A PATIENT CARE & INNOVATION COMPANY

WIND MARCHINE



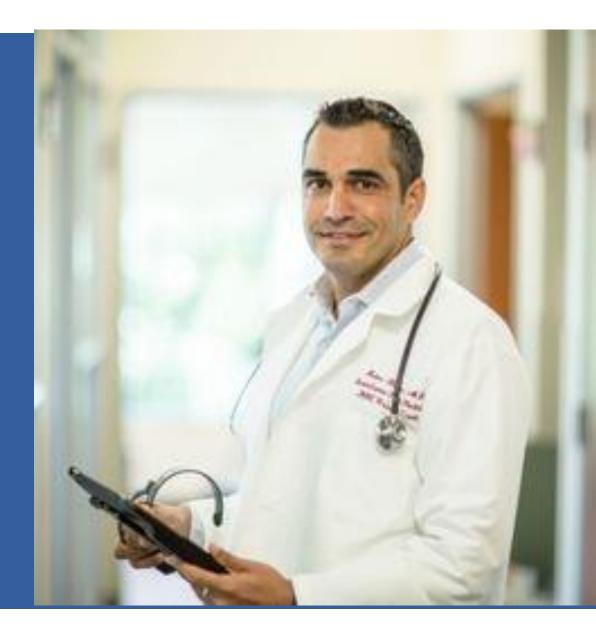


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The Fight for Survival How to stay afloat as an independent medical practice

during COVID-19



"I can see my practice failing before my eyes. I fear the financial implications in 2-3 months when no money is coming in and I have been extremely disappointed in the guidance of both my personal financial institution as well as the government."

Source: State of Reform, CMA Survey finds physician revenue ahs declined 64% during COVID-19 pandemic, Emily Boeger



97.5% Saw a decrease in patient volume

68% Had a decrease in office visits

80% Experienced a 50% decline in revenue

49% Have had to furlough staff

Source: State of Reform, CMA Survey finds physician revenue ahs declined 64% during COVID-19 pandemic, Emily Boeger

34% Have had to cut salaries

11% Report Closing Temporarily



Today's Topics

• Where can I find emergency cash? Improving My Practice Operation and Revenue



Cash and Liquidity What Goes Out Must Come In



Know Your Numbers



Finding Emergency Cash Outside of Patient Care Revenue **COVID** Related Programs



Personal Resources

- Line of Credit
- Home Equity Loan
- Credit Card
- 401(k) Withdrawal
- Borrow against life insurance policy
- Sell something



Government Programs

- Small Business Administration
- HHS Grants
- Centers for Medicare & Medicaid Services
- State/Local Grants







- SBA Economic Injury and Disaster Loan Program (EIDL)
- SBA Grant Program -
- SBA Paycheck Protection Program "PPP" -



- SBA Economic Injury and Disaster Loan Program Maximum \$2 million per business



- SBA Grant: \$1,000 per Employee with a Maximum of \$10,000



- SBA Paycheck Protection Program A 1% Loan, 10 year amortization, calculated as 2.5 Times Monthly Average Payroll and Benefits

- Headcount Attestation

- Loan Forgiven if 75% for payroll, 25% Rent, Utilities, Mortgage, Interest over the 8 weeks after receipt of funds - Headcount reduction up to 10% allowed



Ambulatory Surgery Centers

- Converting the Registration of an ASC to HOPD during the Public Health Emergency

https://www.cms.gov



Ambulatory Surgery Centers

CPT Code	Procedure	
62321	Injection interlaminar cervical/thoracic	\$
62327	Injection interlaminar lumbar/sacral	\$
62350	Spinal Cath Implant/Revision	\$
62362	Pump Placement/Revision	\$
62367	Analyze Spine Infusion pump	\$
63650	Lead Placement	\$
63685	Generator Placement	\$

Medicare ASC	Medicare HOPD
Effective 1/1/2020	Effective 1/1/2020
407.78	\$ 807.03
529.78	\$ 1,048.48
3,741.74	\$ 7,112.96
17,647.08	\$ 21,325.20
17.70	\$ 349.79
5,829.36	\$ 7,988.51
30,301.02	\$ 37,596.66
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Medicare Advance

- CMS COVID-19 Accelerated Payment Program - Medicare Part B Advance 100% of 3 months average service collections Withhold from future Medicare Payments

https://www.cms.gov

Initial terms to start withholding in 4 months, withhold over 3 months



HHS Grants Phase I and II

- HHS CARES Act Provider Relief Fund Phase I Distributed to higher Medicare users Approximately 6.2% of Medicare collections for 2019 Phase II





HHS CARES Act Provider Relief Fund

- Phase I Distributed to higher Medicare users Approximately 6.2% of Medicare collections for 2019
- Phase II

Based on 2018 total collections from all payors (Provider Revenues/\$2.5 Trillion) x \$50 billion



Know Your Numbers and Prepare for Next Time!



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