

Understanding Your Practice Environment: Making an Informed Decision About Where to Work

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Where are Your Colleagues?

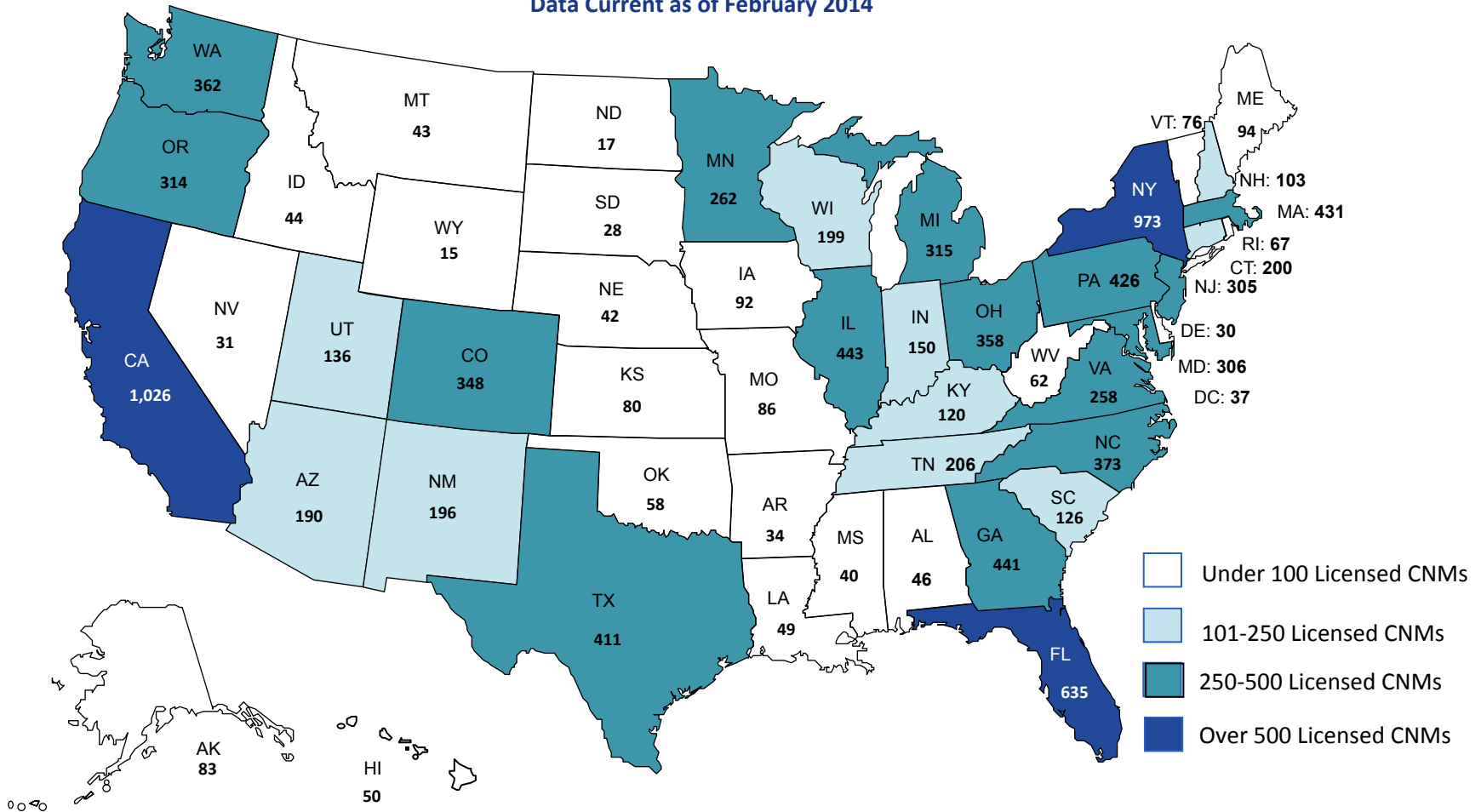


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Where CNMs and CMs Practice

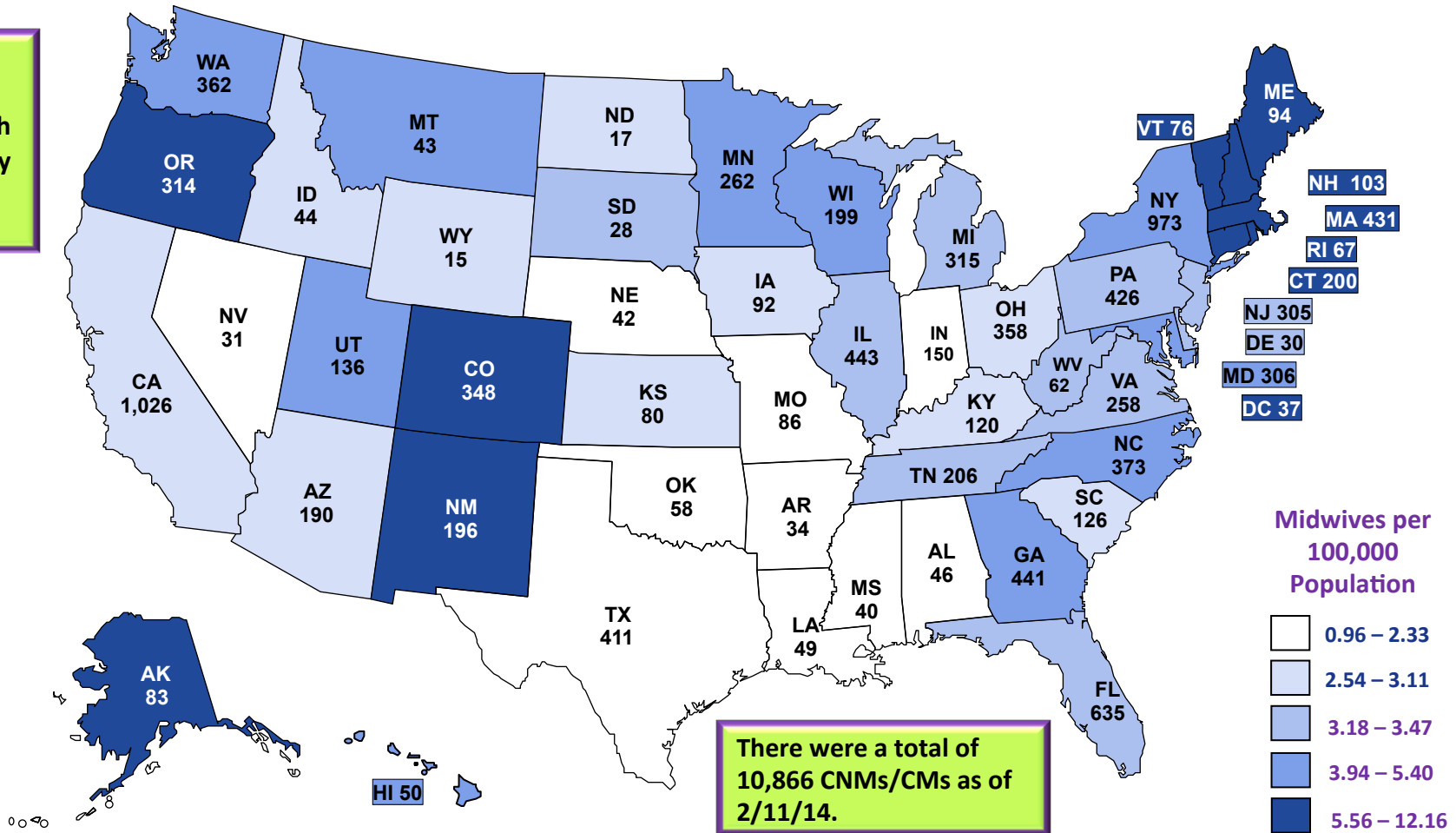
Data Current as of February 2014



Number and Density of CNMs/CMs by State

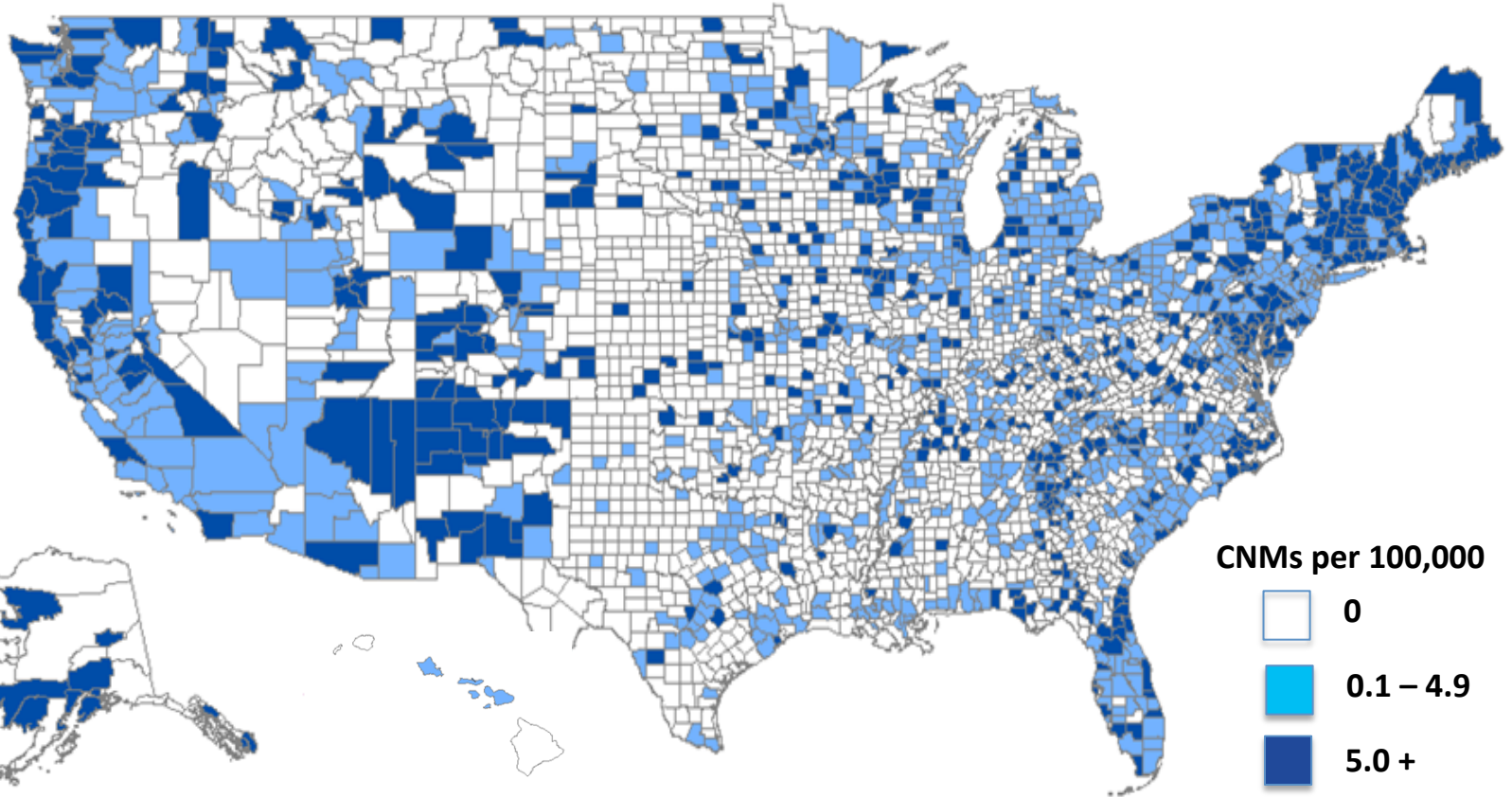
Data Current as of February 2014

Number of CNMs/CMs shown in each state. Density indicated by color.



Certified Nurse-Midwives per 100,000 Population

Data Current as of 2011



Out of 3,142 U.S. Counties, 1,758 (56%) have no CNM.

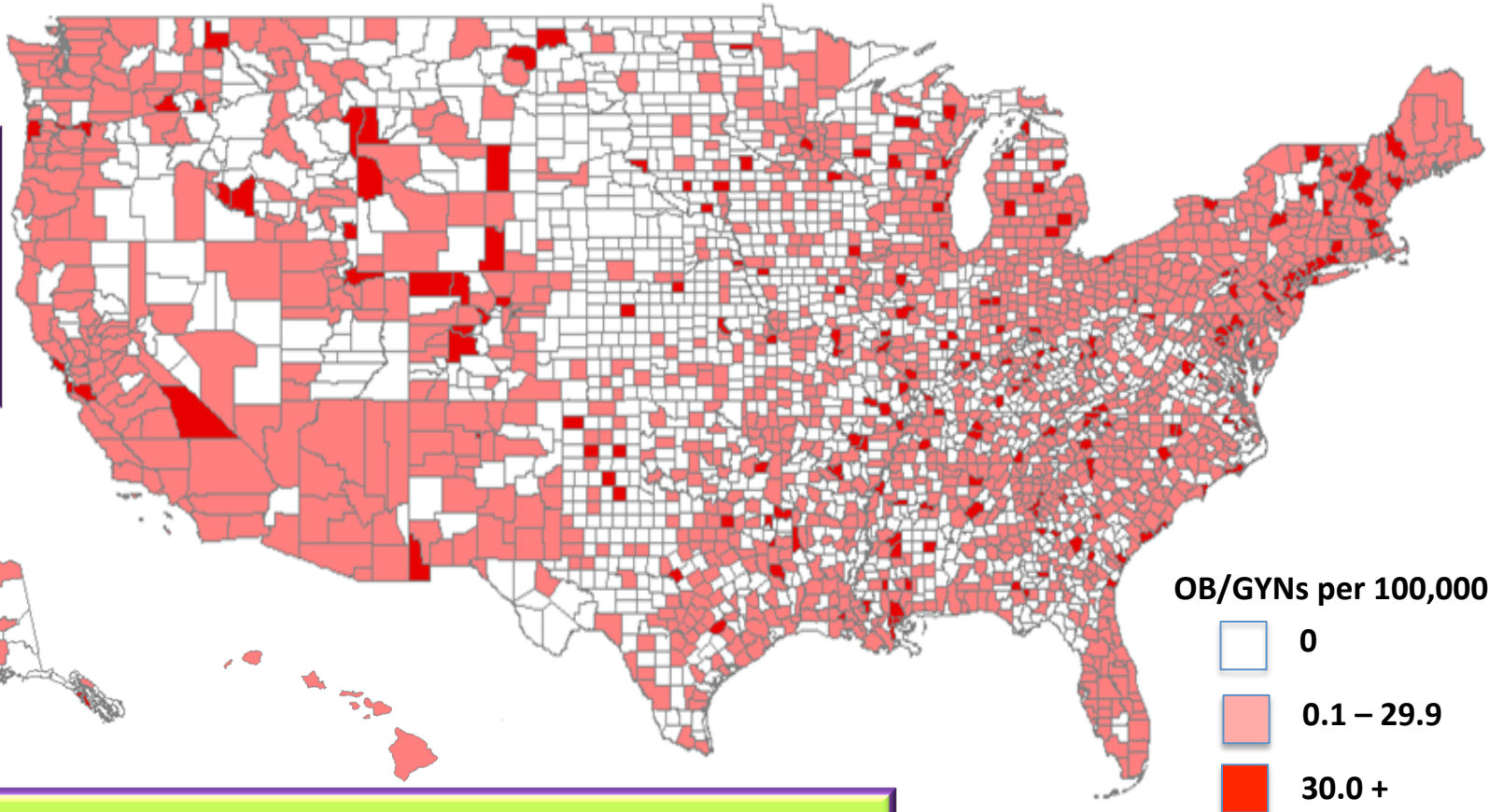


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Obstetrician/Gynecologists per 100,000 Population

Data Current as of 2011



ACOG estimates that in 2011, there were 9.5 million women living in a county without a single OB/GYN.

Out of 3,142 U.S. Counties, 1,459 (46%) have no OB/GYN.

Source: Area Resource File. Slide originally created on 3/1/2014 by Kate Crawford, Birth by the Numbers (www.birthbythenumbers.org)
See also: "The Obstetrician Gynecologist Workforce in the United States, Facts, Figures, and Implications," American Congress of Obstetricians and Gynecologists, 2011

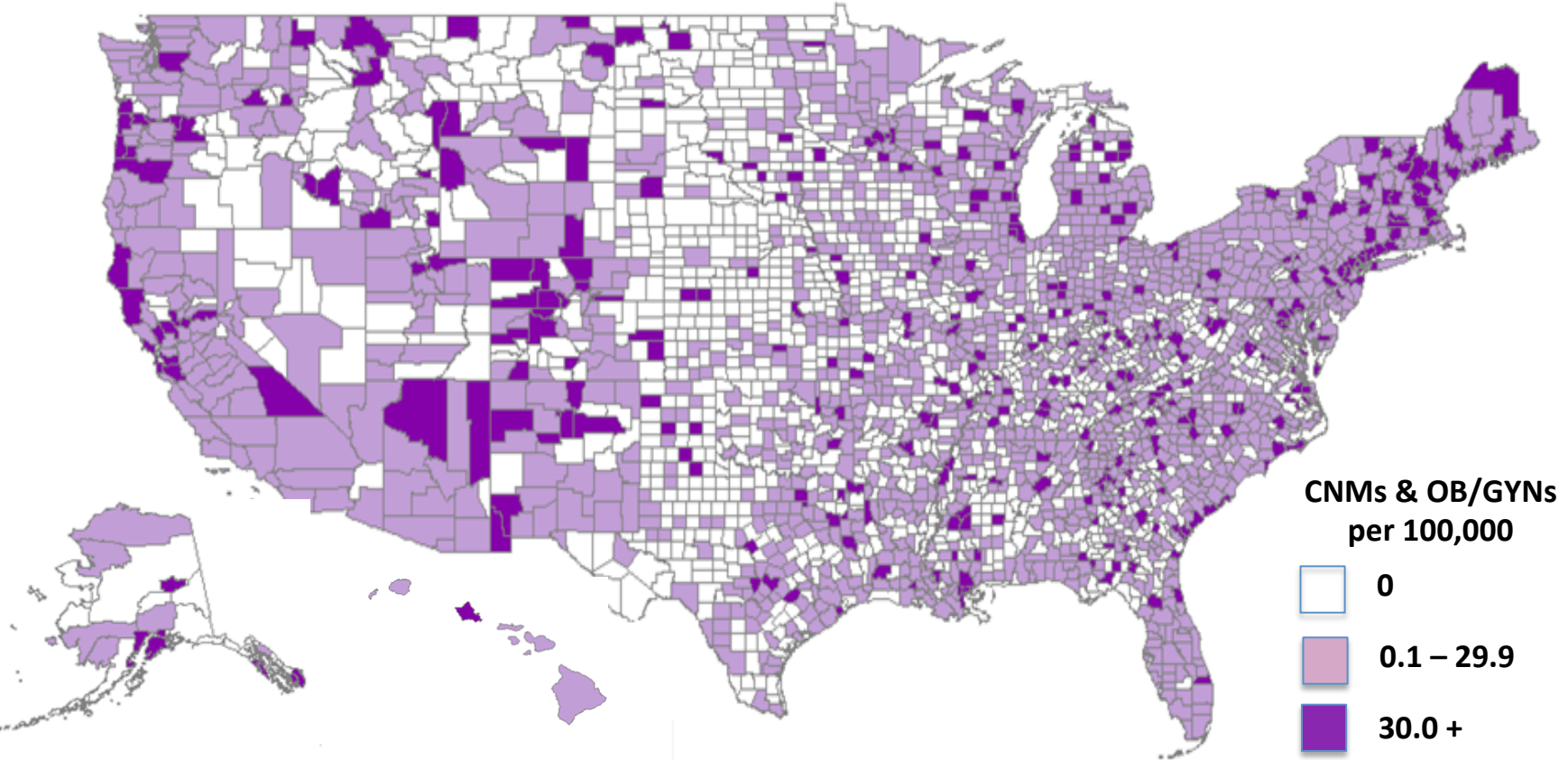


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CNMs and OB/GYNs per 100,000 Population

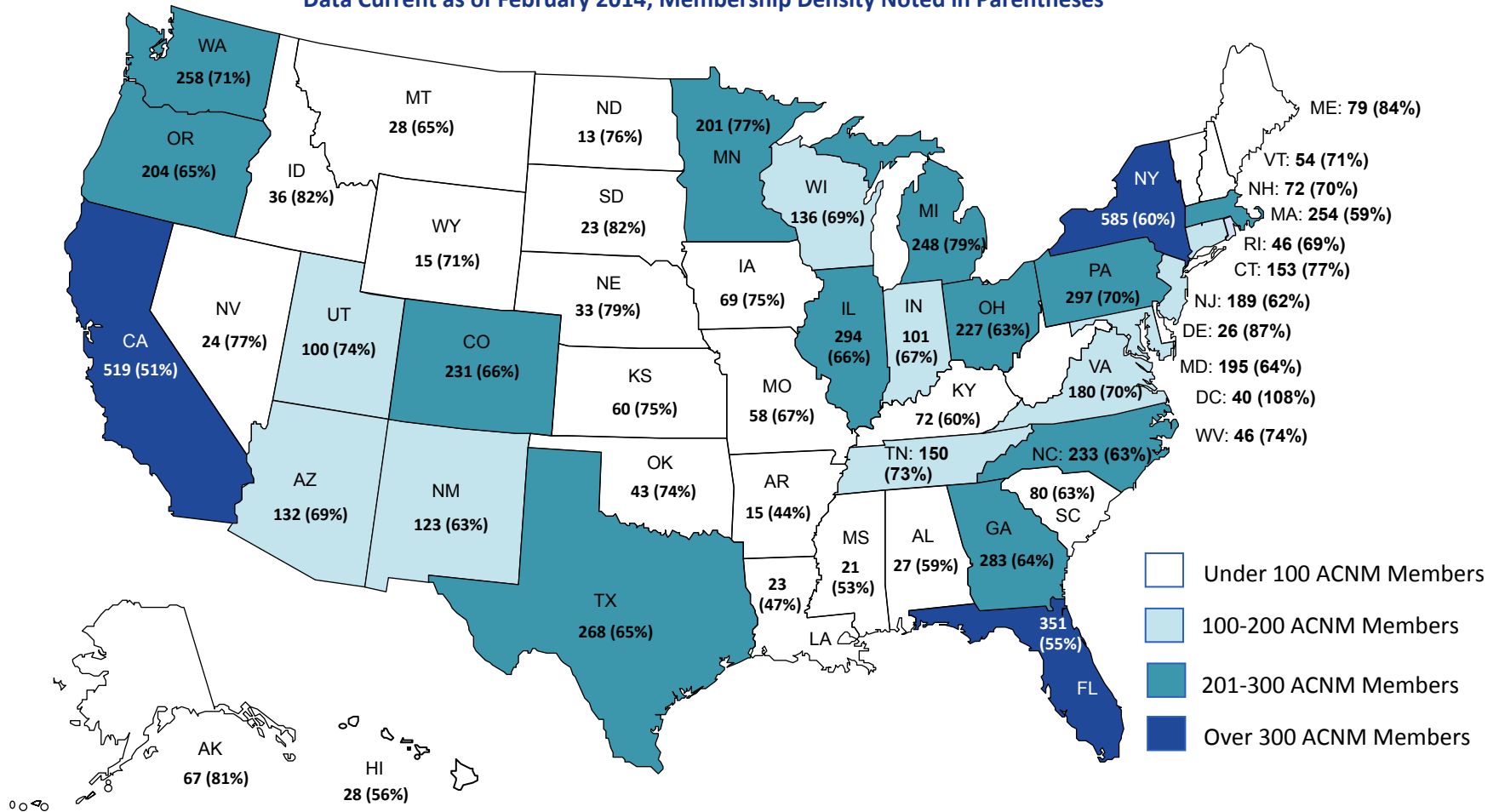
Data Current as of 2011



Out of 3,142 U.S. Counties, 1,263 (40%) have no CNM or OB.

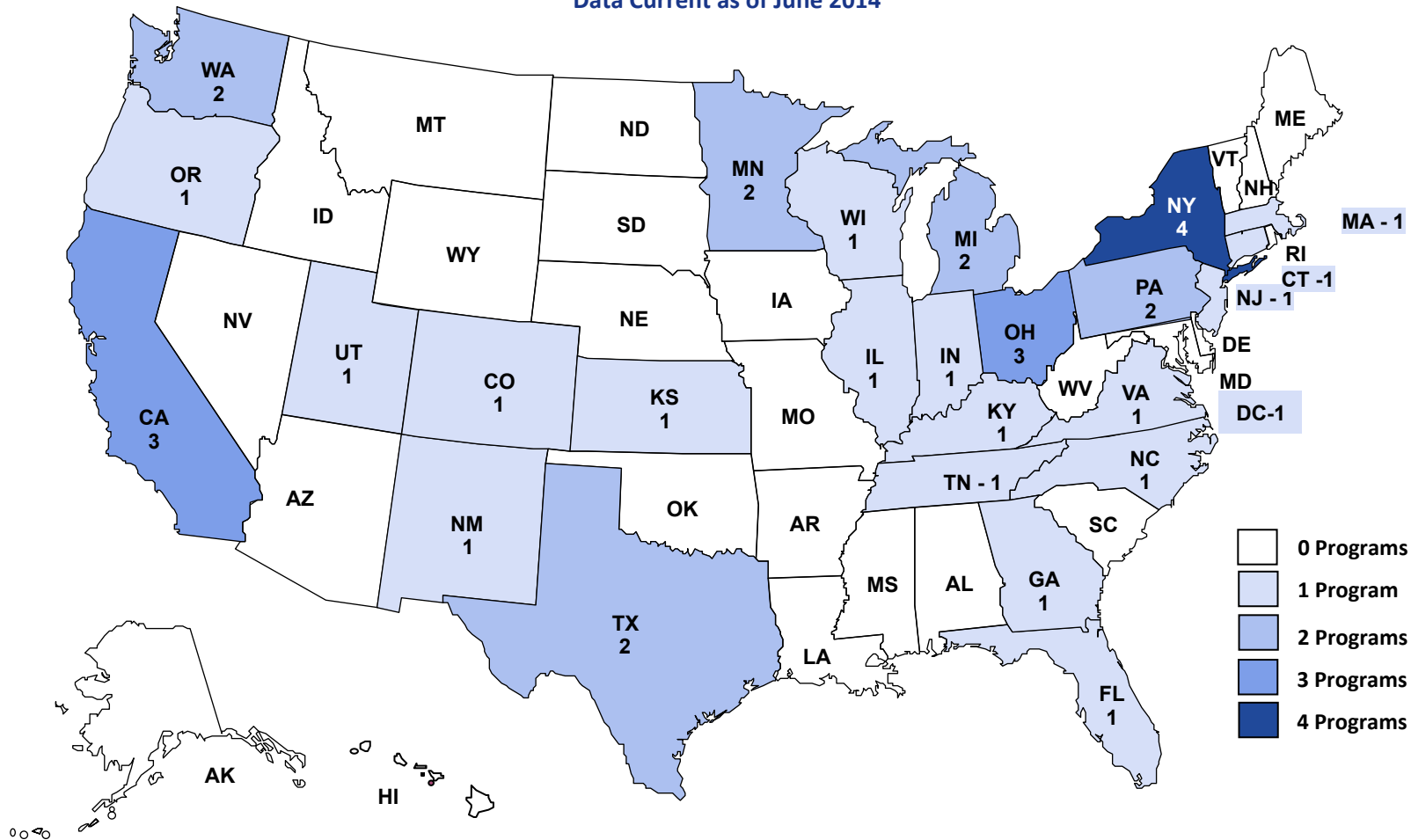
Number of ACNM Members Per State

Data Current as of February 2014; Membership Density Noted in Parentheses



Number of Midwifery Education Programs by State

Data Current as of June 2014



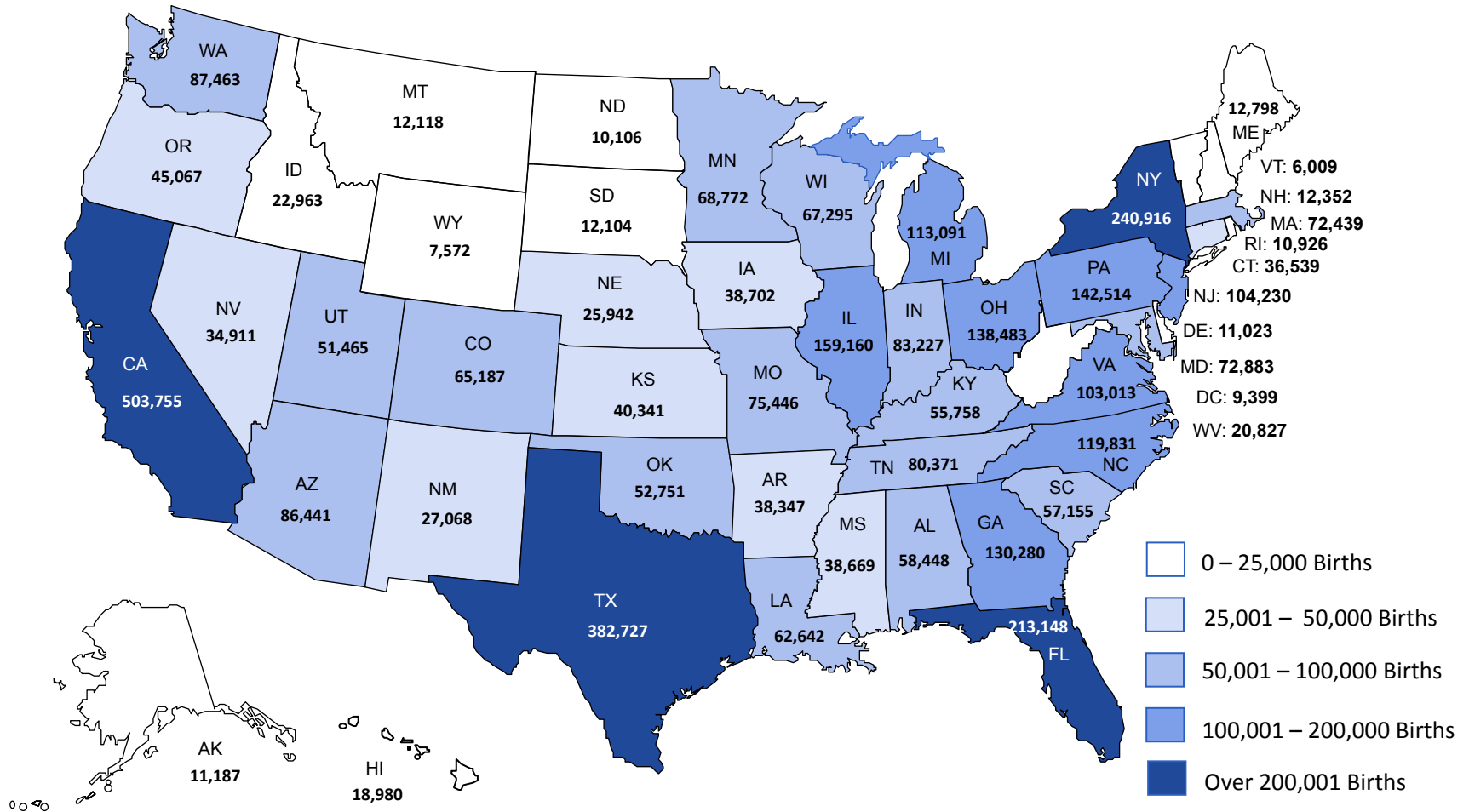
The Prevalence of Midwifery



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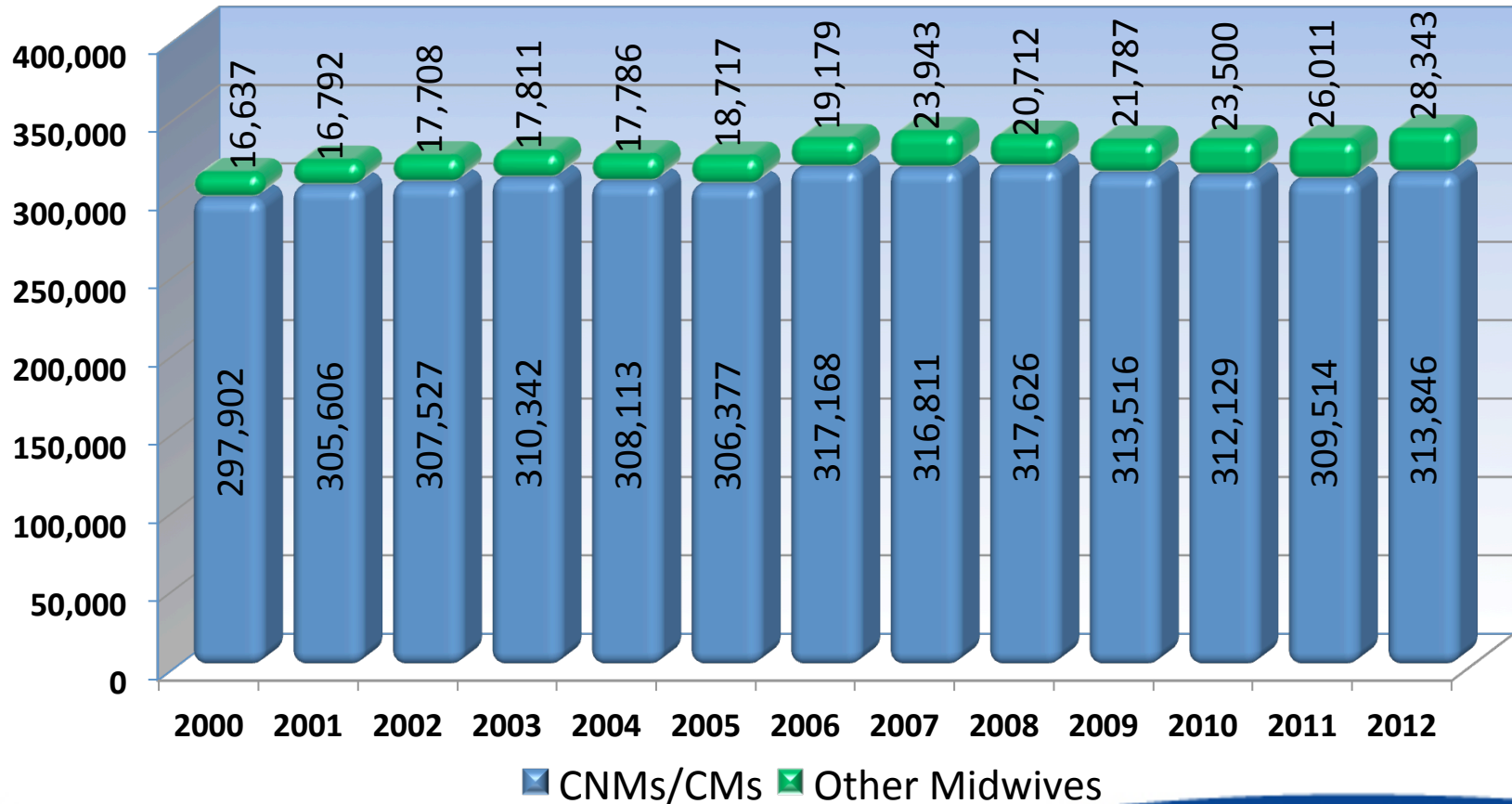
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Number of Births Per State in 2012



Source: Births: Final Data for 2012, National Vital Statistics Report, available at: http://www.cdc.gov/nchs/data/nvsr/nvsr62/nvsr62_09.pdf

Births Attended by CNMs/CMs and “Other” Midwives – 2000-2012



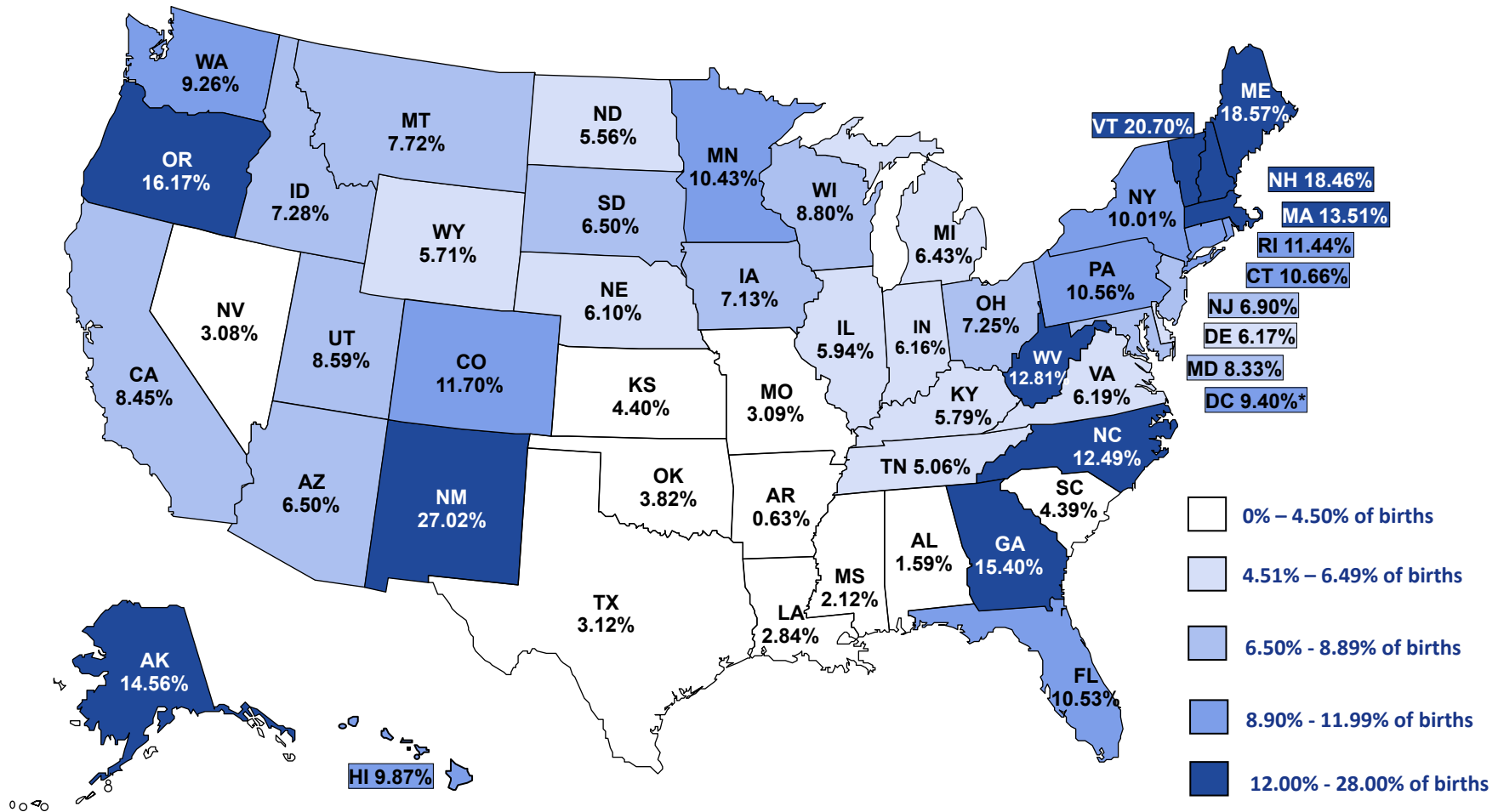
Source: CDC Vital Stats, Births - Available at:
http://www.cdc.gov/nchs/data_access/vitalstats/vitalstats_births.htm, also
National Vital Statistics Reports, vol. 62, no. 9, Births: Final Data for 2012,
December 30, 2013. Available at:
http://www.cdc.gov/nchs/data/nvsr/nvsr62/nvsr62_09.pdf



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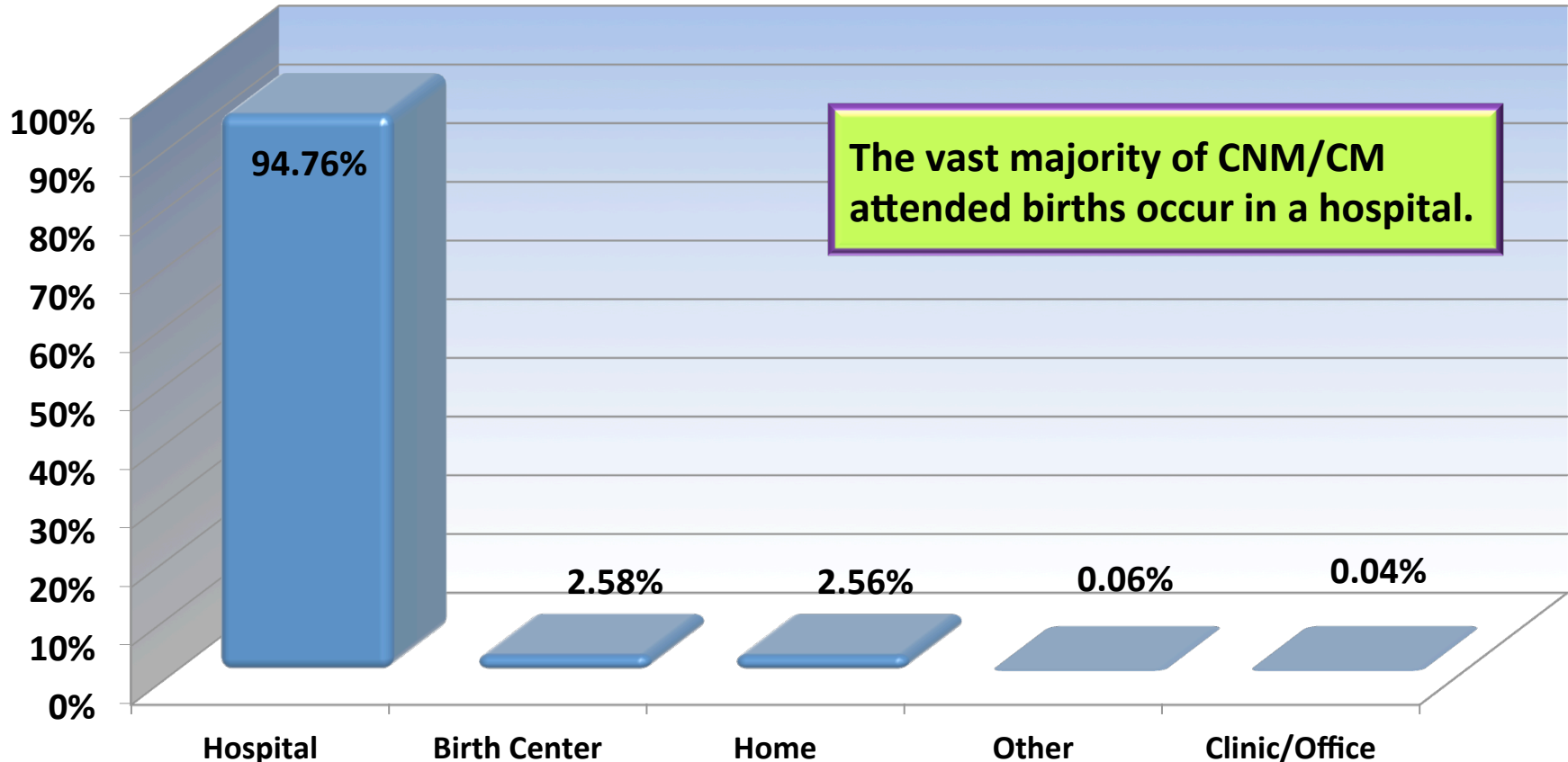
Percent of Births Attended by CNMs/CMs - 2012



Source: CDC Vital Stats, Births - Available at:

http://www.cdc.gov/nchs/data_access/vitalstats/vitalstats_births.htm

CNM/CM Attended Births by Location - 2012



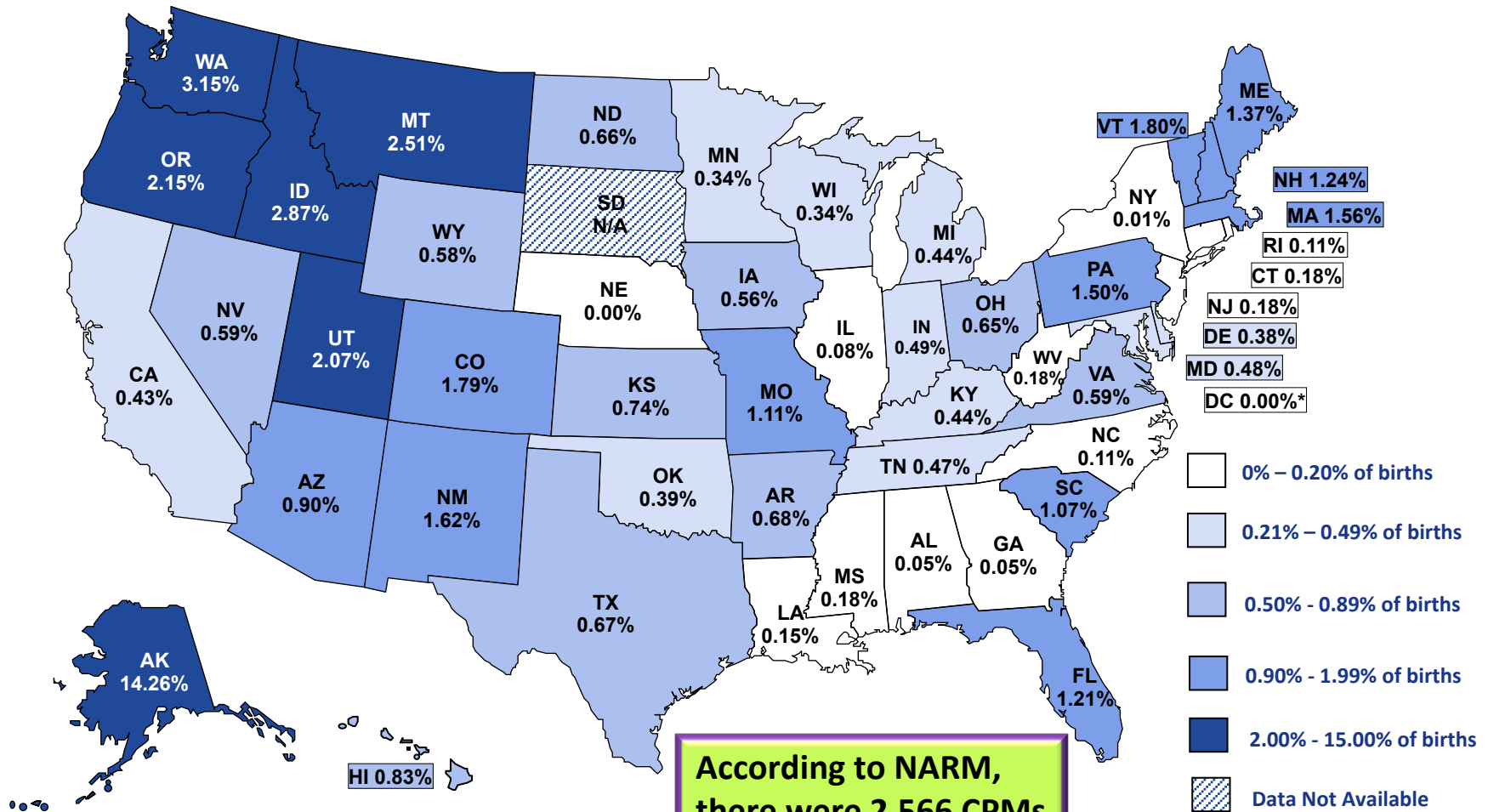
Source: CDC Vital Stats, Births - Available at:
http://www.cdc.gov/nchs/data_access/vitalstats/vitalstats_births.htm
Note these data are from states where this level of specificity is provided on the birth certificate. The data are not available for 551,247 of 3,952,841 births occurring in 2012.



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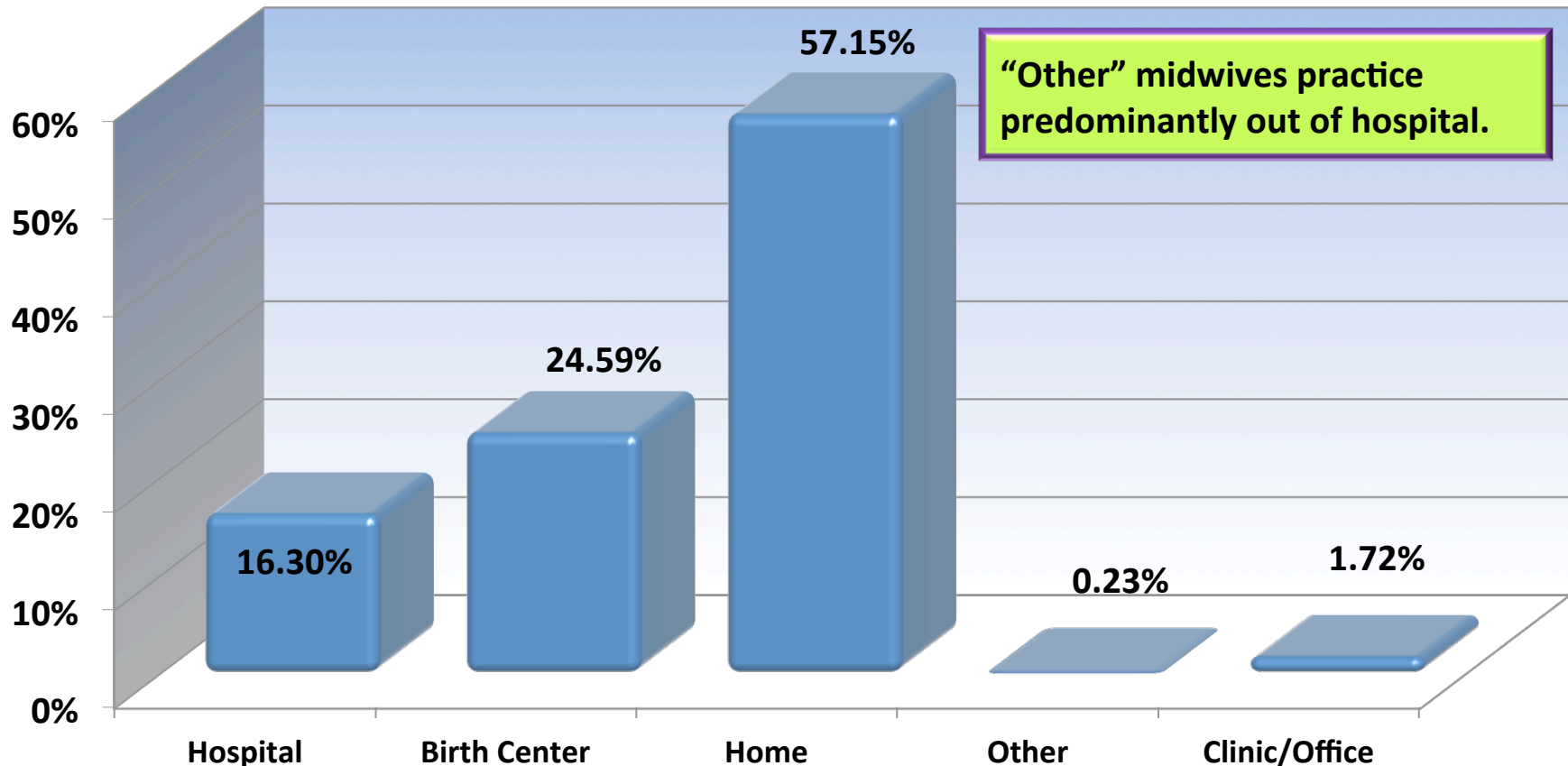
Percent of Births Attended by “Other” Midwives - 2012



**According to NARM,
there were 2,566 CPMs
as of August 2014.**

Source: CDC Vital Stats, Births - Available at:
http://www.cdc.gov/nchs/data_access/vitalstats/vitalstats_births.htm

“Other” Midwife Attended Births by Location - 2012



Source: CDC Vital Stats, Births - Available at:

http://www.cdc.gov/nchs/data_access/vitalstats/vitalstats_births.htm

Note these data are from states where this level of specificity is provided on the birth certificate. The data are not available for 551,247 of 3,952,841 births occurring in 2012.

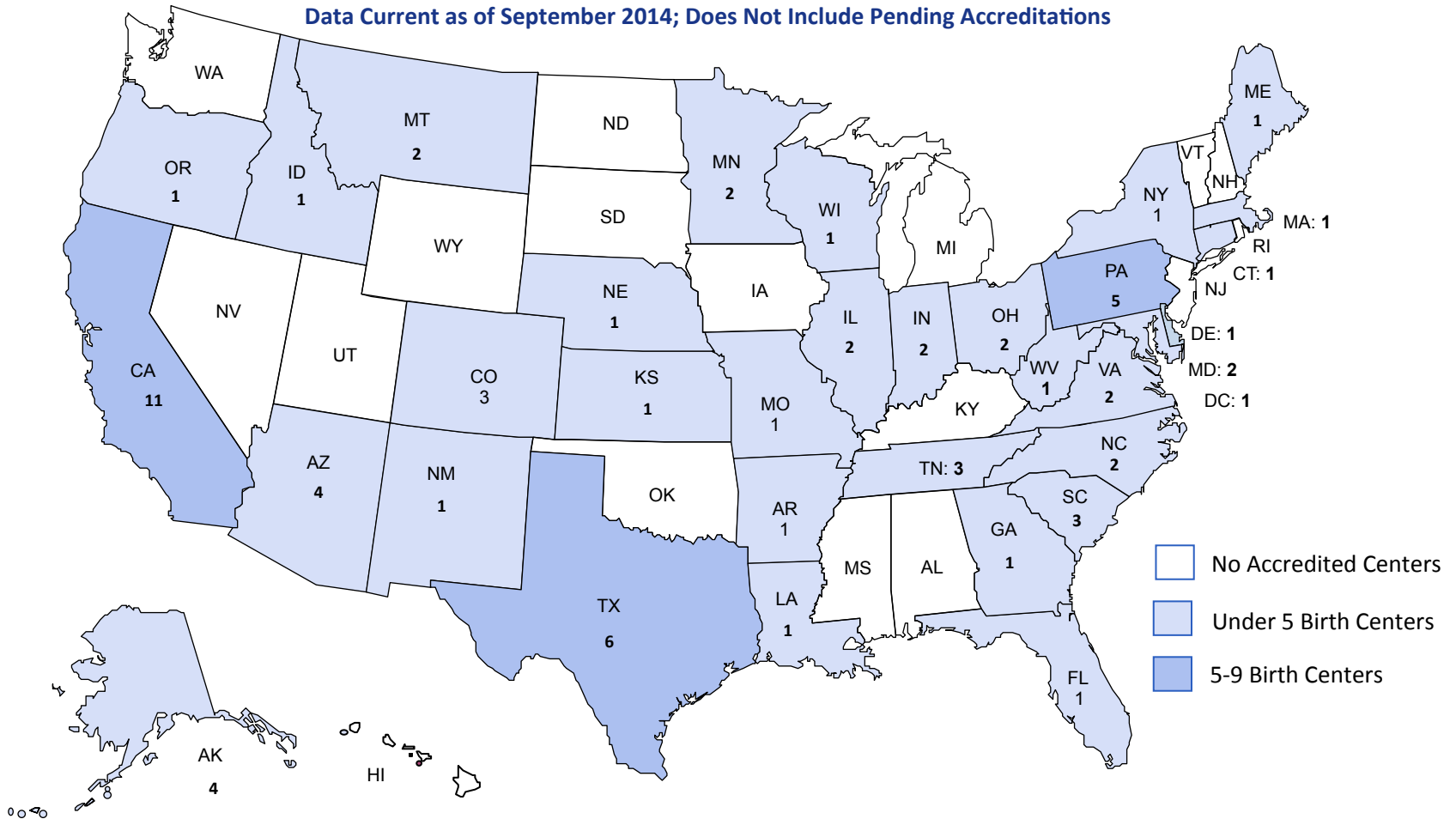


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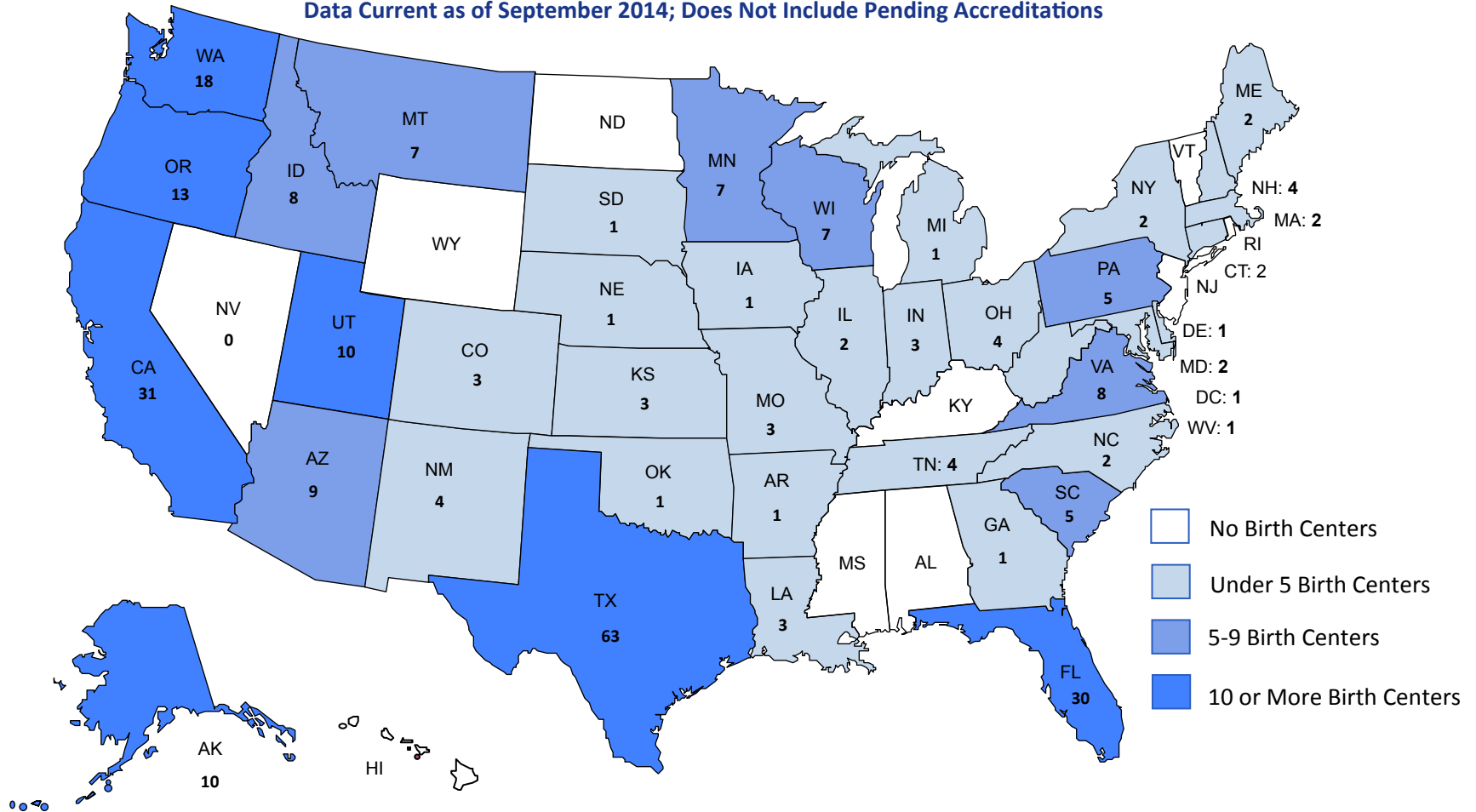
Number of Accredited Birth Centers Per State

Accreditation by Commission for the Accreditation of Birth Centers (CABC)
Data Current as of September 2014; Does Not Include Pending Accreditations



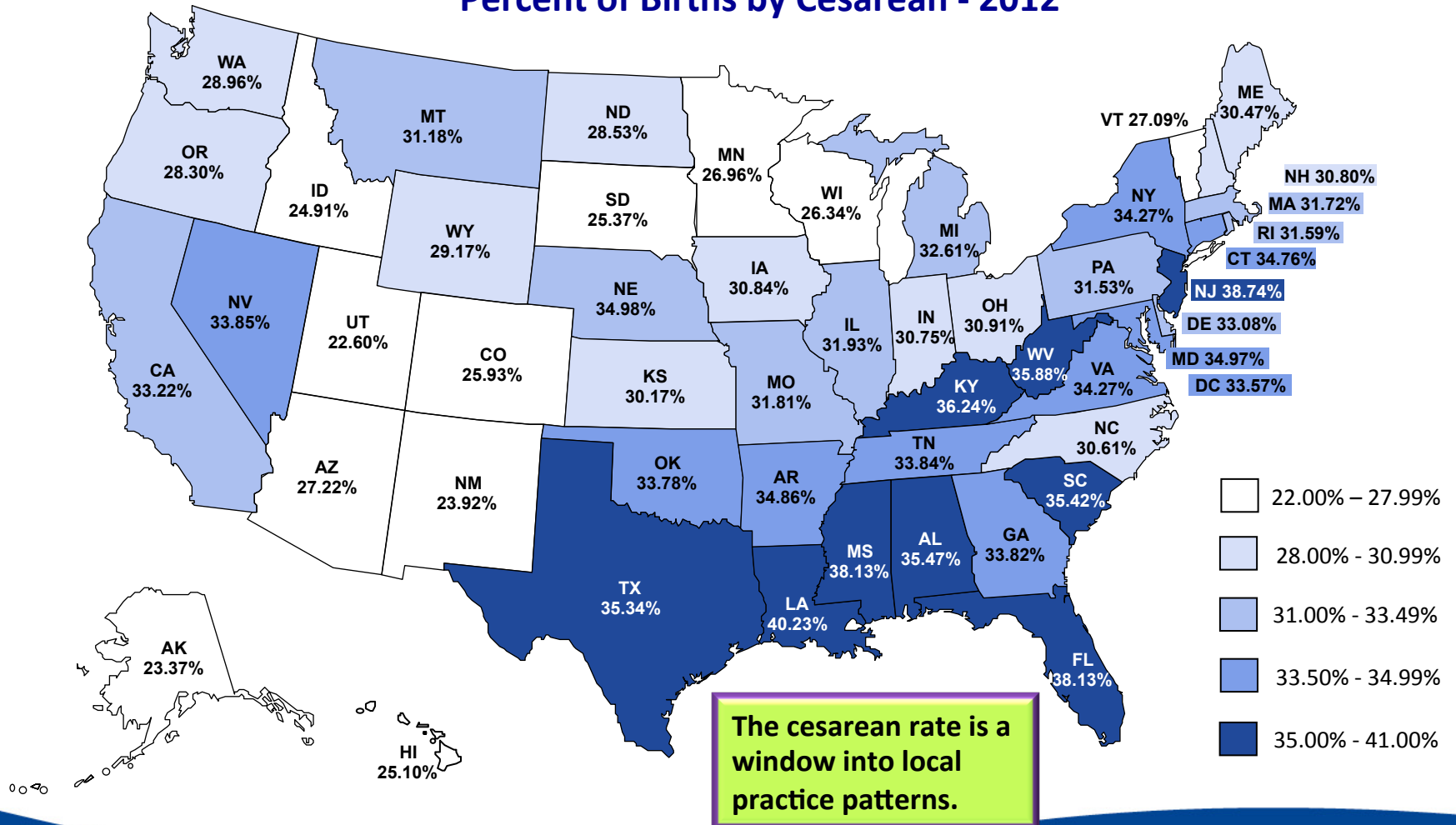
Total Number of Birth Centers per State (Accredited and Non-Accredited)

Accreditation by Commission for the Accreditation of Birth Centers (CABC)
Data Current as of September 2014; Does Not Include Pending Accreditations



Rates of Cesarean Delivery Vary Dramatically Across the U.S.

Percent of Births by Cesarean - 2012



Laws and Regulations Affecting Midwifery

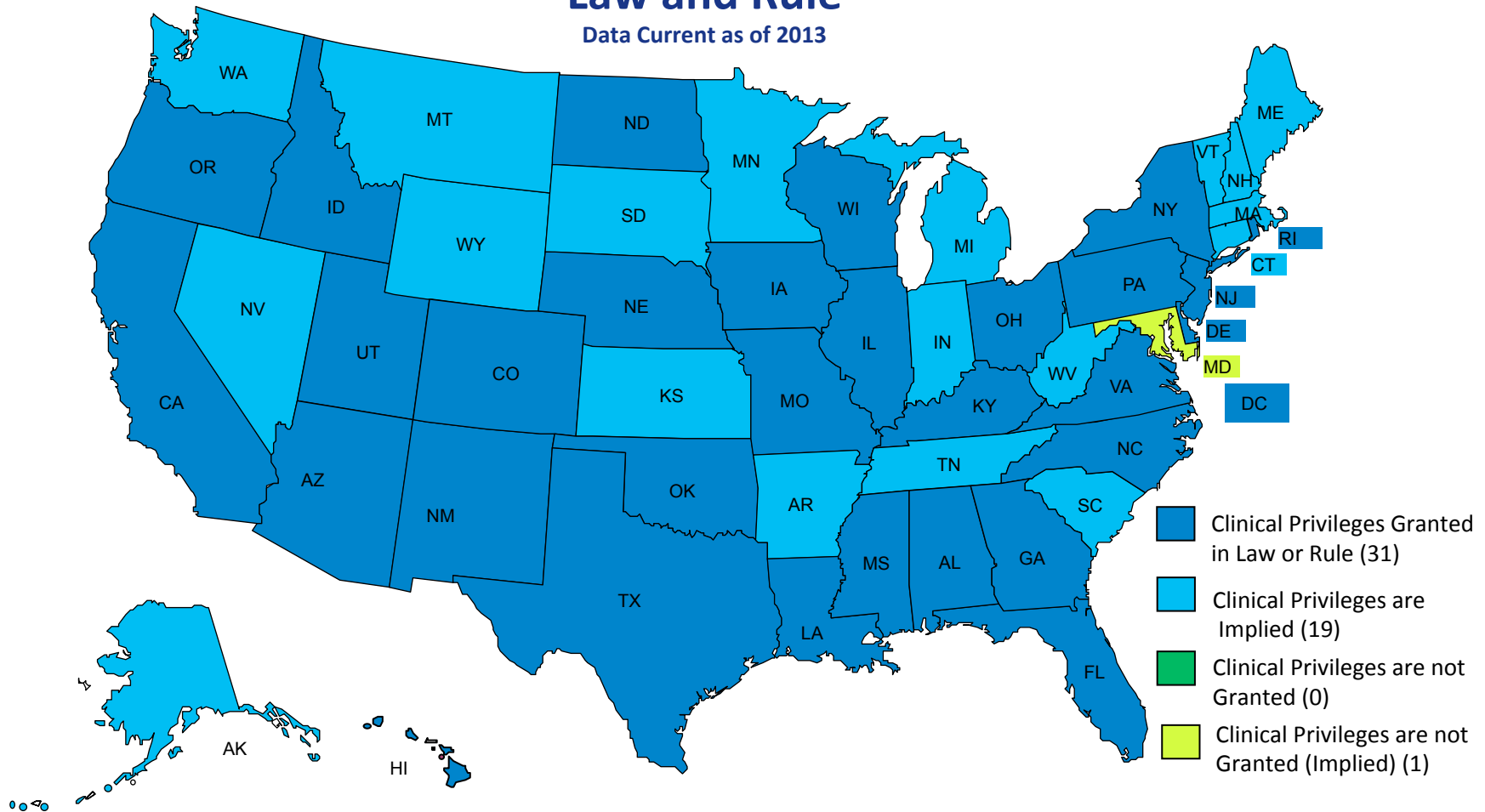


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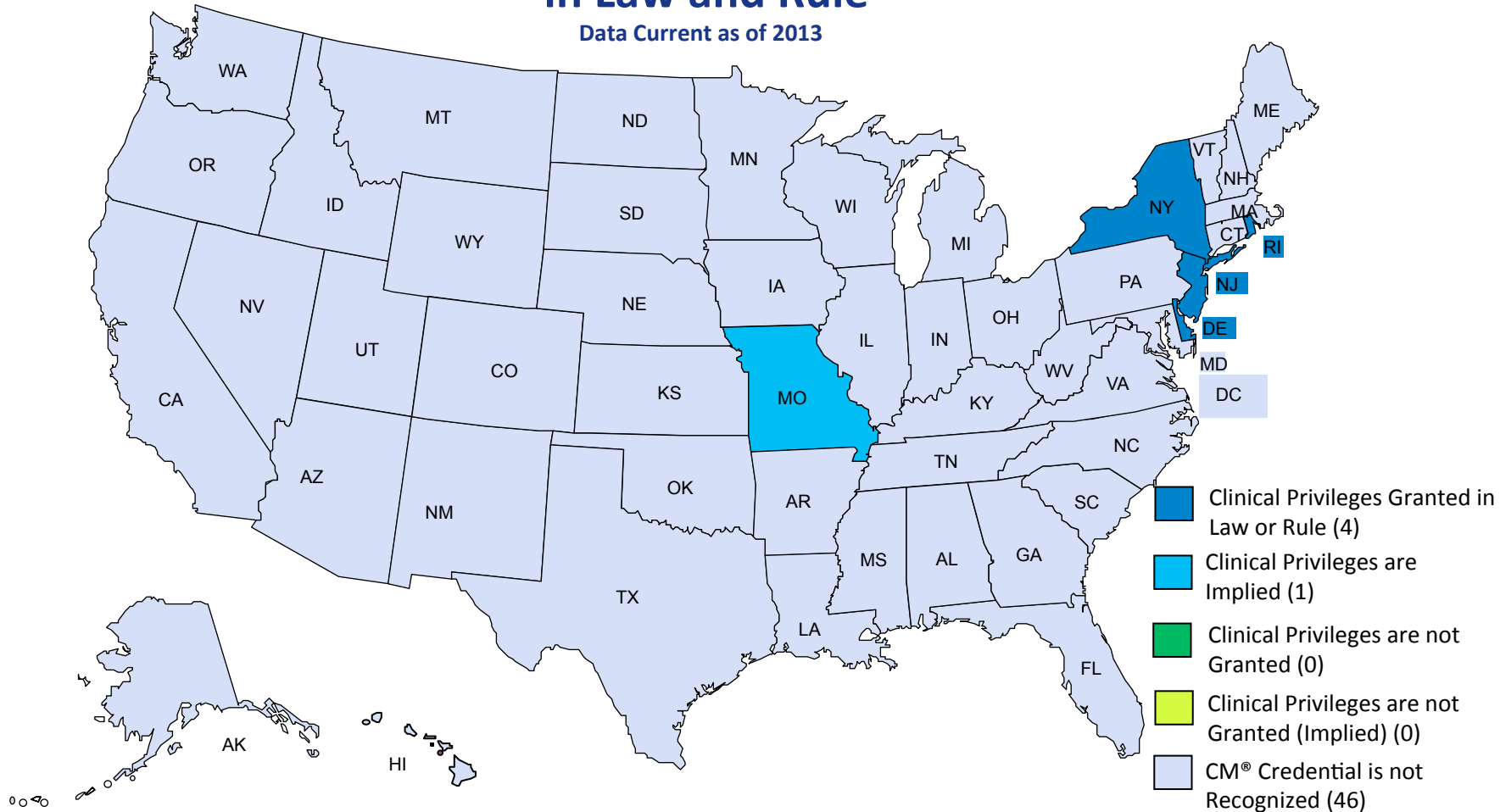
Clinical Privileging Provisions for Certified Nurse-Midwives (CNM®) in Law and Rule

Data Current as of 2013

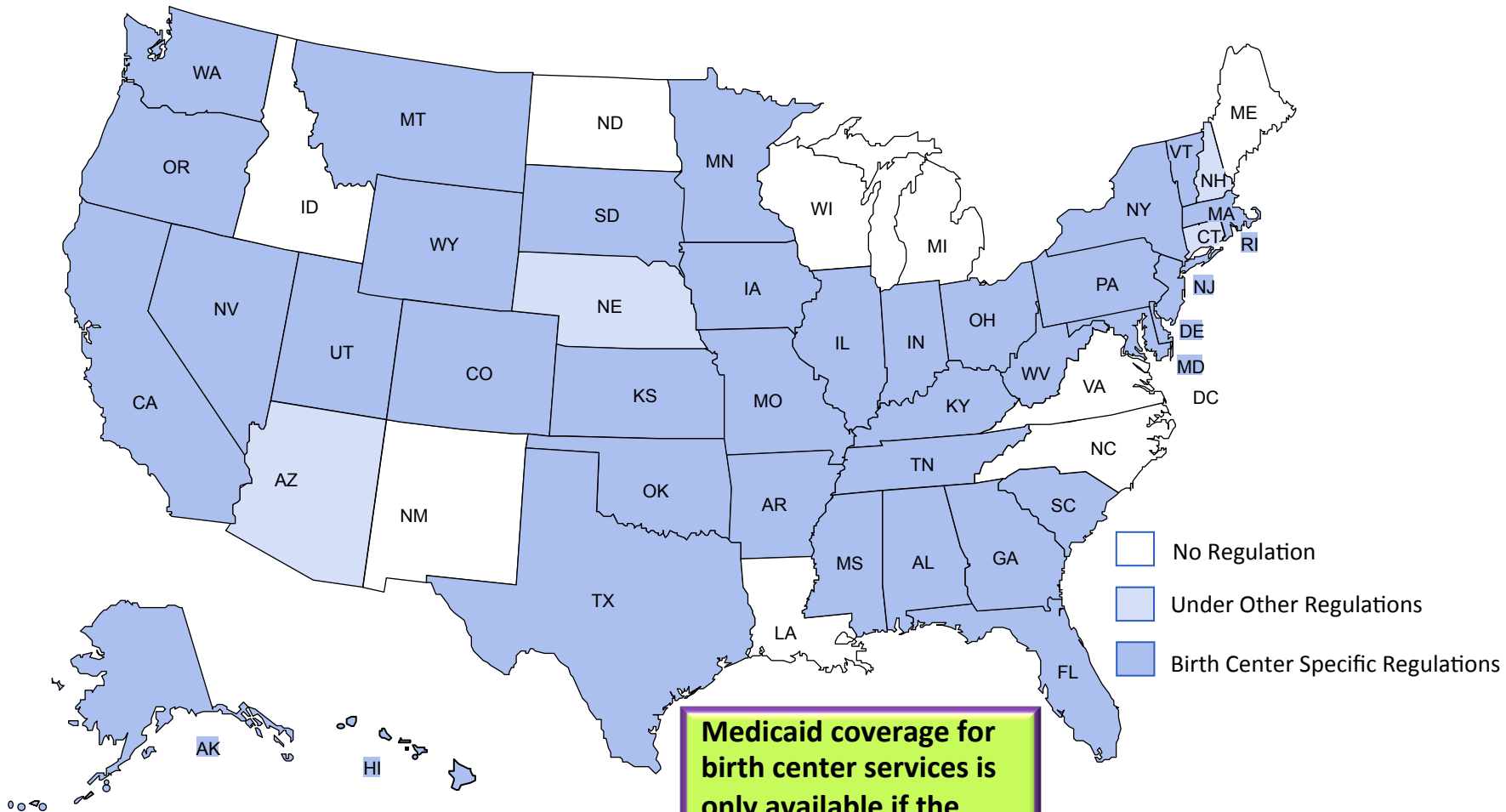


Clinical Privileging Provisions for Certified Midwives (CM®) in Law and Rule

Data Current as of 2013



Which States License/Regulate Birth Centers



Medicaid coverage for birth center services is only available if the state regulates or licenses them.

Medicaid: Your Most Important Payer

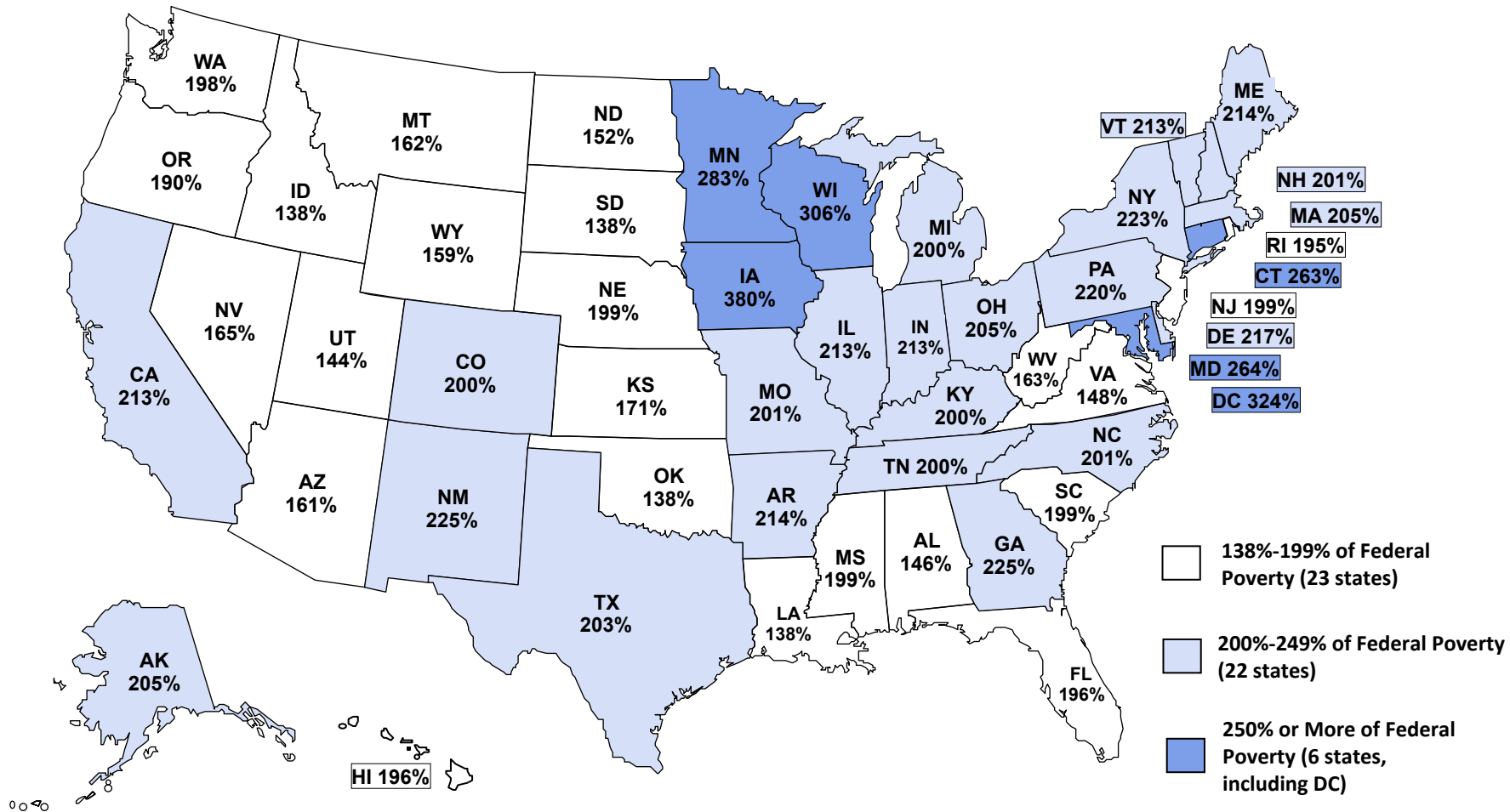


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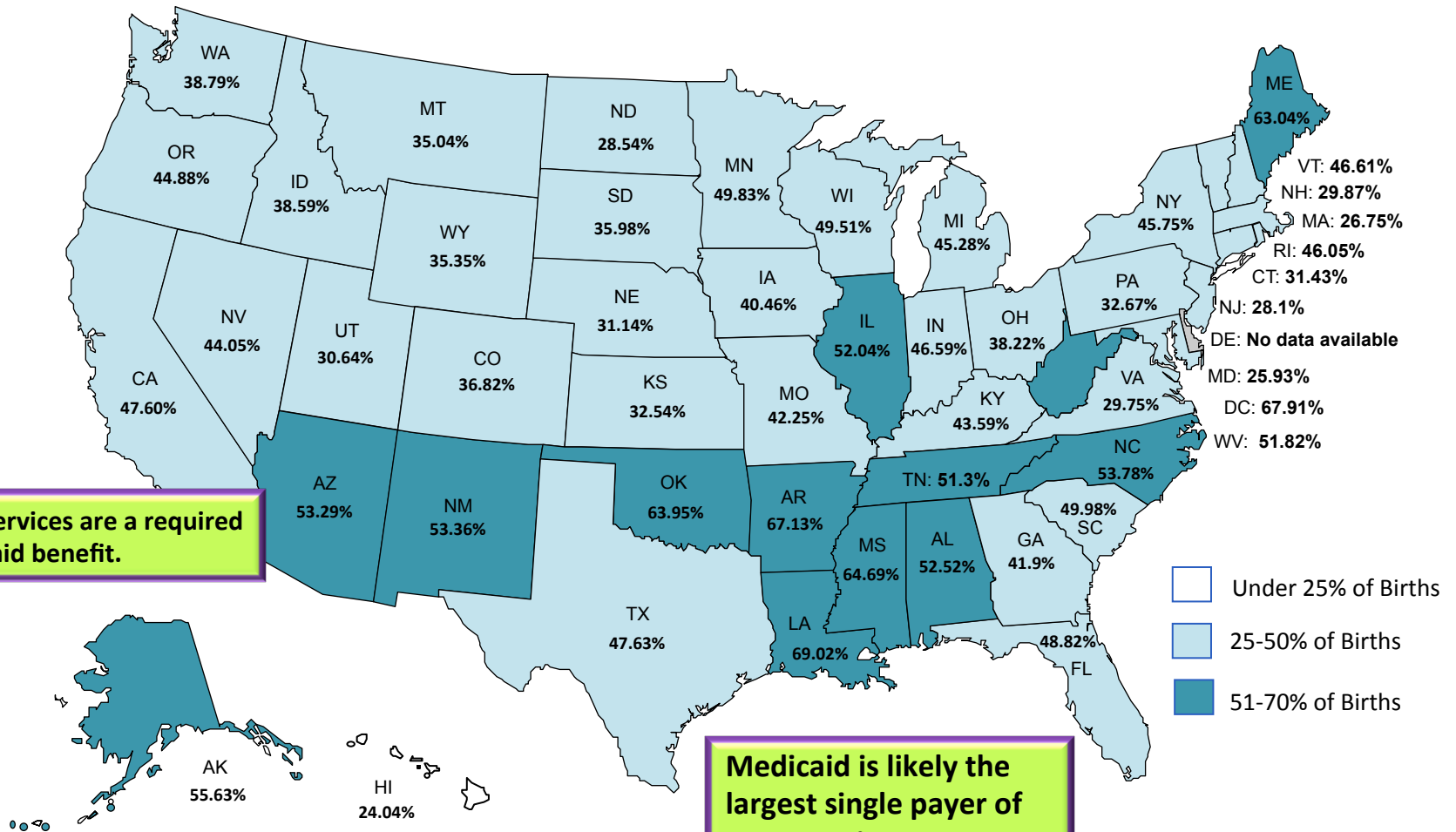
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Income Eligibility Levels for Pregnant Women to Obtain Medicaid Coverage

As a Percent of the Federal Poverty Level, Data Current as of April 1, 2014



Percentage of Births Covered by Medicaid - 2010



CNM services are a required Medicaid benefit.

Medicaid is likely the largest single payer of CNM services.

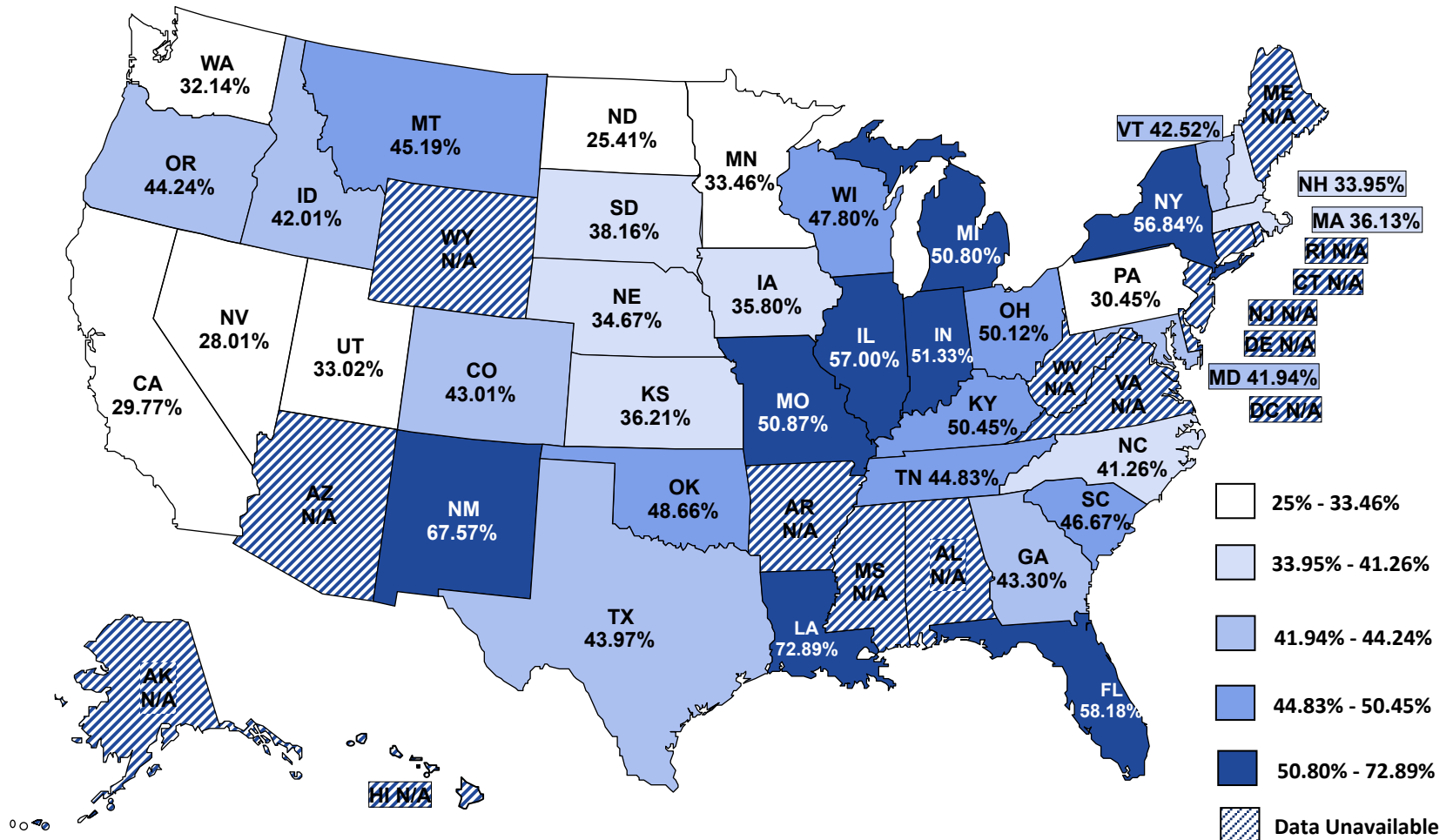
- Under 25% of Births
- 25-50% of Births
- 51-70% of Births

Source: Markus, et. al., "Medicaid Covered Births, 2008 to 2010, in the Context of the Implementation of Health Reform," *Women's Health Issues*, vol. 23, issue 5, e273-e280. Available at:

<http://www.whijournal.com/article/PIIS1049386713000558/fulltext#tbl1> These figures represent 2010 births.

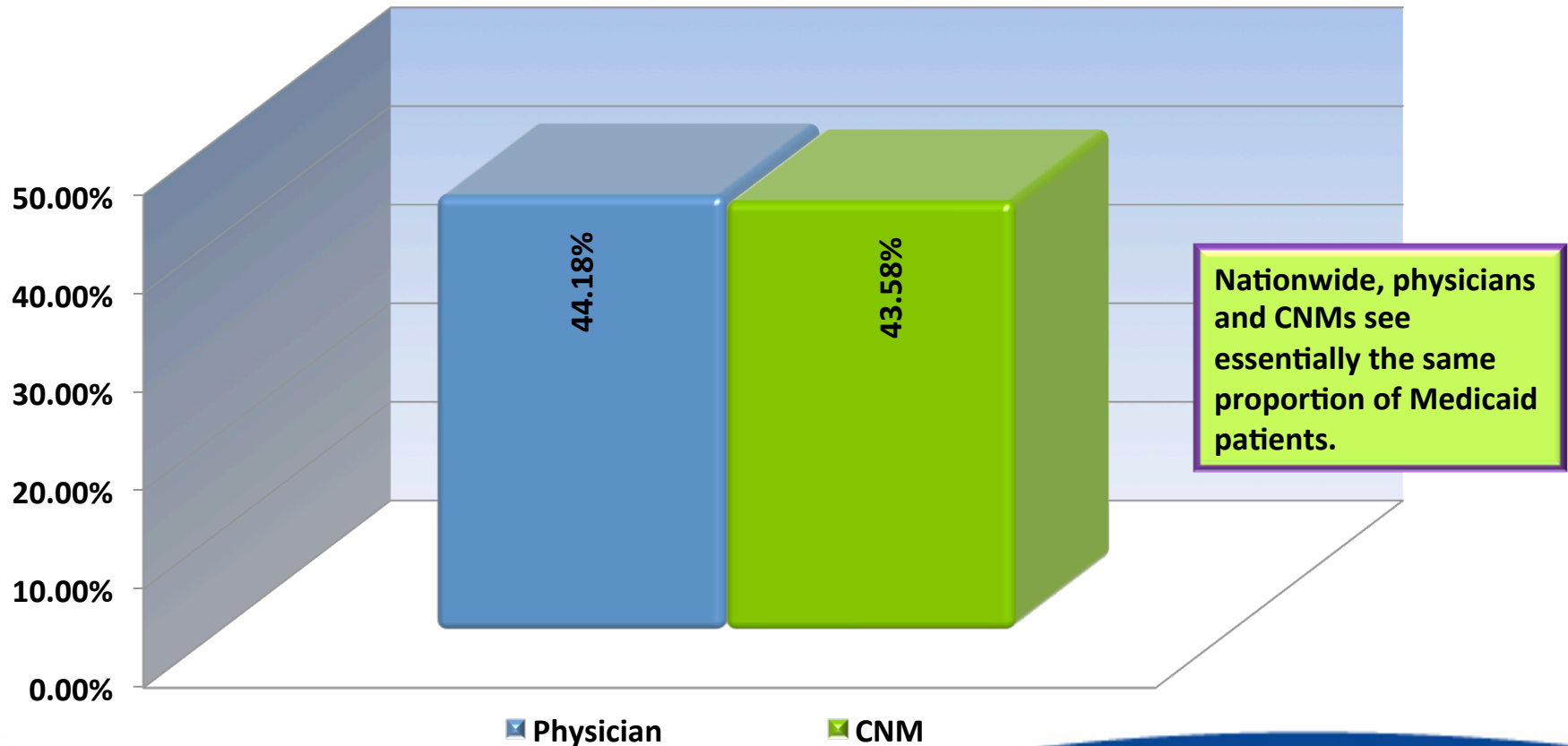
* Note that Delaware data for 2010 were not available, so map represents 2009 data.

Percent of Births Attended by CNMs Covered by Medicaid - 2012



Source: CDC Vital Stats – Births - http://www.cdc.gov/nchs/data_access/vitalstats/VitalStats_Births.htm
 Note, data is available for physicians for 38 states and for CNMs/CMs for 36 states. Results reflect only situations where payer was reported on the birth certificate.

Percent of Births Covered by Medicaid by Provider Type - 2012



Source: CDC Vital Stats – Births -

http://www.cdc.gov/nchs/data_access/vitalstats/VitalStats_Births.htm Note, data is available for physicians for 38 states and for CNMs/CMs for 36 states. Results reflect only situations where payer was reported on the birth certificate.



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Percent of Births Covered by Medicaid Among those Attended by CNMs and Physicians – 2012

States where CNMs do More

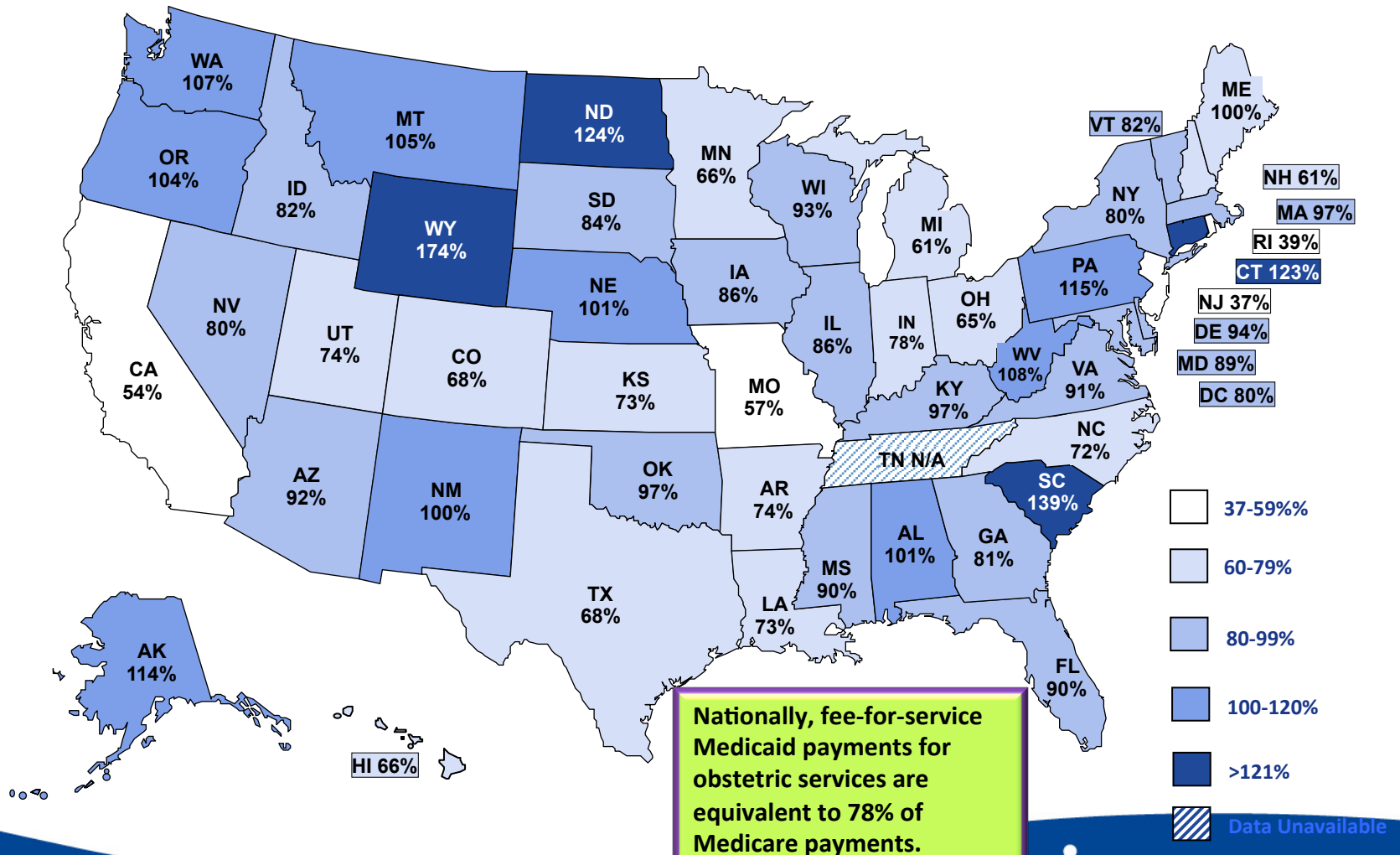
States where Physicians do More

State	Percent CNM	Percent Physician	State	Percent CNM	Percent Physician
Colorado	43.01%	34.23%	California	29.77%	48.31%
Florida	58.18%	50.57%	Georgia	43.30%	48.42%
Idaho	42.01%	40.31%	Iowa	35.80%	39.33%
Illinois	57.00%	47.72%	Nevada	28.01%	39.17%
Indiana	51.33%	45.06%	North Carolina	41.26%	46.01%
Kansas	36.21%	33.25%	North Dakota	25.41%	28.09%
Kentucky	50.45%	43.25%	Oklahoma	48.66%	56.41%
Louisiana	72.89%	65.71%	Oregon	44.24%	45.56%
Maryland	41.94%	31.28%	Pennsylvania	30.45%	34.32%
Massachusetts	36.13%	28.55%	South Carolina	46.67%	52.45%
Michigan	50.80%	43.48%	Tennessee	44.83%	53.85%
Minnesota	33.46%	20.52%	Texas	43.97%	46.70%
Missouri	50.87%	44.24%	Vermont	42.52%	48.13%
Montana	45.19%	35.17%	Washington	32.14%	39.87%
Nebraska	34.67%	31.38%			
New Hampshire	33.95%	30.00%			
New Mexico	67.57%	55.53%			
New York	56.84%	44.60%			
Ohio	50.12%	39.62%			
South Dakota	38.16%	33.38%			
Utah	33.02%	28.17%			
Wisconsin	47.80%	38.02%			

Not all states birth certificates report payer type, so not all are listed here.

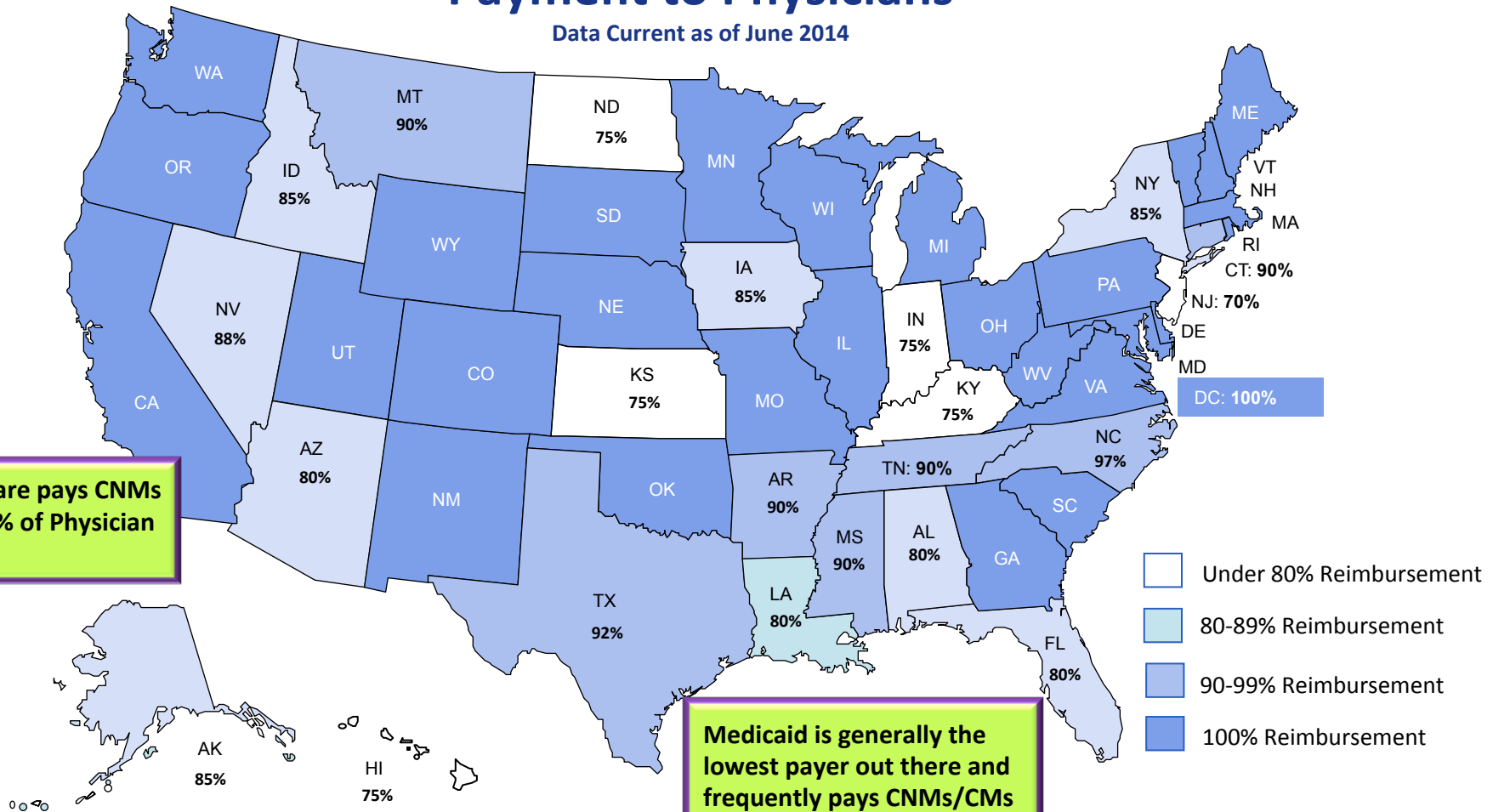
situations where payer was reported on the birth certificate.

Medicaid Fee-for-Service Payments to Physicians for Obstetric Services as a Percent of Medicare Payments - 2012



Medicaid Fee-for-Service Payments to CNMs as a Percent of Payment to Physicians

Data Current as of June 2014



Medicare pays CNMs at 100% of Physician rates.

Medicaid is generally the lowest payer out there and frequently pays CNMs/CMs less than physicians.

Source: ACNM analysis of state law, regulation and payment policy.
MN pays 90% in most sites. MA pays 85%, depending on certain criteria.

Modeling the Medicaid Business Impact

State	Medicare's National Payment for CPT 59400 (2014)	Medicaid Payment to Physicians (% of Medicare)	CNM Payment as Percent of Physician Payment	Modeled Medicaid Payment to CNMs (based on data in prior slides)	Actual Reimbursement Amount from State Fee Schedules	Percent of CNM Patients Covered by Medicaid
LA	\$2,183.76	\$1,594.15 (73%)	(80%)	\$1,275.32	\$1,311.55	72.89%
NJ	\$2,183.76	\$807.99 (37%)	(70%)	\$565.59	\$328	28.1%
WA	\$2,183.76	\$2,336.62 (107%)	(100%)	\$2,336.62	\$2,101.29	32.14%
WY	\$2,183.76	\$3,799.74 (174%)	(100%)	\$3,799.74	\$2,376.57	35.35%

- Data in the foregoing slides can be used to model the business impact of Medicaid, but to really know what a given state pays, you need to look up its fee schedule.
- Under either the model, or actual fee schedule amounts, a CNM in New Jersey would have to see **seven** Medicaid patients to realize as much revenue as a CNM in Wyoming seeing **one** Medicaid patient.

Important Note: Modeled payment amounts are approximations.

New Jersey: <https://www.njmms.com/download/Documents/CPTHCPSCODES.pdf>

Louisiana: http://www.lamedicaid.com/provweb1/fee_schedules/FFESCHED.pdf (LA's fee schedule does not list 59400. So this figure includes payment for 59410, one occurrence of 99204 and 11 occurrences of 99213)

Washington: http://www.hca.wa.gov/medicaid/rbrvs/Documents/2014/physician_070114.xls

Wyoming: http://wyequalitycare.acs-inc.com/fees/Fee_Schedule/index.asp

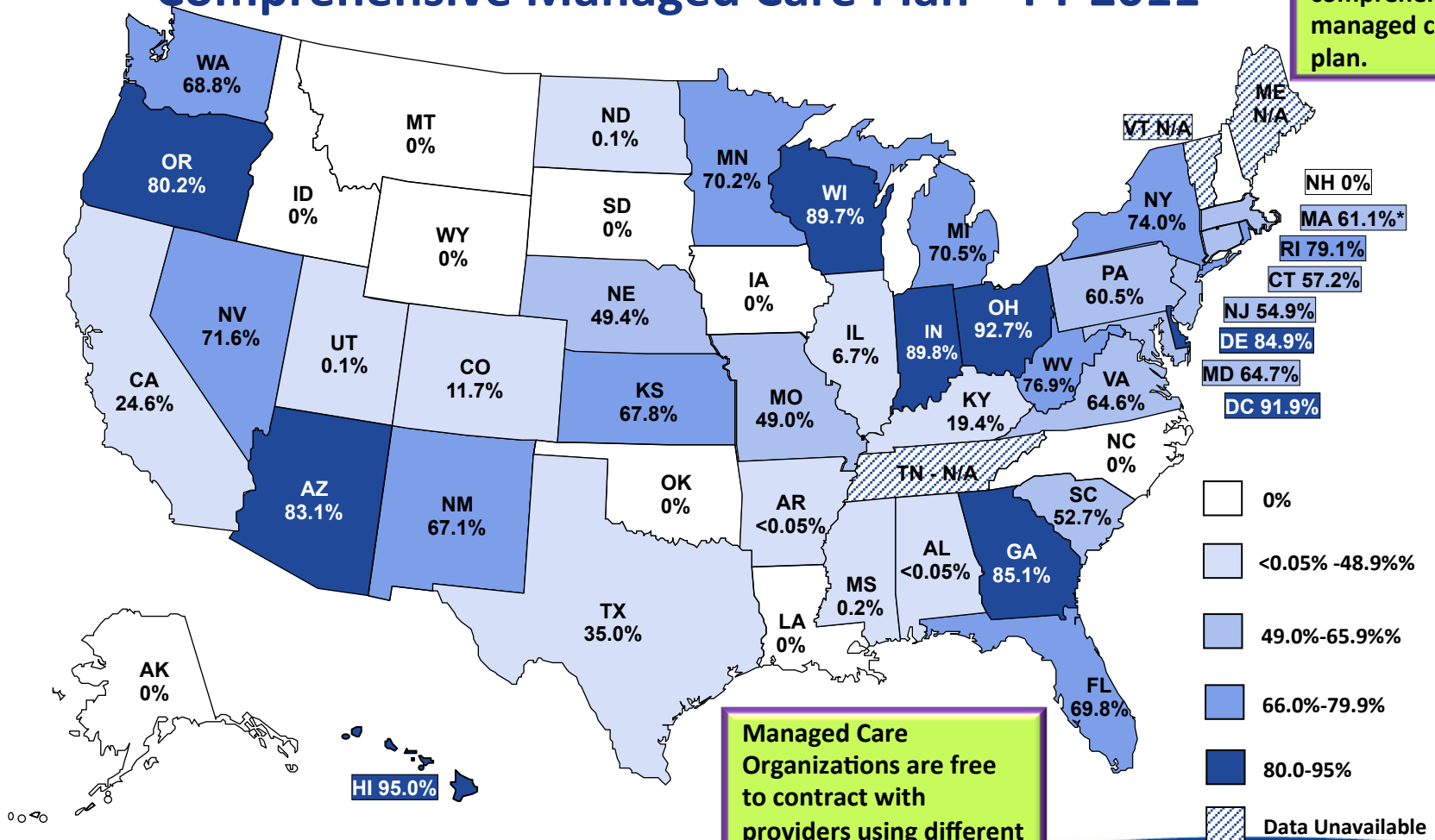


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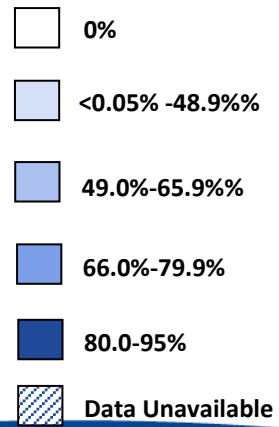
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Percent of Adults with Medicaid Covered Under a Comprehensive Managed Care Plan – FY 2011

48.0% of adults covered by Medicaid in 2011 were covered under a comprehensive managed care plan.

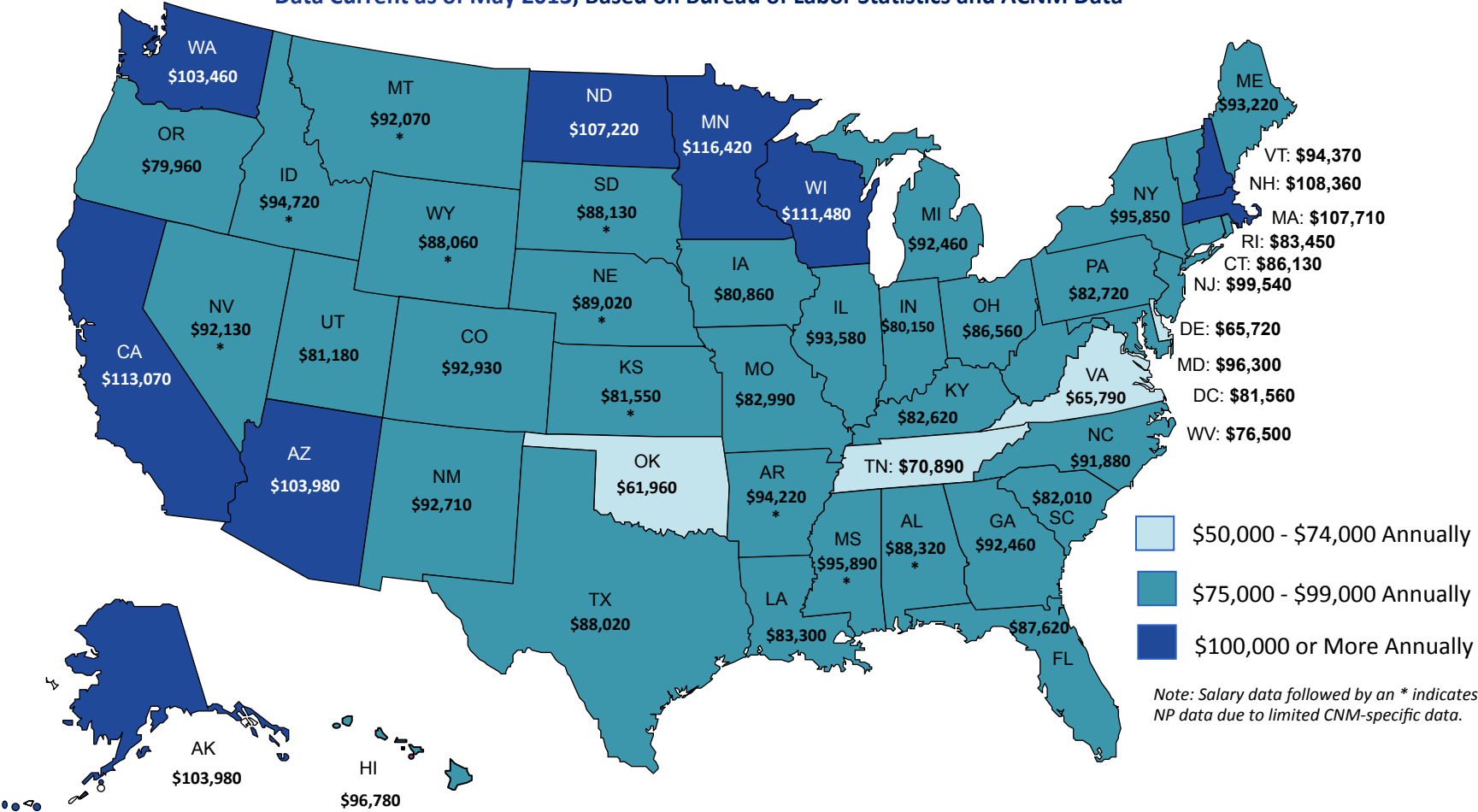


Managed Care Organizations are free to contract with providers using different rates than fee-for-service.



Average CNM and CM Salary Per State

Data Current as of May 2013; Based on Bureau of Labor Statistics and ACNM Data



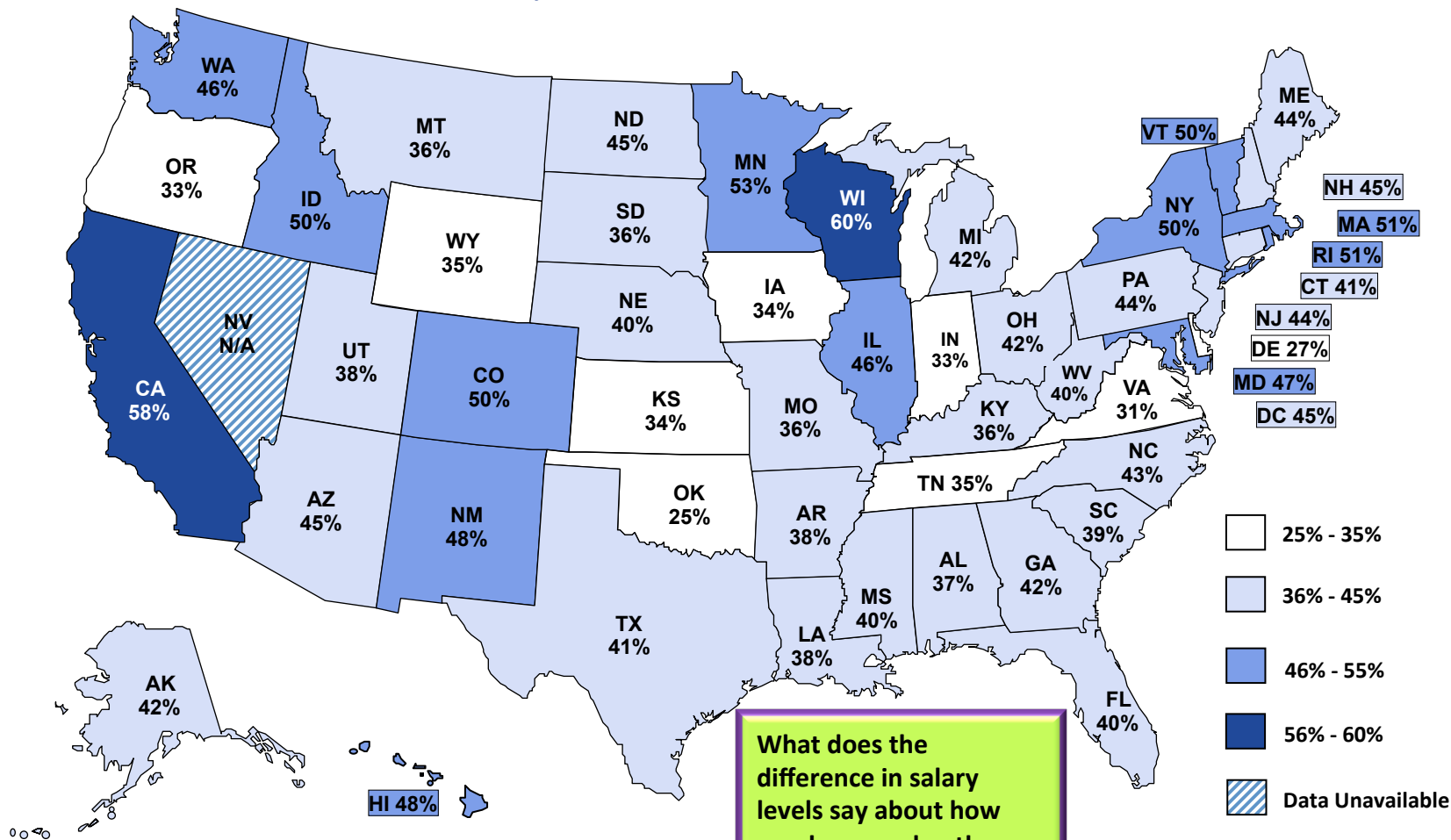
Note: Salary data followed by an * indicates NP data due to limited CNM-specific data.

Source: Bureau of Labor Statistics, available at: <http://www.bls.gov/oes/current/oes291161.htm> Due to limited midwifery salary data, NP data was substituted for some states as a rough estimate. In general, NP salaries tend to be slightly higher than CNM salaries.



CNM Salary as a Percent of OB Salary

Data Current as of May 2013; Based on Bureau of Labor Statistics and ACNM Data



What does the difference in salary levels say about how employers value the two professions?

Source: Bureau of Labor Statistics, available at: <http://www.bls.gov/oes/current/oes291161.htm> Due to limited midwifery salary data, NP data was substituted for some states as a rough estimate. In general, NP salaries tend to be slightly higher than CNM salaries.

Q&A



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