



HBS

Update

February 15, 2011

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Visit our website at www.ruralhealthclinic.com

[2011 RHC Spring Update Seminar Brochure Page 1.pdf](#)

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RHCs must provide Notice to Beneficiaries

CMS has proposed to require that ten types of providers and suppliers give written notice to each Medicare beneficiary, before admission or the provision of services, that quality improvement organizations (QIOs) are available to review complaints about the quality of the services they are receiving or have received. The notice must include the mailing and email addresses and telephone number of the QIO assigned to the state where the services are furnished. The beneficiary's receipt of the notice must be documented in the patient's record. The affected providers are: (1) hospitals; (2) critical access hospitals; (3) ambulatory surgical centers; (4) long-term care facilities; (5) hospices; (6) home health agencies; (7) comprehensive outpatient rehabilitation facilities (CORF); (8) clinics, rehabilitation agencies and other public agencies that furnish physical therapy or speech and language pathology services to outpatients (outpatient therapy providers); (9) portable X-ray facilities; and (10) rural health clinics (RHC) and federally qualified health centers (FQHC).

The following providers also would be required to provide the name, mailing address, email address and telephone number of the state survey agency: (1) hospices; (2) hospitals, including critical access hospitals; (3) CORFs; (4) outpatient therapy providers; (5) portable X-ray facilities; and (6) RHCs and FQHCs. Provision of this notice also must be documented in the patient's record. *Proposed rule*, 76 FR 5755, February 2, 2011, ¶220,820.

Source: <http://health.cch.com/news/medicare/021411a.asp>



Cigna Government Services (CGS) is the new MAC for Ohio and Kentucky

Cigna Government Services (CGS) will start processing RHC claims for RHCs in Kentucky and Ohio effective October 17th, 2011. CGS will be replacing Cahaba GBA and National Government Services (NGS) as the Medicare Administrative Contractor (MAC). RHCs in Kentucky and Ohio should be re-enrolling with CGS at least 90 days prior to October 17th to ensure that payments are not delayed. The following information is from Cigna relating to the transition.

Kentucky and Ohio Part A Providers

With the award of J15 to CIGNA Government Services (CGS) by The Centers for Medicare and Medicaid Services (CMS), there are important dates that you will need to be aware of. We have provided the A/B MAC Jurisdiction 15 Transition and Implementation Site to provide accessible and timely transition information.

<http://www.cignagovernmentservices.com/j15/index.html>

Please continue to check this site frequently for updates regarding this jurisdiction. The J15 MAC segment operational dates have been published and the Kentucky Part A and Ohio Part A operational cutover date is October 17, 2011. If you are currently an NGS Kentucky or Ohio Part A provider, you can expect to transition to CIGNA Government Services in October.



We are committed to working closely with you during the J15 implementation to ensure a seamless transition. Please note that the J15 Electronic Funds Transfer (EFT) schedule has been posted to the transition website for our Part A segments.

<http://www.cignagovernmentservices.com/j15/eft.html>

We will be sending communication requesting EFT re-enrollment forms (CMS Form 588) approximately 90 days prior to the October 17th cutover date. We look forward to a successful implementation and working with you ongoing thereafter.

Rural health clinics that do not reside in their permanent jurisdiction should follow this website which announces the MAC Contracting Reform as required under Section 911 of the MMA. RHCs should bookmark this site to watch for future changes in the program.

[Part A/Part B Medicare Administrative Contractor Medicare Contracting Reform](#)

Here is the actual link if you prefer to follow it instead of the above hyperlink.

https://www.cms.gov/MedicareContractingReform/07_PartAandPartBMedicareAdministrativeContractor.asp

The current plan with CMS is to transition Part B from Palmetto GBA to CGS by May 1, 2011 and Part A from National Government Services (NGS) to CGS by October 1, 2011.

Source: <http://www.pmcfc.com/perspectives/articles/2011/Pages/january-2011-medicare-updates.aspx>



Medicare Cost Report Notebooks Mailed

The RHC Cost Report Notebook for 2011 was mailed last week for use in preparing the 12/31/2010 cost reports. This is a summary of the information sent in the notebook. The cost report notebook is designed to help you organize your cost report information including a one page summary checklist of information that should be sent to us. This is the first year that you will be required to obtain the P S and R from the IASC system and it may pose a challenge so start early. Here is a link to the CMS website that explains the process on how to obtain the report. It is a cumbersome process so, start early. If you are a pediatric provider and do not have Medicare claims, you can skip this step:

http://www.cms.gov/IACS/04_Provider_Community.asp#TopOfPage

This is the second full year of the Medicare Administrative Contractors (MACs) replacing Riverbend and we are now getting feedback from the MACs regarding allowable costs. We have run into a problem with provider or physician compensation as some of the MACs are not willing to allow as much compensation to physician owners as was allowed previously and this is reducing the reimbursement per visit. Many clinics are now finding it difficult to stay above the maximum rate with this new guidance. We will work diligently to keep your reimbursement at the maximum allowable rate.



We are also conducting our RHC Update seminars this year and have included a seminar brochure and sign up forms. I appreciate all of our cost reporting clients and the loyalty that you have shown me over the last 20 years of working with rural health clinics and 30 years in the healthcare field.

Here are some links to the information that was mailed. If you are not a client and would like the workbook, the charge is \$100.00. If you need assistance with your Medicare Cost Report for 2010, please let us know. We still have some time to complete additional cost reports; however, we are quickly approaching our maximum number.

Here are the links to the information on cost reporting for 2011:

[2011 Cover Letter for Cost Report Notebook on February 11 2011.doc](#)

[2011 RHC Cost Report Checklist.pdf](#)

[2011 RHC Cost Report Medicare Workpapers New Information for 2011.pdf](#)

In addition to the mailing of the RHC Cost Report Notebooks, 2,400 RHC Seminar Brochures will be mailed to rural health clinics on Friday. Please look for them in the mail next week. Here is the link to the brochures.

[2011 RHC Spring Update Seminar Brochure Page 1.pdf](#)

[2011 RHC Update Seminar Spring Brochure Page 2.pdf](#)



Preexisting Condition Health Insurance Handout

If you missed the Pre-Existing Condition Health Insurance Presentation from last weeks Technical Assistance Teleconference, we have included the handouts from the presentation that was sponsored by HRSA and NARHC. This information will help anyone that does not have health insurance due to medical problems.

http://www.hrsa.gov/ruralhealth/pdf/popper_rural_health.pdf
www.hrsa.gov

As a reminder, the next CMS Open Door Session is on March 8, 2011 at 2:00 Eastern. Here is the link to the call information:

<http://www.cms.gov/OpenDoorForums/Downloads/AnnounRural030811.pdf>

Meaningful Use and EHR Stimulus Flowchart

The Colorado Office of Rural Health has produced an outstanding four page document on Electronic Health Records and a Flowchart on obtaining Stimulus Payments:

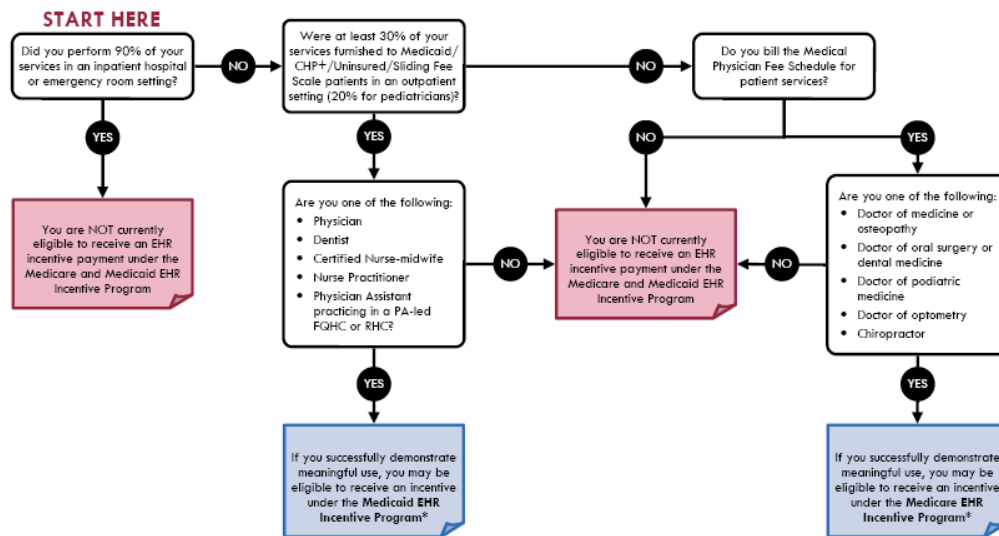
<http://www.ruralcenter.org/sites/default/files/Meaningful%20Use%20Objectives%20-%20Clinics%20%28electronic%29.pdf>

A sample of the Eligibility Chart is included below:



Technology for
Healthcare
Excellence

Medicare & Medicaid Electronic Health Record (EHR) Incentive Programs Determining Eligibility



Notes on Eligibility and Calculation

- The definitions for Meaningful Use are the same for the Medicaid and Medicare programs
- Reporting period is 90 consecutive days for the 1st year and 1 year subsequently
- EPs may not participate in both the Medicare and Medicaid programs (but may switch once between the Medicare and Medicaid programs)
- Two types of %-based measures are included in demonstrating Meaningful Use:
 - Denominator is all patients seen during the EHR reporting period, regardless of whether or not their records are in certified EHR
 - Denominator is actions or subsets of patients seen during the EHR reporting period, including patients or actions taken on behalf of those patients whose records are in certified EHR
- For RHC EPs to receive the maximum Medicare in-centive funding, Medicare Part B charges for the calendar year must equal \$24,000.
 - Charges less than \$24,000 for Part B will be reimbursed at 75% of total charges.

Calendar Year	Medicaid EPs beginning adoption, implementation or upgrade in					
	2011	2012	2013	2014	2015	2016
2011	\$21,250					
2012	\$8,500	\$21,250				
2013	\$8,500	\$8,500	\$21,250			
2014	\$8,500	\$8,500	\$8,500	\$21,250		
2015	\$8,500	\$8,500	\$8,500	\$8,500	\$21,250	
2016	\$8,500	\$8,500	\$8,500	\$8,500	\$8,500	\$21,250
2017		\$8,500	\$8,500	\$8,500	\$8,500	\$8,500
2018			\$8,500	\$8,500	\$8,500	\$8,500
2019				\$8,500	\$8,500	\$8,500
2020					\$8,500	\$8,500
2021						\$8,500
Total	\$63,750	\$63,750	\$63,750	\$63,750	\$63,750	\$63,750

Calendar Year	First CY in which the EP received an incentive payment					
	2011	2012	2013	2014	2015 +	
2011	\$18,000					
2012	\$12,000	\$18,000				
2013	\$8,000	\$12,000	\$15,000			
2014	\$4,000	\$8,000	\$12,000	\$12,000		
2015	\$2,000	\$4,000	\$8,000	\$8,000	\$0	
2016		\$2,000	\$4,000	\$4,000	\$0	
Total	\$44,000	\$44,000	\$39,000	\$24,000	\$0	

- EPs who furnish 50% or more of their services over the period of one calendar year in an HPSA can receive up to a 10% increase in incentive funding
- Medicare Advantage Organization EPs qualify for the same incentive funding if either:
 - Furnish, on average, at least 20 hours/week of patient-care services and be employed
 - Be employed by, or be a partner of, an entity that through contract with the qualifying
 - MAO furnished at least 80% of the entity's Medicare patient care services to enrollees of the qualifying MAO



RHC Update Seminars for Spring, 2011 announced

Healthcare Business Specialists is pleased to announce that the RHC Spring Update seminars have been scheduled for 2011. The dates and locations are Nashville, Tennessee on April 7, 2011, Knoxville, Tennessee on April 8, 2011, Indianapolis on April 22, 2011, Columbia, SC on April 29, 2011, and St. Louis, MO on May 6, 2011. We will start at 9:30 and run till noon. We will have 1 hour break for lunch which will be provided from 12:00 to 1:00 pm. The seminar will then run from 1:00 to 3:30 pm in the afternoon. Orange Juice, Coffee, and soft drinks will be served at the seminars.

Each seminar will have special guests invited to talk about relevant topics for the State that we are in. For example, Greg Hawkins, Julie Rogers, and Marsha Holman from the State of Tennessee are confirmed as speakers for our meeting in Nashville on the preparation of the Quarterly TennCare Settlement Reports. Glen H. Beussink, Director of Clinic Development & Research from Midwest Health Care, Inc. will be presenting on TennCare Settlement Reports with the State as well. We will update you on any additional speakers that we may have at the meetings.

If you would like to speak or sponsor a meeting, please let me know as we can arrange for you to sponsor the meeting and will provide some time to discuss your product with the seminar attendees.



The price of the seminar will be \$250.00 per person for the full day. The printed materials including full color slides is not a part of the fee and if you want to obtain the Workbook the cost is \$125 per notebook and the notebook will include a DVD with all the presentations and additional information related to RHCs. Again, the Workbook is an additional fee from the seminar fee.

Payment can be made to la_vita_nouva@hotmail.com using PayPal or by sending a check to Mark Lynn, Healthcare Business Specialists at Suite 214, 502 Shadow Parkway, Chattanooga, TN 37421. You can sign up online and pay with Visa, Mastercard, and Discover credit cards. We do not accept American Express.

What you missed last year. Here are some of the presentations that we presented at the 2010 RHC Update Seminars. Much of the information is still applicable so you may find it helpful. This year's seminar will be completely updated with new information. We do expect new regulations for RHCs be finalized by the time the seminars are conducted this year so much of the seminar will be dedicated to quality improvement, potential loss of RHC status and potential safeguards, and all the provisions that may change due to the new final conditions of participation. Here are the presentations:

[2010 RHC Update Presentation on Healthcare Reform, ACOs, and PCMHs](#)

[2010 Electronic Health Records Stimulus Payments for RHCs Presentation as of December 10 2010.pdf](#)

[2010 RHC Billing 101 Presentation in Boise Idaho on November 3 2010.pdf](#)

[2010 RHC Billing 102 Presentation for Boise Idaho presentation on November 3 2010.pdf](#)



RHC Update Seminars – Table of Dates, Locations, and Times

<i>Date</i>	<i>Location</i>	<i>Time</i>
<i>Thursday, April 7</i>	Nashville, TN	9:30 to 3:30
<i>Friday, April 8</i>	Knoxville, TN	9:30 to 3:30
<i>Friday, April 22</i>	Indianapolis	9:30 to 3:30
<i>Thursday, April 28</i>	Atlanta, Georgia	9:30 to 3:30
<i>Friday, April 29</i>	Columbia, SC	9:30 to 3:30
<i>Friday, May 6</i>	St. Louis	8:00 to 3:30

If you want sign up for the seminars, here are the hyperlinks

[RHC Update Seminar in Nashville, TN on April 7, 2011](#)

[RHC Update Seminar in Knoxville, TN on April 8, 2011](#)

[RHC Update Seminar in Indianapolis, Indiana on April 22, 2011](#)

[Atlanta, Georgia RHC Update Seminar on April 28 2011](#)

[RHC Update Seminar in Columbia, SC on April 29, 2011](#)

[RHC Update Seminar in St. Louis, MO on May 6, 2011](#)

Carolyn Duncan, BS, CPC, CPC-H, of Health Care Consulting Services will be conducting a special session at the St. Louis seminar on CPT Coding from 8:00 AM to 9:30 AM. The cost of this session is \$75.00.



2011 RHC Update Seminar Registration Form

The 2011 RHC Update seminar will update you on the latest RHC regulations (final regulations regarding RHC Conditions of Participation should be released by the date of the seminar and we will review them in detail including how to implement a quality improvement plan as required by the regulations). The changes in these regulations could potentially strip your RHC of RHC status. Additionally, RHC Cost Reporting has had some major changes in reimbursement over the last year that will directly effect your cost report and we need to inform you of the potential impact of these changes (these changes have already cost one RHC \$150,000 in Medicare reimbursement).

Please complete the following registration information

Tell us about yourself

Name	
Name of 2nd attendee	
Name of 3 rd attendee	
Clinic	
Address (1)	
Address (2)	
City, State, Zip	
Telephone	
Fax	
Email	



Tell us which seminar you want to attend

Note: Seminars are from 9:30 to 3:30 with a 1 hour lunch hour and lunch is provided.

LOCATION	DATE	SEMINAR	WORKBOOK	CPT CODING
Nashville, TN	April 7th			
Knoxville, TN	April 8th			
Indianapolis	April 22 rd			
Atlanta, GA	April 28th			
Columbia, SC	April 29th			
St. Louis	May 6th			

Carolyn Duncan, BS, CPC, CPC-H, of Health Care Consulting Services will be conducting a special session at the St. Louis seminar on CPT Coding from 8:00 AM to 9:30 AM. The cost of this session is \$75.00 in addition to the RHC Update registration.

Tell us how are you going to Pay

How paying	What to Do	Please check how you are paying
Sending Check	Mail to: Healthcare Business Specialists Suite 214, 502 Shadow Parkway Chattanooga, TN 37421	
Pay Pal	Email to la_vita_nouva@hotmail.com	
Mastercard, Visa, or Discover	Provide: Credit Card Number Provide: Expiration Date:	



Website Changes

If you go to www.ruralhealthclinic.com you will notice big changes to our website. We have filed all the information that was previously on the home page and resulted in one long scroll of unrelated information. All the information has been categorized by subject and can be located on its corresponding page. I have included a blog page that is where I will continue to provide updates. The home page will also include the most recent posts; however, the information will be quickly filed to their appropriate page.

I hope this makes the site more useful to you and easier to find content that is of interest to you. If you have problems with tool bars on the side that help you navigate to the proper content, here are the hyperlinks to get you there.

Additionally, we have started a new website that will be used for Ecommerce and it is called www.healthcarebusinessspecialists.com. We have a new email address which is marklynn@healthcarebusinessspecialists.com and we will use that for business communications. (I will still use la_vita_nouva@hotmail.com for personal purposes so you may continue to use it if you prefer.)

Links to Information on Rural Health Clinic.com

About HBS	PECOS
Cost Report Workbook Order Form	Rural Health Clinic Presentations
Electronic Health Records Stimulus Payments	RHC Billing Information
RHC Cost Reporting Resources	Sponsors
RHC Classified Advertising	What is a Rural Health Clinic
Cost Reports	Cost Report Contingency
RHC Legislative and Regulatory Links	RHC Update Workbook Order Form
Rural Health Clinic Newsletters	Healthcare Business Specialists - Rural Health Clinic.com



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Thanks for reading this newsletter. I am working on the cost report Notebooks for 2011 and they are going out this week. If you would like for us to prepare your 2010 cost report, we still have some available, (but, not much), so let us know soon. Thanks for all your help during 2010 and we look forward to another very productive year in 2011.

Please sign up for the seminars as soon as possible as well as all have very limited space. Thanks and look forward to seeing everyone at one of the seminars.

Mark R. Lynn

RHC Consultant

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