



## **Nursing in General Practice Business Case Study – Addendum**

### **Practice Nurse MBS Item numbers and extension of the Practice Nurse PIP to urban areas of workforce shortage**

Since the development of the Nursing in General Practice Business Case Package in 2003, three new item numbers have been added to the Medicare Benefits Schedule (MBS) for services undertaken by a practice nurse on behalf of a medical practitioner. All practices where medical practitioners are eligible to receive Medicare benefits have become eligible to claim MBS items for services provided by a practice nurse for *immunisation* and *wound care*. Medical practitioners in regional, rural and remote areas are also eligible to claim an item number for *Pap smears* undertaken by a practice nurse.

The *MedicarePlus* package extended the Practice Incentive Program (PIP) practice nurse incentive to selected urban areas of workforce shortage.

The following schedules provide some reference data on the financial implications for practices employing practice nurses since the introduction of these new initiatives. The data is provided as an adjunct to the Nursing in General Practice Business Case Package. This information is intended only as a guide and general practitioners and practices should check current MBS requirements before making any decisions in relation to employing or utilising the services of a practice nurse.

In collecting the data for this addendum, ADGP sought the assistance of a number of Divisions of General Practice. The Divisions surveyed a range of practices in rural and urban areas who currently employ a practice nurse, seeking information on the average number of immunisations, wound care services and Pap smears (regional, rural and remote only) undertaken by the practice nurse on a weekly basis. Practices were asked to exclude peak periods of activity such as the pre winter influenza campaign for immunisation.

The practices included in the survey indicated that the Practice Nurse MBS Items were generally bulk billed this occurred in 80% - 100% of claims. Therefore, in order to simplify the reporting of the financial information the 100% Medicare rebate fee of \$10.20 is used in the attached schedules for each of the practice nurse item numbers.

An income adjustment has been applied to the General Practice Nurse Models and the Advanced Practice Nurse Models from the Business Case Package. The Special Sessions Models described in the Package have insufficient nursing hours to qualify for the PIP practice nurse incentive and the nursing role in this model is devoted to chronic disease and Enhanced Primary Care activities.

# Practice Model #1

## *The Small, Rural Practice Model Addendum*

### The Generalist Practice Nurse Model and Advanced Practice Nurse Model

#### Income Adjustment:

- Average number of immunisations undertaken by the nurse per week is 4, this equates to \*\$40.80 / week or \$1,877 / year (46 weeks).
- Average number of wound care services undertaken by the nurse per week is 4, this equates to \*\$40.80 / week or \$1,877 / year (46 weeks).
- Average number of Pap smears undertaken by the nurse per week is 2, this equates to \*\$20.40 / week or \$938 / year (46 weeks).

**Total increased income from the MBS practice nurse item numbers = \$4,692**

\* 100% Medicare rebate fee of \$10.20 per item. Some of these attendances may also attract the additional bulk billing payment for concessional patients and children aged under 16 years (Item 10991 \$7.65). If for example 50% of the above attendances attracted the additional bulk billing payment income would be increased by an additional \$1,760. This information has not been included in the financial data.

#### # Financial Summary for Small, Rural Practice Model including income from practice nurse MBS items

	Income	Expenses	Net Practice Income	Profit change from baseline	Profit as % Income
Financial Statement	\$559,920	\$236,000	\$323,920	0.0%	57.9%
Special Session Model	\$580,942	\$246,500	\$334,442	3.2%	57.6%
Generalist PN Model	\$614,330	\$266,400	\$347,930	7.4%	56.6%
Advanced PN Model	\$652,464	\$294,800	\$357,664	10.4%	54.8%

# To be used in addition to the Small Rural Practice Model in the Nursing in General Practice Business Case Package

## **Practice Model #2**

### ***The Large, Rural Practice Model Addendum***

#### **The Generalist Practice Nurse Model and Advanced Practice Nurse Model**

#### **Income Adjustment:**

- Average number of immunisations undertaken by the nurse per week is 15, this equates to \*\$153 / week or \$7,038 / year (46 weeks).
- Average number of wound care services undertaken by the nurse per week is 10, this equates to \*\$102 / week or \$4,692 / year (46 weeks).
- Average number of Pap smears undertaken by the nurse per week is 6, this equates to \*\$61 / week or \$2,815/ year (46 weeks).

#### **Total increased income from the MBS practice nurse item numbers = \$14,545**

\* 100% Medicare rebate fee of \$10.20 per item. Some of these attendances may also attract the additional bulk billing payment for concessional patients and children aged under 16 years (Item 10991 \$7.65). If for example 50% of the above attendances attracted the additional bulk billing payment income would be increased by an additional \$5,454. This information has not been included in the financial data.

#### **# Financial Summary for Large, Rural Practice Model including income from practice nurse MBS items**

	Income	Expenses	Net Practice Income	Profit change from baseline	Profit as % Income
Financial Statement	\$1,399,800	\$560,550	\$839,250	-	60.0%
Special Session Model	\$1,478,276	\$598,550	\$879,726	4.8%	59.5%
Generalist PN Model	\$1,567,597	\$633,790	\$933,807	11.3%	59.6%
Advanced PN Model	\$1,644,463	\$700,550	\$943,913	12.5%	57.4%

# To be used in addition to the Large Rural Practice Model in the Nursing in General Practice Business Case Package

# Practice Model #3

## *The Small, Urban Practice Model Addendum*

### The Generalist Practice Nurse Model and Advanced Practice Nurse Model

#### Income Adjustment:

- Average number of immunisations undertaken by the nurse per week is 15, this equates to \*\$153 / week or \$7,038 / year (46 weeks).
- Average number of wound care services undertaken by the nurse per week is 5, this equates to \*\$51 / week or \$2,346 / year (46 weeks).

**Total increased income from the MBS practice nurse item numbers = \$9,384**

\* 100% Medicare rebate fee of \$10.20 per item. Some of these attendances may also attract the additional bulk billing payment for concessional patients and children aged under 16 years (Item 10990 \$5.10 or Item 10991 \$7.65). If for example 50% of the above attendances attracted the additional bulk billing payment of \$5.10 income would be increased by an additional \$2,933. This information has not been included in the financial data.

#### # Financial Summary for Small, Urban Practice Model including income from practice nurse MBS items

	Income	Expenses	Net Practice Income	Profit change from baseline	Profit as % Income
Financial Statement	\$489,040	\$239,200	\$249,840	-	51.1%
Special Session Model	\$509,142	\$249,700	\$259,442	3.8%	50.9%
Generalist PN Model	\$531,590	\$269,600	\$261,990	4.8%	49.3%
Advanced PN Model	\$567,884	\$298,000	\$269,884	8.0%	47.5%

#### Income Adjustment:

- Eligible practices in urban areas of workforce shortage will qualify for the PIP practice nurse incentive = **\$16,000 / year** (according to the practice profile described in the Business Case Package – Small Urban Model).

#### # Financial Summary for Small, Urban Practice Model including income from practice nurse MBS items and the practice nurse PIP

	Income	Expenses	Net Practice Income	Profit change from baseline	Profit as % Income
Financial Statement	\$489,040	\$239,200	\$249,840	-	51.1%
Special Session Model	\$509,142	\$249,700	\$259,442	3.8%	50.9%
Generalist PN Model	\$547,590	\$269,600	\$277,990	11.3%	50.7%
Advanced PN Model	\$583,884	\$298,000	\$285,884	14.4%	48.9%

# To be used in addition to the Small Urban Practice Model in the Nursing in General Practice Business Case Package

# Practice Model #4

## *The Large, Urban Practice Model Addendum*

**The Generalist Practice Nurse Model and Advanced Practice Nurse Model**

**Income Adjustment:**

- Average number of immunisations undertaken by the nurse per week is 21, this equates to \*\$214 / week or \$9,853 / year (46 weeks).
- Average number of wound care services undertaken by the nurse per week is 13, this equates to \*\$132 / week or \$6,099 / year (46 weeks).

**Total increased income from the MBS practice nurse item numbers = \$15,952**

\* 100% Medicare rebate fee of \$10.20 per item. Some of these attendances may also attract the additional bulk billing payment for concessional patients and children aged under 16 years (Item 10990 \$5.10 or Item 10991 \$7.65). If for example 50% of the above attendances attracted the additional bulk billing payment of \$5.10 income would be increased by an additional \$3,988. This information has not been included in the financial data.

**# Financial Summary for Large, Urban Practice Model including income from practice nurse MBS items**

	Income	Expenses	Net Practice Income	Profit change from baseline	Profit as % Income
Financial Statement	\$1,372,800	\$569,050	\$803,750	-	58.5%
Special Session Model	\$1,451,644	\$607,050	\$844,594	5.1%	58.2%
Generalist PN Model	\$1,498,508	\$642,690	\$855,818	6.5%	57.1%
Advanced PN Model	\$1,572,798	\$709,050	\$863,748	7.5%	54.9%

**Income Adjustment:**

- Eligible practices in urban areas of workforce shortage will qualify for the PIP practice nurse incentive = \$40,000 / year (according to the practice profile described in the Business Case Package – Large Urban Model).

**# Financial Summary for Large, Urban Practice Model including income from practice nurse MBS items and the practice nurse PIP**

	Income	Expenses	Net Practice Income	Profit change from baseline	Profit as % Income
Financial Statement	\$1,372,800	\$569,050	\$803,750	-	58.5%
Special Session Model	\$1,451,644	\$607,050	\$844,594	5.1%	58.2%
Generalist PN Model	\$1,538,508	\$642,690	\$895,818	11.5%	58.2%
Advanced PN Model	\$1,612,798	\$709,050	\$903,748	12.4%	56.0%

# To be used in addition to the Large Urban Practice Model in the Nursing in General Practice Business Case Package

<h2 style="margin: 0;">Practice Model #5</h2> <h3 style="margin: 0;"><i>The Solo, Rural Practice Model Addendum</i></h3>
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**The Generalist Practice Nurse Model and Advanced Practice Nurse Model**

**Income Adjustment:**

- Average number of immunisations undertaken by the nurse per week is 2, this equates to \*\$20/ week or \$1,020 / year (50 weeks).
- Average number of wound care services undertaken by the nurse per week is 8, this equates to \*\$82 / week or \$4,080 / year (50 weeks).
- Average number of Pap smears undertaken by the nurse per week is 2, this equates to \*\$20 / week or \$1,020/ year (50 weeks).

**Total increased income from the MBS practice nurse item numbers = \$6,120**

\* 100% Medicare rebate fee of \$10.20 per item. Some of these attendances may also attract the additional bulk billing payment for concessional patients and children aged under 16 years (Item 10991 \$7.65). If for example 50% of the above attendances attracted the additional bulk billing payment income would be increased by an additional \$2,295. This information has not been included in the financial data.

**# Financial Summary for Solo, Rural Practice Model including income from practice nurse MBS items**

	Income	Expenses	Net Practice Income	Profit change from baseline	Profit as % Income
Financial Statement	\$300,000	\$128,650	\$171,350	-	57.1%
Special Session Model	\$316,050	\$134,650	\$181,400	5.6%	57.4%
Generalist PN Model	\$334,170	\$144,350	\$189,820	10.8%	56.8%
Advanced PN Model	\$355,770	\$158,050	\$197,720	15.4%	55.5%

# To be used in addition to the Solo Rural Practice Model in the Nursing in General Practice Business Case Package

# Practice Model #6

## *The Solo, Urban Practice Model Addendum*

### The Generalist Practice Nurse Model and Advanced Practice Nurse Model

#### Income Adjustment:

- Average number of immunisations undertaken by the nurse per week is 10, this equates to \*\$102 / week or \$5,100 / year (50 weeks).
- Average number of wound care services undertaken by the nurse per week is 7, this equates to \*\$71 / week or \$3,570 / year (50 weeks).

**Total increased income from the MBS practice nurse item numbers = \$8,670**

\* 100% Medicare rebate fee of \$10.20 per item. Some of these attendances may also attract the additional bulk billing payment for concessional patients and children aged under 16 years (Item 10990 \$5.10 or Item 10991 \$7.65). If for example 50% of the above attendances attracted the additional bulk billing payment of \$5.10 income would be increased by an additional \$3,251. This information has not been included in the financial data.

#### # Financial Summary for Solo, Urban Practice Model including income from practice nurse MBS items

	Income	Expenses	Net Practice Income	Profit change from baseline	Profit as % Income
Financial Statement	\$249,000	\$131,750	\$117,250	-	47.1%
Special Session Model	\$266,050	\$137,750	\$128,300	9.4%	48.2%
Generalist PN Model	\$277,720	\$147,450	\$130,270	11.1%	46.9%
Advanced PN Model	\$296,820	\$161,150	\$135,670	15.7%	45.7%

#### Income Adjustment:

- Eligible practices in urban areas of workforce shortage will qualify for the PIP practice nurse incentive = \$8,000 / year (according to the practice profile described in the Business Case Package –Solo Urban Model).

#### # Financial Summary for Solo, Urban Practice Model including income from practice nurse MBS items and the practice nurse PIP

	Income	Expenses	Net Practice Income	Profit change from baseline	Profit as % Income
Financial Statement	\$249,000	\$131,750	\$117,250	-	47.1%
Special Session Model	\$266,050	\$137,750	\$128,300	9.4%	48.2%
Generalist PN Model	\$285,720	\$147,450	\$138,270	17.9%	48.4%
Advanced PN Model	\$304,820	\$161,150	\$143,670	22.5%	47.1%

# To be used in addition to the Solo Urban Practice Model in the Nursing in General Practice Business Case Package