


BROADLAWNS MEDICAL CENTER

Presentation for the Medical Assistance Projections and Assessment Council August 31, 2005

Heath Bell, Vice President, Chief Information Officer
Al White, CPA, MBA, Senior Vice President, Business Services
Gary Uhl, Vice President, Financial Services
Mikki Stier, MSIA, FACHE
Senior Vice President, Government and External Relations

 Broadlawn Medical Center
Caring for Our Community

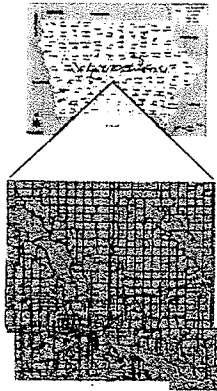
Overview of the Presentation

- Review of Broadlawns Medical Center's Community Care Program - Heath Bell
- IowaCare Program information - Heath Bell
- Unresolved Issues or Concerns - Al White
- Recommendations to the Council - Mikki Stier
- Overview of BMC affiliation with Iowa Health-Des Moines - Mikki Stier
- Tour of BMC Facilities - Heath Bell, Al White, Mikki Stier

Community Care Program

- Tax supported medical program for the uninsured
- Only services rendered at Broadlawns are covered
- Financial Counseling department administers the program
- Applications are taken 7 days a week (weekends for emergency and admissions only)
- Funds are payer of last resort
- Patients are notified in writing of their status

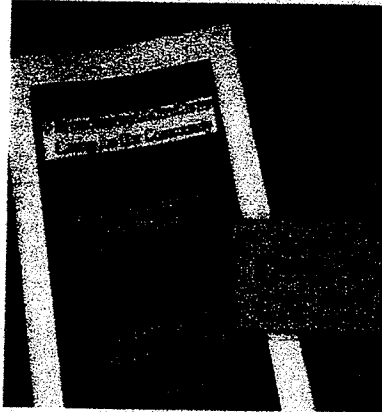
Community Care Program



- Eligibility Guidelines
 - Polk County residents only
 - Must be a U.S. citizen or documented alien FREELY living in Polk County with the intent to stay (consistent with the Code of Iowa's definition of residency)
 - Up to 200% of the Federal Poverty Guidelines
 - Must cooperate with all applications for other federal, state, and county funding sources
 - Must return all information within a 30-day period
 - Resources are evaluated using Medicaid guidelines
 - Previous suspension from other programs because of fraud or abuse will result in a denial of eligibility

Community Care Program

- The patient will choose one physician clinic to direct their medical care
- Each qualifying patient will receive a Broadlawns Medical Center Community Care ID card and handbook
- The Community Care ID card
 - lists the physician/clinic
 - the participant number
 - helps to decrease registration time
- Participants are encouraged to carry their Community Care ID card at all times



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Broadlawns Medical Center
Caring for Our Community

Community Care Program

- Eligibility for the Community Care Program can be granted for up to 12 months
- At the end of the eligibility term patients can reapply to the program
- A formal appeal process is in place if the patient is denied for coverage
- Financial Counselors will assist the patient in applying for other funding sources

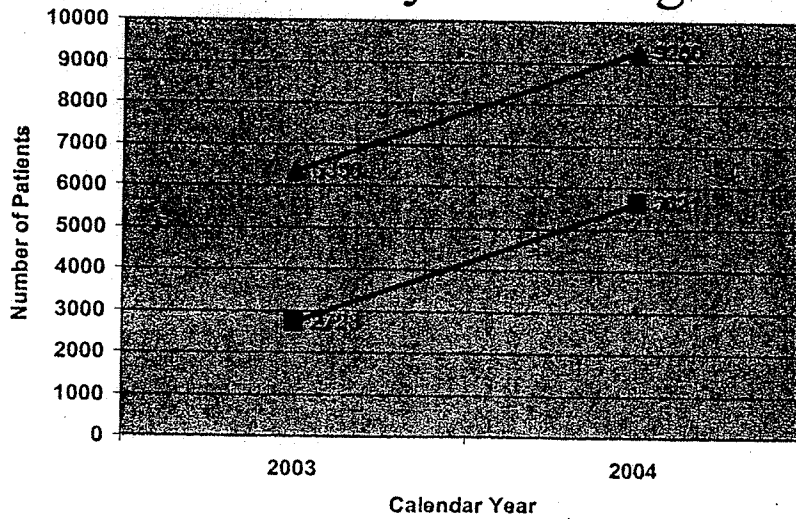
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Broadlawns Medical Center
Caring for Our Community

Community Care Program

- Outpatient Clinic Services
- Outpatient Mental Health Services
- Preventative Care Services
- Surgical Services
- Dental Services (limited coverage)
- Inpatient Medical Services
- Inpatient Mental Health Services
- Emergency Services
- Variety Club Women's Health Center Services
- Diagnostic Services
- Durable Medical Equipment
- Prescription Drugs

Community Care Program



IowaCare Broadlawns Medical Center Requirements

- All BMC patients who were part of the BMC Community Care Program and are at the 0-200% of FPL were required to enroll in the IowaCare program.
- All patients who enrolled in the IowaCare program at Broadlawns still require verifications:
 - That they are a U.S. Citizen or legal alien
 - That they are residents of Polk County
 - That their income meets the FPL of 0-200% test

IowaCare Broadlawns Medical Center Requirements Reasons

- Broadlawns Medical Center's charter states that we are to provide care and services to the residents of Polk County.
- EMTALA requires us to provide emergency care regardless of residence.
- BMC's Tax Levy is to provide medical services to the residents of Polk County.
- BMC's current Tax Levy is inadequate for BMC's current medical services provided to Polk County residents due to increased costs of services and technology.

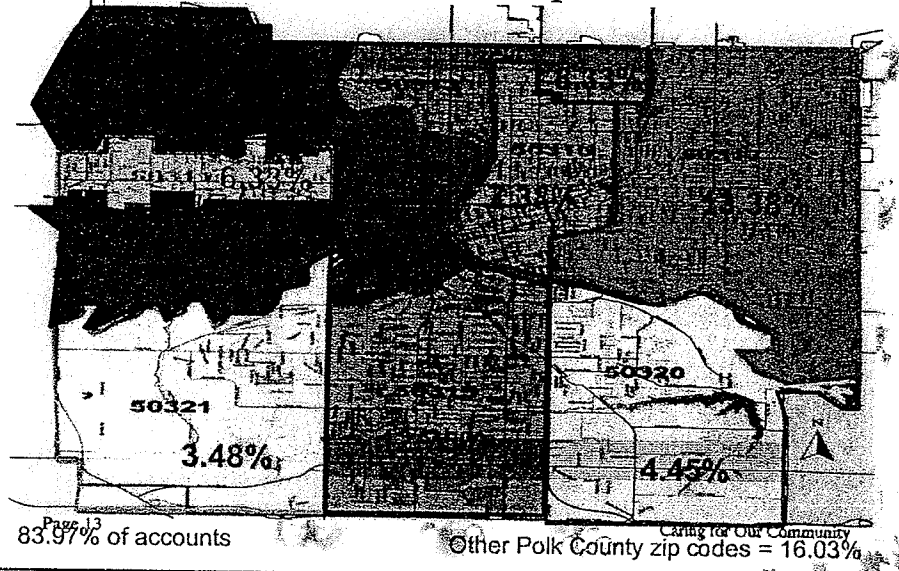
Broadlawns May Provide Services to Out of County Residents if:

- The Resident has a 3rd Party Payor (i.e. Medicare, Medicaid, or other private insurance).
- The Resident's County CPC accepts responsibility for them or they are Court Order to Broadlawns.
- The Resident Accepts full responsibility and pays for their care.
- Note: As in the past if the resident shows up in BMC Emergency Department EMATLA requires we treat them.

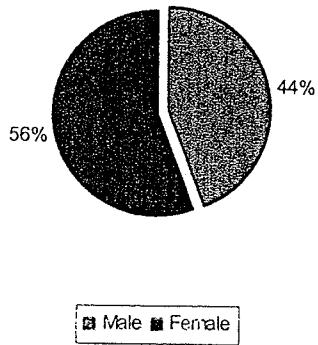
IowaCare Statistical Information from Broadlawns Medical Center

- In July prior to the IowaCare program, we averaged 75 applications processed per day for the BMC Community Care Program.
- We now average 120 IowaCare applications processed per day. We anticipate a decline with the maturity of this program.
- The enrollment in IowaCare through Broadlawns Medical Center as of August 20, 2005:
 - 1,191 accounts have applications pending.
 - 3,999 accounts have been approved for the program and services provided.
 - Projection for enrollment is 8,900 individuals. This is the number of patients in the BMC Community Care Program for FY 2005 who were at 0-200% of FPL as of last year.
 - This is 24% of the BMC total patient population which is served at Broadlawns.

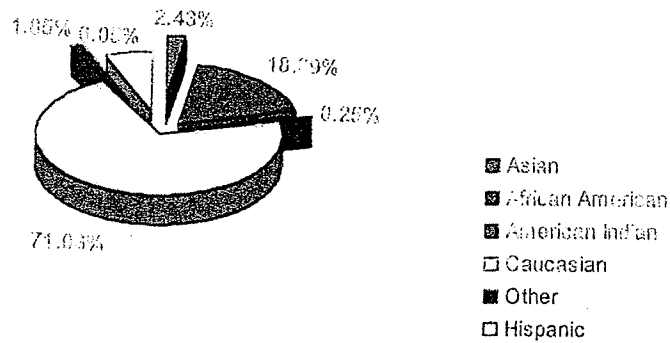
IowaCares Approved Accounts Top 11 Patients' Zip Codes



IowaCare Pending Accounts by Gender



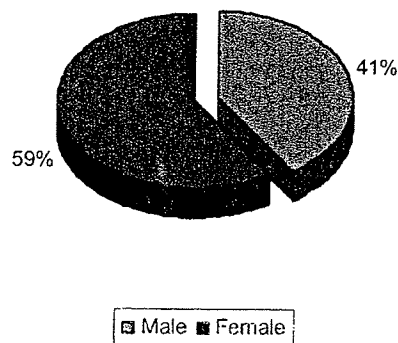
IowaCare Pending Accounts by Ethnicity



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Broadviewns Medical Center
Caring for Our Community

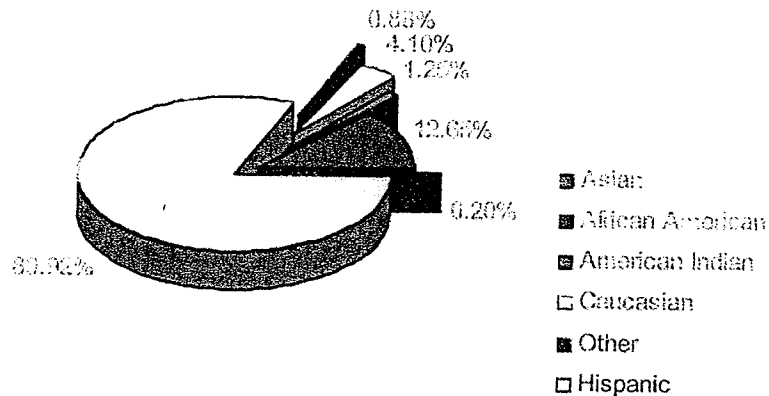
IowaCare Approved Accounts by Gender



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Broadviewns Medical Center
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IowaCare Approved Accounts by Ethnicity



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Broadlawns Medical Center
Caring for Our Community

IowaCare Benefits Provided to the Enrollees

- Similar benefits as received by the Medicaid Title 19 patients except Mental Health services and Pharmacy as noted below.
- If any of the patients who are enrolled in the IowaCare Program qualifies for the BMC Community Care Program, we provide them with outpatient pharmaceuticals.
- No Mental Health care services are provided to the IowaCare enrollees through this program, as these Polk County patients are covered through Polk County Mental Health Services.

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Broadlawns Medical Center
Caring for Our Community

IowaCare Additional Information from Broadlawns Medical Center

- Of the patients currently enrolled in the IowaCare program, 98% of these patients were enrolled in the BMC Community Care Program.
- The average cost of care provided is 77.8% of our charges.

IowaCare Additional Information from Broadlawns Medical Center (continued)

The general diagnoses (APC's & DRG's) of those being served by
The IowaCare Program:

- Essential Hypertension (unspecified)
- Diabetes mellitus
- Lumbago
- Allergic rhinitis (cause unspecified)
- Headache
- Acute upper respiratory infections of multiple or unspecified sites
- Backache
- Asthma, unspecified
- Chest Pain
- Dermatophytosis of nail
- Plantar fascial fibromatosis
- Pain in limb

IowaCare Additional Information

Impact of premiums on the patients we serve:

- There is a cultural impact for BMC patients. They are use to coming to Broadlawns and receiving their care under the BMC Community Care Program for free. They now need to pay a premium for the same care they received free prior to July 1.
- In the IowaCare program, the patient receives care for the first 90 days without having to pay the premium. The first 90 days ends 9/30/05 therefore impact is unknown.
- The IowaCare program is so new. We have no way of knowing what the impact of the premium will be or if BMC patients will be able to afford to pay the premium in an ongoing fashion. Added to this is BMC's uncertainty and lack of information of how many BMC patients will claim hardship as the Department of Human Services is responsible to manage the premium collections.

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Broadlawns Medical Center
Caring for Our Community

Broadlawns Medical Center Issues and Concerns

- What happens when enrollment and care provided exceeds the previous cost allocation used by BMC in the Community Care Program?
- Will Broadlawns be assured that we can continue to transport patients to the University of Iowa if they need Specialty Services and Advanced Levels of Care we do not provide?
- There is a portion of BMC patients that require Translation Services who receive care through the IowaCare program. This is a hidden cost that has not been factored into the IowaCare program.

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Broadlawns Medical Center
Caring for Our Community

Status of the 28E Agreement Department of Human Services Broadlawns Medical Center

- Broadlawns Medical Center and the State Attorney General's Office are continuing to work together to ensure we have a signed agreement.

Broadlawns Medical Center Recommendations to the Council

- Prior to any new additional components being operationalized there should be collaboration with Broadlawns Medical Center and the University of Iowa by the Department of Human Services.
- The enrollment process would be more efficient for the patient by adding the requirement that income is verified by the State as they have the necessary data to verify income or give Broadlawns the ability to access this information.
- We need to resolve the issue of additional administrative costs of operationalizing the IowaCare program as agreed upon in the legislative session or look to a supplemental appropriation to cover these costs.

Broadlawns Medical Center and
Iowa Health-Des Moines
Affiliation Information

Q: What type of partnership is being formed?

A: Under the proposed public-private partnership approved by both the Broadlawns and Iowa Health System boards, Broadlawns Medical Center and Iowa Health-Des Moines will agree to form an affiliation with one another. An affiliation is a close association between two organizations where the entities maintain separate governance, control, and responsibility for their respective hospital's operations. Medical and professional matters concerning each hospital, including quality of care provided at each, shall remain the responsibility of each hospital's governing board and medical staff.

Questions?