



## **340B Program**

The 340B program has been critical in helping Firelands Regional Medical Center stretch scarce resources to provide comprehensive healthcare services.

Firelands Regional Medical Center serves the contiguous counties of Erie, Ottawa, Sandusky and Huron resulting in a regional service area of over 300,000 residents. Firelands Counseling and Recovery Services has ten offices located in seven counties including Erie, Huron, Lorain, Ottawa, Sandusky, Seneca and Wyandot. Firelands Home Health Services currently serves eight counties including Erie, Huron, Ottawa, Sandusky, and parts of Lorain, Seneca, Wood and Richland.

Firelands Regional Medical Center is aligned with the American Hospital Association “Committed to Good Stewardship Principles” which outlines:

- Communicating the value of the 340B program on an annual basis describing how the 340B savings benefit the community
- Disclosing hospital 340B estimated savings on an annual basis calculated using a standardized method
- Commitment to performing rigorous internal oversight and reviews to ensure that the hospital 340B program meets HRSA program rules and guidance

## **About the 340B Program**

Firelands Regional Medical Center is enrolled in the U.S. government’s 340B program. Pharmaceutical manufacturers participating in the Medicaid program are required to sell outpatient drugs at discounted prices to 340B covered entities. Firelands Regional Medical Center estimates there was an annual 340B savings of \$6.5 million in 2018. These savings allowed the healthcare system to provide services to uninsured and low-income patients.

## **Potential Impact of Scaling Back the 340B Program**

If the 340B program was scaled back or eliminated, treatments for cancer, renal failure, diabetes and other treatment programs would not be available to support the uninsured and low-income Medicare and Medicaid patients. Firelands Regional Medical Center 340B program provides opportunity for the following benefits.

## Direct and Indirect Benefits of the 340B Program

**Table 1: Reported Community Benefit**

Program or Service Provided	Total Expense	Description (how this aligns with 340B Program intent)
<b>Traditional Charity Care</b>	\$3,512,386	Net cost of providing free or discounted care to indigent patients
<b>Unreimbursed Cost of Medicare Treatment</b>	\$23,552,271	Net cost to provide treatment for Medicare patients
<b>Unreimbursed Cost of Medicaid Treatment</b>	\$11,323,281	Net cost to provide treatment for Medicaid patients
<b>Cost of Bad Debt</b>	\$2,379,007	Net cost of care for patients who were unable to pay for treatment
<b>Community Health Education &amp; Outreach</b>	\$256,254	Net cost of free programs and screenings
<b>Patient Education</b>	\$179,582	Net cost of classes on disease prevention, treatment management, and homecare
<b>Subsidized Health Services</b>	\$323,417	Supplementation of Family Health Services of Erie County
<b>Medical Education Programs</b>	\$1,110,388	Training of nurses, pharmacists, and primary care physicians
<b>Cash/In-Kind Donations</b>	\$84,179	Cash and equipment donations to support community groups

**Table 2: Non-Reported Community Benefit**

Program or Service Provided	Total Expense	Description (how this aligns with 340B Program intent)
<b>Center for Coordinated Care</b>	\$202,117	Expansion of preventative/wellness/primary care services for the community
<b>FTE Positions to Assist and Support Patients</b>	\$224,818	Includes patient navigators and a patient portal coordinator