Overview

• Area Funding Factors
  • Residual
  • Area Patient Count
  • Area Shares Formula

• Funding Tables
  • Headquarters Tables 1-4
  • Area Detail Sheets
  • Facilities Table 4f

• Area PSFA Manual update

• Commissioned Corps Memorandum of Agreement Fee

• Contract Support Costs
Area Funding Factors

- Residual: Area Proposal for changes to the Residual table
  - All salaries increased by 1% based on President’s Proposed Budget for FY2015
  - Updated the Facilities staff changes to account for retirement, new Commissioned Officer
  - Operational Costs increased by 1.5% - source cited

- Overall increase to Residual by $226,341
Area Patient Count

- Generally – average of 3 calendar years for patient encounters allowing for duplication (i.e. crediting every facility)

- Area Patient Count change from 2012 to 2013 was +3%
  - 2012: 141,316 to 2013: 143,873 \( \rightarrow \) Increase of 2,557 users
  - Overall increase due to some significant increases for some Tribal programs but there was also decrease in other Tribal programs

- Encourage the review of your Tribe’s trend
Area Shares Formula

• Step 1: Identify the total amount available for shares

• Step 2: Calculate the ‘base per user’

• Step 3: Calculate the amount of funds available per Tribe

• Step 4: Spread the amount of funds available per Tribe across the Area Office PSFAs into shares
Area Shares Formula – Step 1

Identify the total amount available for Area shares

Bemidji Area Office recurring base \(\sim$7.3M\)

Subtract:

- Residual and Mandated \(\sim$3.0M\)
- Assessments \$1.3M
- Title I Retained/Non-contractible \$472K

Amount available for Area shares \(\sim$2.4M\)
Area Shares Formula – Step 2

Calculate the ‘base per user’

Obtain the Area Patient Count Sum 143,873

Small Tribe Adjustment: Credits Tribes with $10 for every patient less than 2600

Area Tribal Shares amount ~$2.4M
Subtract Small Tribe Adj. ~$239K
Divide by Area Patient Count Area Sum 143,873

Base per user ~$15/person
Area Shares Formula – Step 3

Calculate the amount of funds available per Tribe

Total Amount per Tribe (also identifies the Direct Service Transitional Amount)
  - Base per user
    - Multiply by the Individual Tribe’s Area Patient Count
  - Add Small Tribe Adj. (as applicable)

Tribal percentage: \[
\frac{\text{Area Shares Amount}}{\text{Total Amount per Tribe}}
\]

Use Tribal percentage to calculate Non-Contractible share
Area Shares Formula – Steps 3 & 4

Calculate the amount of funds available per Tribe – cont.

Total available for shares if Title V
Amount per Tribe +
Tribal share of non-contractible +
Direct Service Transitional (as applicable)

Step 4 – Spread the amount available across the Area Office PSFAs into shares

Tribal percentages are recalculated to exclude the Service Unit Transitional percentages & amounts. Total Available is calculated into individual Area shares.
Funding Tables

- FY2014 funding – Payments for all recurring funds have been made including the estimated full funding for Contract Support Costs.

- The final FY2014 funding levels represent the estimates for use in FY2015 negotiations.
Funding Tables

• HQ Tables 1-3
• HQ Table 4
• Area Detail/Pre-negotiation sheets
• Area OEHE Table 4
PSFA Manuals Update

• HQ PSFA Manual Update

• Area PSFA Manual will be available on Bemidji Area Website (BAO Tribal Consultation)
  • Points of Contact updated
Commissioned Corps Memorandum of Agreement fee

- Costs are based on annual workload
- Calculated for 2 scenarios: Current MOAs and Additional costs for New MOAs

<table>
<thead>
<tr>
<th>Activity</th>
<th>Current MOA</th>
<th>New MOA</th>
</tr>
</thead>
<tbody>
<tr>
<td>HQ assessment</td>
<td>$4,558</td>
<td></td>
</tr>
<tr>
<td>Office of Clinical Services &amp; TA</td>
<td>$858</td>
<td>$606</td>
</tr>
<tr>
<td>Finance costs</td>
<td>$988</td>
<td>$86</td>
</tr>
<tr>
<td>Recruiter costs</td>
<td>$345</td>
<td>$115</td>
</tr>
<tr>
<td><strong>Overall costs</strong></td>
<td><strong>$6,749</strong></td>
<td><strong>$807</strong></td>
</tr>
</tbody>
</table>
Contract Support Costs

- Contract Support Costs
  - Direct
  - Indirect

- Direct CSC can be renegotiated annually

- Suggest that programs review their Direct CSC every 3 years
Overview

- Buyback Reports and Estimated costs for FY2015
- Negotiation Topics
Buyback Reports

- Management Information Systems
  - Business Office Coordinator
  - Clinical Applications Coordinator (CAC)
  - Health Information Management
  - Meaningful Use Consultant
  - Pharmacy CAC
  - VistA Imaging

- Biomedical Equipment Management Program
# Buyback Projections for FY2015

## Business Office Coordinator

<table>
<thead>
<tr>
<th>Description</th>
<th>Calculation Factor</th>
</tr>
</thead>
<tbody>
<tr>
<td>Budget Estimate*</td>
<td>$116,097</td>
</tr>
<tr>
<td>Service commitment</td>
<td>100%</td>
</tr>
<tr>
<td>Tribal Participants/Cost in FY2014</td>
<td>26 / $4,033</td>
</tr>
<tr>
<td>Estimated Participants in FY2015**</td>
<td>22</td>
</tr>
<tr>
<td>Participant cost in FY2015</td>
<td>$5,277</td>
</tr>
</tbody>
</table>

* Includes 1.0 FTE salary, benefits, travel, supplies, and common costs

** Excludes Urban programs
## Buyback Projections for FY2015

### Health Information Management Consultant

<table>
<thead>
<tr>
<th>Description</th>
<th>Calculation Factor</th>
</tr>
</thead>
<tbody>
<tr>
<td>Budget Estimate*</td>
<td>$150,953</td>
</tr>
<tr>
<td>Service commitment</td>
<td>100%</td>
</tr>
<tr>
<td>Tribal Participants/Cost in FY2014</td>
<td>29 / $5,260</td>
</tr>
<tr>
<td>Estimated Participants in FY2015**</td>
<td>25</td>
</tr>
<tr>
<td>Participant cost in FY2014</td>
<td>$6,039</td>
</tr>
</tbody>
</table>

* Includes 1.0 FTE salary, benefits, travel, supplies, and other common costs
** Includes 3 Service Units. Excludes Urban programs
### Buyback Projections for FY2015

**Clinical Applications Coordinator**

<table>
<thead>
<tr>
<th>Description</th>
<th>Calculation Factor</th>
</tr>
</thead>
<tbody>
<tr>
<td>Budget Estimate*</td>
<td>$79,851</td>
</tr>
<tr>
<td>Service commitment</td>
<td>100%</td>
</tr>
<tr>
<td>Tribal Participants/Cost in FY2014</td>
<td>29 / $2,843</td>
</tr>
<tr>
<td>Estimated Participants in FY2015**</td>
<td>24</td>
</tr>
<tr>
<td>Participant cost in FY2014</td>
<td>$3,327</td>
</tr>
</tbody>
</table>

* Includes 1.0 FTE salary, benefits, travel, supplies, and other common costs. Represents only 50% of cost as other 50% is covered by Diabetes funding. Estimated total $159,702.

** Excludes Urban programs
## Buyback Projections for FY2015

VistA Imaging Consultant

<table>
<thead>
<tr>
<th>Description</th>
<th>Calculation Factor</th>
</tr>
</thead>
<tbody>
<tr>
<td>Budget Estimate*</td>
<td>$119,588</td>
</tr>
<tr>
<td>Service commitment</td>
<td>100%</td>
</tr>
<tr>
<td>Tribal Participants/Cost in FY2014</td>
<td>19 / $8,876</td>
</tr>
<tr>
<td>Estimated Participants in FY2015**</td>
<td>15</td>
</tr>
<tr>
<td>Participant cost in FY2014</td>
<td>$7,972</td>
</tr>
</tbody>
</table>

* Includes 1.0 FTE salary, benefits, travel, supplies, and other common costs

** Includes 3 Service Units and excludes urban programs
Buyback Projections for FY2015

Pharmacy Clinical Applications Coordinator

Please see slides 25-26 for updated information regarding the Pharmacy CAC buyback service. The proposal to change the service was accepted.
## Buyback Projections for FY2015

### Meaningful Use Consultant

<table>
<thead>
<tr>
<th>Description</th>
<th>Calculation Factor</th>
</tr>
</thead>
<tbody>
<tr>
<td>Budget Estimate*</td>
<td>$150,000</td>
</tr>
<tr>
<td>Service commitment</td>
<td>100%</td>
</tr>
<tr>
<td>Tribal Participants/Cost in FY2014</td>
<td>22 / $6,522</td>
</tr>
<tr>
<td>Estimated Participants in FY2015**</td>
<td>18</td>
</tr>
<tr>
<td>Participant cost in FY2014</td>
<td>$8,333</td>
</tr>
</tbody>
</table>

* Represents Area’s contribution to Agency’s national contract

** Includes 3 Service Units and excludes Urban programs
Lunch Break

Reconvene at 1:00
Negotiation Topics for FY2015

- OEHE TMA Access
- MIS (i.e. Inter-Connection Service Agreements, EHR, MU)
- Proposed Buyback Service Changes – Pharmacy CAC
Negotiation Topics for FY2015

- Proposed Buyback Service Changes – Pharmacy CAC
  
  - Current service provided 50% of time. Service provided by 2 pharmacists stationed at the Cass Lake Service Unit.
  
  - Analysis of work indicated:
    - Approximately 65% - Drug file maintenance
    - Approximately 35% - Consultative and Administrative functions

  - Proposed service change would result in 100% of time. Service provided 100% by Pharmacy Technician and 25% of Cass Lake Service Unit Pharmacist.
    - Divides workload between technical and professional staff/duties
## Negotiation Topics for FY2015

- **Proposed Buyback Service Changes – Pharmacy CAC**

<table>
<thead>
<tr>
<th>Service</th>
<th>Current</th>
<th>Proposed</th>
</tr>
</thead>
<tbody>
<tr>
<td>Est. Overall Cost</td>
<td>O-4: $58,469 (50% time)</td>
<td>GS -7/5: $60,543 (100%)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>O-4: $29,234 (25%)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Travel: $10,000</td>
</tr>
<tr>
<td></td>
<td></td>
<td>TOTAL: $99,778</td>
</tr>
<tr>
<td>Notes</td>
<td>No travel included</td>
<td>Minimal travel included</td>
</tr>
<tr>
<td><em>Cost per participant</em></td>
<td>$4,872</td>
<td>$8,314</td>
</tr>
</tbody>
</table>

* Based on 12 participants
Discussion & Consultation

- “Direct” Services
- Contract Support Costs
Questions?

Please contact:

Deanna Dick
Bemidji Area, IHS
EMAIL: Deanna.Dick@ihs.gov
PH: 218-444-0452

Thank you!