



City of Cambridge

13.

IN CITY COUNCIL

January 4, 1993

COUNCILLOR WALSH
COUNCILLOR DUEHAY
COUNCILLOR RUSSELL
COUNCILLOR WOLF
VICE MAYOR CYR

WHEREAS: John Paul Marosy has sent a communication (copy attached) on behalf of the Visiting Nurse Affiliates of Cambridge; and

WHEREAS: Mr. Marosy has indicated that Cambridge will lose \$130,000.00 if the Rate Setting Commission's proposed class rates for Medicaid home health service is implemented; and

WHEREAS: A new Bill has been introduced in the legislature which would stop this ill-conceived initiative; and

WHEREAS: This Bill is known as the Home Health Care Service Protection Act and said Bill would rescind the proposed class rates; now therefore be it

RESOLVED: That the City Council notify the legislative delegation from Cambridge that it fully supports the Home Health Care Service Protection Act and urge the legislative delegation to take all necessary actions to support this legislation and to prevent class rates from being implemented.

In City Council January 4, 1993.

Adopted by the affirmative vote of eight members.

Attest:- D. Margaret Drury, City Clerk.

A true copy;

ATTEST:- *D. Margaret Drury*

D. Margaret Drury
City Clerk



ACTION ALERT

TO: Friends of the Cambridge Visiting Nurse Association
Cambridge City Councilors and Mayor; Cambridge Geriatric
Network Members; AIDS Services Providers & Advocates;
Maternal/Child Health Network; All board members and
staff: Cambridge VNA, Hospice, Cambridge Care, VNAC and
Foundation

FROM: John Paul Marosy, executive director

DATE: December 17, 1992

SUBJECT: Legislation For Fair Medicaid Home Health Care Rates

Thank you for your support of the work of the nurses, therapists, home health aides and social workers of the Cambridge Visiting Nurse Association (CVNA) during 1992! They served a record number of families in 1992 and, with your help, the CVNA further enhanced its service offerings.

Many of you wrote to or personally testified before the Rate Setting Commission (RSC) in October, supporting the effort to get the RSC to revise its proposed "class rates" for home health care services. Thank you. We need the continued help of all our supporters now, more than ever.

The RSC has ignored the testimony of clients, providers, and our supporters in the legislature. It appears the RSC will implement class rates on January 1, 1993. The rates (e.g. \$54 for a nursing visit which costs CVNA \$68 to deliver) will result in \$130,000 in lost revenues for the CVNA in 1993. This will require CVNA to tap into its limited reserve funds - monies intended to pay for care for the uninsured and to fund needed new services for under-served groups (like at-risk mothers and children, and persons with AIDS).

A new bill in the state legislature would stop this ill-conceived RSC initiative. This Home Health Care Service Protection Act (leading co-sponsors are Senator Paul White and Rep. Tom Kennedy) would rescind the RSC "class rates" and require RSC to work with a special commission to set fair rates - rates that don't reduce access to care for urban residents with complex medical and social problems that require more expensive care.

Please write today to your state senator and representative, urging him or her to sign on as a co-sponsor of this important bill. A sample letter is attached, along with a recent newspaper article.

Thank you for taking the time to send your note today. Happy Holidays!

Enclosed:

1. Sample Letter
2. TAB article



ACTION ALERT:

Proposed Medicaid "Class Rates" Would Create \$130,000 Loss for Cambridge VNA in 1993

THE FACTS ABOUT CLASS RATES:

- 1. The Rate Setting Commission has proposed Class Rates for Medicaid home health services which would create a \$7 million loss for the state's home health agencies which provide \$84 million in home health care for Medicaid patients.**
- 2. Cambridge VNA is not alone: 70% of all home health agencies in the state in 1990 operated with costs ABOVE the new Class Rates proposed for 1993.**
- 3. Over 1/3 of Cambridge VNA patients receive Medicaid, one of the highest percentages of any agency in Mass. In 1991, we provided 27,039 Medicaid visits. We serve communities with a higher-than-average Medicaid-eligible population.**
- 4. We are committed to service excellence for the frail elderly, persons with AIDS, and Maternal/Child Health (MCH) patients. 60-70% of MCH and AIDS patients are Medicaid recipients.**
- 5. CVNA's high percentage of complex Medicaid cases (Maternal/Child Health and AIDS care) contributes to our higher-than-average cost per visit because MCH and AIDS cases require longer visits and result in lower nurse productivity (the average number of visits a nurse completes in a day).**
- 6. 1993 Class Rate for a nursing visit is \$14.00 below our cost: a \$97,000 loss in 1993. 1993 home health aide rate is \$2.66 below our cost. 1993 loss: over \$30,000.**

Send a letter to your state legislator today!
Address: State House, Boston, MA 02133

SAMPLE LETTER

Name of Legislator
State House
Boston, MA 02133

Dear Senator _____ or
Dear Mr. _____

I am writing to urge you to co-sponsor the Medicaid Home Health Services Protection Act which has been introduced by Senator Paul White and Representative Tom Kennedy. This bill is vitally important to hundreds of families in the Cambridge area who depend on home health care services to cope with serious illness and to continue to live at home independently. Without passage of this bill, the Cambridge Visiting Nurse Association stands to lose \$130,000 in 1993 and may be forced to curtail important services.

The Cambridge Visiting Nurse Association (CVNA) and other home health agencies in Massachusetts which serve inner city populations take care of a disproportionately high number of Medicaid "heavy care" cases. These include AFDC mothers and children with multiple health and social problems, frail elders, and persons with AIDS. The new "class rates" proposed by the Mass. Rate Setting Commission (RSC) fail to adjust the price paid to agencies in relation to how many of these very sick persons are cared for by the agency. The "Class Rates" system pays a single state-wide price for a visit by a nurse, with no adjustment for agencies which serve many "heavy care" cases. The RSC has ignored all the arguments of clients and providers to modify the rates - that's why we are turning to you, our state legislator, for help.

Please lend your support as a co-sponsor of this bill. The CVNA provides excellent quality services - often helping clients avoid use of more costly hospital and nursing home care. Please join the effort to help the CVNA continue to fulfill its important mission. I will appreciate your written reply.

Sincerely,

VNA predicts \$100K loss

Medicaid move could hurt sick, mothers, immigrants

By Bill Premo
TAB Staff Writer

The Cambridge Visiting Nurse Association predicts a \$100,000 loss next year if proposed Medicaid rates are imposed next January.

Home health agencies statewide could lose \$7 million because of the funding cuts the state's Rate Setting Commission has approved.

John Paul Marosy, Cambridge VNA director, said his agency would see VNA, page 13



Scott Sussman, left, talks to Cambridge VNA nurse Vic Modugno about AIDS treatment. PHOTO BY AMY PAAS

VNA hits Medicaid cuts

VNA, from page 11

be particularly hard hit. If the new rates are implemented, Marosy said, the VNA will lose money each time it serves Medicaid patients.

"Medicaid makes up a disproportionately high part of our total revenues," he said. Out of 2,100 patients visited by the nonprofit nursing agency, 735 are Medicaid-eligible.

Many of the Medicaid patients are newly arrived immigrants, who have no health insurance, Marosy said.

"Penny-wise, pound-foolish"

Several VNA patients on Medicaid have serious illnesses, such as AIDS, or are expectant mothers who are at risk of delivering their babies prematurely.

"This is a penny-wise, pound-foolish move because the very people at risk of having home health-care services curtailed, are the people for whom the service is most cost-effective," said Marosy.

A VNA nurse visits AIDS patient Scott Sussman at his Inman Street apartment three

times a month. If the VNA has to stop serving people in their homes, he will have to go to a hospital for his examinations and treatment.

"That's double or triple the VNA costs," said Sussman, who said the government will end up paying more for his treatment if he must go to the hospital.

Sussman, who is active in Cambridge Cares About AIDS, said he would be willing to testify against the proposed rates at the Rate Setting Commission's public hearing Oct. 6.

"There are people who are in far worse shape than I am, who don't know what is happening," said Sussman.

VNA nurse Nancy D'Antonio, who works with mothers-to-be who are at risk, said many of her patients would also have to go to the hospital if the agency cannot afford to treat Medicaid recipients.

"People would be in the hospital costing the state twice as much," she said.

Pregnant and at risk

Last week D'Antonio visited one of her mothers at risk, Patricia, who is seven months pregnant and does not want her real name used.

She has had one premature baby, and since mid-July D'Antonio has been monitoring her progress during this pregnancy, examining her once a week at her Harvard Street apartment.

Patricia, who praised D'Antonio's work, is getting plenty of bed rest until she has her baby in late November at Boston City Hospital.

Marosy said the Cambridge agency is working through the state Home and Health Care Association to stop the implementation of the new rates. He said legislators are also being asked to intervene.

He said that the VNA Board of Directors is looking at ways to absorb some of the loss if the rates become effective Jan. 1.

"The board is looking at how much privately raised charitable funds we are able to generate and how we can set priorities so that those in greatest need get care first," said Marosy. "These are very tough choices." □

"People would be in the hospital costing the state twice as much."

---Nancy D'Antonio,
VNA nurse



CAMBRIDGE CITY COUNCIL

CITY HALL, CAMBRIDGE, MASSACHUSETTS 02139

(617) 498-9094

William H. Walsh
City Councillor

December 30, 1992

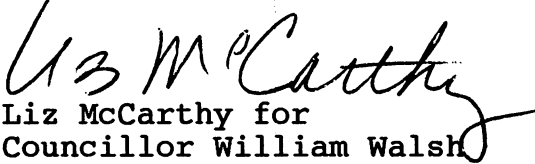
John Flynn
Assistant City Clerk
Cambridge City Hall
795 Massachusetts Avenue
Cambridge, Massachusetts 02139

Dear Jackie:

Enclosed herewith please find three Orders. The Order concerning Visiting Nurse Affiliates of Cambridge is for the consent agenda and the other two are non-consent items.

If you have any questions, you may contact me at 547-1772.
Thank you.

Very truly yours,


Liz McCarthy for
Councillor William Walsh

HAND DELIVERY

orders/b(C)-A



City of Cambridge

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December 30, 1992

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WHEREAS, Mr. Marosy has indicated that Cambridge will lose \$130,000.00 if the Rate Setting Commission's proposed class rates for Medicaid home health service is implemented; and

WHEREAS, a new Bill has been introduced in the legislature which would stop this ill-conceived initiative; and

WHEREAS, this Bill is known as the Home Health Care Service Protection Act and said Bill would rescind the proposed class rates.

RESOLVED, That the City Council notify the legislative delegation from Cambridge that it fully supports the Home Health Care Service Protection Act and urge the legislative delegation to take all necessary actions to support this legislation and to prevent class rates from being implemented. A copy of Mr. Marosy's letter is attached.



ACTION ALERT

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CONSENT ORDER #13

Councillor Walsh re: Support of the
Home Health Care Service Protection Act

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Home Health Care Service Protection Act.

In City Council,

January 4, 1993

Order Adopted