



HBS

Update

February 7, 2011

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Visit our website at

www.ruralhealthclinic.com



NARHC Technical Assistance Phone Call on February 10, 2011

If you are like most RHCs, small rural hospitals, or critical access hospitals, you have many patients who are uninsured. Sometimes these uninsured patients cannot afford insurance because they have little or no income even though they are relatively healthy. But sometimes, it is because they have a medical condition that causes them to be classified as “high risk” making the cost of health insurance prohibitive or making the individual “uninsurable.”

As part of the Patient Protection and Affordable Care Act, Congress authorized the Department of Health and Human Services (HHS) to establish – either in conjunction with the states or independently – an insurance program for so-called “high risk” individuals. The program, called the Pre-existing Condition Insurance Plan is now available.

NARHC and the federal Office of Rural Health Policy have arranged for representatives from the new federal Office of Consumer Information and Insurance Oversight (OCIIO) to make a presentation about this new program as part of the Rural Health Clinic Technical Assistance series. If you or someone in your office handles patient billing and comes into contact with patients who are uninsured, you should plan to listen in on this call. Getting people enrolled in these newly formed high risk insurance plans can benefit both you and the patients.

Call-in information:

Thursday, February 10, 2011; 2-3pm ET

- Phone number: 866.288.9872
- Participant Passcode: 13951



New Information on the RHC Update Seminars

February 7, 2011 The St. Louis seminar will feature Carolyn Duncan, BS, CPC, CPC-H, from Health Care Consulting Services in Shawnee, Kansas. Carolyn will present from 8:00 AM to 9:30 AM on CPT Coding for Rural Health Clinics. This session is an add on to our normal update seminar and is an additional charge of \$75.00 to attend. You are not required to sign up for this session to attend the RHC Update Seminar, nor do you have to attend the CPT Coding for Rural Health Clinics session to attend the RHC Update seminars. In other words, if you only want to attend one of the seminars there is no requirement to attend both. If you want to contact Carolyn regarding her services or the content of the seminar here is her contact information.

Carolyn Duncan, BS, CPC, CPC-H, Health Care Consulting Services

21019 W 61st St. Shawnee, KS 66218

913-422-0342 or 816-797-1753 cell

Again, this session is only in St. Louis and is from 8:00 am to 9:30 and additional cost to attend the session is \$75.00. Carolyn and I will be doing an RHC billing session in Kansas City, Missouri on Thursday, September 29th. The morning session will be CPT coding for rural health clinics by Carolyn and will cost \$150 and the afternoon session from 1:00 pm to 4:00 pm with RHC Billing with Mark Lynn being the instructor and the cost is \$150 for this as well.

We have added an additional site for the RHC seminars. Atlanta, Georgia will be on April 28, 2011. The sign up information for the seminar is in the link below:

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



Billing Information

February 7, 2011. Here are a couple of links to interesting items that will help you with rural health clinic billing.

The first is a link to a Medlearn Matters article on Timely Filing of Claims from Noridian:

https://www.noridianmedicare.com/provider/updates/docs/MM7270Timely_Filing_Changes.pdf

Noridian also has a MSP form that RHCs can use. This is a one page form.

https://www.noridianmedicare.com/macj3a/claims/msp/msp_form.pdf

Noridian has provided a list of the questions that need to be asked to Medicare patients to satisfy Medicare Secondary Payer requirements.

https://www.noridianmedicare.com/macj3a/claims/msp/admission_questions.pdf

Mississippi's First Nursing-Home Based Rural Health Clinic Opens in Greenwood is the title of an article in this link.

<http://www.msaha.org/files/mrha%20newsletter%20jan%202011.pdf>

Medicare has released a Medlearn Matters Article that indicates clinics can no longer have the patients bring drugs from the pharmacy and the clinic administers the drug. This places RHCs at a large disadvantage as some drugs cost 8 to 10 times the maximum independent RHC reimbursement rate. Here is the link to the Med Learn Article.

<http://www.cms.gov/MLNMattersArticles/Downloads/MM7109.pdf>



New Regulations regarding Compliance and Fraud

On January 24, 2011, CMS finalized a rule to implement significant anti-fraud provisions of healthcare reform. The final rule emphasizes fraud prevention. The majority of the rules are effective on or after March 25, 2011. A summary of the regulations are provided by Alston + Bird LLP.

[Summary of January 24, 2011 Final Regulations on Anti-Fraud by Alston + Bird LLP](#)

Additional rules were published on February 2, 2010 requiring providers to make available to Medicare beneficiaries information about their right to file a written complaint with the Quality Improvement Organization (QIO) in the State where healthcare services are being or were provided about the quality of care they are receiving or have received.

<http://www.gpo.gov/fdsys/pkg/FR-2011-02-02/pdf/2011-2275.pdf>

If you are confused by these new rules, the Office of Inspector General (OIG) of the Department of Health and Human Services is hosting six free OIG compliance training sessions for local health care providers, compliance professionals, and their legal counsel. According to the OIG, the sessions are designed to help attendees:

1. understand the law and the consequences of violating it.
2. Cultivate a culture of compliance within your health care organization;
and
3. Learn what to do when a compliance issue arises.

The sessions will be held over the next few months in Houston, Tampa, Kansas City, Baton Rouge, Denver, and Washington, D.C. Space at each training session is limited. More information (including how to enroll for one of the sessions) can be found on the OIG's website: <http://compliance.oig.hhs.gov/>.



RHC Cost Report Checklist for 2011

The RHC Cost Report Notebooks will be Fed Exed (2 day) on Wednesday, February 9th. If you can not wait to get started on the cost report, here is the checklist that will be included in the cost report notebook.

[RHC Cost Report Checklist for 2011](#)

Healthcare Business Specialists
Suite 214, 502 Shadow Parkway, Chattanooga, TN 37421
2011 RHC Cost Report Workpaper Checklist (Please submit with workpapers)

ITEM NUMBER	DESCRIPTION OF WHAT IS NEEDED	✓ IF INCLUDED
1	We need <u>at least one of the following</u> items to determine the total expenses paid by clinic during the year. The reports should be for the entire accounting period which is typically 12 months.	
a.	Accounting trial balance of expenses for the cost report period.	
b.	Financial statements from the accountants or QuickBooks expense statements for the cost report period.	
c.	Federal Tax returns for the corporation, partnership, or 1040.	
2	We need <u>at least one of the following</u> to determine the total patient visits or encounters and need <u>one of the following</u> .	
a.	CPT Frequency report by Provider from your computer system.	
b.	Written or manual visit count with physician, physician assistant, and nurse practitioner visits provided.	
3	W-2's with the employee's position listed on the W-2 or what the employee did during their employment. (Note: This is not applicable if your financials list salaries by physicians, Physician Assistant, Nurse Practitioner, Nurses, Office, radiology, and laboratory salaries.	
4	We <u>need all of the following</u> information to claim Influenza and Pneumococcal reimbursement on the cost report.	
a.	Medicare logs with patient name & HIC number and date of service for pneumococcal and influenza patients.	
b.	A count, listing, or log on non-Medicare patients in order for us to determine total flu shots provided.	
c.	Invoices supporting influenza and pneumococcal purchases during the year. This will help us to determine the cost of the supply cost.	
5	Medicare P S & R report which you will obtain from the IACS computer system from Medicare and should be obtained about four months after year-end. Call or Email us if you have problems. NA for pediatrics.	
6	Medicare Bad Debt Listing. Complete all columns of Exhibit 5 and include a copy of the Medicaid remittance for Medicare/Caid Crossovers. Include an Excel Spreadsheet if you have one.	
7	List any related party transactions (RPT) which include any rental payments by the corporation to the physician/owner or the owner's relatives. Copy 1099s for our file if your think you may have a RPT.	

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NCQA announces Patient Centered Medical Home Standards.

On January 31, the National Committee for Quality Assurance (NCQA) will release new standards for its Patient-Centered Medical Home (PCMH) program. The new standards call on medical practices to be more patient-centered, and reinforce federal “meaningful use” incentives for primary care practices to adopt health information technology.

The patient-centered medical home is a model of care emphasizing care coordination and communication to transform primary care into “what patients want it to be.” Research shows that medical homes can lead to higher quality and lower costs, and improve patients’ and providers’ reported experiences of care.

The release of NCQA’s new standards—PCMH 2011—marks the debut of the next generation of the NCQA Recognition program that designates high-quality primary care practices as patient-centered medical homes.

To review the press release and the download the new standards, go to the following link:

<http://www.ncqa.org/tabid/1300/Default.aspx>



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

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Cost Report Workbook Order Form	Rural Health Clinic Presentations
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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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