

# New Hampshire Ground Ambulance Cost Study Data Analysis – Methodology Review

Public Consulting Group LLC

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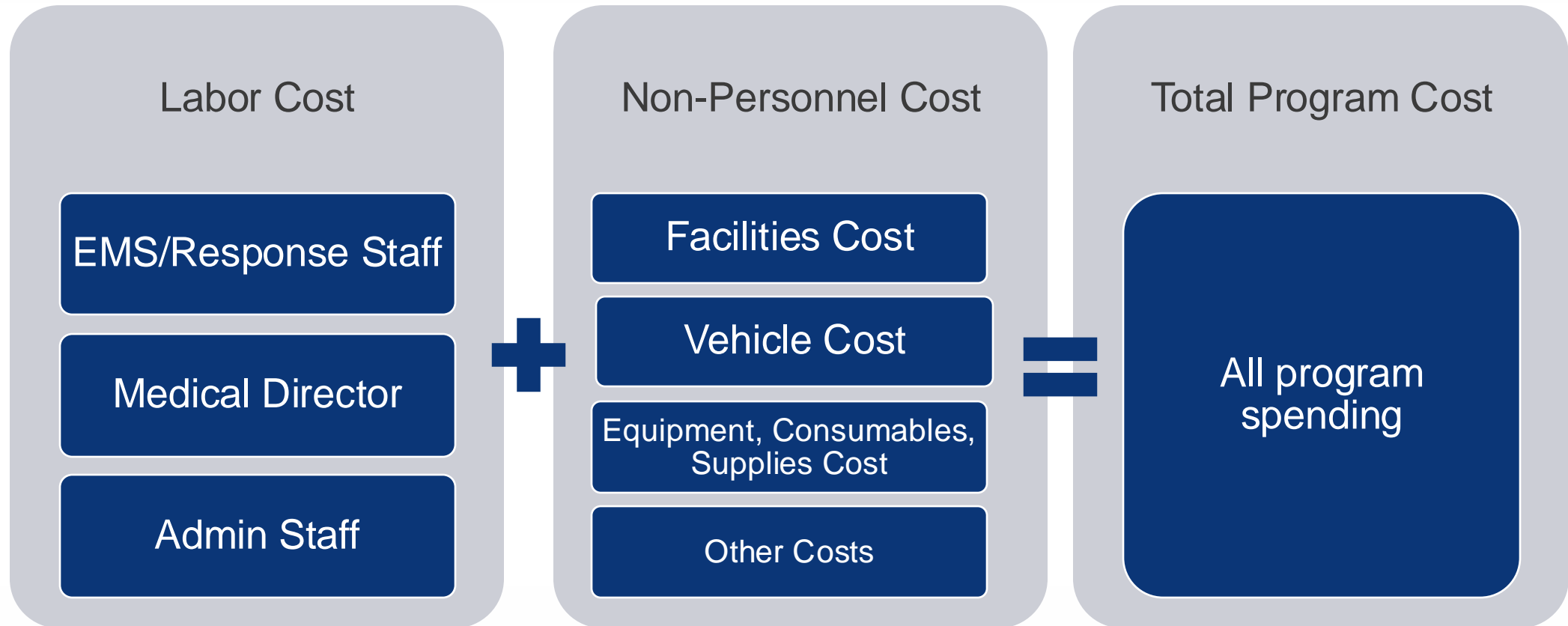
# Agenda

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# Rate Methodology and Process

# Basic Rate Methodology



# Rate Development Process

Current point



- Rate Model Development prep has taken place
- Lewis & Ellis is reviewing claims data for financial impact modeling

# Data Processing

 The Medicaid Ground Ambulance Data Collection System (GADCS) was collected in addition to;

 Separate and distinct non-GADCS data survey

 All data was analyzed to ensure accuracy and completeness

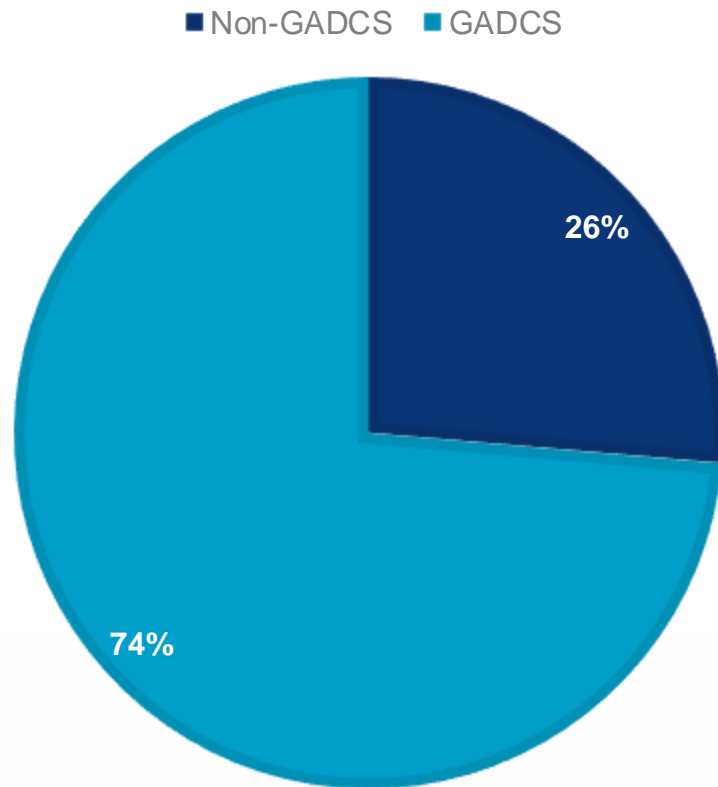
 Outliers will be identified through statistically valid methods

 Licensed EMS Units are being contacted to verify data questions

# Data Overview – Representative Sample

# Data Overview

## DATA COLLECTED BY SOURCE



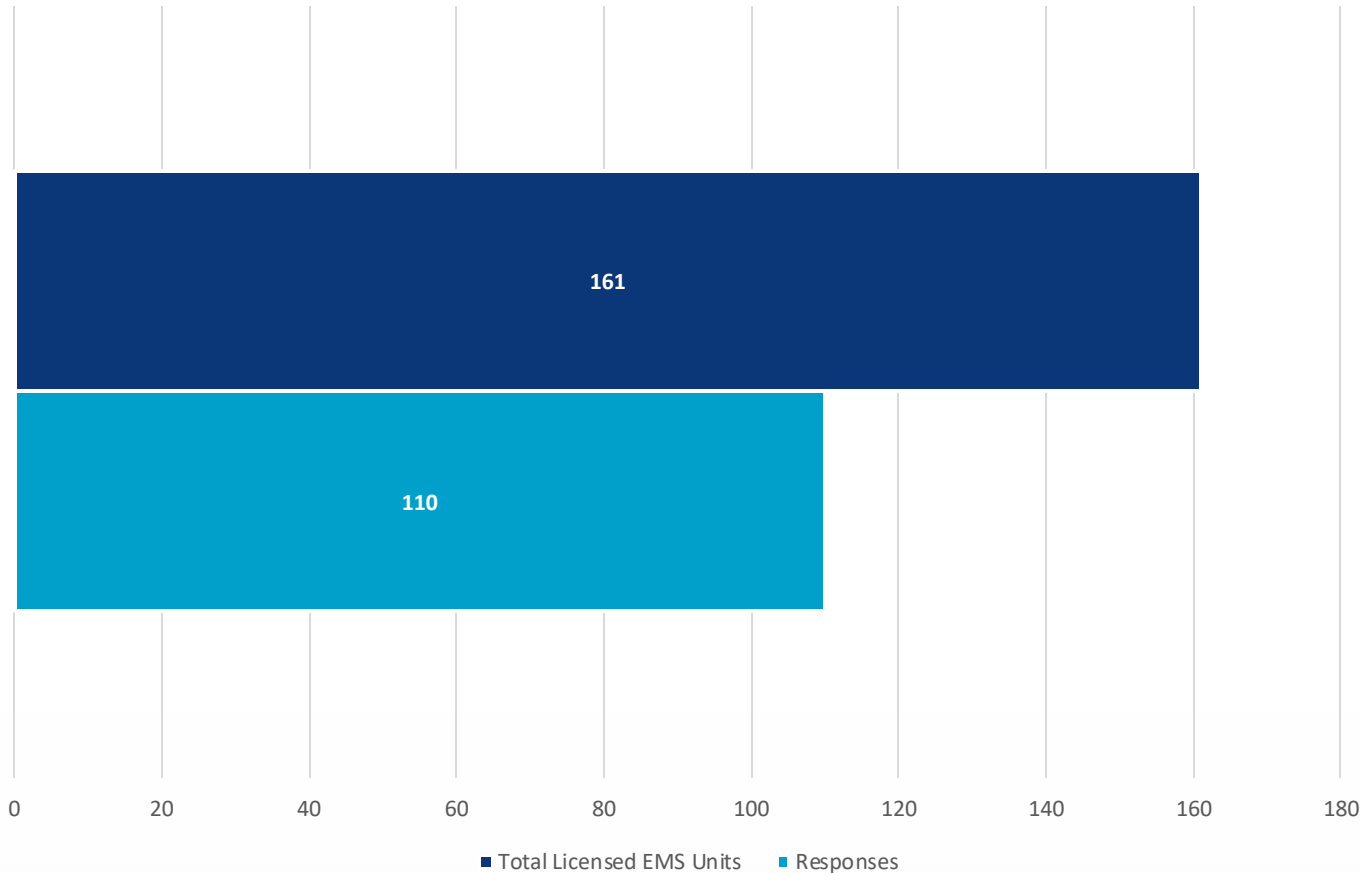
- Sample size calculations indicate our sample has an over 90% confidence level that the real results are within +/- 5% of the true value

Source: [Sample Size Calculator](#)



# Representative Sample

Total Respondents vs. Total Universe



Almost 70% of all Licensed EMS Units responded!

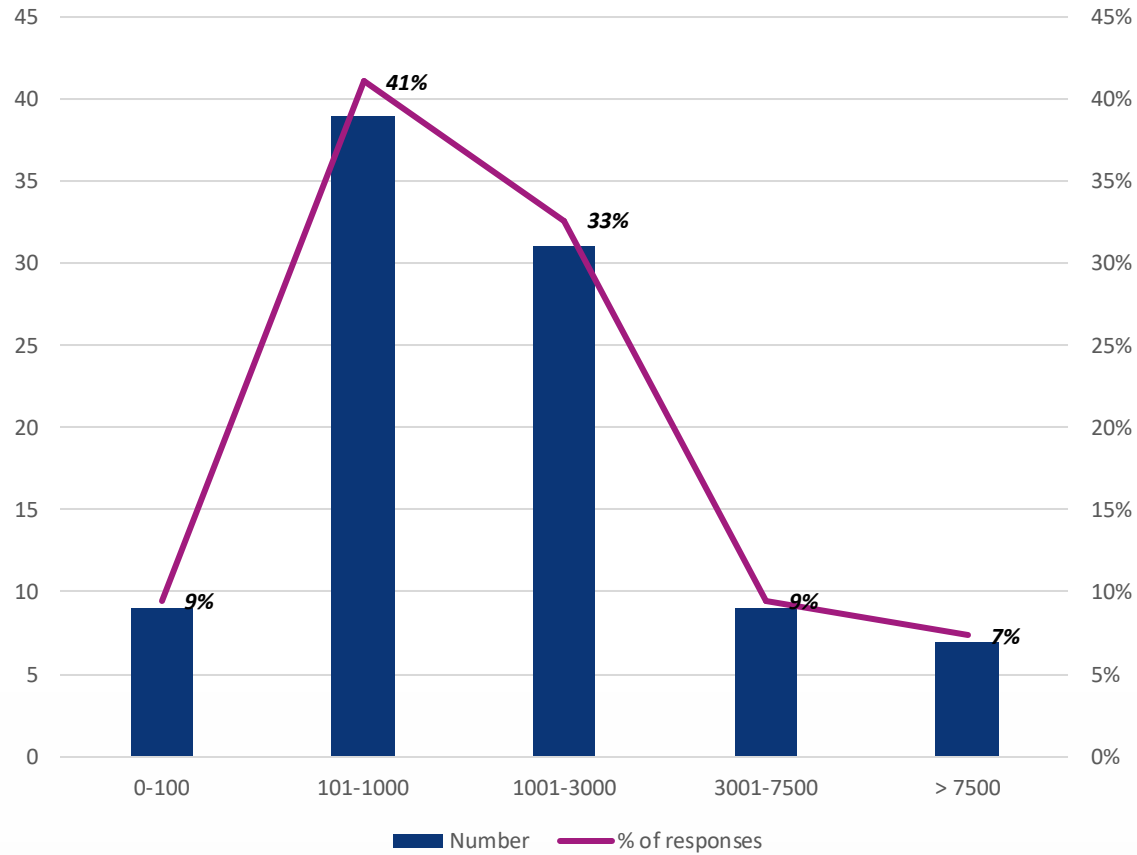
Thank you for the robust participation, this is unusually high response rate especially for a short timeframe.

Additional Data Submissions are no longer being accepted

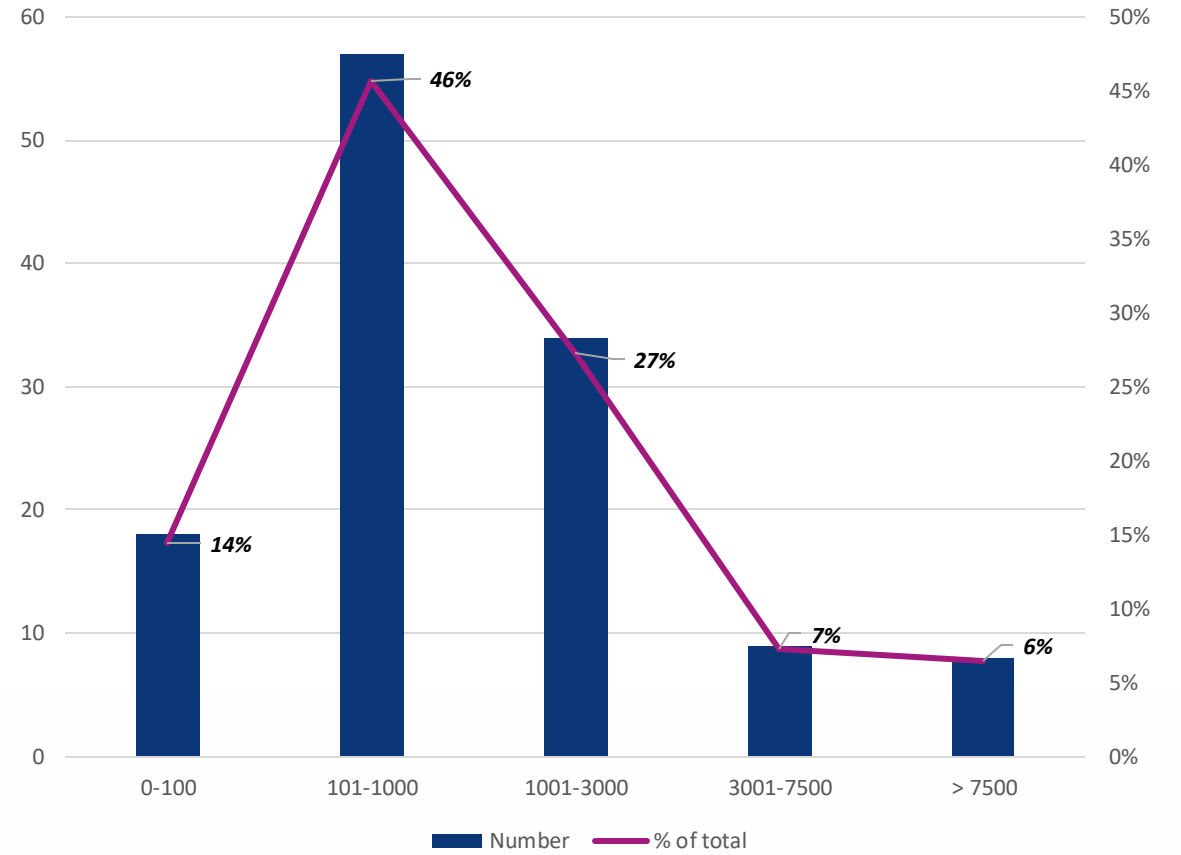


# Representative Sample - Size

Licensed EMS Unit Size % of Data Respondents

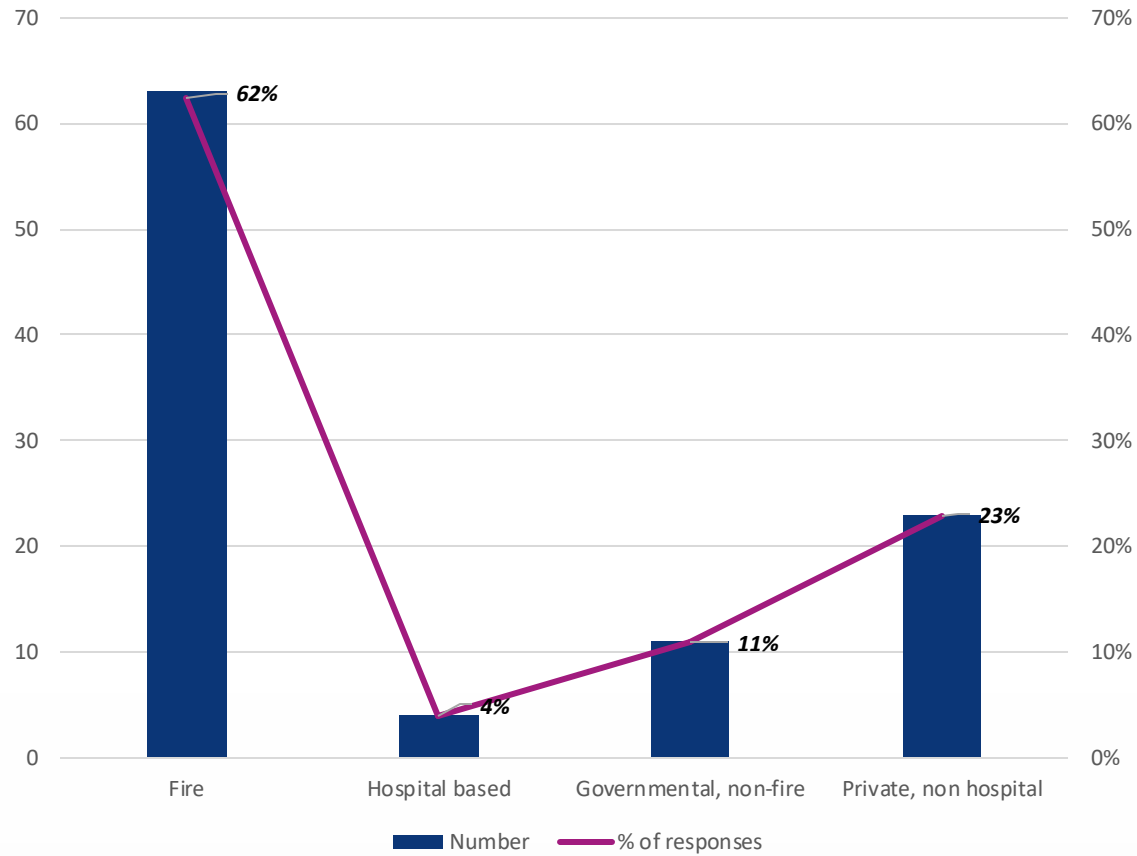


Licensed EMS Unit Size % of Profile Survey Cohort

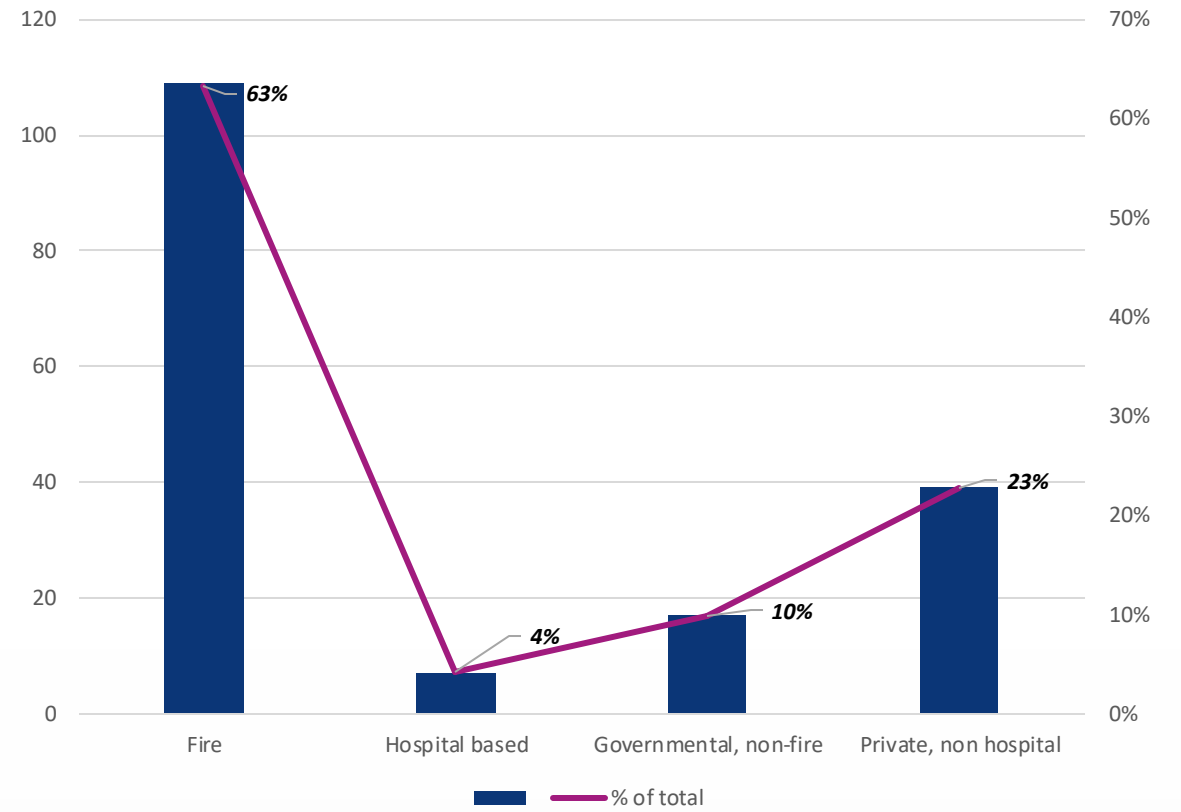


# Representative Sample - Type

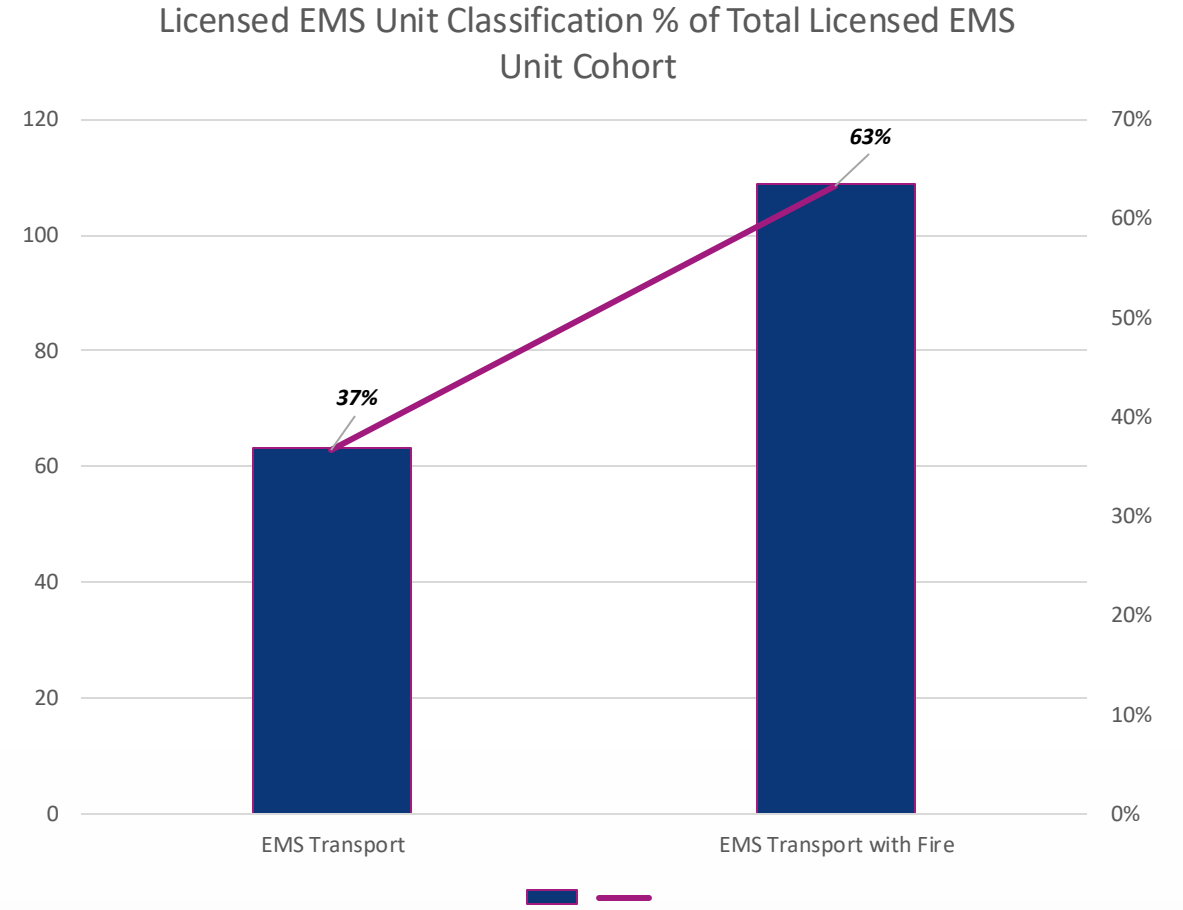
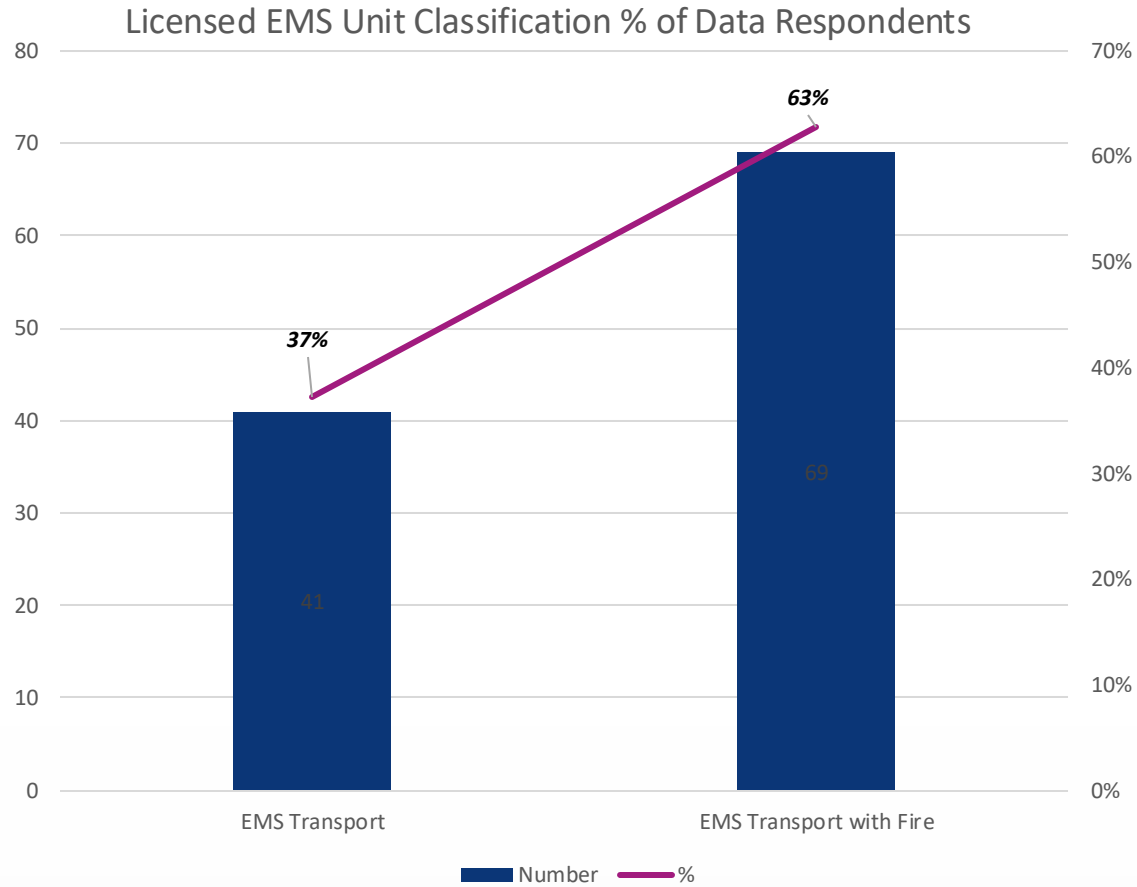
Licensed EMS Unit Type % of Data Respondents



Licensed EMS Unit Type % of Total Licensed EMS Unit Cohort



# Representative Sample - Classification

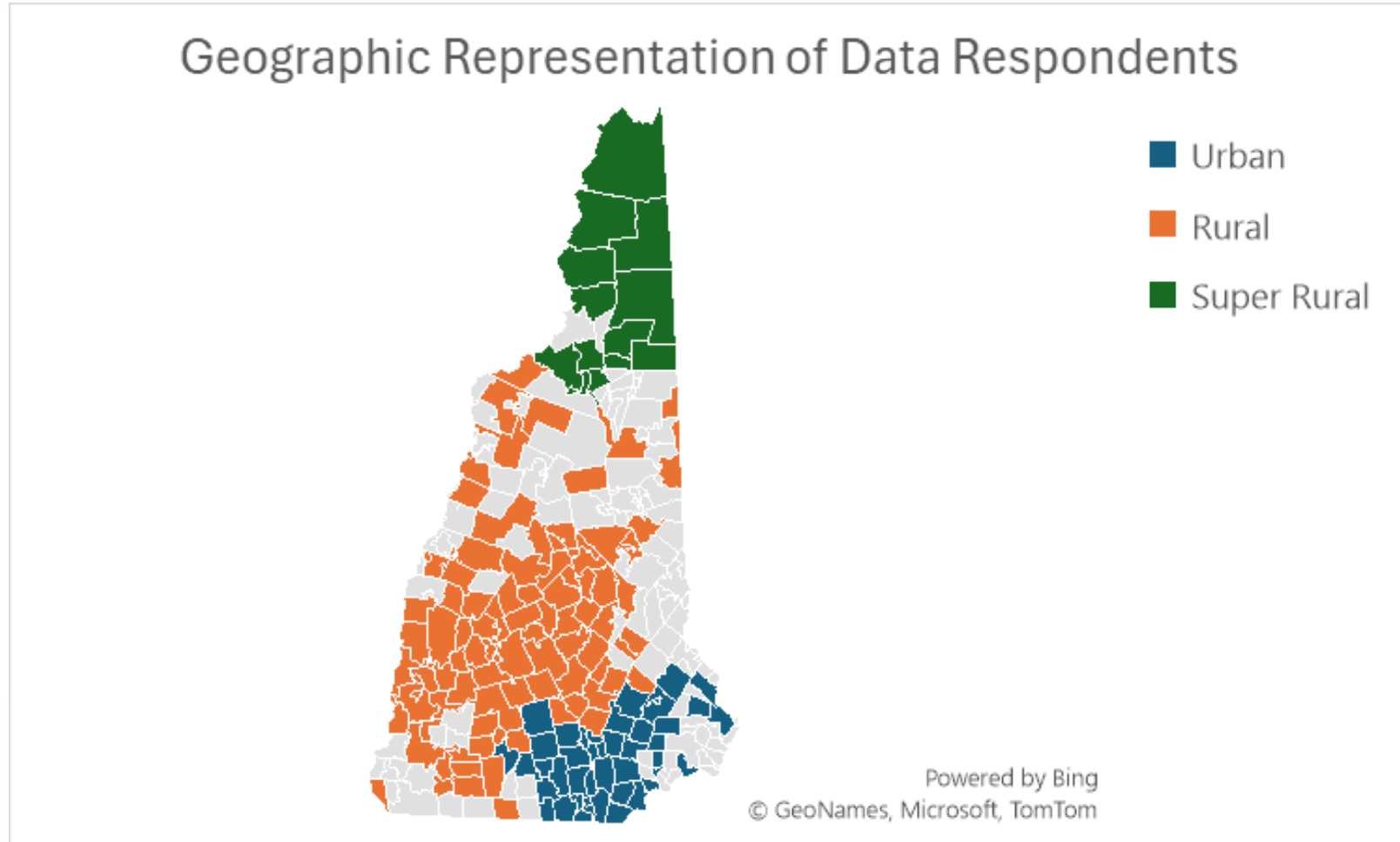


# Geographic Representation

Source: <https://www.cms.gov/files/zip/zip-code-carrier-locality-file-revised-08/20/2024.zip>

Date of Data: 8/20/24

Date Pulled: 11/4/24



# Labor Cost

# Methodology – Staffing Cost per Hour

## Combined Survey Response Data

| Job Title                | Sum of Compensation  | Sum of Total Hours | Compensation Per hour |
|--------------------------|----------------------|--------------------|-----------------------|
|                          | <b>\$314,258,741</b> | <b>8,840,505</b>   | <b>\$35.55</b>        |
| Admin                    | \$59,061,892         | 1,473,110          | \$40.09               |
| Other response personnel | \$6,202,808          | 246,293            | \$25.18               |
| EMT – Basic              | \$96,515,598         | 3,452,583          | \$27.95               |
| EMT - Intermediate       | \$57,082,843         | 1,591,276          | \$35.87               |
| EMT - Paramedic          | \$85,285,375         | 1,967,836          | \$43.34               |
| Medical Director         | \$1,075,153          | 5,570              | \$193.03              |
| Medical Staff            | \$9,035,072          | 103,837            | \$87.01               |

## Bureau of Labor Statistics (BLS) Compensation Data

| Average Compensation Per Hour |          |
|-------------------------------|----------|
| EMT BLS with Fringe           | \$ 30.44 |
| Paramedic BLS with Fringe     | \$ 42.98 |

- BLS Wage Data has Emergency Medical Technician and Paramedic as Job Categories.
- For both BLS job categories, PCG applied fringe percentages to New Hampshire-specific average wage amounts to arrive at total compensation.



# Methodology – EMS Hours vs Total Hours

| Job Title                | EMS Hours        | Total Hours      | EMS Hours vs Total Hours |
|--------------------------|------------------|------------------|--------------------------|
| Admin                    | 1,013,058        | 1,386,975        | 73%                      |
| Other response personnel | 250,570          | 263,641          | 95%                      |
| EMT - Basic              | 2,681,762        | 2,859,246        | 94%                      |
| EMT - Intermediate       | 962,346          | 1,268,049        | 76%                      |
| EMT - Paramedic          | 1,739,698        | 2,000,238        | 87%                      |
| Medical Director         | 2,874            | 5,570            | 52%                      |
| Medical Staff            | 48,318           | 103,838          | 47%                      |
| <b>Grand Total</b>       | <b>6,698,626</b> | <b>7,887,557</b> | <b>85%</b>               |

- For each job title the total EMS hours was calculated
- Similarly, the total hours was calculated for each job title
- Then the EMS hours was divided by the total hours to calculate an average percent of time supporting EMS





# Additional Factors



All respondents (both GADCS and Non-GADCS) have distinct reporting years



To ensure data fidelity we will apply an adjustment factor to respondents' data to account for inflation from reporting year until current



This factor is based on CMS Market Basket Index Data, and will ensure compensation data is adjusted accurately and represents current time

# Non-Personnel Cost

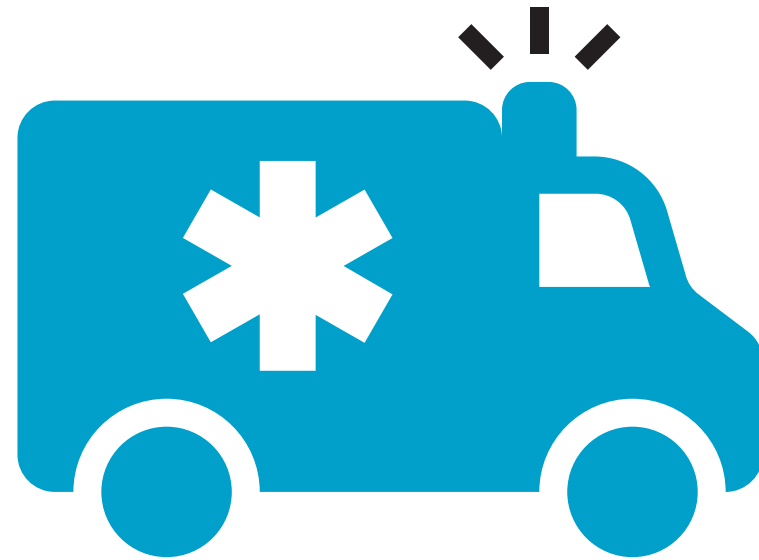
# Methodology

We will review GADCS and non-GADCS data to calculate a statistically valid non-personnel cost.

Using Facilities Costs, Vehicle Costs, Equipment Costs and Other Costs, and the reported distribution for ground ambulance services we will be able to determine:


- Cost by category
- Cost by category applied to ground ambulance services


These measures will make up the non-personnel costs that will inform the rate model(s).




# Next Steps


# Conclusion & Next Steps

 Will work with internal SMEs to determine if cost inputs are appropriate by Procedure Code

 Salary/compensation data will be adjusted for inflation

 Distinct rate models will be created for each Procedure Code

 Non-personnel costs will be derived to encompass ambulance, equipment and overhead

 PCG will develop initial cost-based rates and work with L&E to confirm actuarial soundness

The background is a solid blue color with various geometric shapes scattered across it. These shapes include solid blue squares and rounded rectangles, as well as white-outlined squares and rounded rectangles. Some shapes are overlapping, creating a layered effect. The shapes are distributed across the entire frame, with a higher concentration on the left and right sides.

**Questions?**



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**Solutions that Matter**