

Johnson County  
Ambulance District  
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## **Public Consulting Group, LLC Contract**

### What is GEMT?

Ground Emergency Medical Transportation (GEMT) is a Medicaid supplemental reimbursement program that allows ambulance providers to recover the full, federally allowable cost of transporting Medicaid patients. Standard Medicaid payments generally do not cover the actual cost of providing the service. GEMT fills the gap by securing additional funds via a federal match.

### Why the Cost Report Matters

To receive these supplemental funds, our district must file an annual GEMT Cost Report with the state. This report documents:

- Actual costs of EMS operations (staff wages/benefits, vehicles, fuel, equipment, supplies, facilities, admin, etc.)
- Operational data (total calls, Medicaid transports, mileage, crew levels)
- Allocation of shared costs between Medicaid and non-Medicaid services

The state uses this data to calculate:

1. Our actual cost per Medicaid transport, and
2. The shortfall between that cost and what Medicaid already paid.
3. The difference is reimbursed to us, increasing revenue without raising local taxes.

### Why We Use PCG

Public Consulting Group (PCG) specializes in Medicaid reimbursement programs, including GEMT.

They:

- Gather, compile, and verify financial and operational data
- Apply the state-approved calculation methods
- Include both Fee-for-Service (FFS) and Managed Care Organization (MCO) Medicaid claims
- Prepare and submit the cost report for state approval
- Help ensure we recover every eligible dollar of supplemental funding

### New Contract Benefits

As Missouri Ambulance Association (MAA) members, we receive reduced rates:

- FFS recoveries: 10.8% (min \$4,500) vs. standard 12% (min \$5,000)
- MCO recoveries: 8.1% vs. standard 9%

The updated contract also includes auto-renewal

### Recommendation

I recommend the Board approve the contract with PCG.

This ensures:

- Continued compliance with GEMT Cost Reporting requirements
- Maximum Medicaid reimbursement for both FFS and MCO transports
- Reduced administrative costs thanks to our MAA member discount

**AMENDMENT NO. 1  
TO THE PCG-JOHNSON COUNTY AMBULANCE DISTRICT AGREEMENT**

This Amendment No. 1 (the “Amendment”) to the Agreement entered by and between the Johnson County Ambulance District (“Client”) and Public Consulting Group LLC (“PCG”), as of November 17, 2022 (the “Agreement”), is made effective as of July 1, 2025 (“Effective Date”).

**WHEREAS**, the parties wish to amend the Agreement for the purpose of expanding the scope of services, modifying the compensation, and clarifying the term of the Agreement.

**NOW, THEREFORE**, in consideration of the foregoing, the promises and mutual covenants contained herein, and for other good and valuable consideration, the receipt and adequacy of which are hereby acknowledged, the parties hereby agree as follows:

1. The Term of the Agreement is hereby amended to the following:

PCG will provide the Contracted Services from the Effective Date through three (3) full GEMT Fee For Service cost reporting periods, and their associated GEMT Managed Care Organization program years, unless this Agreement is terminated earlier pursuant to Section 4 or extended by written agreement of the parties. Otherwise, the Agreement shall automatically renew on the same terms and conditions as stated herein, for successive one (1) year terms (each a “Renewal Term”), beginning on July 1st of the respective year, unless either party gives written notice of intent not to renew at least 60 days before expiration of any term. Unless otherwise specified by CLIENT in writing, PCG will provide the Contracted Services for the full duration of this Agreement.

Upon the expiration or termination of this Agreement for any reason all rights granted hereunder shall immediately terminate except for those concerning compensation in Attachment B, Sections 13 and 14, or any other provision that, by its terms, is intended to survive the expiration or termination of this Agreement.

2. Attachment A of the Agreement is hereby amended by adding the following section to the end of Attachment A related to the GEMT MCO Program:

**“GEMT Managed Care Organization (MCO) Program:**

PCG will provide these Contracted Services under the GEMT Managed Care Organization, beginning with the effective date of this amendment.

- A. PCG shall keep CLIENT informed of all updates relating to managed care and estimate the impact of future changes in managed care reimbursement.

- B. PCG shall support CLIENT in establishing the legal and operational ground to participate in the MCO program.
  - C. PCG shall draft supporting documentation and flow processes for presentation to CLIENT and assist with messaging and review presentations for governmental relationship staff as needed.
  - D. PCG shall provide guidance and support to CLIENT for it to enter into contracts with MCOs.
  - E. PCG shall be familiar with the MCO program in the State of Missouri and all the rules, regulations and managed care reporting requirements.
  - F. PCG shall monitor claims and cash flows of MCO program to ensure CLIENT receives appropriate benefit from the program and has met documentation needs.
  - G. PCG agrees to receive compensation for Contracted Services on a contingency fee basis. This compensation will be based on payments received by CLIENT under the GEMT Program.”
3. Attachment A of the Agreement is hereby amended by adding the following section to the end of Attachment A related to add-on services as needed.

### **Public Safety Consulting Services (PSCS)**

PCG offers a comprehensive suite of consulting services designed to support Fire and EMS departments in enhancing operational efficiency, financial sustainability, and compliance. Core service areas include but are not limited to:

- **Administrative Analysis:**
  - Credentialing and accreditation reviews
  - Feasibility studies and program evaluations
  - Consolidation, merger, and regionalization analyses
  - Organizational model assessments
  - External/Internal Stakeholder Assessments
- **Financial Evaluations:**
  - Cost of services studies
  - Rate and fee schedule analyses
  - Compensation package and pay scale analyses
  - Innovation reimbursement strategy integration
  - Process improvement modeling
  - Chargemaster review
- **Logistics Analysis:**

- 9-1-1 communications and Computer-Aided Dispatch (CAD) evaluations
- Apparatus replacement planning
- Supply chain management efficiency assessments
- Facility evaluations and master planning
- **Operations Assessment:**
  - Optimization and efficiency studies
  - Staffing, unit location, and deployment evaluations
  - Time-on-task and Unit Hour Utilization (UHU) analyses
  - Alternative service delivery model evaluations
  - Policy and protocol review and development (SOPs)
  - Outsourced Data Analytics
- **Planning Review:**
  - Standards of Cover/Community Risk/Needs assessments
  - Community risk reduction planning
  - All-hazards planning and assessment
  - Training and quality assurance program development
  - Strategic planning
  - Staffing analysis + retention and recruitment planning

Nothing herein obligates CLIENT to purchase, nor PCG to provide, such additional public safety consulting services unless and until a written amendment is executed by both parties that sets forth the precise scope of services CLIENT seeks to receive, timeline for the delivery of such services, and compensation to be paid to PCG for such services.

4. Attachment B of the Agreement is hereby amended as follows:

Effective beginning with cost reporting cycle July 1, 2024 – June 30, 2025, and continuing with each successive cost reporting cycle, in consideration for the Contracted Services, CLIENT will pay PCG (a) the greater of (i) \$5,000 or (ii) 12% of the federal share portion of reimbursements received by CLIENT under the GEMT Fee-For-Service (FFS) program and (b) 9% of the federal share portion of reimbursements received by CLIENT under the GEMT Medicaid Managed Care Organization (MCO) program.

Notwithstanding anything to the contrary, provided that CLIENT is a member of the Missouri Ambulance Association (MAA) at the time of GEMT FFS cost report submission, the above-referenced contingency fees will be discounted to the greater of (i) \$4,500 or (ii) 10.8% of the federal share portion of reimbursements under the GEMT FFS program in addition to 8.1% of the federal share portion of reimbursements under the GEMT MCO program. Any change to membership status must be communicated to PCG promptly at the time of the change. In the event CLIENT is no longer a member of the MAA, the fee will revert to the above-referenced fee structure.

All reimbursements or recoupments realized by CLIENT from the Missouri GEMT program shall be paid in full directly from the MO HealthNet. - PCG will invoice and receive its compensation after the receipt of CLIENT's final settlement notification and MO HealthNet's acceptance of the fiscal year's cost report. PCG will invoice CLIENT within 45 days of receipt of MO HealthNet's final settlement notification to CLIENT.

5. Conflict in Terms. Except as amended and/or modified by this Amendment, the Agreement is hereby ratified and confirmed and all other terms of the Agreement shall remain in full force and effect, unaltered and unchanged by this Amendment. Whether or not specifically amended by this Amendment, all of the terms and provisions of the Agreement are hereby amended to the extent necessary to give effect to the purpose and intent of this Amendment.
6. Severability. If any provision in this Amendment is found by a court of competent jurisdiction to be invalid or unenforceable, the remaining provisions in this Amendment shall continue in full force and effect.
7. Waiver. The failure of a party to enforce a provision of this Amendment shall not constitute a waiver with respect to that provision or any other provision of this Amendment.
8. Counterparts. This Amendment may be executed in one or more counterparts, each of which shall be deemed an original and all of which counterparts together shall constitute the same instrument which may be sufficiently evidenced by one counterpart.
9. Entire Agreement; Non-Reliance. The Agreement, as amended by this Amendment and by any other prior Amendments still in force, constitutes the entire understanding and agreement of the Parties with respect to the subject matter hereof, and supersedes any and all prior agreements, understandings or representations with respect thereto. Neither Party is relying upon any agreement or representation by the other Party except as set forth in the Agreement, as amended by this Amendment.
10. Applicable Law, Jurisdiction, and Venue. This Amendment is to be construed, interpreted, and enforced under and in accordance with the same governing law as set forth in the Agreement, without regard to choice of law provisions. The parties consent to personal jurisdiction in that state's or district's courts and waive any objection to venue.
11. Voluntary Act/Authorship: Each party acknowledges that they been provided with the opportunity to consult with and be represented by independent counsel in negotiating this Amendment. Each party represents that they have read and understand this Amendment and that they are freely and voluntarily entering into this Amendment in exchange for the consideration described herein. This Amendment shall not be construed in favor of or against either party by reason of authorship

12. Authority. Each individual signing below on behalf of a party hereby represents and warrants that they have full power and authority to enter into this Amendment on behalf of such party. Each party to this Amendment hereby represents and warrants that it has full power and authority to enter into this Amendment, that the execution, delivery, and performance of this Amendment has been fully authorized and approved, and that no further approvals or consents are required to bind such party.

**IN WITNESS WHEREOF**, the parties have executed this Agreement by the signatures of their respective authorized representatives.

**PUBLIC CONSULTING GROUP LLC**

**JOHNSON COUNTY AMBULANCE  
DISTRICT**

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By: Sarah DiCicco

Title: Associate Manager

Date:

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By:

Title:

Date: