

## Letter of Agreement

This Letter of Agreement (“LOA”) is made and entered into on the 22 of June, 2020 by and between **Pinellas County Emergency Medical Services d/b/a Sunstar EMS** (Government Owned Emergency Medical Service (EMS) Provider) and **WellCare of Florida, Inc. d/b/a Staywell**, a managed care organization operating the Statewide Medicaid Managed Care plan and the Children’s Medical Services plan (Medicaid Managed Care Organization (MCO)) (herein referred to collectively as “Parties”).

WHEREAS, the Medicaid MCO has been awarded a contract by the Agency for Health Care Administration (AHCA) to deliver managed care services to Medicaid enrollees under an 1115 Managed Medical Assistance Waiver (the “Waiver”) in Region 5, which includes **Pasco and Pinellas** County where Government Owned EMS Provider is located and/or operates;

WHEREAS, AHCA has approved the Government Owned EMS Provider as a qualifying entity and provides out of network emergency medical services to MCO enrollees in Region 5 on an as needed basis, when the transport and treatment is appropriate; and

WHEREAS, the Centers for Medicare and Medicaid Services (“CMS”) approved section 438.6 directed payments based on the establishment of a uniform increase to be paid to qualifying Government Owned EMS Providers for the provision of emergency medical services to Medicaid eligible persons enrolled in managed care organizations pursuant to the Waiver, which includes the Medicaid MCO.

NOW THEREFORE, Government Owned EMS Provider and the Medicaid MCO do hereby agree to the following:

1. Government Owned EMS Provider agrees to make emergency medical services available to MCO’s Medicaid enrollees on an as needed basis, when the transport and treatment is appropriate.
2. Medicaid MCO shall receive per member per month section 438.6 directed payments for care and treatment provided by the Government Owned EMS Provider, which the Medicaid MCO shall timely remit to the Government Owned EMS Provider in accordance with AHCA’s contractual requirements.
3. Contact information for the parties is as follows:

Name: Jodie Sechler, CPA

Title: Director, Ambulance Billing &  
Financial Services

Phone: 727-582-2177

Email: [jsechler@co.pinellas.fl.us](mailto:jsechler@co.pinellas.fl.us)

Name: Janette White

Title: Sr. Manager

Phone: 813-532-7332

Email [janette.white@wellcare.com](mailto:janette.white@wellcare.com)

4. The Parties agree any modification to the LOA shall be in the same form, namely the exchange of signed copies of a revised LOA.
5. This LOA covers the period of October 1, 2019 through June 30, 2024 unless terminated sooner by the termination of section 438.6 directed payments.

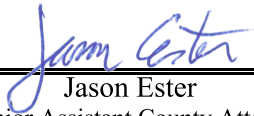
IN WITNESS WHEREOF, the Parties have duly executed this LOA on the day and year above first written. Each party represents that: (i) it has the authority to enter into this Agreement; and (ii) that the individual signing this Agreement on its behalf is authorized to do so.

**GOVERNMENT OWNED EMERGENCY MEDICAL SERVICES PROVIDER**

Barry Burton County Administrator  
NAME & TITLE OF AUTHORIZED INDIVIDUAL

  
SIGNATURE OF AUTHORIZED INDIVIDUAL

June 22, 2020  
DATE

APPROVED AS TO FORM  
By:   
Jason Ester  
Senior Assistant County Attorney

**MEDICAID MANAGED CARE ORGANIZATION**

Mark Fehring, VP Field Network Management

NAME & TITLE OF AUTHORIZED INDIVIDUAL

  
SIGNATURE OF AUTHORIZED INDIVIDUAL

6-23-2020  
DATE