

Rationalizing Nursing Programs
Part 1
2/5/2015

Program: Bureau of Children with Medical Handicaps (BCMh)

A healthcare program in the Ohio Department of Health, BCMH links families of children with special health care needs to a network of quality providers and helps families obtain payment for the services their child needs by utilizing Public Health Nurses (PHN) to promote and assist families via the local health department. The PHN will work with families to identify special health care needs, assist with referrals to specialist on the BCMH program, assist parent with the application form from ODH and if need application for Ohio Medicaid if family has no insurance or could be financially eligible for Medicaid as secondary insurance. If the child qualifies for BCMH, the PHN will continue to assist family with review of services eligible, health needs and referrals as arise.

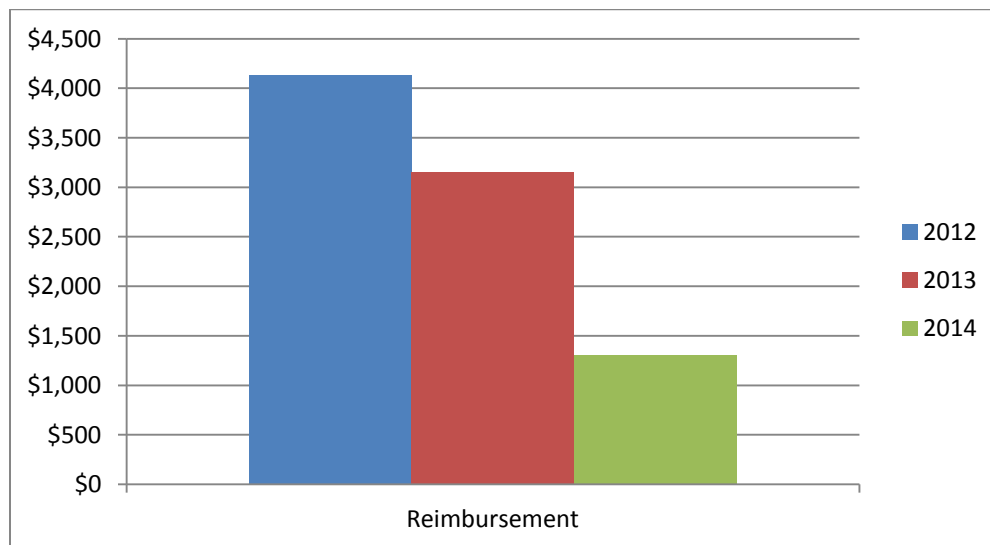
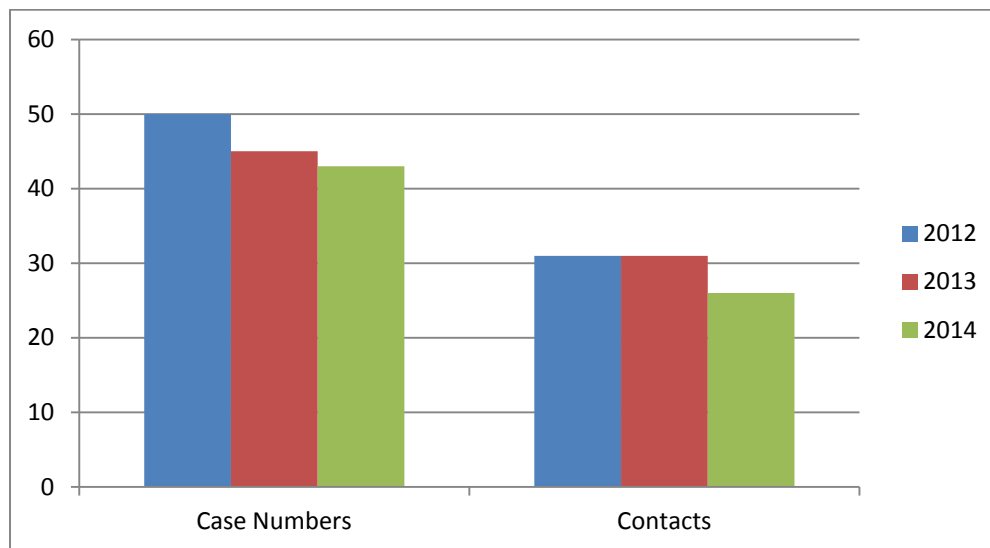
The Galion Board of Health has over the years reviewed revenue posted monthly in the board financial attachments for the program and staffing as to program success. The case load of children in Galion does fluctuate, related to moving from area, parents incomes increase making child eligible only after ODH determined deductibles are met, child does not see the specialist for longer than a year, or parents letting the service laps by not completing renewal application to name a few examples. Currently one (1) PHN is assigned to the program as 25% of job duties. Current DON assists as needed with families calls or Health Department office visits, physician and other programs referrals for child's needs. Two (2) part-time school nurses are aware of the program and have received brief training from Janice Potts, RN Field Consultant for ODH. The school nurses refer parent questions to the BCMH nurse or DON. BCMH turnaround time for reimbursement and processing the children's cases is 2-3 months out, ODH rational is staffing needs and volume of request are large.

Current Case Load (2/1/2015)	43
Contacts/Visits (1/1/2014 -2/1/2015)	26
Total Reimbursements requested for PHN services (1/1/2014-1/1-2015)	\$1970.00
Reimbursement received as of 12/31/2014	\$1,310.00
Reimbursement outstanding	\$660.00

Past years of reimbursements and caseloads:

Case Load 2013	45
Contacts for 2013	31
Total Reimbursement	\$3,150

Case Load 2012	50
Contacts for 2012	31
Total Reimbursement	\$4,130



To summarize the purpose of BCMH program and the health department, GCHD serves as the local resource and referral system for families with children with medical issues, that are outside of the everyday colds and health care checkups. The current case load is 43 children with various medical issues. The contacts made are usually via phone, some office visits, and occasional home visit. The average phone contact is about 15 minutes with a \$10.00 reimbursement from ODH. The home visit will reimburse at the same rate, but more time is spent in the home and charting after the visit. If the BOH would decide not to continue the program, all cases would revert to Crawford County General Health District, who is currently short nursing staff to cover the BCMH program.

Program: Seasonal Influenza Immunization Clinics

Galion City Health Department (GCHD) has been providing seasonal influenza immunizations for over 20 years to residents, city employees and employees of many local businesses. The program has experienced many changes over the last 9 years. The Ohio Department of Health used to supply vaccine for Medicare population for \$.50 a dose and children age 18 and younger for free until 2008. The Department of Health ruled that local Health Departments could purchase private vaccine and bill Medicare for the vaccine cost and administration for 2009 flu season. The vaccine cost that year was \$8.15, and Medicare reimbursed \$19.37 for vaccine and administration. The Medicare population with Part B coverage was eligible for one seasonal flu vaccine a year at no cost. GCHD that year was charging the adult not eligible for Medicare Part B, \$20.00 per flu vaccine. Adults and children on Ohio Medicaid, could also receive a seasonal Flu vaccine yearly, with a reimbursement of \$10.00 per vaccine. Janice Miller, was the biller for Medicare and Medicaid at GCHD, and experienced the most billing rejections from the Medicare Program with about 30 claims (\$581.10) not reimbursed after many appeals.

Galion City Health in 2010 entered into contract with VaxCare, a new program to Ohio health departments, VaxCare would supply the vaccine, supplies and bill Medicare and Medicaid for the seasonal flu vaccines. The Health Department would be reimbursed \$7.00 per vaccine given. This program had downfalls, the first year, VaxCare updated the Health Department days before first offsite clinic could only bill regular Medicare Part B, not any of the Medicare Advantage programs. Galion has a good number of Medicare recipients with the advantage programs, and requires billing to the individual provider, thus the customer had to pay \$20.00 and file for reimbursement. VaxCare, in 2011 contracted again after supplying listing of all Medicare Advantage, Medicaid and private purchase insurance they were contracted/credentialed with. VaxCare would supply vaccines and administrations supplies with a reimbursement of \$7.25 per vaccine given, but the Health Department would have to raise the cost of vaccine to \$25.00 per dose for adults. The reimbursements to the Health Department from VaxCare was compared to revenue received from private purchased vaccine with fee for service and what Health Department could bill Medicare and Medicaid in 2011, the BOH elected to not contract with VaxCare for 2012 Seasonal Flu Vaccination.

The amount of offsite clinics decreased over the years, from eight (8) in 2006 to four (4) in 2012, each year there has been a declining population requesting the seasonal flu vaccine at the offsite clinics. The clinics are staffed with two (2) RNs and volunteers. Generally the first clinic of the season, additional RNs are utilized to assist with vaccinations. Profit from the clinics are minimal after cost for clinic hours, which includes set up and tear down time for the RNs, billing and deposits made by Business Service Manager. The last 2 offsite clinics for 2014-

2015 flu season were sparsely attended, Clinic 3 had 26 clients over 2 hour clinic time, and Clinic 4 had 43 clients over a 4 hour clinic. These clinics were staff with 2 RNs and volunteers.

The area since early 2000's have seen more providers able to administer and bill insurances for the seasonal flu vaccines. Rite Aid, was one of the first along with some physicians in the area, currently Rite Aid, Drug Mart, Quays for people age 14 years and older, and Avita Health System to children and adults. Past records indicated, the Health Department in the early 2000's gave over 4000 flu vaccines to the adults, children, city workers and industries. Since 2006, the number of vaccines given have decreased from 1,700 vaccines to 507 vaccines to adults and children, which included city workers and few industries 2014-2015 season. We occasionally have people call or walk in for flu shots, which are given without appointment as long as a RN is in the office to administer the vaccine. Health departments across the state, have expressed same views as GCHD, there are so many more providers, that are convenient and low cost for adults to obtain seasonal flu vaccines. The City of Galion, has the pharmacies which are open 7 days a week with long hours, Avita Health System with health care practices able to administer the flu vaccine to their clients and industries in the wellness program and Galion City Health Department. The local pharmacies in the city proper, all expressed still have plenty of seasonal flu vaccine available for age 14years and older, Rite Aid pharmacist remarked they had not met the quota of 1400 doses given for the season as of February 2, 2015.

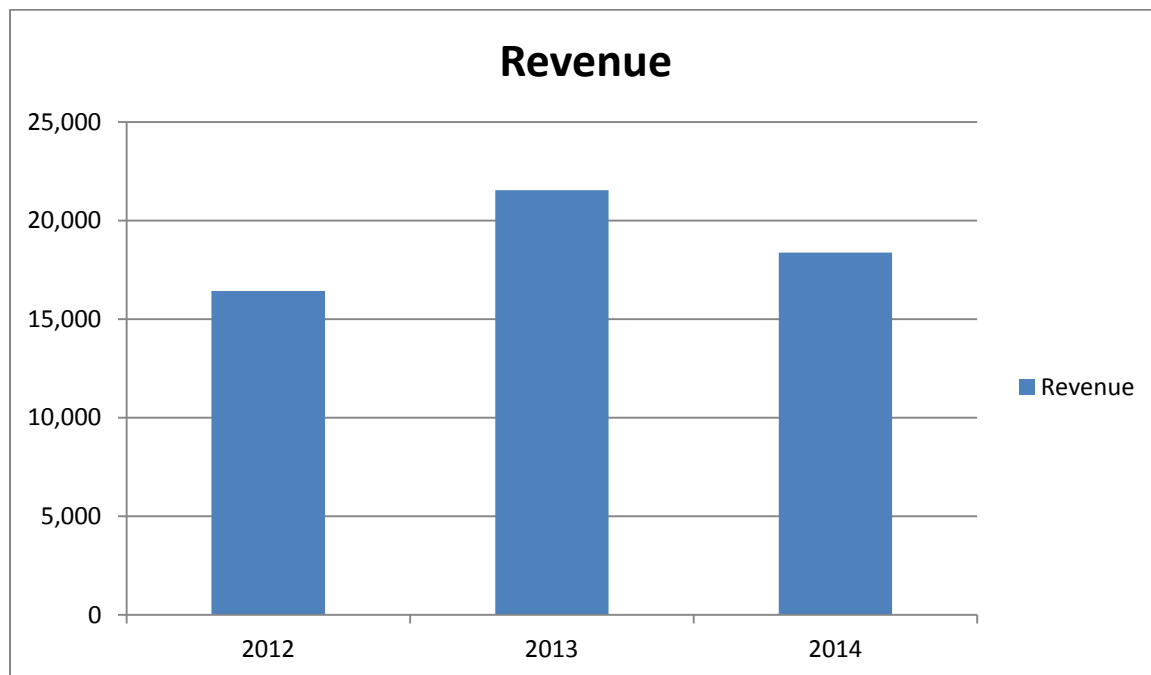
February 13, 2015, Representative from Medical Mutual contacted Olivia Roston, and explained that the Health Department is contracted with Medical Mutual whether child or adult, we must bill the insurance for the Flu Shot, cannot make a Medical Mutual participant pay for the vaccine. This discussion went into regular vaccine and we would have to bill the insurance and accept the determined reimbursement. Health Care Act does not make insurances cover adult vaccines at 100% like children's, so GCHD would have to administer the requested vaccine and bill the insurance for reimbursement and if the insurance did not cover the vaccine, GCHD would have to bill the adult patient and could be left with vaccine cost and administration when customers do not pay.

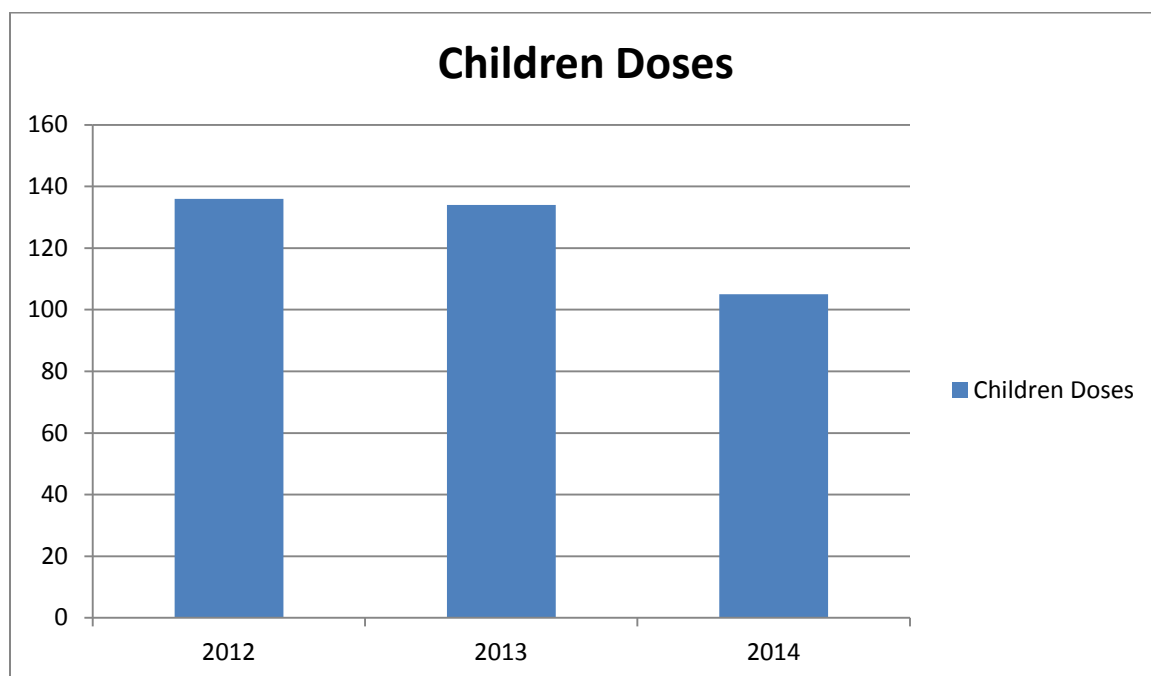
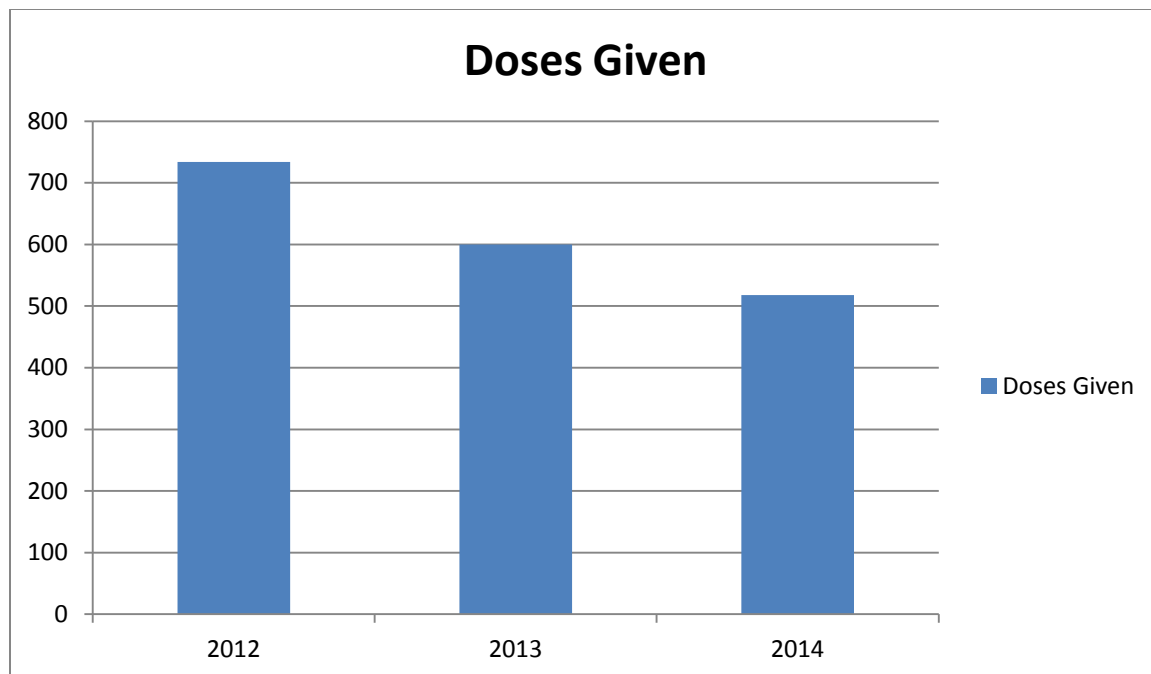
Galion City Health and Avita Health System, (Doctors Brown and Eckstein), administer the seasonal flu vaccine to children age 6 months through age 18 years. Drs. Brown and Eckstein reported giving over 120 pediatric vaccines each this year. They order in vaccine for the children with private insurance and vaccine from Vaccine For Children program via ODH for children on Medicaid. GCHD for 2014-2015 flu season has given over 105 pediatric doses to children with private insurance and Medicaid. The 2006-2007 flu season, GCHD gave 146 pediatric flu vaccines, a decrease of children seen over the years.

The seasonal flu vaccine has shown to be a preventative health benefit and value over the years a perfect reason to continue to promote and offer the vaccine to the public. Billing the

contracted insurances does increase the cost to the adult or child. Drug Mart does discount their flu vaccine to adults without any insurance by \$5.00, the adult would pay \$25.00 at time of service.

Seasonal flu vaccine must be preordered or reservation made by end of February each year to guarantee vaccine for the fall. The 2014-2015 seasonal vaccine did fall short on preventive coverage this year, Strain H3N2 A, which mutated from time strains chosen (March 2014) and administered in the fall of 2014 began. Sanofi Pasteur Aventis Pharmaceuticals (SPA) also had problems growing the 4 strain vaccine and was only able to provide a quarter of requested doses for 2014-2015. Galion City Health was able to quickly order needed vaccine from GlaxoSmithKlein (GSK) to finish the scheduled clinics. Both the listed pharmaceutical companies accept return unused flu vaccine, GSK at 100% reimbursement and SPA reimburse 2/3 the cost of vaccine. GSK does not manufacture the High Dose Flu for adults age 65 and older, or the pediatric .25 ml for ages 6 months to 35 months. SPA can provide all injectable forms of the vaccine. FluMist nasal spray, is only provided by Moore Medical to GCHD for ages 2-49 not for people with asthma or pregnant women.





<u>2014 Flu Income/Expense Summary</u>	
Advertising	\$300.00
Nursing Costs	\$2,284.98
Billing/Data Input/ Statistics	\$595.57
Cost Analysis	\$38.97
Payments/Appeals	\$55.35
Cost of Flu Vaccines	\$13,109.13
Cost of Ordering Vaccines	\$66.06
<i>Total Cost of Flu Clinics</i>	<i>\$16,450.05</i>
Current Flu Revenue	\$16,877.28
Immunization Clinic Flu Revenue	\$538.00
<i>Total Flu Revenue</i>	<i>\$17,415.28</i>
Current Net Gain/Loss	\$965.23
Approx. Outstanding	\$52.50
Unused Dose Refunds	\$2,548.03
Projected Net Gain/Loss	\$3,565.76

To summarize the purpose of seasonal flu vaccine program and the health department, GCHD serves as one of the many local resource for flu vaccinations that cover all age ranges from seniors citizens, adults to children as young as 6 months. The current pharmacies will only vaccinate children age 14 years and older through the senior citizens years. The current cost analysis for 2014-2015 Seasonal Flu Vaccinations, concluded the program cost including vaccine and staffing, was completely covered and with unused dose refunds a net gain of \$3,565.76. The recent issue of not billing adult flu for those not on Medicare or Medicaid, presents additional issues or cost for continuing seasonal flu vaccines to the public. The BOH ultimately has the decision of continuing or discontinuing the seasonal flu vaccination program. Option 1: discontinue carrying all flu vaccines, adult and child. Option 2: Purchase flu vaccine for children on private insurance and obtain VFC vaccine for children on Medicaid or no insurance, no adult flu vaccine. Option 3: Decrease private vaccine purchase, only having 2 offsite clinics days, Golden Age Center and Free Methodist Church which would decrease staffing time; continue serving the industries that have in past paid for vaccine for the employee and we would need to bill all the employees insurances. These industries can be covered by one nurse for every 30 people over 90 minutes; continue city employees vaccine but bill their city provided health insurance; even though parking is an issue at the department offer scheduled walk in flu clinics that will allow nursing staff to work on other programs if quiet.

PROGRAM: Adult Immunizations

This brief discussion has been an afterthought since the issue with billing seasonal flu vaccines to private insurance companies. GCHD is currently contracted with most private insurance companies, except Aetna and some Market Place Companies. The issue of billing an adult vaccine would increase the cost of service and possibly not receive reimbursement from the insurance company. The health department would run the risk of loss of revenue for the program.

There are local pharmacies that administer many different adult vaccines and will bill most insurances. Rite Aid carries the most of common adult vaccines, Flu, Pneumonia, Zostavax, MMR, T-dap and adult Hep B. Quay's carry limited adult vaccines and will bill insurance when available. Drug Mart only carries the Flu, Pneumonia and Zostavax and will only bill Medicare and Medical Mutual Insurance. These pharmacies require a prescription from the family health care provider except for Flu.

The Galion Board of Health will ultimately need to make the decision on adult immunizations, whether to continue administering and start billing the insurance or discontinue the program.