



Maine Ambulance Association

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TO: Committee on Health and Human Services
DT: January 13, 2016
RE: LD 1465: An Act to Require the State to Adequately Pay for Emergency Medical Services

Testimony in Support of LD 1465

On behalf of the members of the Maine Ambulance Association, I am asking for your support of LD 1465. Our membership is diverse and includes all types of corporate structures (e.g. Not for Profit, For Profit, Hospital and Municipal). Besides our common mission of providing Emergency Medical Services to the residents of Maine...Something else all of our members have in common is the fact that MaineCare Reimbursement is below the cost of doing business.

This is not the first time we have been to you for help. Previously we have told you about our escalating overhead costs. While we understand that this is no different than any other business, let me remind you what is different about our industry?

- The cost of readiness... We *are required* to respond to all 911 calls for help, 24/7/365.
- Our call volume is unpredictable.
- Reimbursed only if we transport.
- No reimbursement if the patient refuses transport.
- We must accept the MaineCare rate as payment in full.
- Medical technology is expensive. For example a cardiac monitor that meets State requirements is approximately \$25,000, intravenous pumps are \$700, interosseous infusion needles are \$100 each.

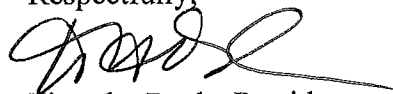
The payor mix in our industry is predominately made up of Medicare and MaineCare. We are not able to shift our costs as other health care entities can. However, MaineCare reimbursement is far below everything else. For the ambulance service that I manage MaineCare reimbursement on average, is \$116 below the cost of sending that ambulance on the call.

Lastly as you will hear today we have a broad coalition of support which includes not only this association but also:

- Maine Fire Chiefs Association
- Mayors Coalition
- Maine Municipal Association

Thank you, and again I urge you to support LD 1465.

Respectfully,



Timothy Beals, President