repeal-sgr.page> (Accessed 9/27/2011).
- 14 “Letter to the MedPAC from AMA et al., Regarding SGR” American Medical Association, et al., To Glenn M. Hackbarth, Chari or Medicare Payment Advisory Commission, October 3, 2011, <http://www.ama-assn.org/resources/doc/washington/sgr-repeal-specialty-sign-on-letter.pdf>, (Accessed 10/05/2011).
- 15 “MedPAC Offers Path to SGR Repeal” By Rich Daly, Modern Healthcare, October 6, 2011, <http://www.modernhealthcare.com/article/20111006/NEWS/310069989/medpac-offers-path-to-sgr-repeal> (Accessed 10/6/2011).



(800) FYI - VALU

*Providing Solutions
in the Era of
Healthcare Reform*

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 President 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.

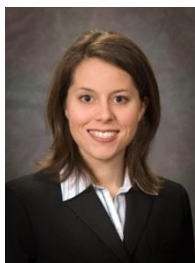
Mr. Cimasi holds a Masters in Health Administration from the University of Maryland, as well as several professional designations: Accredited Senior Appraiser (ASA – American Society of Appraisers); Fellow Royal Intuition of Chartered Surveyors (FRICS – Royal Institute of Chartered Surveyors); Master 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: *“The U.S. Healthcare Certificate of Need Sourcebook”* [2005 - Beard Books], *“An Exciting Insight into the Healthcare Industry and Medical Practice Valuation”* [2002 – AICPA], and *“A Guide to Consulting Services for Emerging Healthcare Organizations”* [1999 John Wiley and Sons].

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.



Todd A. Zigrang, MBA, MHA, ASA, FACHE, is the Senior Vice 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, and is a Fellow of the American College of Healthcare Executives. 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 Vice President 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. She 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.