



“BETTER BY THE BAY”

Metro Fire Department
EMS, Training & Support Services

Ryan Gibbons
Assistant Chief

Date: 10/28/2020

To: Diana Ellenbecker – Green Bay

Brad Lange - Allouez

Diane Wessel – Bellevue

From: Assistant Chief Ryan Gibbons

Subject: Proposed GBMFD Ambulance Rate Increase

LifeQuest Services provides ambulance billing services for the Green Bay Metro Fire Department (GBMFD). LifeQuest reviews all ambulance reports for proper billing and coding compliance. They submit invoices and collect payment from customers that GBMFD has the privilege to serve. These claims are submitted to Medicare, Medicaid, private insurance and private pay individuals. As LifeQuest provides billing services to multiple clients across the country they are the subject matter experts in this field.

LifeQuest does their best to maximize our reimbursements for services using multiple different methods, providing timely and accurate claims. One of the ways that they do this is to survey other ambulance service billing rates in the region. They then provide us with this information, and make recommendations for acceptable rates to maximize our reimbursement levels.

In this revision LifeQuest has suggested that we add a SCT Base Rate (Specialty Care Transport). GBMFD does not provide this service in normal day to day operations. It is becoming more frequent during the pandemic for GBMFD ambulances to transfer patients between facilities. These transfers, depending on services provided, can be billed at the SCT higher rate if the criteria is met to meet this level of service. If this billing rate level is not in place it is not able to be used, thus foregoing additional revenue funds.

It is the recommendation of the GBMFD leadership to institute the rate increases as put forth by LifeQuest as noted in the attachment. The new rates will generate increased revenue for each municipality served by GBMFD ambulance services. The conservative estimate is \$6000 annually to the City of Green Bay based upon patient payer mix.

It is also recommended that a lift assist fee be established for staffed care facilities (ie. Nursing Home and Assisted Living).



“BETTER BY THE BAY”

Metro Fire Department
EMS, Training & Support Services

Ryan Gibbons
Assistant Chief

Lift Assist with no medical treatment or assessment fee per calendar year:

1 to 3 – no fee

4 to 5 - \$150

6 to 7 - \$300

8 to 9 - \$450

Each additional \$500 per incident

Invoices will be billed to the facility and not the patient

Green Bay Metro Fire Dept – Allouez

Recommended Rates EMT-P with SCT

See Attached Survey for Comparisons, including Geo-Zip

October 26, 2020

<u>BLS Base Rate</u>	<u>Current</u>	<u>Recommended New Rate</u>
➤ Resident	\$ 725.00	\$ 750.00
➤ Non-Resident	\$ 830.00	\$ 850.00
▪ Non-Resident rates are reimbursed by virtually all-private insurance companies.		

ALS1 Rates – ALS1 Base Rate would be charged when it is medically necessary or an assessment by an advanced life support (ALS) provider is given and does one or more ALS interventions.

➤ Resident	\$ 825.00	\$ 900.00
➤ Non-Resident	\$ 950.00	\$ 1,025.00
▪ Non-Resident rates are reimbursed by virtually all-private insurance companies.		

ALS2 Base Rates – ALS2 Base Rate would be charged when it is medically necessary to administer at least three different medications by intravenous push/bolus or continuous infusion or provide one or more of the following ALS procedures; manual defibrillation/cardioversion, endotracheal intubation, central venous line, cardiac pacing, chest compression, surgical airway, intraosseous line.

➤ Resident	\$ 950.00	\$ 1,155.00
➤ Non-Resident	\$ 1,080.00	\$ 1,200.00

SCT Base Rate - SCT Base Rate would be charged when it is medically necessary for a critically injured or ill patient to be transferred from one hospital to another hospital. The level of service being provided has to be beyond the scope of the paramedic. This is necessary when a beneficiary's condition requires ongoing care that must be provided by one or more health professionals in an appropriate specialty area, e.g., nursing, medical respiratory care, cardiovascular care, or a paramedic with additional training.

➤ Resident	\$ 0.00	\$ 1,300.00
➤ Non-Resident	\$ 0.00	\$ 1,425.00



N2930 State Road 22 Wautoma, WI 54982

Phone: 888-777-4911 Fax: 855-642-7228

www.lifequest-services.com

Green Bay Metro Fire Dept – Allouez

Recommended Rates EMT-P with SCT

See Attached Survey for Comparisons, including Geo-Zip
October 26, 2020

Mileage – Charges for mileage must be based on loaded mileage only, from the pickup of a patient to arrival at the destination.

➤ Resident	\$ 13.00	\$ 16.00
➤ Non-Resident	\$ 13.00	\$ 16.00

BLS On Scene Care – This is charged when your service responds to a call, provides treatment, and the patient refuses transport and/or is simply not transported.

➤ Resident	\$ 350.00	\$ 375.00
➤ Non-Resident	\$ 450.00	\$ 475.00

ALS On Scene Care – This is charged when your service responds to a call, provides treatment including an ALS assessment or at least one ALS intervention. The rate should equal the ALS base rate because of the level of service given, example being, treating a diabetic who then does not require transport.

➤ Resident	\$ 450.00	\$ 475.00
➤ Non-Resident	\$ 550.00	\$ 575.00

Reminder – By increasing your rates; with insurance companies, your service’s approved reimbursable rates should increase.

- Yes, we would like to adopt the recommended rates, adding SCT, effective _____, 20_____.
- No, we would not like to adopt the recommended rates. _____, 20_____.
- Yes, we would like to adopt the rates with changes indicated, effective _____, 20_____.

Signature Title Date

Print Name



N2930 State Road 22 Wautoma, WI 54982
Phone: 888-777-4911 Fax: 855-642-7228
www.lifequest-services.com

Green Bay Metro Fire Department Rate Survey for SCT Rates 10/26/2020

Description Charge	Ashwaubenon Public Safety Level of Service: EMT-P	De Pere Fire Rescue Level of Service: EMT-P	Kaukauna Fire Dept Amb Service Level of Service: EMT-P	City of Manitowoc Fire Dept Level of Service: EMT-PCC	Two Rivers Fire Dept Level of Service: EMT-PCC	Green Bay Metro Fire Dept Level of Service: EMT-P	Green Bay Metro Fire Dept- Allouez Rates	Average	Recommended Rates with SCT Rates	Increase
Service bundles disposables										
BLS - Resident	\$650	\$590	\$660	\$805	\$725	\$725	\$725	\$697	\$750	\$25
BLS - Non Resident	\$850	\$780	\$785	\$905	\$825	\$830	\$830	\$829	\$850	\$20
ALS1 - Resident	\$750	\$710	\$845	\$860	\$850	\$825	\$825	\$809	\$900	\$75
ALS1 - Non Resident	\$900	\$838	\$970	\$960	\$1,000	\$950	\$950	\$938	\$1,025	\$75
ALS2 - Resident	\$875	\$870	\$875	\$960	\$1,025	\$950	\$950	\$929	\$1,155	\$205
ALS2 - Non Resident	\$1,000	\$1,000	\$1,000	\$1,060	\$1,150	\$1,080	\$1,080	\$1,053	\$1,200	\$120
SCT - Resident	* Note: Average is based on twelve other services in Wisconsin that have SCT rates. See accompanying spreadsheet.					N/E/C	N/E/C	\$1,496	\$1,300	\$1,300
SCT - Non Resident						N/E/C	N/E/C	\$1,615	\$1,425	\$1,425
Mileage - Resident	\$15	\$16	\$15	\$16	\$20	\$13	\$13	\$15	\$16	\$3
Mileage - Non Resident	\$16	\$16	\$15	\$16	\$20	\$13	\$13	\$16	\$16	\$3
Oxygen	\$75	\$75	\$60	\$65	B/P	B/P	B/P	\$72	B/P	B/P
Spinal Immobilization	B/P	\$25	\$150	\$150	B/P	B/P	B/P	\$108	B/P	B/P
BLS On Scene Care - Res.	\$250	\$255	\$150	\$310	\$275	\$350	\$350	\$265	\$375	\$25
BLS On Scene Care-Non Res.	\$300	\$255	\$250	\$360	\$325	\$450	\$450	\$323	\$475	\$25
ALS On Scene Care - Res.	\$400	\$485	\$250	\$310	\$500	\$450	\$450	\$401	\$475	\$25
ALS On Scene Care-Non Res.	\$600	\$485	\$300	\$360	\$600	\$550	\$550	\$508	\$575	\$25

Service bundles disposables
B/P = Bundled Pricing
N/E/C = No Existing Charge

Updated: 10/26/2020 clg

Co# 257
Brown County
Green Bay Metro Fire Dept.
Chief Ryan Gibbons
501 S. Washington St., Green Bay, WI 54301



N2930 State Road 22 Wautoma, WI 54982
Phone: 888-777-4911 Fax: 855-642-7228
www.lifequest-services.com

SCT COMPARISON RATES FOR RATE SURVEY

GREEN BAY METRO FIRE DISTRICT

10/26/2020

SERVICE IN WISCONSIN WITH SCT RATES	LEVEL OF SERVICE	SCT RESIDENT	SCT NON-RESIDENT
SERVICE IN SAME GEO-ZIP			
Ashland (City of)Fire Dept	P-CC	\$1,775	\$1,925
Baldwin Ambulance Service	P-CC	\$1,936	\$2,068
Beaver Dam Fire Dept.	P-CC	\$1,450	\$1,550
Chippewa Fire District	P-CC	\$1,825	\$1,950
Green County EMS, Inc.	P	\$1,550	\$1,650
Lisbon (Town of) Fire Dept. EMS	P-CC	\$1,300	\$1,400
Manitowoc (City of) Fire Dept.	P-CC	\$1,085	\$1,185
Marshfield Fire and Rescue Dept.	P-CC	\$1,250	\$1,500
Nekoosa Ambulance Service	P-CC	\$1,550	\$1,575
Reedsburg Area Ambulance	P	\$1,800	\$2,000
United Emergency Medical Response	P-CC	\$950	\$950
Wausau Fire Dept. (City of)	P-CC	\$1,475	\$1,625
AVERAGE		\$1,496	\$1,615



N2930 State Road 22 Wautoma, WI 54982

Phone: 888-777-4911 Fax: 855-642-7228

www.lifequest-services.com