



PATIENT
ADVOCATE ALLIANCE
EMPOWER YOUR HEALTH

Be Wise – Save Money on Medical Expenses

Waikoloa Seniors
February 17, 2020
9:00 AM

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Outline

Medicare?

Medicare Three Day Rule

Communicating with Your Doctor

Supplemental Plan?

Coupons

Prescription Pricing

Transparency

Hospitals' Online Information

Air ambulance

Get a Surprise – Push Back

Product Idea

Medicare

Raise your hands, who is on Medicare?

Who has some kind of supplemental or advantage plan?

How about prescription plan?





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Medicare Three Day Rule

Medicare's three day rule can cost you a fortune

Beware of "observation"

Hospitals are nervous about re-admissions, often keep someone in observation status, rather than overnight admission

You must be admitted for three days to qualify for subsequent rehab or nursing home care





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Communicating With Your Doctor

- Be as specific as possible
- Are you out of breath?
- Or are you unable to walk from room to room because you are so out of breath?
- The doctor only knows what you told them
- Ask your provider:
 - You have treated my symptoms
 - Do you know what caused them?



Coupons For Prescription or Over the Counter



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GoodRx

Mobile App

Latest News

Sign

Stop paying too much for your prescriptions



FIND THE LOWEST PRICE

Save big on:

Atorvastatin

Sildenafil

Zoloft

Lexapro

Losartan

Amlodipine

Azithromycin

Cymbalta

Pantoprazole

Omeprazole

Levofloxacin

Effexor XR

RECENTLY VIEWED

[Clear All](#)



sildenafil (Generic Viagra Revatio)
30 tablets 20mg

[VIEW PRICES](#) [×](#)



Ibuprofen Junior Strength (Generic Advil Junior
Strength Motrin Junior Strength)
24 chewable tablets 100mg

[VIEW PRICES](#) [×](#)

Coupons

You can sometimes get drugs with coupons for less than your Co-Pay!

Prescription Pricing paramountrx.com



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← → ↻ 🔒 paramountrx.com/clients/tools2/DrugPricing.aspx

Pharmacy Search | Drug Info | Drug Pricing

Drug Pricing

This tool allows you to price the medications you take before you leave for the pharmacy!

Drug Name:

Most Common Drugs

ALPRAZOLAM
AMOXICILLIN
ATORVASTATIN CALCIUM
CEPHALEXIN
CITALOPRAM HYDROBROMIDE
CLOPIDOGREL

AMLODIPINE BESYLATE
AMOXICILLIN/CLAVULANATE POTASSIUM
AZITHROMYCIN
CHLORHEXIDINE GLUCONATE
CLONAZEPAM
ELIQUIS



Prescription Pricing

Drug Name	Type	Quantity
SILDENAFIL TAB 50MG	Generic	30

[Click here to show mail order price](#)


13 pharmacies

Sort By: ▼

Pharmacy/Address	Distance	Price▲
COSTCO PHARMACY 73 5600 MAIAU ST KAILUA KONA, HI 96740 Phone: (808) 331-4808	13.7 miles	\$48.60
KTA WAIKOLOA VILLAGE PHARMACY 68-3916 PANIOLO AVE WAIKOLOA, HI 96738 Phone: (808) 883-8434	0.0 miles	\$49.35
FOODLAND PHARMACY #38 67 1185 MAMALAHOA HWY KAMUELA, HI 96743 Phone: (808) 885-2075	10.9 miles	\$49.35
KTA KAMUELA PHARMACY 65-1158 MAMALAHOA HWY KAMUELA, HI 96743 Phone: (808) 885-0033	10.9 miles	\$49.35



Prescription Pricing

MALAMA COMPOUNDING PHARMACY 74-5563 KAIWI ST STE 129 SUITE 129 KAILUA KONA, HI 96740 Phone: (808) 324-6888	13.7 miles	\$49.35
SAFEWAY PHARMACY #1501 75-1027 HENRY ST KAILUA KONA, HI 96740 Phone: (808) 327-6778	13.7 miles	\$49.35
WALMART PHARMACY 10-2321 75-1015 HENRY ST KAILUA KONA, HI 96740 Phone: (808) 334-0552	13.7 miles	\$602.79
LONGS DRUGS #02406 65-1271 KAWAIHAE RD. KAMUELA, HI 96743 Phone: (808) 885-4418	 10.9 miles	\$1,102.65
LONGS DRUGS #09249 75-5595 PALANI RD KAILUA KONA, HI 96740 Phone: (808) 329-1632	13.7 miles	\$1,102.65



Prescription Pricing

Drug Name	Type	Quantity
AMOXICILLIN CAP 500MG	Generic	30

[Click here to show mail order price](#)

13 pharmacies

Sort By:

Pharmacy/Address	Distance	Price ^A
WALMART PHARMACY 10-2321 75-1015 HENRY ST KAILUA KONA, HI 96740 Phone: (808) 334-0552	13.7 miles	\$8.59
COSTCO PHARMACY 73 5600 MAIAU ST KAILUA KONA, HI 96740 Phone: (808) 331-4808	13.7 miles	\$9.45
KTA WAIKOLOA VILLAGE PHARMACY 68-3916 PANIOLO AVE WAIKOLOA, HI 96738 Phone: (808) 883-8434	0.0 miles	\$10.20
FOODLAND PHARMACY #38 67 1185 MAMALAHOA HWY KAMUELA, HI 96743 Phone: (808) 885-2075	10.9 miles	\$10.20



Prescription Pricing

Walmart Rx Program
Guide to low-cost prescriptions

Low-cost drugs available starting at:

\$4 | \$10
30 day | 90 day prescriptions

Check pharmacy counter for details. †*

Effective 11/28/2018





Diabetes

	\$4	\$10
	30 Day Qty	90 Day Qty
GLIMEPIRIDE 1MG, 2MG, 4MG	30	90
GLIPIZIDE 5MG, 10MG	60	180
METFORMIN 500MG, 850MG, 1000MG	60	180
METFORMIN ER 500MG TAB	120	360
METFORMIN ER 750MG TAB	60	180
	\$9	\$24
	30 Day Qty	90 Day Qty
GLIPIZIDE ER 2.5MG, 5MG, 10MG	30	90
GLYBURIDE/METFORMIN	60	180

HYDRALAZINE 10MG, 25MG, 50MG	90	270
HYDROCHLOROTHIAZIDE 12.5MG, 25MG, 50MG TAB	30	90
HYDROCHLOROTHIAZIDE 12.5MG CAP	30	90
INDAPAMIDE 1.25MG, 2.5MG	30	90
ISOSORBIDE MONONITRATE ER 30MG, 60MG	30	90
LISINOPRIL 2.5MG, 5MG, 10MG, 20MG, 30MG	30	90
LISINOPRIL/HCTZ 20/25MG	30	90
LOSARTAN 25MG, 50MG, 100MG	30	90
LOSARTAN/HCT 50/12.5MG TAB	30	90
METOPROLOL TART 25MG, 50MG, 100MG	60	180
RAMIPRIL 2.5MG, 5MG, 10MG	30	90



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Lower Cost Insulin





Novolin ReliOn Insulin N

★★★★★ [11 reviews](#) [Novo Nordisk](#) Walmart # 5507614

\$24.88 \$24.88 / each

Out of stock

 Delivery not available

 Pickup not available

[More delivery & pickup options](#)

✱ Sold by [Walmart](#)

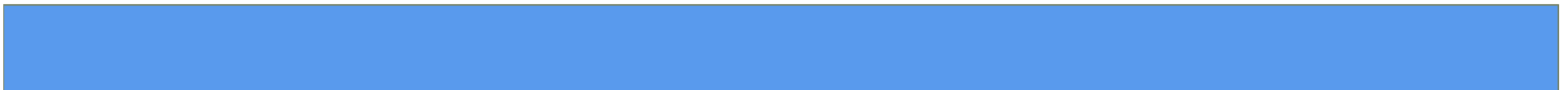
 [Add to List](#)

 [Add to Registry](#)



Lower Cost Insulin

- Lower cost insulin – available at Walmart for \$25
- May be suitable for some Type II diabetics
- But may be risky for Type I diabetics or Type II diabetics with rapidly changing blood sugar levels
- Slower acting than the more expensive types





Transparency

ONLY 13 PERCENT OF CONSUMERS SOUGHT OUT-OF-POCKET COST INFORMATION, ACCORDING TO A RECENT STUDY.

For years, a myriad of price transparency tools have been available from employers and health plans, as well as through public initiatives at the state and national level. Yet only a small percentage of consumers are actually using these tools. One *Health Affairs* [study](#) led by Harvard researchers found that only 13 percent of consumers sought information about their out-of-pocket spending and just 3 percent compared provider costs before receiving care.

So what is to blame for this low utilization? The lack of consumer incentives to use the tools is the primary reason, says Sally Rodriguez, chief of staff and director of products at the Health Care Cost Institute (HCCI), Washington, D.C., an independent, not-for-profit research institute that tracks healthcare spending.

“With many of these transparency tools, the insured consumer has no incentive to use them—they may be saving money for their health plan, but that money doesn’t transfer to them in any way,” Rodriguez says. When shopping for health care, consumers tend to be focused on factors like the quality or location of the provider. “Other factors are more important than the cost, given that they are not going to feel an impact if they choose a lower-cost provider,” she says.

Transparency

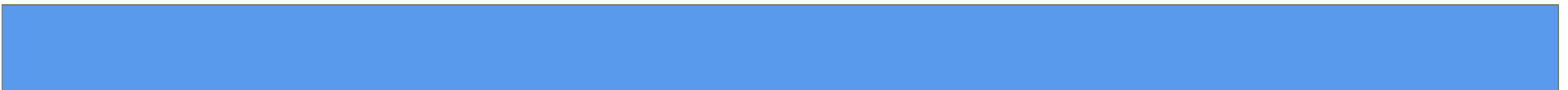
As of January 1, 2019 Hospitals Must Post Their Chargemaster Prices

Note: These are “Sticker Prices”

Your insurance company does not pay these prices

As a private payer, you can ask for a discount and nearly always get one

On the following slides are prices we downloaded from local hospitals



North Hawaii Community Hospital



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Description	Pricing	
Ibuprofen 200mg	\$0.86	
IV 1000cc of Lactated Ringers	\$20.00	
4x4 Sponge Gauze	\$5.00	
Operating Room Time by Levels	Base Pricing int. 30 Min	Add. 15 Min
Level #1	\$1,425.00	\$375.00
Level #2	\$2,114.00	\$375.00
Level #3	\$3,012.00	\$375.00
Level #4	\$4,080.00	\$375.00
Level #5	\$4,361.00	\$375.00
Emergency Room Visits	Per CPT Code	
CPT-99281	\$432.00	
CPT-99282	\$750.00	
CPT-99283	\$1,667.00	
CPT-99284	\$2,427.00	
CPT-99285	\$2,713.00	
Chest X-Ray 2 View	\$310.00	
CT of Chest w/o Dye	\$1,836.00	
CT of Chest with Dye	\$2,020.00	
MRI of Chest w/o Dye	\$2,633.00	
MRI of Chest with Dye	\$2,818.00	



Hilo Medical Center

Description	Pricing	
Ibuprofen 200mg		
IV 1000cc of Lactated Ringers	\$560.00	
4x4 Sponge Gauze	\$40.00	
Operating Room Time by Levels	Base Pricing int. 30 Min	Add. 15 Min
Level #1	\$1,425.00	\$375.00
Level #2	\$2,144.00	\$375.00
Level #3	\$3,012.00	\$375.00
Level #4	\$4,080.00	\$375.00
Level #5	\$4,361.00	\$375.00
Emergency Room Visits	Per CPT Code	
CPT-99281	\$308.00	
CPT-99282	\$547.00	
CPT-99283	\$781.00	
CPT-99284	\$1,356.00	
CPT-99285	\$2,123.00	
Chest X-Ray 2 View	\$253.00	
CT of Chest w/o Dye	\$1,191.00	
CT of Chest with Dye	\$1,294.00	
MRI of Chest w/o Dye	\$1,769.00	
MRI of Chest with Dye	\$2,565.00	



Kona Community Hospital

Description	Pricing	
Ibuprofen 200mg		
IV 1000cc of Lactated Ringers	\$560.00	
4x4 Sponge Gauze		
Operating Room Time by Levels	Base Pricing int. 15 Min	Add. 15 Min
Level #1	\$759.00	\$455.00
Level #2	\$1,366.00	\$759.00
Level #3	\$1,898.00	\$987.00
Level #4	\$2,277.00	\$1,063.00
Level #5	\$2,581.00	\$1,214.00
Emergency Room Visits	Per Code	
CPT-99281	\$339.00	
CPT-99282	\$601.00	
CPT-99283	\$859.00	
CPT-99284	\$1,492.00	
CPT-99285	\$2,334.00	
Chest X-Ray 2 View	\$301.00	
CT of Chest w/o Dye	\$1,430.00	
CT of Chest with Dye	\$1,942.00	
MRI of Chest w/o Dye	\$1,769.00	
MRI of Chest with Dye	\$2,564.00	



Kohala Hospital

Description	Pricing	
Ibuprofen 200mg		
IV 1000cc of Lactated Ringers	\$560.00	
4x4 Sponge Gauze		
Operating Room Time by Levels	Base Pricing Per 30 Min	Add. 15 Min
Level #1		
Level #2		
Level #3		
Level #4		
Level #5		
Emergency Room Visits	Per CPT Code	
CPT-99281	\$404.00	
CPT-99282	\$720.00	
CPT-99283	\$1,031.00	
CPT-99284	\$1,789.00	
CPT-99285	\$2,802.00	
Chest X-Ray 2 View	\$301.00	
CT of Chest w/o Dye		
CT of Chest with Dye		
MRI of Chest w/o Dye		
MRI of Chest with Dye		



Free Search on AHD.com

ahd.com
AMERICAN HOSPITAL DIRECTORY®
North Hawaii Community Hospital
Kamuela, HI 96743

VIDEO Quick Search: Advanced Search:
Active List: Apps:

Financial data for hospital cost report period ending 06/30/2018 (HCRIS 640503 - 2010).
Medicare IPPS claims data are for federal fiscal year ending 09/30/2018 (Final rule MedPAR).
Medicare OPPS claims data are for calendar year ending 12/31/2018 (Final rule OPPS).
Data from other sources and their effective periods are identified within report headers.
Errata: Please notify us by email of any corrections or updates.

North Hawaii Community Hospital
Kamuela, HI 96743
CMS Certification Number: 120028

Free Profile

VIDEO Understanding and Using Free Hospital Profiles

Identification and Characteristics

Last updated 01/06/2020 / [Definitions](#)

Name and Address: **North Hawaii Community Hospital**
67-1125 Mamalahoa Highway
Kamuela, HI 96743

Telephone Number: (808) 885-4444
Hospital Website: www.queens.org/north-hawaii/north-h...

CMS Certification Number: 120028

Type of Facility: Short Term Acute Care
Type of Control: Voluntary Nonprofit, Other
Total Staffed Beds: 33

Total Patient Revenue: \$159,552,238
Total Discharges: 1,778
Total Patient Days: 5,638
IPPS Quality Score: 26.83
Patient Experience Rating: ★★★★★

NOTES


North Hawaii Commun...
[View larger map](#)

Google



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AMERICAN HOSPITAL DIRECTORY™
Hilo Medical Center
Hilo, HI 96720

Home | FAQ | Help | Updates | Sources | **Order in**


Quick Search: Advanced Search:

Active List: Apps:

Financial data for hospital cost report period ending 06/30/2018 (HCRIS 640502 - 2010).
Medicare IPPS claims data are for federal fiscal year ending 09/30/2018 (Final rule MedPAR).
Medicare OPFS claims data are for calendar year ending 12/31/2018 (Final rule OPFS).
Data from other sources and their effective periods are identified within report headers.
Errata: Please notify us by email of any corrections or updates.

Hilo Medical Center
Hilo, HI 96720
CMS Certification Number: 120005

Free Profile

 Understanding and Using Free Hospital Profiles

Identification and Characteristics


Last updated 12/05/2019 / Definitions

Name and Address: **Hilo Medical Center**
1190 Waiānūenue Avenue
Hilo, HI 96720


Telephone Number: (808) 932-3000
Hospital Website: www.hilomedicalcenter.org/
CMS Certification Number: 120005

Type of Facility: Short Term Acute Care
Type of Control: Governmental, State
Total Staffed Beds: 276

Total Patient Revenue: \$539,332,319
Total Discharges: 7,704
Total Patient Days: 43,911
IPPS Quality Score: 48.88
Patient Experience Rating: ★★★★★

 Compare Profile information with national averages on designated pages

NOTES




Hilo Medical Center
[View larger map](#)

Kaumana Springs Wilderness
Hawaii County Employees Federal
Kaumana Dr
Mohouli St
Google



Free Search on AHD.com



AMERICAN HOSPITAL DIRECTORY™
Kona Community Hospital
Kealahou, HI 96750

Quick Search:

Advanced Search:

Active List:

Apps:

Financial data for hospital cost report period ending 06/30/2018 (HCRIS 639225 - 2010).
Medicare IPPS claims data are for federal fiscal year ending 09/30/2018 (Final rule MedPAR).
Medicare OPFS claims data are for calendar year ending 12/31/2018 (Final rule OPFS).
Data from other sources and their effective periods are identified within report headers.
Errata: Please notify us by email of any corrections or updates.

Kona Community Hospital
Kealahou, HI 96750
CMS Certification Number: 120019

Free Profile

VIDEO Understanding and Using Free Hospital Profiles

Identification and Characteristics

Last updated 12/04/2019 / Definitions

Name and Address: **Kona Community Hospital**
79 1019 Haukapila Street
Kealahou, HI 96750

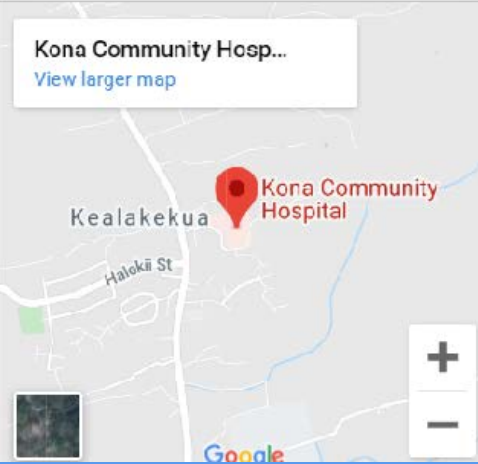
Telephone Number: (808) 322-9311
Hospital Website: www.kch.hhsc.org/
CMS Certification Number: 120019

Type of Facility: Short Term Acute Care
Type of Control: Governmental, State
Total Staffed Beds: 94

Total Patient Revenue: \$222,023,770
Total Discharges: 3,419
Total Patient Days: 16,580
TDS Quality Score: 26.00
Patient Experience Rating: ★★★★★

Compare Profile information with

NOTES





TPS Quality Score

Total Performance Score information

The Total Performance Score (TPS) is derived from 4 domains in FY 2018 (1) clinical care domain, (2) patient- and caregiver-centered experience of care/ care coordination domain, (3) safety domain, and (4) efficiency and cost reduction domain.

- The Clinical Care domain is comprised of 3 mortality measures and accounts for 25 percent of a hospital's TPS.
- The Patient-and Caregiver-Centered Experience of Care/Care Coordination domain is composed of 8 dimensions derived from the HCAHPS Survey and accounts for 25 percent of a hospital's TPS.
- The Safety domain contains 1 AHRQ patient safety measure, 5 healthcare-associated infection measures, and 1 pregnancy and delivery care process measure, and accounts for 25 percent of a hospital's TPS.
- The Efficiency and Cost Reduction domain contains 1 Medicare Spending per Beneficiary measure and accounts for 25 percent of a hospital's TPS.

If a hospital receives domain scores in at least 3 of the 4 domains (but not all domains), the domain weights will be proportionately re-weighted to the scored domains. The TPS will be scored out of a possible 100 points, and the relative weights for the scored domains will remain equivalent. To learn more about domain weights, please visit [QualityNet](#) and review the [Hospital VBP Program Scoring](#) page.

Hospital Safety Grades

<https://www.hospitalsafetygrade.org>



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North Hawaii Community Hospital

67-1125 Mamalahoa Highway
Kamuela, HI 96743

[View the full Score](#)

This Hospital's Grade



Was D

Kona Community Hospital

79-1019 Haukapila Street
Kealahou, HI 96750-7920

[View the full Score](#)

This Hospital's Grade



Hilo Medical Center

1190 Waiānūenue Avenue
Hilo, HI 96720-2095

[View the full Score](#)

This Hospital's Grade



Was A



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Hospital Safety Grades

<https://www.hospitalsafetygrade.org>

The Queen's Medical Center

1301 Punchbowl St
Honolulu, HI 96813-2499

[View the full Score](#)

This Hospital's Grade



Straub Clinic & Hospital

888 South King Street
Honolulu, HI 96813

[View the full Score](#)

This Hospital's Grade



Kuakini Medical Center

347 North Kuakini Street
Honolulu, HI 96817-2381

[View the full Score](#)

This Hospital's Grade



Kaiser Foundation Hospital - Moanalua Medical Center

3288 Moanalua Road
Honolulu, HI 96819-1469

[View the full Score](#)

This Hospital's Grade





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Hospital Safety Grades

<https://www.hospitalafetygrade.org>

The Queen's Medical Center

1301 Punchbowl St
Honolulu, HI 96813-2499
[Map and Directions](#)

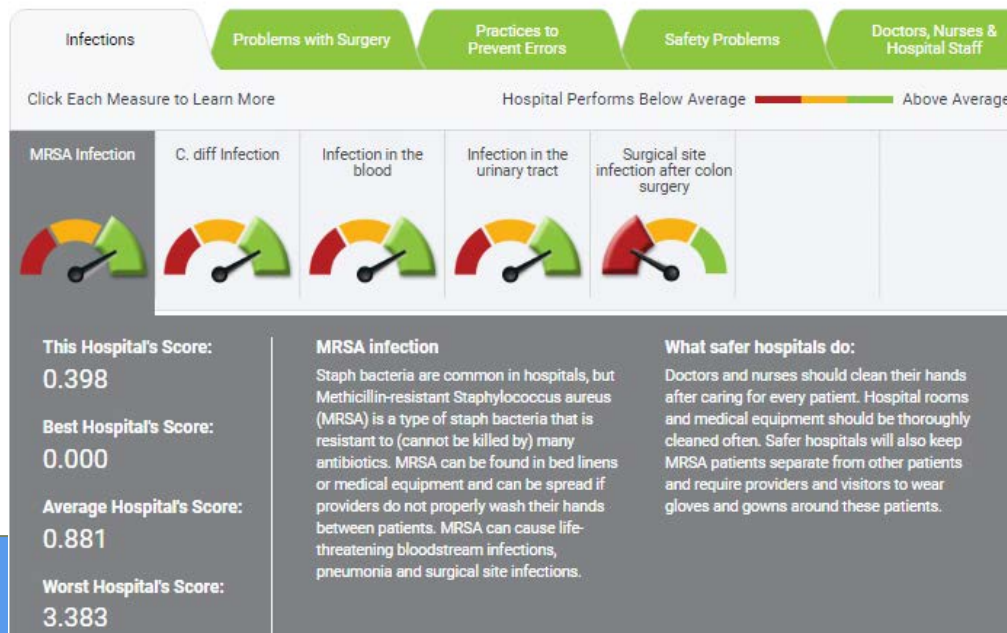
This Hospital's Grade



Learn how to use the Leapfrog Hospital Safety Grade

[► Show Recent Past Grades](#)

[Detailed table view](#)





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<https://www.fairhealthconsumer.org>

FAIRHealth
Consumer

Medical Costs

Dental Costs

Insurance Basics

eHealthcare
LEADERSHIP
AWARDS 2018



WINNER

Learn more 

Estimate your healthcare expenses.

Get essential information on costs for thousands of
procedures and learn **insurance basics**.



Search for a Medical Cost



Search for a Dental Cost

<https://www.fairhealthconsumer.org>

<div> \$ See out-of-network Reimbursement ↺ Search Again </div>		
Primary Medical Procedure Injection of substance into spinal canal of lower back or sacrum using imaging guidance CPT Code : 62323	Out-of-Network/ Uninsured Price \$547	In-Network Price \$200
<input checked="" type="checkbox"/> Remove from Total Cost		
<input checked="" type="checkbox"/> Related Costs (if Applicable)	\$1,491	\$522



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Air Ambulance – A Lot of Ads



AirMedCare Network

Sponsored · 🌐

Sign up online for a 1-year membership in the AirMedCare Network and get a \$15 Amazon Gift Card. Members enjoy peace of mind day-to-day, and unparalleled critical care should you or a member of your family ever need emergency medical transport.



[JOIN.AIRMEDCARENETWORK.COM](https://join.airmedcarenetwork.com)

Preparing for the Unexpected- It's Always Smart

Sign Up



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Air Ambulance – Horror Story

Allied Solutions Group

Billing Phone: 855-335-9530
Billing Fax: 801-983-6052
Office Hours: 8:00am-5:00pm MST
Billing Email: billing@amrg.com

Patient Name:

Patient ID: 16-1408
Date of Service: 04/21/2016

Allied Solutions Group
10888 S 300 W
SOUTH JORDAN UT 84095-4043

Note: This bill was dated 7/8/2016

BALANCE: **\$56813.48**

Transaction Date	Description	Charge (s)	Credit (s)	Balance
Services provided by: Hawaii Life Flight Corporation				
04/21/2016	A0398 Supplies	799.00		799.00
04/21/2016	A0430 Fixed Wing Base	17900.00		17900.00
04/21/2016	A0435 Fixed Wing Mileage	45486.64		45486.64



Air Ambulance – Horror Story

Description	Payer	Check #	Quantity	Unit Price	Payment Date	Amount
Services Provided By: Hawaii Life Flight						
Supplies			1	\$799.00		\$799.00
Fixed Wing Base			1	\$17,900.00		\$17,900.00
Fixed Wing Mileage			184	\$247.21		\$45,486.64
Contractual Allow-Medicare	BCBS OF HI HMSA AKAMAI ADV				04/27/2016	\$43,140.64
Contractual Allow-Contract	BCBS OF HI HMSA AKAMAI ADV				04/27/2016	\$13,042.73
Mandated Contractual (CO253)	BCBS OF HI HMSA AKAMAI ADV	897231			05/18/2016	\$10.39
Mandated Contractual (CO253)	BCBS OF HI HMSA AKAMAI ADV	897231			05/18/2016	\$93.15
Mandated Contractual (CO253)	BCBS OF HI HMSA AKAMAI ADV	897231			05/18/2016	\$46.92
Payment EFT	BCBS OF HI HMSA AKAMAI ADV	897231			05/18/2016	\$508.96
Payment EFT	BCBS OF HI HMSA AKAMAI ADV	897231			05/18/2016	\$4,564.12
Payment EFT	BCBS OF HI HMSA AKAMAI ADV	897231			05/18/2016	\$2,299.08
Payment EFT	BCBS OF HI HMSA AKAMAI ADV	897231			05/18/2016	\$0.00
Manual Contractual Medicare	BCBS OF HI HMSA AKAMAI ADV				05/27/2016	\$279.65

Adjustments

Payments

Adjustment

Note the dates: All before they sent out the big bill!



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Air Ambulance – Happy Ending

PLEASE PAY THIS AMOUNT

\$200.00

DETACH ALONG LINE AND RETURN STUB WITH YOUR PAYMENT. THANK YOU.

Patient name: _____

Account Number: 16-1408

**AMOUNT
ENCLOSED:**

\$



We Accept: ☐ VISA ☐ Mastercard ☐ Discover ☐ American Express

Card Number: _____ Exp Date: _____

Card Holder Name: _____ Billing ZIP Code: _____

Signature: _____ Security Code: _____

Due on: 08/05/2016

Current date: 7/26/2016

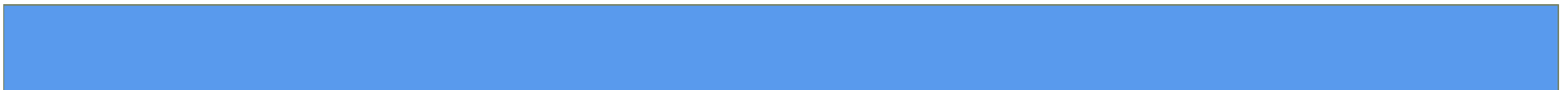
REMIT TO: Hawaii Life Flight
10888 S 300 W
SOUTH JORDAN, UT 84095-4043



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Surprise Bill – Push Back

- If you get a big bill that you don't expect, look for help
- A lot is available on social media
- Know how much a hospital typically gets paid
- Ask for a copy of your itemized bill, it is your bill, not the hospitals



Hilo Medical Center Income Statement



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ahd.com AMERICAN HOSPITAL DIRECTORY™ Hilo Medical Center Hilo, HI 96720	
Income Statement Data are annualized for periods other than twelve months.	
Period ending date	6/30/2018
Number of months in period	12
Cost report status	As Submitted
Inpatient Revenue	\$206,832,039
Outpatient Revenue	\$332,500,280
Total Patient Revenue	\$539,332,319
Contractual Allowance (Discounts)	\$300,099,200
Net Patient Revenues	\$239,233,119
Total Operating Expense ¹	\$224,903,829
Operating Income	\$14,329,290
Other Income (Contributions, Bequests, etc.)	\$0
Income from Investments	\$0
Governmental Appropriations	\$0
Miscellaneous Non-Patient Revenue	\$0
Total Non-Patient Revenue	\$0
Total Other Expenses	\$0
Net Income or (Loss)	\$14,329,290

Total Patient Revenue	\$	539,332,319	100%
Contractual Allowance (Discounts)	\$	300,099,200	55.6%
Net Patient Revenues	\$	239,233,119	44.4%
Key Contacts			
CEO/President: Dan Brinkman			
CFO/Financial Manager: Joni Waltjen			

Kona Community Hospital Income Statement



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ahd.com AMERICAN HOSPITAL DIRECTORY® Kona Community Hospital Kealahou, HI 96750	
Income Statement Data are annualized for periods other than twelve months.	
Period ending date	6/30/2018
Number of months in period	12
Cost report status	As Submitted
Inpatient Revenue	\$178,857,030
Outpatient Revenue	\$43,166,740
Total Patient Revenue	\$222,023,770
Contractual Allowance (Discounts)	\$132,062,370
Net Patient Revenues	\$89,961,400
Total Operating Expense ¹	\$98,587,981
Operating Income	\$-8,626,581
Other Income (Contributions, Bequests, etc.)	\$628,754
Income from Investments	\$27,657
Governmental Appropriations	\$23,101,000
Miscellaneous Non-Patient Revenue	\$8,615,313
Total Non-Patient Revenue	\$32,372,724
Total Other Expenses	\$3,836,585
Net Income or (Loss)	\$19,909,558

Total Patient Revenue	\$	222,023,770	100%
Contractual Allowance (Discounts)	\$	132,062,370	59.5%
Net Patient Revenues	\$	89,961,400	40.5%
Key Contacts			
CEO/President: Anna Chiotti			
CFO/Financial Manager: Dean Herzog			

North Hawaii Community Hospital Income Statement



ahd.com AMERICAN HOSPITAL DIRECTORY® North Hawaii Community Hospital Kamuela, HI 96743	
Income Statement Data are annualized for periods other than twelve months.	
Period ending date	6/30/2018
Number of months in period	12
Cost report status	As Submitted
Inpatient Revenue	\$57,423,840
Outpatient Revenue	\$102,128,398
Total Patient Revenue	\$159,552,238
Contractual Allowance (Discounts)	\$97,480,887
Net Patient Revenues	\$62,071,351
Total Operating Expense ¹	\$71,822,957
Operating Income	\$-9,751,606
Other Income (Contributions, Bequests, etc.)	\$1,813,314
Income from Investments	\$43,396
Governmental Appropriations	\$0
Miscellaneous Non-Patient Revenue	\$1,969,322
Total Non-Patient Revenue	\$3,826,032
Total Other Expenses	\$32,025
Net Income or (Loss)	\$-5,957,599

Total Patient Revenue	\$	159,552,238	100%
Contractual Allowance (Discounts)	\$	97,480,887	61.1%
Net Patient Revenues	\$	62,071,351	38.9%
Key Contacts			
CEO/President: Cindy Kamikawa			
CFO/Financial Manager: Money Atwal			



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Product Idea – Prescription Card

- Tami does a fair amount of patient advocacy without charging anything
- Obviously, she can't help everyone, still has to take time to make a living
- Simple product idea, to make some income, so Tami can do more patient advocate work
 - A card that lists all your prescriptions and dosages to keep with your insurance card
 - Have available to show the ER doc, so they know what they can give you and what they can't, that might interact with your existing drugs



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Product Idea – Prescription Card

	PATIENT ADVOCATE ALLIANCE empower your health	Bent Tanner	32 Yrs
Verapamil 240 mg SR - PM			
Metoprolol Suc 50 mg ER (extended release) - AM & PM			
BABY ASA (Aspirin) 81 mg - AM			
Benicar HCT 40 – 25 mg - AM			
Omeprazole DR Tablets 20 mg - AM & PM			
Cilostazol 50 mg - AM & PM			

Front

Back

Lovastatin 20 mg - PM

Zyrtec 10mg - AM & PM

What do you think? Is this a good idea?