

Lakes Region



Chair Tina Liebling and Committee Members
Health and Human Services Finance and Policy Committee

Dear Tina Liebling,

Our organization provides vital and often life-saving emergency and non-emergency ambulance services to the communities of Rush City, Harris, Lindstrom, Stacy, Chisago City, Almelund, Taylors Falls, Shafer, and North Branch.

As you are considering changing the ability for ground ambulance services to apply for Revenue Recapture, we would also appreciate taking time to consider the following:

- Ambulance services carry a significant amount of uncompensated care.
- Costs associated with readiness are not funded, therefore, we have a higher amount of overhead and uncompensated expense.
- Those patients who demonstrate hardship or are in the low-income brackets are not a part of this program. We work closely with our patients to ensure we give discounts and allow payment programs for those who demonstrate hardship or low-income.
- Each patient receives four notifications via mail and one phone call from our billing department. Once we have exhausted our efforts without any communication from the patient, we then have the option to apply for Revenue Recapture.
- Bad debt is hurting ground ambulance providers. Medicare and Medicaid pay below cost for ambulance services. This leaves us at a disadvantage, making Revenue Recapture a necessary tool to collect funding.
- During the pandemic, we saw a large decrease in our run volume for the first quarter of 2020, which led to a decrease in revenue. It is vital for us to have all options of revenue possible to help aid us in the recovery.

Thank you in advance for helping ensure that Revenue Recapture remains an option for ground ambulance, as it is necessary to maintain the short and long-term viability of our operations and ensure we can continue giving great patient care to our citizens.

Sincerely,

Aarron Reinert
Executive Director

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FINANCIAL RESPONSIBILITY • DEDICATION TO THE COMMUNITIES WE SERVE