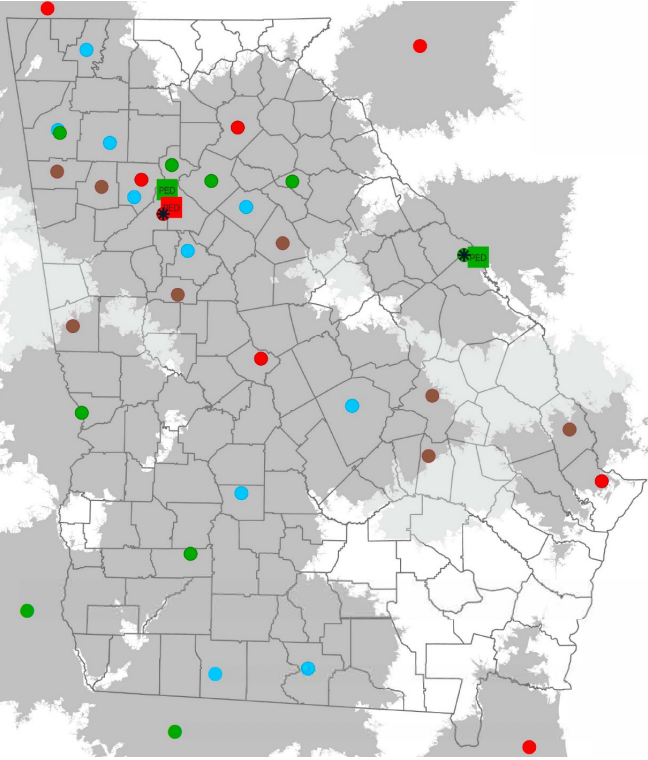
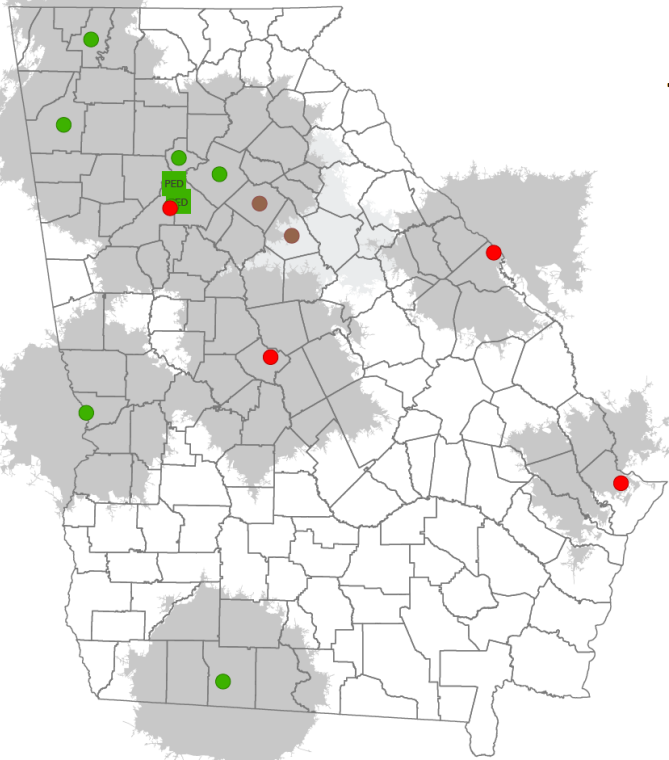


Trauma Care Access in Georgia | 2007 - 2024

2007



2024



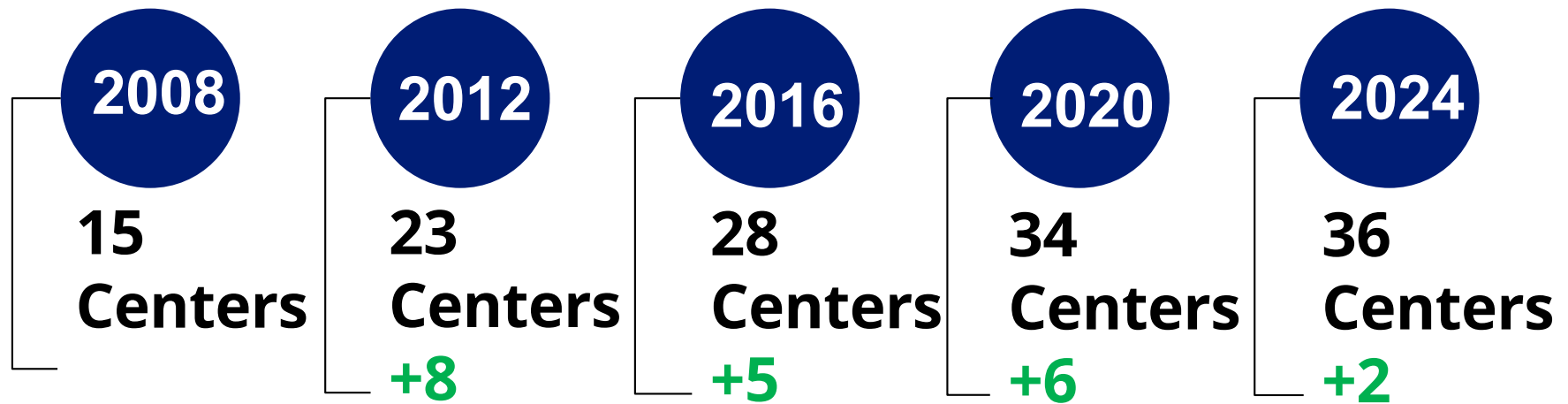
Legend

- * BURN
- LEVEL I
- LEVEL II
- LEVEL III
- LEVEL IV
- PED LEVEL I
- PED LEVEL II
- Counties

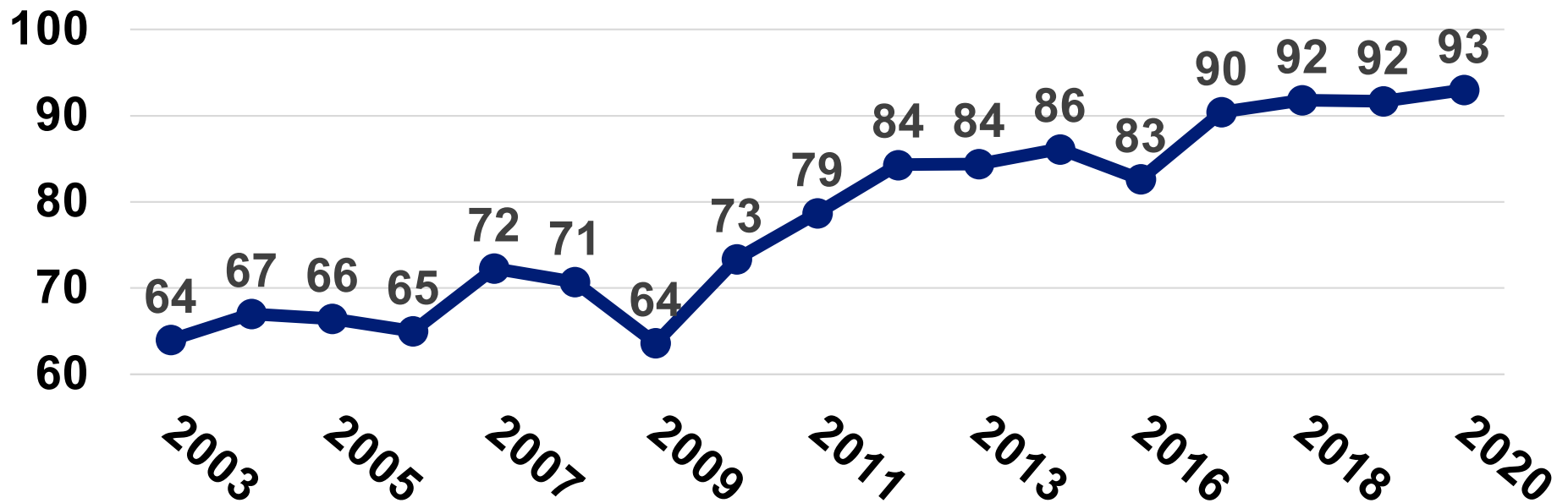
1 hr Service Area to Current and Neighboring Facilities :

- LEVELS I, II, III, Burn, Pediatric
- LEVEL IV

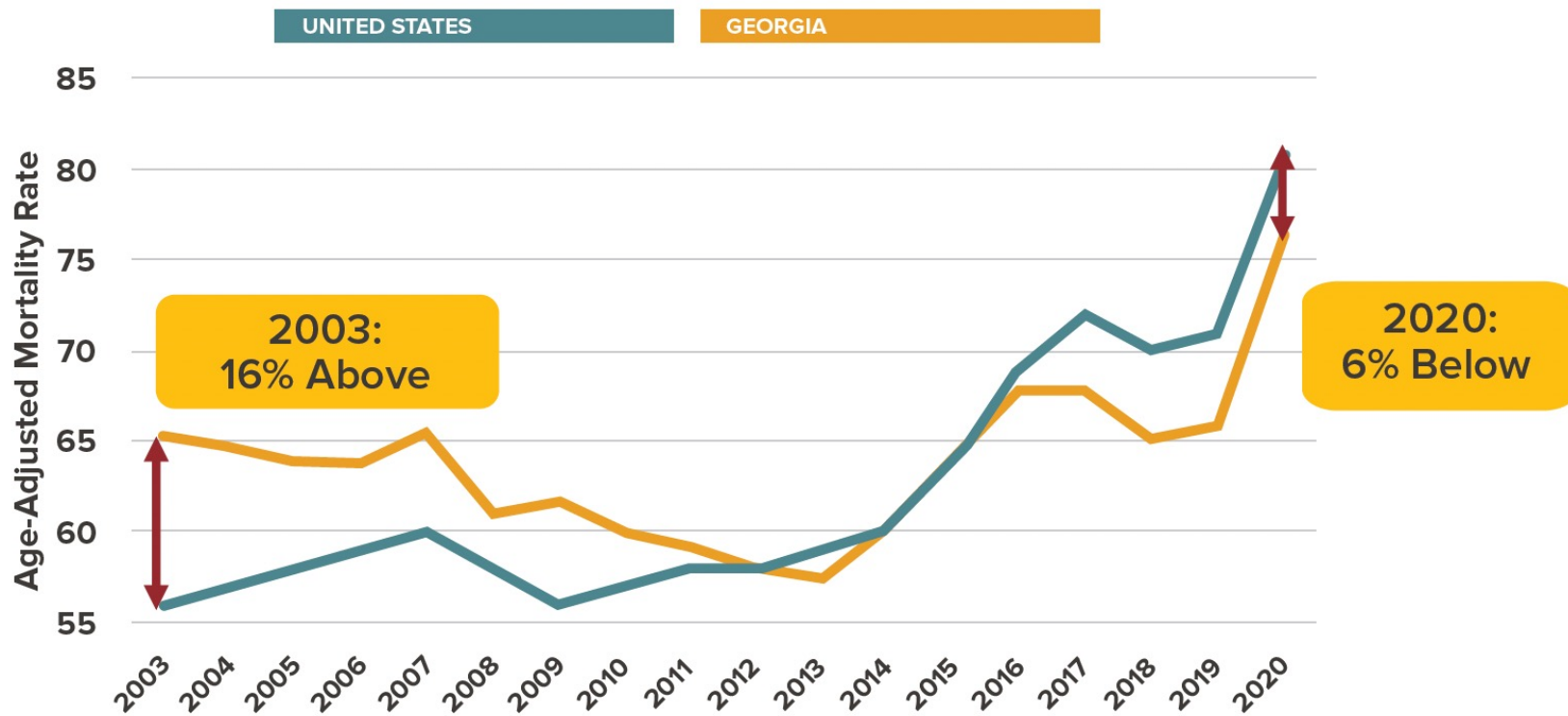
Trauma System Growth



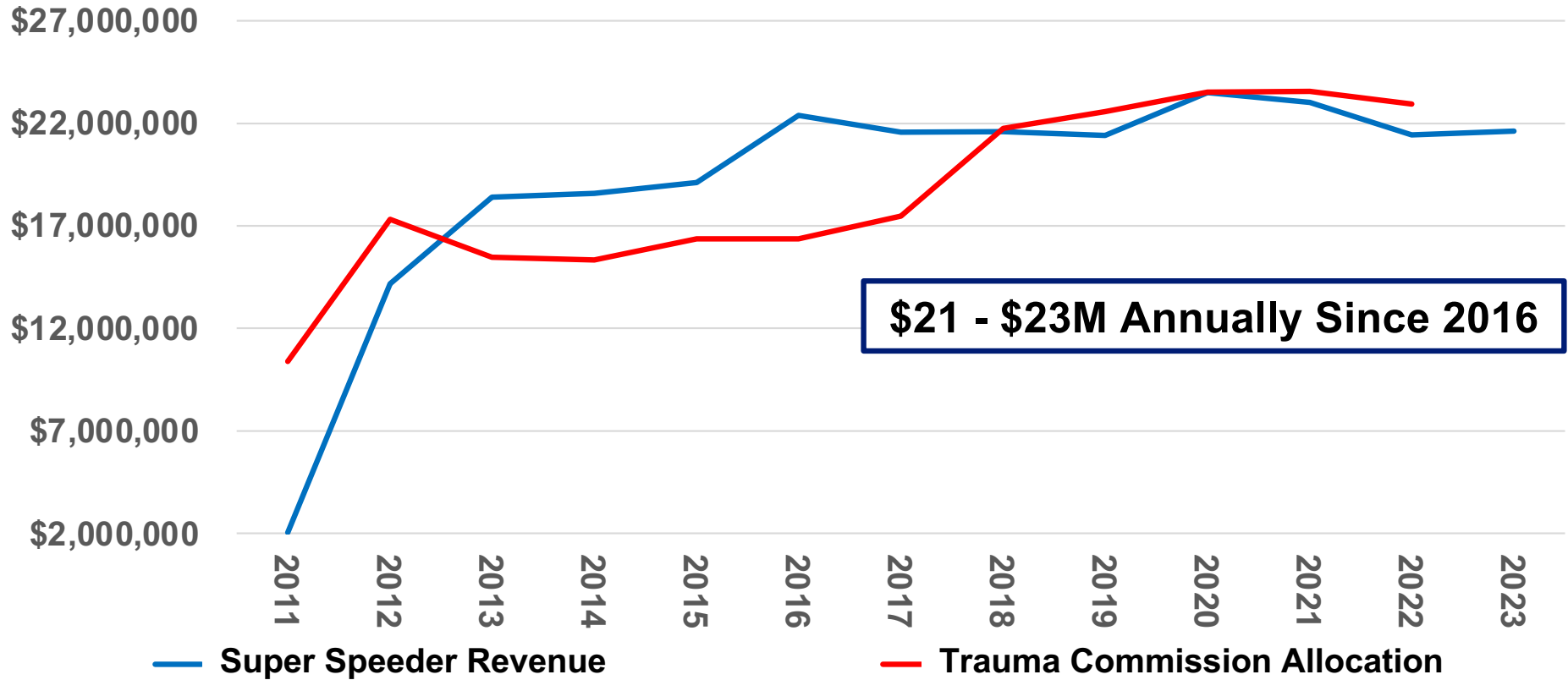
Percent Severely Injured Patients Treated at a DTC 2003 - 2020



Age-Adjusted Injury-Related Death Rate Georgia Compared to National



Super Speeder Annual Revenues



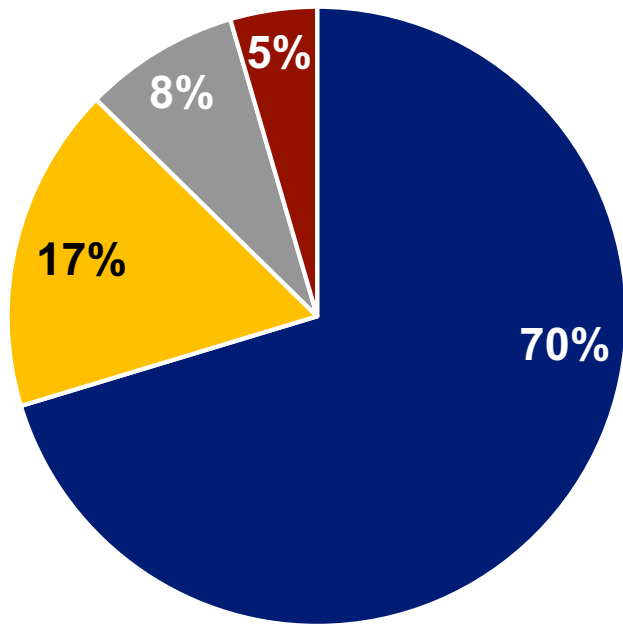
Fireworks and Excise Tax

- Secondary Revenue Source
- Established in 2016



Year	Revenue	Allocation to Trauma
2017	\$ 927,751	\$ 0000.00
2018	\$ 1,240,141	\$ 176,845
2019	\$ 1,464,025	\$ 805,214
2020	\$ 1,313,452	\$ 722,399
2021	\$ 1,631,697	\$ 897,434
2022	\$ 2,722,391	\$ 1,497,861
2023	\$ 2,722,391	\$ 1,497,315
2024	\$ 3,145,263	\$ 1,729,894

Distribution | FY24 Budget



Trauma Centers	\$ 16,796,061
EMS	\$ 4,065,589
System Development	\$ 1,939,869
Operations	\$ 1,082,015
	\$ 23,883,535

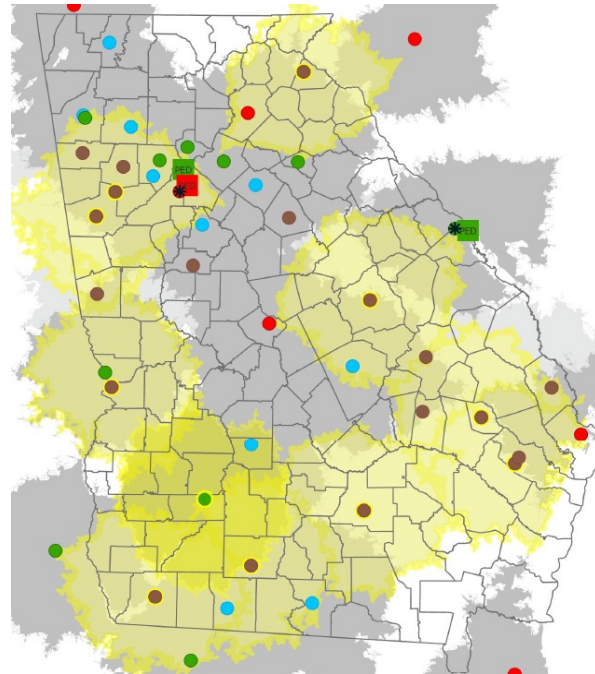
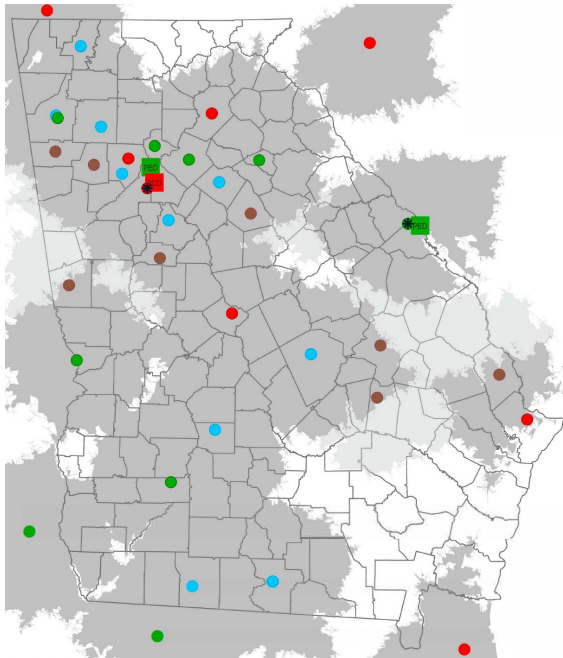
- Trauma Centers
- EMS
- System Development
- Operations

Trauma Care Access

2024



Future



Legend

- * BURN
- LEVEL I
- LEVEL II
- LEVEL III
- LEVEL IV
- PED LEVEL I
- PED LEVEL II
- Counties

1 hr Service Area to Current and Neighboring Facilities :

- LEVELS I, II, III, Burn, Pediatric
- LEVEL IV

The Future

*How do we grow the system
without impacting funding for
existing centers?*

The "Ask"

Trauma Center Readiness Costs Data

2016

2019

Trauma Center	Average annual readiness cost	Most significant cost	Lowest Cost
Level I	\$10,078,506	Clinical Medical Staff	Education and Outreach
Level II	\$4,925,103	Clinical Medical Staff	Education and Outreach
Level III	\$ 1,715,025	Trauma Surgeon Staff	Education and Outreach
Level IV	\$ 81,620	Trauma Director	TMD Participation Costs

2024 Trauma System Stabilization Proposal



GEORGIA TRAUMA
COMMISSION



Trauma System Stabilization

An Investment in Georgia's Health and Economic Prosperity

Trauma doesn't have to end in tragedy...

A Heavy Cost, Too Many Lives Lost

- Traumatic injuries are the **#1 cause of death** of Georgians aged 1 to 44.
- For every **one** Georgian who dies from trauma, **2.2 are severely disabled**.
- Lost wages, tax revenue, and productivity from fatal traumatic injuries cost Georgia's economy **\$83 billion** in 2020.

Georgia's Trauma Care Network is Working

In 2007, the Georgia General Assembly created the Georgia Trauma Commission to "establish, maintain, and administer a trauma center network." In 2008, a one-time appropriation of **\$60 million** funded critical trauma care infrastructure. Ongoing earmarked funding followed from **Super Speeder** fines (2010) and fireworks excise taxes (2015).

With these appropriations, Georgia is developing a top-tier trauma center network.

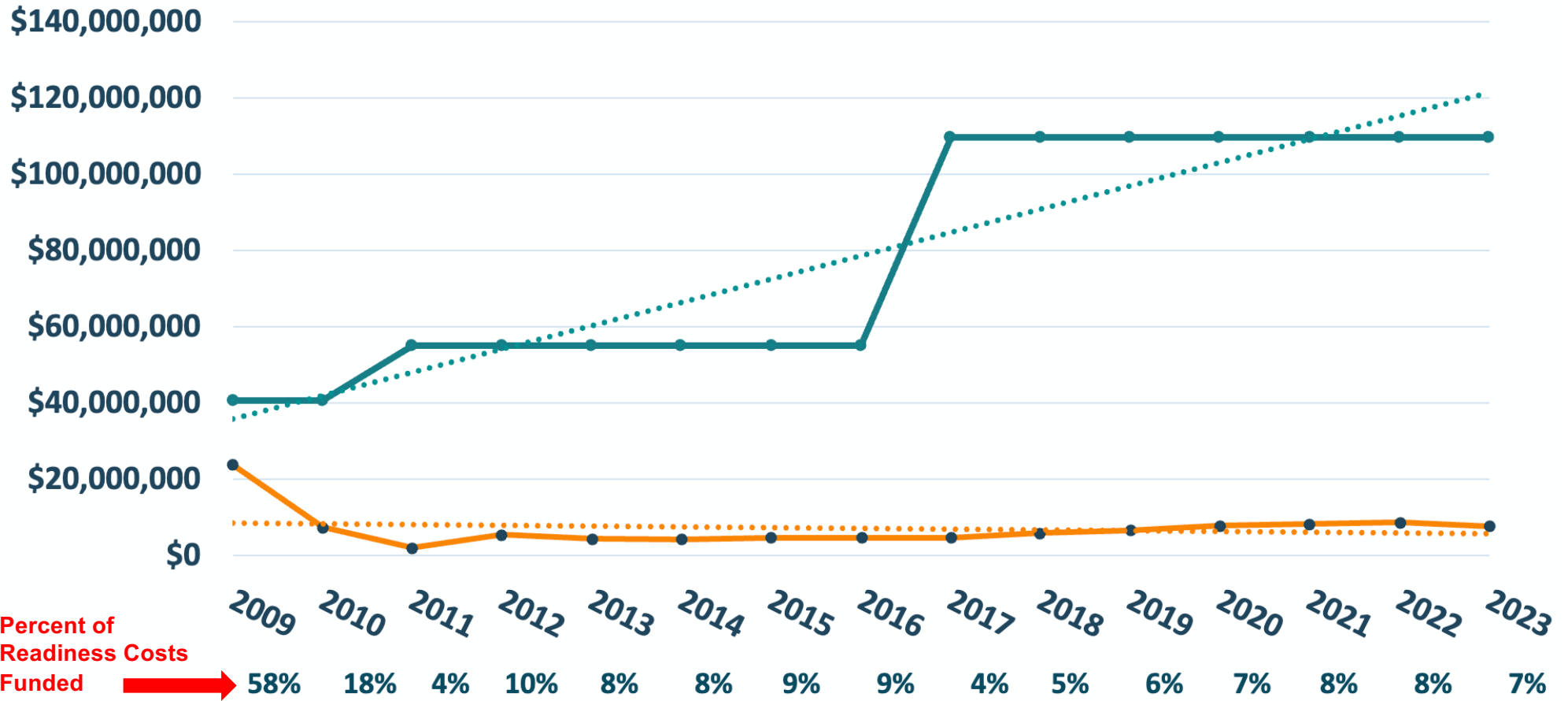
- Georgia **more than doubled** the number of designated trauma centers statewide.
- **84%** of Georgians now live within the "Golden Hour" of a Level I or II trauma center.
- The percentage of severely injured patients treated at a trauma center rose from **64% to 93%**.

This initial investment is already saving lives.

- The injury-related death rate in Georgia dropped from **16% worse** than the national

- A predictable readiness cost offset that allows the trauma centers to better plan for fiscal challenges
- Allows for system expansion through start-up grants for candidate trauma centers without threatening the viability of the existing trauma centers
- Increase in funding for rural centers (recommended by ACS) while minimizing the impact on the level I and II trauma centers

Readiness Costs Compared to Available Funding Level I and Level II TCs Since Inception



System Stabilization | Phased Proposal

TC Level	# of Centers	Average Readiness Cost By Center Level	Total Readiness Costs	Phase 1	Phase 2	Phase 3
				20% of Readiness Total Level I-III	35% of Readiness Total Level I-III	50% of Readiness Total Level I-III
I	6	\$10,078,506	\$60,471,036	\$12,094,207	\$21,164,863	\$30,235,518
II	9	\$4,925,103	\$44,325,927	\$8,865,185	\$15,514,074	\$22,162,959
III	10	\$1,715,025	\$17,150,250	\$3,430,050	\$6,002,587	\$8,575,120
IV	9	\$81,620	\$734,580	\$734,580*	\$734,580*	\$734,580*
Total	34	-	\$122,681,793	\$25,124,022	\$43,416,104	\$61,708,177

← Level IVs 100% of Readiness* →

GOAL

The Question:

Don't Trauma

***Centers make enough money
from activation fees?***



**KEEP
CALM
AND ANSWER
THE
QUESTION**

Develop Trauma System Finance KPIs

- Partnered with TCAA to provide expertise on Trauma Center reimbursement
- Project Goals:
 - To understand the degree of success/challenge each center has with activation capture and claims from a system perspective
 - Develop two system-level Trauma finance Key Performance Indicators (KPIs)



2 Part Webinar Series - Aug and Nov 2024

- Target Audience:

- ✓ TPM & TMD
- ✓ Trauma Center Administrator
- ✓ Revenue Cycle
- ✓ Revenue Integrity
- ✓ Managed Care Contracting
- ✓ Decision Support
- ✓ Patient Financial Services
- ✓ Billing/Coding

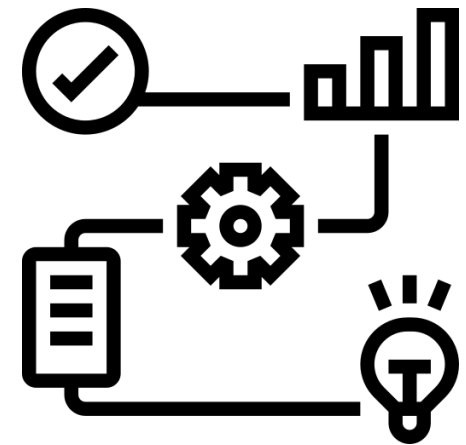
Content Focus Areas:

- Costs
- Charges
- Revenue Codes



KPI Worksheet

- Trauma Center's trauma TTAR and claims data for the first three months of 2024 (Jan, Feb, and March).
- Review of either:
 - (a) 10% of the Center's trauma team activation responses (TTAR) cases or,
 - (b) 20, at a minimum, TTAR cases per month
- **Trauma Center Finance PI Team** meets collectively to determine where opportunities to improve charge capture exist and set targets for performance with follow-up meetings to trend progress.



KPI Worksheet

Trauma Center Financial Dashboard CY 2024 QTR 1				
	Example	Jan	Feb	Mar
Trauma Team Activation Responses (TTAR) Volume Overview				
Number of Tier 1 (Highest level)	18			
Number of Tier 2 (enter 0 if none or not applicable)	55			
Number of Tier 3 (enter 0 if none or not applicable)	0			
Total Trauma Team Activations Responses (TTAR)	73			
TTAR Sample for Financial Analysis (20 cases per month)				
Number of Tier 1 (Highest level) Selected for Sample	10			
Number of Tier 2 (enter 0 if none or not applicable) Selected for Sample	10			
Number of Tier 3 (enter 0 if none or not applicable) Selected for Sample	0			
Number of TTARs Selected for Sample	20			
Sample Size: Percent of Total TTAR Volume	27%			
Number of TTARs (any level) with Notification Prior to Arrival (EMS, Referring facility, or other) in the Sample	19			
Number of TTARs (any level) without Notification Prior to Arrival in the Sample	1			
Key Billing Elements				
Number of TTARs (Any Level) correctly capturing "TYPE 5" (Trauma) in Field Locator 14 on the claim	12			
Number of TTARs Having a Trauma Team Activation Response Charge on the Claim Under 068x	4			
Number of TTARs Having a Trauma Team Activation Response Charge on the Claim Under 0450	2			
Total TTARs Having a Charge on the Claim Using either 068x (pre-arrival notification) or 0450 (no pre-arrival notification)	6	0	0	0
Financial KPIs				
KPI #1 Percent of TTAR Having FL 14 Type 5 Documented	60%	#DIV/0!	#DIV/0!	#DIV/0!
KPI #2 Percent of TTAR Charges Captured	30%	#DIV/0!	#DIV/0!	#DIV/0!

KPI Worksheet – KPI #1

KPI #1 - Measure the Percent of Trauma Team Activation Responses Correctly Documenting FL 14 Type 5	Location
STEP 1 - Obtain a list of all traumas with an activation in the registry for the specified period of time. Get case identifying information such as MRN, name, date of arrival/admission, etc. The total number of cases is the denominator (e.g., total number of activations).	ROW 23
STEP 2 - Match the names and dates on the registry list with MRNs/account numbers in your patient accounting system.	N/A
STEP 3 - For the accounts identified in STEP 2, how many had "TYPE 5" (Trauma) in Field Locator 14 on the claim? This is the numerator.	ROW 28
STEP 4 - Divide the numerator by the denominator and express as a percentage (formula built into the spreadsheet), higher is better. Trend over time to increase the percentage.	ROW 33
STEP 5 - Trauma Center Finance PI Team meets to review the cases not having "TYPE 5" in FL 14 on the claim form to determine OFIs.	N/A
STEP 6 - List top 3 OFIs/barriers to correctly reporting FL 14 Type 5 on claims:	
OFI #1	
OFI #2	
OFI #3	
STEP 7 - Briefly Summarize Corrective Action Plan Created by the Trauma Center Finance PI Team:	



KPI Worksheet – KPI #2

KPI #2 - Measure the Percent of Trauma Team Activation Responses Charged	Location
STEP 1 - For the same accounts identified in STEP 2 for KPI #1 (Total number of TTARs in the trauma registry), identify the number of accounts having a trauma team activation response charge on the claim, whether billed under 068x or 0450). This is the numerator.	ROW 31
STEP 2 - Divide the numerator by the same denominator from KPI #1 (e.g., total number of TTARs) and express as a percentage (formula built into the spreadsheet).	ROW 34
STEP 3 - Trauma Center Finance PI Team meets to review the cases missing a TTAR charge to determine OFIs.	
STEP 4 - List top 3 OFIs/barriers to increase the percent of trauma team activation responses charged:	
OFI #1	
OFI #2	
OFI #3	
Step 5 - Briefly Summarize the Corrective Action Plan Created by the Trauma Center Finance PI Team to improve Trauma Team Activation Response Charge Capture:	



KPI Findings

KPI #1: Percent of Sample with FL 14 Type 5				
Center	Number of Cases Reviewed	Percent of total TTAR Volume	Number with FL14 Type 5	Percent with FL14 Type 5 in Sample
B	60	28%	0	0%
H	119	12%	0	0%
N	48	100%	0	0%
P	65	10%	0	0%
G	6840	100%	466	7%
L	78	10%	9	12%
A	60	32%	13	22%
O	60	17%	36	60%
I	60	40%	37	62%
E	371	100%	241	65%
M	19	4%	14	74%
J	60	15%	57	95%
K	60	15%	57	95%
F	60	100%	58	97%
C	60	18%	60	100%
D	60	28%	60	100%
Total	8080		1108	14%

KPI #2: Percent of Sample with TTAR Response				
Center	Number of Cases Reviewed	Percent of total TTAR Volume	Number of TTARs with Charge on Claim	Percent of Sample
O	60	17%	3	25%
L	78	10%	35	45%
A	60	32%	27	45%
G	6840	100%	3739	55%
E	371	100%	241	65%
M	19	4%	15	79%
P	65	10%	58	89%
N	48	100%	45	94%
B	60	28%	59	98%
J	60	15%	59	98%
K	60	15%	59	98%
H	119	12%	119	100%
I	60	40%	60	100%
F	60	100%	60	100%
C	60	18%	60	100%
D	60	28%	60	100%
Total	8080		4661	58%

Summary of KPI Worksheet Findings

- 16 Trauma Centers submitted completed KPI worksheets
- Themes:
 - FL 14 Type 5 capture had more opportunity for improvement than the TTAR charge
 - Nonspecific to level
 - Georgia Medicaid and FL 14 Type 5



Next Steps

- More education!
- Drill down on identified OFIs/barriers and action items reported in the tool
- Share findings with Trauma Center Administrators Committee
- Work with Hospital Association on Medicaid coding
- Look on claims side to determine level of success

