

Q&A with Solos and Small Group Practices on the Economic Impact of the COVID-19 Pandemic

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Disclosure

- No speaker has any relevant financial disclosures or relationships.
- Drs. Glasser and Repka are AAO Consultants.





Webinar Series

- Last week's series
 - Focus on Medicare Advance Payments and Relief Funds
 - Focus on EIDL and PPP
 - Focus on future legislative efforts, PPP, Relief Funds, and Medicare Advance Payments
- All are/have been available for video viewing a few days after presentation. The slide deck should be available the next morning. We expect to use questions to develop additional fact sheets.



CARES Act Financial Relief Loans & Advances

- The CARES Act created, expanded, and provided funding for financial relief programs that are available to ophthalmologists.
 1. Paycheck Protection Program
 2. Economic Injury Disaster Loans
 - \$10K Economic Emergency Advance for those who apply for EIDL
 3. CMS Accelerated and Advance Payment Program
 4. CARES Act Provider Relief Funds

COVID IV - Paycheck Protection Program and Health Care Enhancement Act

- Bipartisan Agreement in place for signature tomorrow
 - \$310B
- Academy working to secure additional assistance for ophthalmology practices
- **Immediate Relief for Practices:**
 - Direct financial assistance
 - Immediate Relief for Rural Facilities and Providers Act (H.R. 6365/S. 3559)
 - Technical fixes for the Medicare Accelerated and Advance Payment Program
 - Additional funding/improved flexibility for small business loan programs



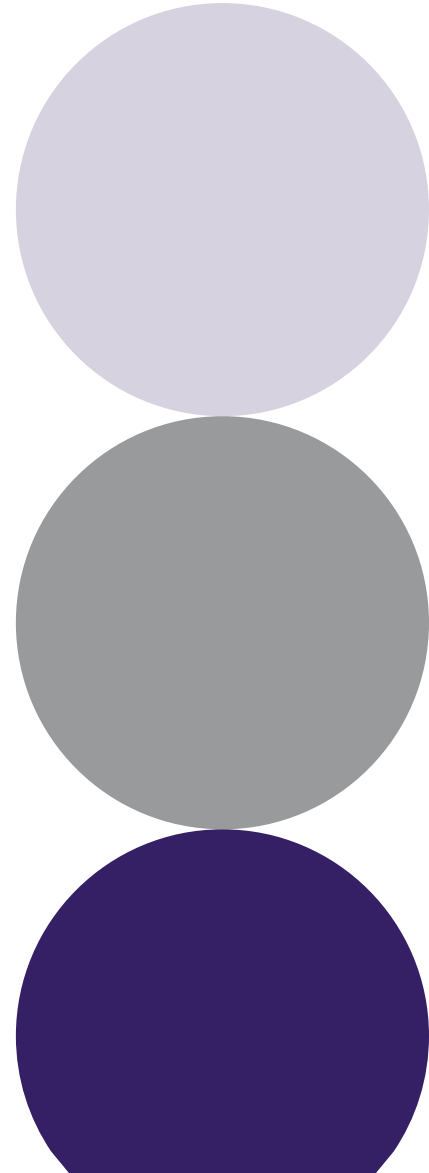


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Paycheck Protection Program

Scott Haber, Manager for Federal Affairs and Public Health





Paycheck Protection Program (PPP)

- The PPP received \$350 Billion through the CARES Act, with an additional \$310 Billion in funds included in pending legislation.
- 8 weeks of payroll/costs eligible for forgiveness if meeting employee retention requirements
- 75% of forgiven portion of a loan must be for payroll costs, 25% non-payroll (rent/mortgage, utilities) during the covered period
- Any portion not forgiven is carried forward at 1.00% interest



Applying for PPP Loan

- The PPP loans are available through SBA-approved lenders, major banks, and others approved by Treasury/SBA.
- If you need to identify a lender:

<https://www.sba.gov/paycheckprotection/find>





Access to PPP Loans Remains Issue

- The initial round of funding for PPP loans ran out on April 16th, many ophthalmology practices have informed the Academy that they were not successful during initial funding period.
- Academy survey data showed an overwhelming % of respondents applied for these loans.
- It is unclear at this time how many practices gained access to PPP loans, we know that many practices (small & large) did not receive them during initial funding.
- Better experience for those using small/medium sized bank in community, especially if they already had existing lending relationship.





Loan Forgiveness under PPP

- Depends on activity and certain measurements taken during the “covered period,” i.e. the 8-week period after the lender disburses the PPP loan proceeds.
- Reductions in FTEs between Feb. 15, 2020 and April 26, 2020 can be “cured” and will not reduce the amount of loan forgiveness if, by June 30, 2020, the borrower has eliminated the reduction in the number of FTEs.
- Reductions in salary between Feb. 15, 2020 and April 26, 2020 can be “cured” and will not reduce the amount of loan forgiveness if, by June 30, 2020, the borrower has eliminated the reduction in the salary or wages of such employees.



Economic Injury Disaster Loans & Advance

- The CARES Act expanded EIDL's to provide financial assistance to small businesses impacted by COVID-19, pending legislation also provides funding increase for EIDL program.
- Borrowers applying for EIDL can request emergency \$10,000 advance
- Apply directly through SBA
- Loans not eligible for forgiveness
- Interest rate of up to 3.75%



\$10K Emergency Advance of EIDL

- Borrowers applying for EIDL can apply for up to \$2 million, including a \$10,000 advance. (\$1000 per employee up to 10)
- \$10,000 advance does not need to be repaid, even if EIDL applicant is denied (Special Rules Apply for those who also get PPP loan)
- This advance is supposed to be issued within 3 business days of applying for EIDL



Medicare Advance Payments and Relief funds

Michael X. Repka, MD, MBA



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CMS Accelerated and Advance Payment Program

- \$51B in advance payments to Hospitals and Physicians
- To assist in immediate cash flow needs
- Request from MACs – repay within 210 days from grant (recoupment or remittance) or loan at 9.625%



CARES Act Provider Relief Funds

- Provided to hospitals and providers based on Medicare Part B Claims in 2019
 - Announced April 10, 2020 – disbursement underway
- Support healthcare-related expenses or lost revenue attributable to COVID-19
- Automatic disbursement of ~6.2%
- Paid to organization Taxpayer Identification Number
- Acceptance of the Terms and Conditions within 30 days or return funds

AAO Member Pulse Survey

Surveyed - April 9 to 14, 2020



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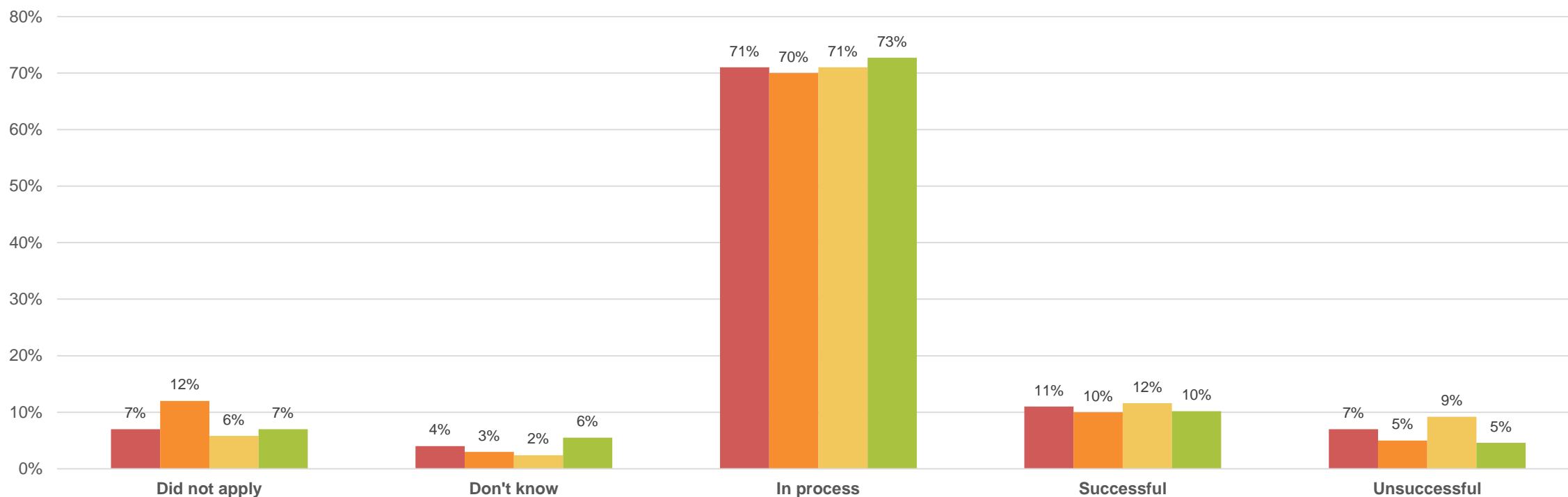
PPP Applications – as of 4-14-20

Updating this weekend



PPP Application Status by Practice Setting

■ All ■ Small town/Rural ■ Suburban ■ Urban



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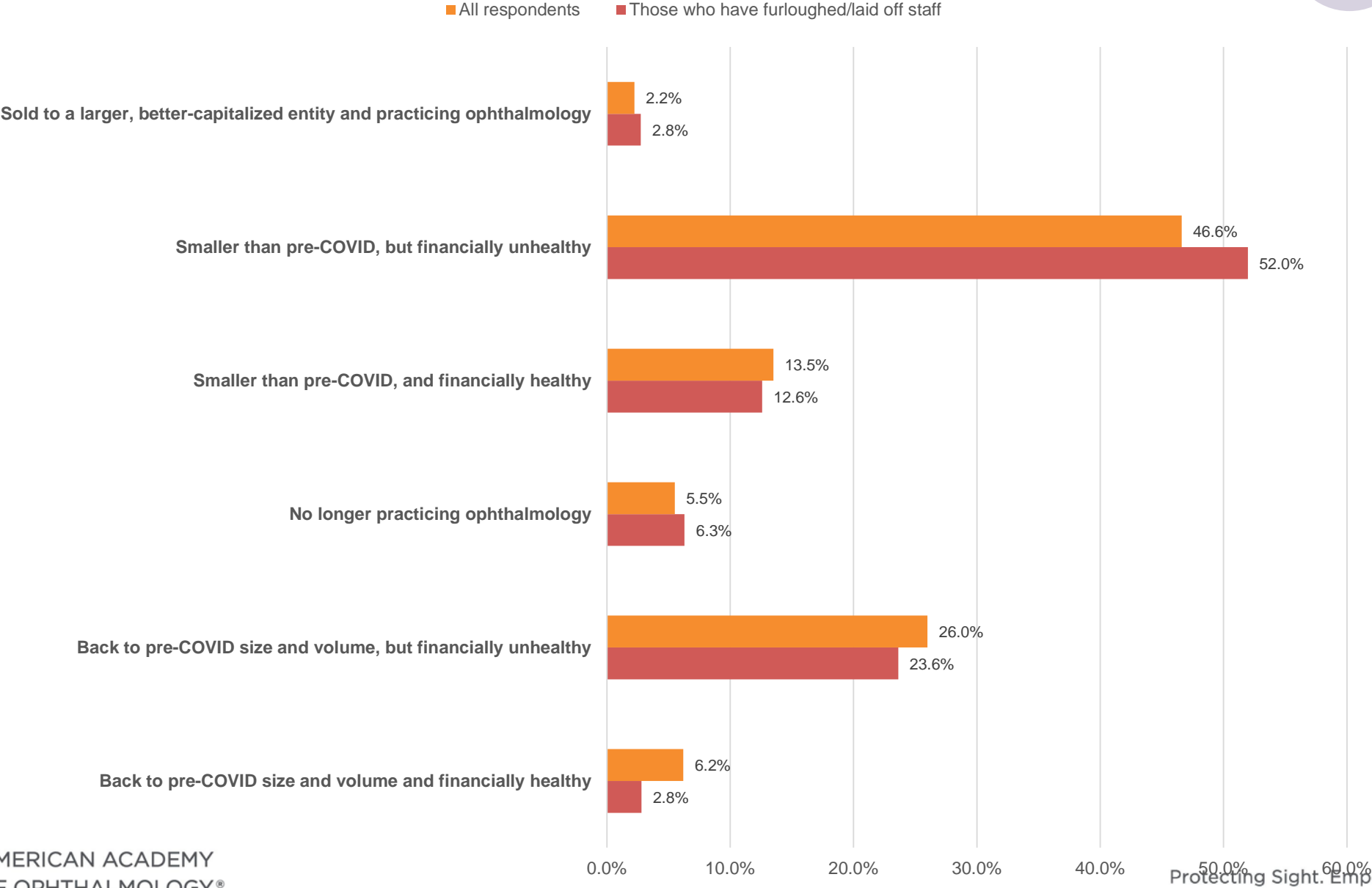
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Dramatic Reduction in Clinical Volume

Current volume as % of pre-COVID volume	Office Work	Surgery
0%	25%	82%
1 – 10%	56%	14%
11 – 25%	14%	2%
>25%	5%	2%



Prediction of status of your practice by YE2020





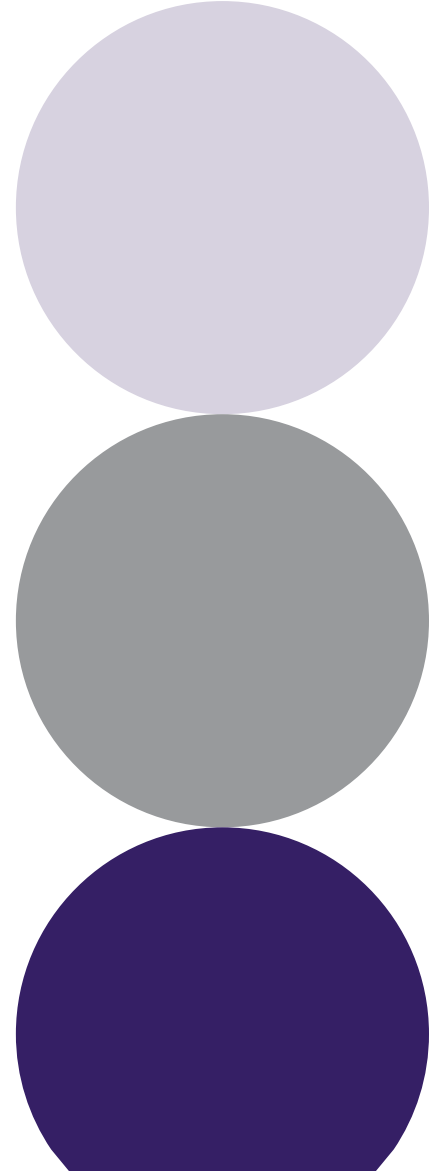
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Telemedicine: Try It, You'll Like It

April 22, 2020

David B. Glasser, M.D.
Secretary for Federal Affairs





CMS Makes Telemedicine Easy

- MD & patient may be anywhere (be aware of State licensure requirements)
- Most E/M office visits billable using two-way audio and video
 - Any non-public-facing platform is OK: Skype, FaceTime, Zoom, etc.
- Code level selection may be done on time alone or MDM alone

New Patient CPT	Time (min)	Est Patient CPT	Time (min)
99201	10	99211	NA
99202	20	99212	10
99203	30	99213	15
99204	45	99214	25
99205	60	99215	40



Medical Decision Making, Billing

- Need 2 out of 3 criteria to meet MDM level:

Dx or Mgt Options	Data Amount, Complexity	Risk	MDM Level	Billable Codes
Minimal	None, minimal	Minimal	Straightforward	99202, 99212
Limited	Limited	Low	Low complexity	99203, 99213
Multiple	Moderate	Moderate	Moderate complexity	99204, 99214
Extensive	Extensive	High	High complexity	99205, 99215

- Bill E/M code with modifier -95 (telemedicine) and POS 11 (office)





Telemedicine Tips and Tricks

- Printable vision chart and other tips:

www.aao.org/practice-management/article/teleophthalmology-how-to-get-started

- Exam: recruit friend or family member with a flashlight, supplement with photos
 - Achievable
 - Confrontation VF
 - Motility
 - Pupils
 - External
 - Lids, lashes
 - Sclera, conjunctiva
 - Gross evaluation
 - Cornea
 - Iris
 - Not happening
 - Anterior chamber
 - Lens
 - Fundus



Smart Phone Selfies

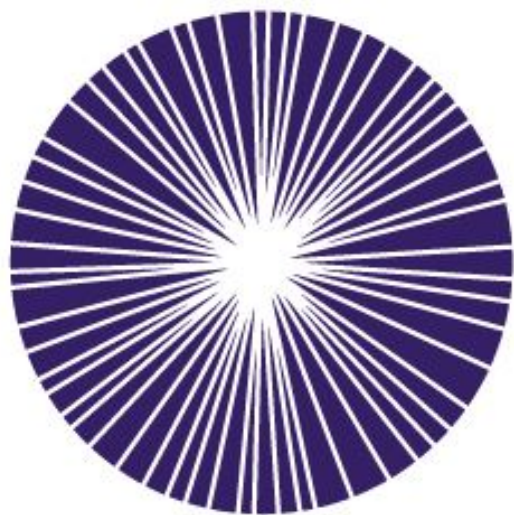
- Lights: lots of indirect light
 - Sit facing sunny window, in shade, with photographer between you and window
 - Avoid direct sunlight – outdoors sit at edge of shade
 - Add diffuse light source: a piece of white paper taped in front of a flashlight
- Camera: Have someone else take the photo, use timer if alone
 - Hold camera where it won't cast a shadow
 - Point at area of interest, get as close as possible while maintaining focus
 - Minimize motion: brace camera with elbow or tripod, patient holds head in hands
 - Use burst mode for multiple pictures, try different angles
 - Before shooting, touch screen in area of interest to optimize focus and exposure





Q&A

- During this Webinar submit questions through the Electronic Platform
- Use Q&A function, not Chat
- Submit additional questions to: healthpolicy@aao.org
- We intend to update Q&A with new/revised answers as we are able and as program details become clearer.



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