

Technical Proposal

Georgia State University Research Foundation, Inc.

**Andrew Young School of Policy Studies
Georgia Health Policy Center**

**Glenn M. Landers, MBA, MHA
(404) 463-9562**

RFP Number: 41900-001-0000000040

Guide to Mandatory Requirements (Section 4.1.2.1)

Offeror Qualification Requirements	Page #
1. The Offeror must submit a work-plan consistent with the time frames established by the Agency’s work-plan outlined in Section 3.2.	78
2. The Offeror must submit 3 business references, including a phone contact for each reference.	10
3. The Offeror must have five years of health care data collection and analysis experience.	7
4. The Offeror must submit a complete list for the last two years for all Georgia clients.	10
5. The Offeror must identify proposed staffing for the project and must submit a resume and at least 2 references for each staff member proposed.	11, 22, 31, 38
Business Requirements	Page #
1. The Offeror must be authorized to conduct business in the State of Georgia. PROVIDE STATE OF GEORGIA BUSINESS LICENSE	80
2. The Offeror must have Professional Liability and Errors and Omissions Insurance. PROVIDE INSURANCE CERTIFICATE	81
Submission Requirements	Page #
1. The Offeror must submit the Proposal Certification with original signature.	3
2. The Offeror must submit a completed Small or Minority Business Form.	4
3. Any exceptions to the State’s Sample Contract must be clearly identified and submitted with the Offeror’s Technical Proposal.	5
Continued on next page.	

<p>4. The Offeror must submit a Technical Proposal detailing the proposed approach to performing all of the services requested under Section 3.0. The Offeror will submit one hard copy of the Technical Proposal with original signatures, and three CDs. Technical Proposal must be presented in separate envelope, marked "Technical Proposal."</p>	<p>6</p>
<p>5. The Offeror must submit a completed Financial Proposal. The Offeror will submit one hard copy of the Financial Proposal with original signatures, and three CDs.</p>	<p>Separate Cover</p>
<p>6. The Offeror must submit a Guide to Mandatory Requirements referencing the page(s) of the Technical Response where satisfaction of the Mandatory Requirements is substantiated.</p>	<p>1</p>

PROPOSAL CERTIFICATION (Section 4.1.2.1)

PROPOSAL CERTIFICATION

We propose to furnish and deliver any and all of the goods and/or services named in the attached Request for Proposals (RFP) for which prices have been set. The price or prices offered herein shall apply for the period of time stated in the RFP.

We further agree to strictly abide by all the terms and conditions contained in the Georgia Vendor Manual, located at: http://statepurchasing.doas.georgia.gov/vgn/images/portal/cit_11783501/37106725vendormanual.pdf, and any modifications or attached special terms and conditions, all of which are made a part hereof. Any exceptions are noted in writing and included with this bid.

It is understood and agreed that this proposal constitutes an offer, which when accepted in writing by the Agency, and subject to the terms and conditions of such acceptance, will constitute a valid and binding contract between the undersigned and the Agency.

It is understood and agreed that we have read the specifications shown or referenced in the RFP and that this proposal is made in accordance with the provisions of such specifications. By our original signature, entered below, we guarantee and certify that all items included in this proposal meet or exceed any and all such stated specifications.

We further agree, if awarded a contract, to deliver goods and/or services that meet or exceed the specifications.

It is understood and agreed that this proposal shall be valid and held open for a period of one hundred twenty days from proposal opening date.

PROPOSAL SIGNATURE AND CERTIFICATION (Bidder to sign and return with proposal)

I certify that this proposal is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a proposal for the same materials, supplies, equipment, or services and is in all respects fair and without collusion or fraud. I understand collusive bidding is a violation of state and federal law and can result in fines, prison sentences, and civil damage awards. I agree to abide by all conditions of the proposal and certify that I am authorized to sign this proposal for the Offeror. I further certify that the provisions of the Official Code of Georgia Annotated, Sections 45-10-20 et. seq. have not been violated and will not be violated in any respect.

The Vendor also certifies that the Vendor and its Lobbyists have complied with the Lobbyist Registration Requirements in accordance with the Georgia Vendor Manual.

Authorized Signature Albertha W. Barrett Date 5/31/06
Print/Type Name Albertha W. Barrett
Company Name Assistant VP for Research
Address: P.O. Box 3999 Atlanta, GA 30302-3999
Phone Number: 404-651-4350 E-Mail: reoawb@langate.gsu.edu

SMALL OR MINORITY BUSINESS FORM (Section 4.1.2.1)

- Can your company be classified as a **SMALL BUSINESS** by the following definition:

Small Business – defined as an independently owned and operated entity that has either fewer than one hundred (100) employees or less than one million dollars (\$1,000,000) in gross receipts per year. (State Statute 50-5-121)

___ **Yes** (If yes, please check the following reason(s) that apply)

___ Less than 100 employees or,

___ Less than \$1,000,000 in gross annual receipts.

x **No**

- Can your company be classified as a **MINORITY OWNED BUSINESS** by the following definition?

Minority Owned Business – means a business that is 51% owned or controlled by one or more minority persons. Please indicate below if your firm is 51% owned or controlled by one of the minority groups listed.

African American	%	Asian American	%
Hispanic / Latino	%	Pacific Islander	%
Native American			%

Ownership: American Citizen x Yes ___ No

Are any of your suppliers minority and/or small business enterprises? ___ Yes x No

If Yes, please indicate the percentage of minority companies represented. ___%

If awarded a contract as a result of this solicitation, do you anticipate employing any small or minority subcontractors? ___ Yes x No

Contract Exceptions (Section 4.1.2.1)

Section X.A. Add: “Contractor retains the right to use any documents produced under this Agreement for its own research, teaching and publication purposes.”

Section XVIII.A.2. Change to read: “Contractor will inform employees or authorized subcontractors who have a reasonable need to know such information for purposes of performing their duties under this Contractor, of the confidentiality requirements of this Agreement.”

Section XIX Allow termination for convenience by DCH and the University

Section XX. Delete

Section XXI.C. Delete

Section XXV.P.2. Delete

Section XXV.U. Delete

Technical Proposal (Section 3.0)

Company Background and Experience: Company Structure (Section 3.1.1)

The Georgia Health Policy Center (GHPC) is a research center within the Andrew Young School of Policy Studies at Georgia State University, a unit of the University System of Georgia. The Center operates financially under the Georgia State University Research Foundation, Inc., a 501(c)(3) incorporated in the state of Georgia.

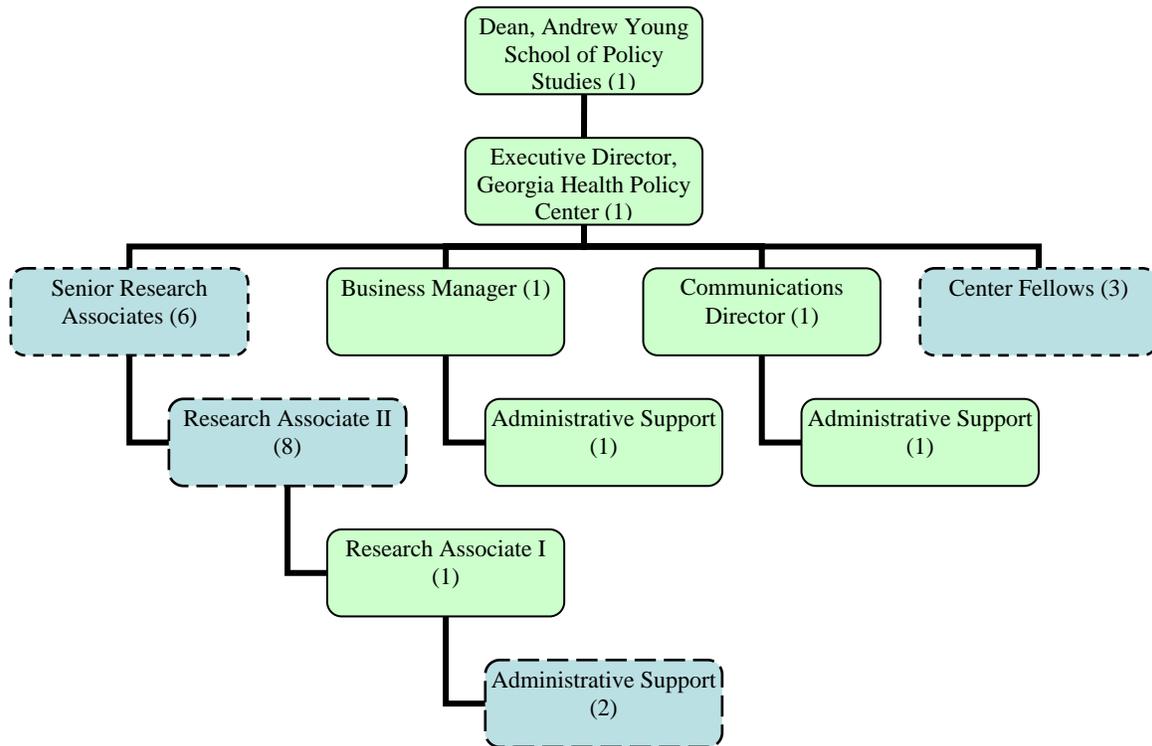
The Georgia Health Policy Center was established in 1995 as a nonpartisan forum for consensus building among diverse interest groups. Through research, policy development, and program design and evaluation, Center staff, university faculty, and representatives of collaborating organizations assist in the formulation of health care policy at the local, state, and national levels.

Our experience on these three levels offers a depth of insight and analysis that can only be achieved through continuous study of state health policy and issues over time. Over the past 11 years, the Center has built a foundation rich with the relationships, information, and findings needed to inform health policy.

With improvement of health status serving as its fundamental mission, the Georgia Health Policy Center develops recommendations and implementation strategies to improve health care quality, access, and cost. Current projects include the areas of public and private insurance coverage, long-term care, children's health and well-being, public health system redesign, and rural and community health system development. The Center's core competencies include knowledge creation and management; consensus building, grants management, health systems change, and knowledge transfer. Our staff and Fellows within the university have extensive experience, skills, and knowledge in conducting evidence-based research and program evaluation, convening and engaging stakeholders from diverse backgrounds, empowering local communities, providing targeted technical assistance and strategic support, and translating and disseminating research findings.

The Center is located within the Andrew Young School of Policy Studies at 14 Marietta Street, Suite 221, Atlanta, Georgia 30303.

Georgia Health Policy Center Organizational Chart



Green and Blue cells represent all Center staff.
Blue cells represent all staff relevant to this proposal.

Company Background and Experience: Experience (Section 3.1.2)

The Georgia Health Policy Center has been engaged in health care data collection and analysis since its inception in 1995 (11 years total). In that year, the Center was asked by Governor Zell Miller to lead a statewide examination of Medicaid system reform. The resulting report, *Directions for Change*, released in January 1997, provided three scenarios Georgia might consider for Medicaid's future strategic and financial direction.

The Center has built on its early experience and today holds more than 40 grants and contracts with entities at the local, state, and national levels. Our work has extended to more than 100 Georgia counties, and we are currently working in 47 states. Since the program's inception, the Center has been the designated annual evaluator of Georgia's PeachCare for Kids program. It has worked in more than 200 communities providing technical assistance to build and support local health systems in order to focus on access and health improvement. The Center has analyzed more than 11,000,000 Medicare and Medicaid claims to support the evaluation of Georgia's Medicaid financed long-term care system. It has assisted the Georgia Division of Public Health in examining the redesign of Georgia's public health system, and it has provided a multi-state analysis of health care spending and outcomes in support of Georgia's Legislative Biennial.

The project's proposed Principal Investigator, William S. Custer is Director of the Center for Health Services Research, and an Associate Professor in the Department of Risk Management and Insurance at Georgia State University. Dr. Custer's research has investigated a wide range of topics including the market for hospital services, sources of health insurance coverage, employment-based health insurance, health plan cost management initiatives, and health insurance regulation.

In addition to his research into health care services markets, Dr. Custer has been specifically studying Certificate of Need (CON) laws and their affects for over a decade. In 1997 he completed a review of the research literature as it existed at that time of the effects of CON on health care costs, quality and access. His master's level health economics class studies economic analysis of the issues surrounding CON laws, and their potential effects on health care services markets.

Patricia Ketsche holds a doctorate in Risk Management and Insurance from Georgia State University and is on the faculty in the Institute of Health Administration at Georgia State. Her primary research interests focus on determinants of public and private insurance coverage and the effect of coverage on access to and satisfaction with care. Dr. Ketsche worked for several years in the employee benefits field, assisting firms in evaluating and implementing managed care plans and communicating those changes to their employees. In addition, Dr. Ketsche worked as a physical therapist in a variety of health care settings for over 10 years. Dr. Ketsche has taught the Institute's course on Health Policy for three years, which includes a unit on the administration of CON in Georgia.

All data are handled and stored under HIPAA compliance as monitored by the Andrew Young School of Policy Studies HIPAA compliance officer and the Georgia State University Information Security Office and set forth in appropriate data use and business associate agreements. Additionally, although we do not anticipate it being germane to this scope of work, all personally identifiable data are stored on a password protected, firewall-enabled, closed system without access to a system network or the Internet.

List of Clients for the Past Three Years Where Similar Services Have Been Provided (Section 3.1.2)

Department of Community Health	7/1/01 – 6/30/04	Mark Trail	Chief, Medical Assistance Programs	404-651-8681
Department of Community Health	1999 - Present	Rebecca Kellenberg	Director, PeachCare for Kids	404-657-9506
Community Foundation for Greater Atlanta	11/1/05 – Present	David Gibbs	Director, Community Partnerships	404-688-5525
Affiliated Computer Systems	9/1/02 - 2/28/05	Ann Olevitch	Director of Project Management	770-512-3629
APS Healthcare	11/1/05 – 4/30/06	Anne Hernandez	Operations Manager	770-994-2236
United Healthcare	11/1/05 – 4/30/06	Ashish Abraham	Vice President, MSO Programs & Health Strategies	703-287-3067
Governor’s Office of Planning and Budget	9/1/02 – Present	Jason Bearden	Division Director, Human Development	404-656-7904
Healthcare Georgia Foundation	9/1/04 – 8/30/05	Martha Katz	Director of Health Policy	404-653-0990
Georgia Department of Human Resources Oral Health Prevention Program	4/1/05 – 12/31/05	Linda Koskela	Director, GA Oral Health Prevention Program	404-463-2449
Health Resource and Services Administration	9/1/04 – Present	Misha Patel	Program Officer	301-443-6894
Georgia Department of Human Resources Division of Public Health	5/1/04 – 1/31/06	Dr. Stuart Brown	Director	404-657-2703
University of Georgia Carl Vinson Institute of Government	9/1/04 – 12/31/04	James Ledbetter	Executive Director	706-542-6192

- **The Georgia Health Policy Center has not been subject to the termination of any services by any client in its eleven-year history.**

Business References (Section 2.1.2)

1. Mark Trail, Georgia Department of Community Health, 404-657-1502
2. Jason Bearden, Governor’s Office of Planning and Budget, 404-656-7904
3. Erica Molliver, Federal Office of Rural Health Planning, 301-443-1520

Georgia Clients for the Past Two Years

Name	Organization	Contact #
Mary Jane Beeson	Americhoice	(770) 300-3643
E. Kathleen Adams	Emory University	(404) 727-9370
Mara Galic	Georgia Department of Human Resources	(404) 657-4676
Gregory Dent	Community Health Works	(478) 994-1914
Charles Owens	Department of Community Health	(229) 401-3090
Martha Katz	Healthcare Georgia Foundation	(404) 653-0990
Ann Hernandez	APS Healthcare	(770) 994-2236
Nancy Kennedy	Northwest Healthcare Partnership	(706) 272-6663
Dan Maddock	Taylor Regional Hospital	(478) 783-0200
Betti Knott/Becky Webber	Georgia Department of Human Resources	(404) 255-2886
Megan McAllister	Arthur M. Blank Family Foundation	(404) 367-2047
Mary Ellen Brown	Georgia Department of Human Resources	(404) 651-8701
Ann Olevitch	Affiliated Computer Services, Inc.	(770) 512-3629
Jason Bearden	Office & Planning & Budget- Governor's Office	(404) 656-7904
Beverly Tyler	Georgia Health Decisions	(404) 651-0607
David Gibbs	Community Foundation or Greater Atlanta, Inc.	(404) 688-5525
Steve Holleman	Shepard Care Program- Shepherd Center	(404) 350-7668
Rebecca Kellenberg	Department of Community Health	(404) 657-9506
Linda Koskela	Georgia Department of Human Resources	(404) 463-2449
Charles McTier	Robert W. Woodruff Foundation	(404) 522-6755
Bobbi Cleveland	Tull Charitable Foundation	(404) 659-7079
Stuart Brown	Georgia Department of Human Resources	(404) 657-2703

**Proposed Staffing: Text highlighted in bold indicate work relevant to this proposal.
(Section 3.1.2)**

William S. Custer, Ph.D.

Dr. Custer will serve as the project's **Principal Investigator**. Dr. Custer is an expert in the areas of employee benefits, health care financing and health insurance. Prior to joining the College in 1995, he ran his own research firm in Washington, D.C. Custer also has been the director of research at the Employee Benefit Research Institute (EBRI) in D.C., as well as serving as an economist in the Center for Health Policy Research at the American Medical Association. He authored numerous articles and studies on the health care delivery system, insurance, retirement income security, and employee benefits. Custer is the Director of the Center for Health Services Research and holds a joint appointment in the Department of Risk Management and Insurance.

Home Address: 500 Wayt Road
Roswell, Georgia
(770) 587-2395

Business: Center for Health Services Research
College of Business Administration
Georgia State University
P.O. Box 3988
Atlanta, Georgia 30302-3988

EXPERIENCE

September, 1995-Present	Director, Center for Health Services Research Associate Professor, Georgia State University
November, 1994-September, 1995	Custer Economic Research
November, 1989 - October, 1994	Director of Research Employee Benefit Research Institute 2121 K Street, NW Suite 600 Washington, DC 20037
March, 1988 - October, 1989	Research Associate Employee Benefit Research Institute 2121 K Street, NW Suite 600 Washington, DC 20037

June, 1985 - February, 1988

Economist
Center for Health Policy Research
American Medical Association
535 N. Dearborn Street
Chicago, Illinois 60610

August, 1983- May, 1985

Assistant Professor
Department of Economics
Northern Illinois University
DeKalb, Illinois 60115

EDUCATION

Ph.D. Economics
May, 1984
University of Illinois, Champaign, Illinois
Dissertation Title: "Hospital Competition and Physician Prices"
Advisor: Professor Richard Arnould

EDUCATION (continued)

BS. Economics
June, 1978
University of Minnesota
Minneapolis, Minnesota

AFFILIATIONS

American Economic Association,
Association for Health Services Research,
National Academy of Social Insurance
Board of Directors, National Association of Health Data Organizations
Fellow: Employee Benefit Research Institute

RESEARCH AND SCHOLARLY ACTIVITIES

Publications

In Refereed Journals

“Data Sharing and Dissemination Strategies for Fostering Competition in Health Care” with Denise Love, and Luis Paita, *Health Services Research* Vol. 36, no. 1, Part II (April, 2001)

“The Effect of Marginal Tax Rate on the Probability of Employment Based Insurance by Risk Group” with Pat Ketsche, *Health Services Research* Vol. 35, no. 1 Part II (April, 2000)

“The Role of Employment-Based Health Insurance in the American Health Care Financing System” with Charles Kahn and Tom Wildsmith, *Health Affairs*, (November/December, 1999) pp: 115-123

“Sources of Health Insurance in the U.S.: Analysis of State Level Data and Implications for Public Health Programs” with Sajal K. Chattopadhyay, H. Irene Hall, Rebecca B. Wolf, *Journal of Public Health Management and Practice*, Vol. 5, No 3 (May, 1999)

“The Changing Health Care Delivery System” *Journal of the American Society of CLU & ChFC Vol. L, No. 5 (September, 1996) pp. 48-53*

“Entitlement Reform: A Review of Options Developed by the Bipartisan Commission on Entitlement and Tax Reform” *ACA Journal Vol. 4, No. 2 (Spring, 1995) pp 82-97*

“Health Care Policy Reform: The Effects of Health Care on Business and Labor” *Journal Of Research in Pharmaceutical Economics, Vol. 5, No. 3 (1994)*

“The Cost of Providing Health Care Benefits to Early Retirees under the Health Security Act” with Paul Fronstin, Sarah Snider and Dallas Salisbury, *Health Affairs* Spring, 1994

“The Shifting Health Care Reform Debate: How Much, How Quickly and When” with Dallas Salisbury, *ACA Journal Vol. 2, No. 3(Winter, 1993)*

“Health Care Reform: Its Significance for Employers” with Jill Foley, *ACA Journal Vol. 1, No. 1 (Autumn, 1992)*

“Employer Health Care Plan Design and Plan Cost.” *Inquiry (Spring, 1991) 28 pp: 81-86*

“Teaching Hospital Costs: The Effects of Medical Staff Characteristics” with Richard Willke, *Health Services Research, Vol. 25, No. 6 (February, 1991) pp: 831-857*

“Collaborative Production and Resource Allocation: The Consequences of Prospective Payment for Hospital Care” co-authored with Richard Willke, James Moser and Robert Musacchio. *The Quarterly Journal of Economics and Business. Vol. 31, No. 1 (Spring, 1991)*

“Health Care Cost Inflation and Employer Cost Management” *The Journal of Occupational Medicine, Vol. 32, No. 12 (December, 1990)*

“The Production of Health Care Services and Changing Hospital Reimbursement: The Role of Hospital–Medical Staff Relationships” co-authored with Richard Willke, James Moser and Robert Musacchio, *Journal of Health Economics (October, 1990)*

“Hospital Attributes and Physician Prices” *Southern Economics Journal, Volume 52, Number 4, (April 1986) pp. 1010-1027*

“Hospitals in Transition: A Perspective” (with Robert Musacchio) *The Journal of Medical Practice Management*, Volume 1, Number 4, (April 1986)

Books: (Chapters)

“The Tax Preference for Employment-Based Health Insurance Coverage” in Salisbury, Dallas ed. *Severing the Link Between Health Insurance and Employment*, Employee Benefits Research Institute, Washington, DC, 1999

“What Lies Ahead for Medical Benefits” in Salisbury, Dallas ed. *The Future of Medical Benefits*, Employee Benefits Research Institute, Washington, DC, 1998

“Social Insurance, Chapter 21” in Skipper, Harold D. *International Risk and Insurance: An Environmental–Managerial Approach* Irwin/McGraw -Hill, Boston, Massachusetts (1997)

“Backdrop of Reform: The Evolving Health Care Delivery System” in *Driving Down Health Care Costs: Strategies and Solutions, 1995* Panel Publishers, New York New York (1995)

“Comments on The Adequacy of Employer Sponsored Retiree Health Benefit Programs” presented at *Providing Health Care Benefits in Retirement* in Judith F. Mazo, Anna M. Rappaport and Sylvester J. Schieber (eds.) *Providing Health Care Benefits in Retirement* University of Pennsylvania Press (1994)

“Employers and Health Care Reform” in *Driving Down Health Care Costs: Strategies and Solutions, 1994* Panel Publishers, New York New York (1994)

“Introduction: Understanding Health Care Costs” in *Driving Down Health Care Costs: Strategies and Solutions, 1993* Panel Publishers, New York New York (1993)

“Health Care Cost Inflation and Employer Cost and Quality Management” in Jeffrey S. Harris, H. Dean Belk, and Laoring W. Wood (eds.) *Managing Employee Health Care Costs: assuring Quality and Value* OEM Press, Boston, MA (1992)

“Health Care Economic Factors and the Effects of Benefits Plan Design Changes” (co-authored with Jeffrey S. Harris) in Jeffrey S. Harris, H. Dean Belk, and Laoring W. Wood (eds.) *Managing Employee Health Care Costs: Assuring Quality and Value* OEM Press, Boston, MA (1992)

“Strategies for Health Care Cost Management” in *Driving Down Health Care Costs: Strategies and Solutions, 1992* Panel Publishers, New York New York (1992)

“Prospective Payment and Hospital Medical Staff Relationships”, in Mark V. Pauly and William R. Kissick eds., *Lessons From The First Twenty Years Of Medicare* (Co-authored with Richard Willke, James Moser and Robert Musacchio).

“Gender and the Choice of Physicians' Employment Status” (co-authored with Denise Dimon) *Women At Work* Ed. Rosalind M. Schwartz, Institute of Industrial Relations Publications, University of California, Los Angeles (1988)

“Multi-Hospital Systems and Access to Health Care” (co-authored with Mark Schlesinger, Judith Bentkover, David Blumenthal, Robert Musacchio and Janet Willer) in Richard Scheffler and Louis F. Rossiter (eds.) *Advances in Health Economics and Health Services Research, Volume 7- 1987, JAI Press, Greenwich, Connecticut.*

Other Publications

“Sources of Health Insurance in Georgia, 2004” A Center for Risk Management and Insurance Research Special Report, September, 2005

“Sources of Health Insurance in Georgia, 2003” A Center for Risk Management and Insurance Research Special Report, October, 2004

“Sources of Health Insurance in Georgia, 2001” A Center for Risk Management and Insurance Research Special Report, October, 2002

“Sources of Health Insurance in Georgia, 2000” A Center for Risk Management and Insurance Research Special Report, November, 2001

“Sources of Health Insurance in Georgia, 1999” A Center for Risk Management and Insurance Research Special Report, November, 2000

“The Changing Sources of Health Insurance” Health Insurance Association of America, December, 2000

“Employment-based Health Insurance Coverage” Health Insurance Association of America, December, 2000

“Health Insurance Coverage and the Uninsured” Health Insurance Association of America, January, 1999

“Sources of Health Insurance in Georgia, 1998” A Center for Risk Management and Insurance Research Special Report, November, 1999

“Sources of Health Insurance in Georgia, 1997” A Center for Risk Management and Insurance Research Special Report, October, 1998

“Certificate of Need Regulation and the Health Care Delivery System” A Center for Risk Management and Insurance Research Special Report, February, 1997

“Sources of Health Insurance Coverage in Georgia, 1995” A Center for Risk Management and Insurance Research Special Report, December, 1996

“Changes in Health Plan Design” *Georgia Health Policy Center Report* Vol. 1, No. 1, April, 1996

“Sources of Health Insurance Coverage in Georgia, 1994” A Center for Risk Management and Insurance Research Special Report, December, 1995

“Health Care and the National Health Care Reform Movement: Where are We?” in *Proceedings: The 1995 Public Retiree Benefits Conference*, EFI Actuaries, Washington, DC.

“Measuring the Quality of Health Care” *EBRI Issue Brief*, No. 159 (March, 1995)

“Backdrop of Reform: The Evolving Health Care Delivery System” *Managing Employee Health Benefits*, Vol. 3, #1 (Winter, 1994)

“What Will It Take To Cover The Uninsured?” *The Internist: Health Policy in Practice* Vol. XXXV, No. 6 (June, 1994)

“Health Care Reform: Managed Competition and Beyond” *EBRI Issue Brief*, No. 135 (March, 1993)

“Rationing: Resource Allocation in the Current Health Care Delivery System” *EBRI Issue Brief*, No. 131 (November, 1992)

“Health Care Reform: Tradeoffs and Implications” *EBRI Issue Brief*, No. 125 (April, 1992)

“Issues in Health Care Cost Management” *EBRI Issue Brief*, No. 118 (September, 1991)

“States and Their Role in the US. Health Care Delivery System” *EBRI Issue Brief*, No. 110 (January, 1991)

“Issues in Mental Health Care” *EBRI Issue Brief*, No. 99 (February, 1990)

“Managing Health Care Costs and Quality” *EBRI Issue Brief*, No. 87 (February, 1989)

Book Review: *Uncompensated Hospital Care: Rights and Responsibilities*, Sloan, F., Blumstein, J.F. and Perrin, J. (eds.) in *Southern Economic Journal*, Volume 23, Number 3, January 1987

Grants

State Planning Grant Pilot Planning Grant, Health Resources and Services Administration, Completed September, 2005

Medicaid Micro-simulation Model, Health Care Georgia Foundation, Completed September 2005

Health Resources and Services Administration Community Action Planning Grant: Evaluation of Community Health Works. Completed August 2003

Georgia Health Insurance Project: Health Resources and Services Administration Health Planning Grant to State of Georgia, Completed August 2003

“Changing Sources of Health Insurance” Health Insurance Association of America, Completed December, 2000

“Networks for Rural Health” Georgia Department of Community Health

“Employment-Based Health Insurance Coverage” May, 2000 Health Insurance Association of America

“Trends in Sources of Health Insurance and Lack of Coverage” Completed February, 2000 Health Insurance Association of America

“Reimbursement for Mental Retardation Services” Georgia Department of Human Resources” Completed October, 1999

“The Uninsured in Georgia” -National Center For Primary Care, Morehouse School of Medicine

“Technical Assistance for Rural Hospitals” Georgia Department of Community Health (through the Georgia Health Policy Center)

“Changing Health Services Market in Georgia” Blue Cross/Blue Shield of Georgia – Completed, December, 1998

“NIHCM Datasource, Second Edition” National Institute for Health Care Management – Completed, November, 1998

“Sources of Health Insurance and Lack of Coverage” Completed, December, 1998 Health Insurance Association of America

“State Specific Data on the Uninsured” Centers for Disease Control - Completed, April 1997

“Georgia Health Care Markets at Risk” Georgia Department of Medical Assistance (through the Georgia Health Policy Center)

“Certificate of Need and the Health Care Delivery System” Columbia HCA –Completed, February, 1997

“Georgia Medicaid Markets” Georgia Department of Medical Assistance (through the Georgia Health Policy Center) - Completed, December, 1996

“An Overview of State Medicaid Efforts” Georgia Department of Medical Assistance (through the Georgia Health Policy Center) - Completed, August, 1996

The National Education Association: “The Impact of a Single Payer Health Care System For Public Education Employees” Completed, June 1993

The Southwestern Bell Foundation: “Health Care Costs and Plan Design in the Los Angeles Area” Completed, April 1991

The Commonwealth Fund Grant No. 11181, “Health Insurance Coverage for the Near Elderly”, Completed September, 1990

SELECTED PRESENTATIONS and TESTIMONY

The Effect of Employment Based Health Insurance on Wages: Evidence that Risk Pooling among High- and Low Wage Earners Differs.” (with Patricia G Ketsche,) Presented to Academy Health Annual Research Meeting, San Diego, CA, June 6, 2004.

“Measuring Wage Adjustments for Health Insurance Benefits”(with Pat Ketsche) November 23, 2003 at Southern Risk and Insurance Association,

“Employer-based Data: Issues and Results” National Association of Health Data Organizations, December 8, 2003

“Surveying Employers” Employee Benefits Consortium, Omaha Nebraska. March 26, 2003

“Employer Coverage in Georgia” HRSA Employer Survey, State Capitol, April 1, 2003

“Options for Increasing Health Insurance Coverage” Joint meeting of National Association of State Legislators and National Associations of Counties, August 27, 2003

“Health Insurance Coverage in Georgia” Legislative Task Force on Health Insurance Options for Small Businesses and the Working Uninsured, State Capitol, September 10, 2003

“Critical Issues in State Health Policy A Workshop for Kansas Legislators” Topeka, Kansas Nov. 3 – 5, 2003

“State Efforts to Increase Coverage” Legislative Task Force on Health Insurance Options for Small Businesses and the Working Uninsured, December 4, 2003

“HRSA Health Insurance Planning Grants: Policy Toolkit” NAHDO 17th Annual Meeting, December 2, 2002

“Cost-benefit Analysis in Community Action Plans” Health Resources and Services Administration Technical Assistance Conference, October 31, 2002

“State High Risk Pools” Governor’s Action Group on the Accessibility and Affordability of Health Insurance, October 9, 2002

“Labor Market Effects on Employer Health Plan Characteristics” American Risk and Insurance Annual Meeting, August 12, 2002

“The Uninsured in Georgia” Atlanta Regional Forum on Health, April 10, 2002

“Health Policy and Health Care Costs” Kaiser Medical Group, Atlanta Georgia, March 20, 2002

“CON Laws and the Uninsured” Senate Access to Health Care Study Committee, Georgia State Senate-June 6, 2001

“Insurance Regulation and the Uninsured” National Conference of Insurance Legislators—November 20, 1999

“Health Insurance Coverage and State Regulation” Testimony to the Committee on Health Care Standards & Regulatory Reform, Florida House of Representatives, January 6, 1999

“Employer Health Care Plan Design and Risk Selection” presented at the Western Economic Association Meetings in Lake Tahoe, June 29-July 2, 1998.

“Certificate of Need Regulation and the Health Care Delivery System” testimony to the Subcommittee on Health Care and Cost Oversight, Kentucky State Senate, August 20, 1997

“Hospital Reimbursement Reform and Access to Health Care” presented the New York State Public Sector Coalition on Health Benefits’ 11th Annual Conference, June 5, 1997

“Georgia Medicaid Markets” presented at the Southern Economic Association Annual Meeting, Washington DC, November 24, 1996

“Projections of Impacts of Medicaid Reform on Medicaid Markets” presented to Georgia Health Policy Coalition, October 28, 1996

“The Uninsured in Georgia” presented to Georgia Health Policy Coalition, October 28, 1996

“An Overview of Health Reform, Their Effects and Relationship to the Medicaid Program” presented to Georgia Health Policy Coalition, June 11, 1996

“Forecasting Medicaid Expenditures” presented to Georgia Health Policy Coalition, April 9, 1996

“Prepaid Health Care” presented to the Comisión Nacional de Seguros y Fianzas, Mexico City, Mexico, November 16, 1995

“The Changing Health Care Delivery System” Testimony to the US. Senate Committee on Labor and Human Resources” March 14, 1995

“Health Insurance Coverage for the Near-Elderly” Testimony to the US. Senate Committee on Finance, Subcommittee on Health for Families and the Uninsured, June 10, 1994

“Health Insurance Market Reform “Testimony to the US. Senate Committee on Finance, February 1, 1994

“The Effect of Health Care Reform on Employers and Employees” presented at the Western Economic Association Meetings in Lake Tahoe, June 20-June 24, 1993.

“Comments on The Adequacy of Employer Sponsored Retiree Health Benefit Programs” presented at Providing Health Care Benefits in Retirement” Wharton Impact Conference sponsored by The Pension Research Council with the Leonard Davis Institute of Health Economics, May 6 and 7, 1993

“Health Care Data: Present and Future Uses” Presentation to the Council on Employee Benefits, Boston, October 1, 1992

“Comprehensive Health Care Reform Proposals” Testimony to the US. Senate Committee on Finance, June 9, 1992

“Employer Health Plan Design and Plan Charges” presented at the Association for Health Services Research Eighth Annual Meeting in San Diego, July 1, 1991

“The Health Insurance Coverage of the Near Elderly” presented at the Western Economic Association Meetings in San Diego, June 30-July 3, 1990.

“Hospital Production Efficiencies and Medical Staff Characteristics” Presented at the American Public Health Association meetings, Chicago, Illinois October 23, 1989

“Health Care Costs and Insurance Plan Design” presented at the Western Economic Association Meetings in Lake Tahoe, June 18-22, 1989.

“Teaching Hospital Costs: The Effects of Medical Staff Characteristics” presented at the Allied Social Science Meetings in Chicago, December 27-30, 1987.

“Income Differentials Between Women and Men Physicians” presented at the Western Economic Association Meetings in Vancouver, BC. July 7-11, 1987

“Changing Physician and Hospital Behavior Under PPS: Analysis and Evidence” presented at the Allied Social Science Association in New Orleans, December 29, 1986.

“Models of Hospital and Physician Behavior Under Medicare's Prospective Payment System” presented at Allied Social Science Association in New Orleans, December 29, 1986

“The Influence of Gender on the Choice of Physician's Practice Mode” presented at Allied Social Science Association in New Orleans, December 29, 1986.

“Impact of Prospective Payment on Hospital Medical Staff Relationships” presented at the Leonard Davis Institute for Health Economics Conference on Medicare at the University of Pennsylvania, Philadelphia, PA, October 8-10, 1986.

REFEREED ARTICLES FOR:

Southern Economics Journal; Benefits Quarterly; Inquiry; Journal of the American Medical Association; Journal of Business & Economic Statistics; Medical Care; Health Affairs American Compensation Association Journal, Journal of Risk and Insurance

GRANT OR CONTRACT REVIEW COMMITTEES FOR:

Small Business Administration; National Institute of Drug Abuse; Agency for Healthcare Policy Research: Study Section on Quality, Agency for Healthcare Research and Quality: Study Section Healthcare Research Education and Training

References for William S. Custer

1. Gary Nelson; Healthcare Georgia Foundation; 404-653-0990
2. Greg Dent; Community Health Works;
3. Chip Rogers; Georgia State Senate; 404-463-1378

Patricia G. Ketsche, Ph.D.

Professor Ketsche will serve as **Co-Principal Investigator**. She has done extensive research work for various public and private organizations using the Census Bureau's Current Population Survey data and the Medical Expenditure Panel Survey data to evaluate the existing distribution of health insurance in the population and the effect of policy proposals on that coverage. She has also participated in projects relating to cost containment for Medicaid and assistance for rural health care providers by analyzing claims data and utilization patterns of various populations. She participated in early evaluation of health care quality and cost containment under Georgia Better Health Care for the Department of Medical Assistance, State of Georgia. Dr. Ketsche coordinated data collection and production of the national Institute of Health care Management's Health Care System DataSource, published in November 1998.

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EDUCATION

- 2000 Doctor of Philosophy, Department of Risk Management and Insurance, Georgia State University.
- 1992 Master of Health Administration, Georgia State University
- 1991 Master of Business Administration, Georgia State University
- 1977 Bachelor of Science, Physical Therapy, University of Pennsylvania
Summa Cum Laude
- 1973-1974 Undergraduate Studies, Duke University

AWARDS AND HONORS

- George E. Manners Award for Excellence, Georgia State University (1990)
- George J. Malanos Award for Academic Excellence, Georgia State University (1991)
- Beta Gamma Sigma Honor Society member
- State Farm Dissertation Award (1999)

WORK EXPERIENCE

- 2000-2006 Assistant Professor, Institute of Health Administration, JMR College of Business, Georgia State University.
- 2006-present Associate Professor, Institute of Health Administration, JMR College of Business, Georgia State University. Teaching at the graduate and

undergraduate levels. Teaching responsibilities include Introduction to the Healthcare System, Health Policy and Ethics, Managed Care, Healthcare Financial Management, and supervision of student residents.

Participation in externally funded research through the Center for Health Services Research evaluation of state programs (Georgia Department of Human Resources) and a federally funded Community Access Program. Joint principal investigator through the Georgia Health Policy Center of state level insurance coverage as part of a State Health Planning Grant. Principle Investigator on a study of the implications of rural access to safety net provision of care. Principal Investigator on study of coverage expansion for children and families through the S-CHIP program.

Service on the Undergraduate Program Council, JMR College of Business and a one year term on faculty senate, including Committee on Academic Programs (APACE) and the Admissions and Standards Committee.

- 1996-1999 Student and Research Assistant, Center for Risk Management and Insurance Research, Georgia State University. Coordinated data collection and production of the National Institute of Health Care Management's Health Care System DataSource, published in November, 1998. Participated in several projects for the Georgia State Health Policy Center relating to cost containment for Medicaid and assistance for rural health care providers by providing data and analysis as appropriate. Extensive research work on tabulations of the uninsured using Census Bureau's Current Population Survey data for the Center for Risk Management and Insurance Research at Georgia State and for the Centers for Disease Control, Atlanta, Georgia.
- 1995-1996 Part Time Temporary Instructor and Research Assistant, Institute of Health Administration, Georgia State University. Developed and taught experimental course for Health Administration students covering operational aspects of managed care plans from the perspective of providers, health plans and purchasers. Participated in evaluation of Georgia Better Health Care for the Department of Medical Assistance, State of Georgia.
- 1993 - 1994 Benefits Specialist, Towers Perrin, Atlanta. Assisted employers in strategic planning and employee communications for long term health care cost containment.
- 1991 - 1992 Health Administration Intern / Benefits Assistant, The Coca-Cola Company, Atlanta. Administered all employee benefits for over 3,000 employees and their dependents. Coordinated task force evaluating potential plan providers and implementing managed health care for most Coca-Cola Company employees.

1977 - 1986 Physical Therapist, Berlin, Germany and Chicago, Illinois. Provided clinical physical therapy services in a variety of health care settings, including short term hospital, long term rehabilitation and home health care services. Managed clinic for amputees at Mercy Hospital, 1983.

PUBLICATIONS: REFEREED SCHOLARY

Ketsche, Patricia G (2005): "Employment Based Health Insurance: Analysis of Rural - Urban Differences in One State," *Medical Care Research and Review*, Vol. 62(4), pp. 458-478.

Ketsche, Patricia G: "An Analysis of the Effect of Tax Policy on Health Insurance Purchases by Risk Group," *Journal of Risk and Insurance*, 71(1) (2004) pp.91-114.

Ketsche, Patricia G. and William S. Custer (2000): "The Effect of Marginal Tax Rate on the Probability of Employment-Based Insurance by Risk Group," *Health Services Research* Vol 35:1, Part II (April 2000), pp. 239-251

Ketsche, Patricia G. (2000): "The Effect of the Tax Subsidy on Risk Pooling in the Employment-Based Health Insurance Market." Dissertation, Georgia State University. 201 pages.

Papers Currently Under Peer Review

Ketsche, Patricia G and William Custer (2004): "Measuring Wage Adjustments for Employment Based Health Insurance" Submitted to *Southern Economic Journal*, August 2004. Revision for resubmission in progress.

PUBLICATIONS: REFEREED PROFESSIONAL/PRACTITIONER

Ketsche, Patricia G, Joan T.A. Gabel and Nancy R. Mansfield: "How Does the S-CHIP Exclusion Affect Health Insurance Coverage for Children of Low-income State Workers?" *Forthcoming in Journal of the International Public Management Association for Human Resources*

Ketsche, Patricia G. and Lisette Branscomb (2003): "The Long Term Costs of Career Interruptions," *Journal of Health Care Management*. Vol. 48(1), pp. 30-44.

Ketsche, Patricia G, Susan McLaren and William Miller (2002): "The Effect of a Medicaid Primary Care Case Management Program on the High-Cost Recipient Population in One State," *Research in Health Care Financial Management*. Vol 7, No. 1, pp. 49-64.

PUBLICATIONS: PROCEEDINGS

Cude, Brenda J.; Elizabeth Goldsmith; Patricia **Ketsche**; Karrol Kitt; Jean O'Conner: "The Roller Coaster Ride of Insurance Regulation: Where's the Research?" *Consumer Interests Annual*, 49 (2003) pp.1-3.

PUBLICATIONS: BOOKS AND MONOGRAPHS

Ketsche, Patricia G, Mei Zhou and E. Kathleen Adams (2005): “Consumer Assessment of Health Plan Satisfaction: Differences in Utilization and Satisfaction Among Parents of Children Enrolled in Georgia’s PeachCare, PeachCare Plus and Medicaid Programs.” 45 pages.

Custer, William S. and Patricia G. **Ketsche** (2004): “Health Insurance Coverage in Georgia” Center for Health Services Research, Georgia State University. 14 pages.

Custer, William S. and Patricia G. **Ketsche** (2003): “Employment Based Health Insurance in Georgia” Center for Insurance Research, Georgia State University. 30 pages.

Custer, William S. and Patricia G. **Ketsche** (2001): “Sources of Health Insurance Coverage in Georgia” Center for Insurance Research, Georgia State University. 18 pages.

Ketsche, Patricia G (2001): “Georgia Child Data Reports” Georgia Health Policy Center, Georgia State University. 84 pages.

Custer, William S. and Patricia G. **Ketsche** (2000): “Employment-Based Health Insurance” Health Insurance Association of America. 68 pages.

Custer, William S. and Patricia G. **Ketsche** (2000): “The Changing Sources of Health Insurance” Health Insurance Association of America. 34 pages.

Custer, William S. and Patricia G. **Ketsche** (2000): “Sources of Health Insurance Coverage in Georgia” Center for Insurance Research, Georgia State University. 18 pages.

Custer, William S. and Patricia G. **Ketsche** “Sources of Health Insurance Coverage in Georgia, 1999,” Research Report Series (99-2). Center for Risk Management and Insurance Research, Georgia State University: 18 pp.

Ketsche, Patricia “NIHCM Health Care System DataSource, Second Edition,” (with William S. Custer, M. Gooden, S. Mosher, S. Nopchinabutr), November, 1998. 562 pp.

Custer, William S. and Patricia G. **Ketsche** “Sources of Health Insurance Coverage in Georgia, 1998,” Research Report Series (98-2). Center for Risk Management and Insurance Research, Georgia State University: 18 pp.

Custer, William S. and Patricia G. **Ketsche** “Sources of Health Insurance Coverage in Georgia, 1997,” Research Report Series (98-1). Center for Risk Management and Insurance Research, Georgia State University: 21 pp.

Custer, William S. and Patricia G. **Ketsche** “Sources of Health Insurance Coverage by State: Tabulations of the March Supplement to the 1994, 1995 and 1996 Current Population Survey.”

Center for Risk Management and Insurance Research, Georgia State University. June, 1997. 621 pp.

Custer, William S. and Patricia G. **Ketsche** "Sources of Health Insurance Coverage in Georgia, 1996," Research Report Series (96-1). Center for Risk Management and Insurance Research, Georgia State University: 21 pp.

EXTERNALLY-FUNDED RESEARCH PROJECTS

Principle Investigator: Policy Oriented Rural Research Grant from Health Resources and Services Administration (HRSA).

Title: Safety Net Provision and Hospital Care in 10 States

Project description: Evaluate the implications of the location of Federally Qualified Health Centers (FQHC) and Rural Health Centers on hospital admissions and cost associated with the uninsured in ten states. This research will be relevant to policy to expand funding for such health centers.

Total dollar amount: \$149,500

Start Date: September 2004

End Date: September 2005

Principle Investigator: Study funded by the State Coverage Initiative (SCI) from the Robert Wood Johnson Foundation.

Title: Options in Georgia for Expanding Access to Coverage for the Uninsured.

Project description: Address health care access for Georgia's rural residents, children and the working uninsured by focusing on an analysis of the effect of discontinuity in public coverage for Georgia's children and an analysis of the cost and potential expansion of coverage that could be achieved through a premium support program for families with children participating in PeachCare.

Total dollar amount: \$100,000

Start Date: June 2004

End Date: May 2006

Co-Investigator: HRSA funded study of community options for expanding coverage.

Title: State Health Planning Grant Pilot Planning Project.

Project description: Survey of Georgia employers to assess the status of employer sponsored health insurance in the state. Data used to facilitate collaboration with four distinct communities in Georgia to assess the options for locally sponsored public private partnerships to expand coverage to the working uninsured.

Total dollar amount: \$400,000

Start Date: September 2004

End Date: September 2005

Co-Investigator: HRSA funded study of health insurance coverage in Georgia.

Title: State Health Planning Grant.

Project description: Data collection and analysis to understand health care coverage in Georgia and to inform policy debate regarding options for expanding coverage at the state level. Primary

responsibilities were to participate in design and oversight of household and employer surveys regarding coverage in Georgia.

Total dollar amount: \$1.3 million

Start Date: September 2002

End Date: September 2004

Co-evaluator: HRSA funded Community Access Program.

Title: Fulton County Department of Health and Wellness Collaborative

Project Description: Local collaborative of safety net providers working to expand access and quality of care for uninsured residents of Fulton and DeKalb counties. This effort focused on improving the exchange of patient information and the coordination of care.

Role: External evaluator

Total dollar amount (evaluation): \$100,000

Start date: March 2001

End date: December 2002

Participant: Performance Evaluation of Georgia Department of Human Resources Department of Mental Health / Mental Retardation / Substance Abuse (MHMRSA) and Department of Public Health.

Project Description: Provide up to date literature review and analysis of MHMRSA and Department of Public Health programs and services.

Role: Data collection and analysis of the cost-effectiveness of the programs, interviewed regional directors for MHMRSA program throughout the state of Georgia, drafting relevant sections of the reports.

Total dollar amount: \$350,000

Start date: January 2000.

End date: March 2001.

Participant: Georgia Department of Community Health funded evaluation.

Title: "Initial Georgia Medicaid Georgia Better Health Care Evaluation."

Project Description: Evaluation of the first phase of Georgia Better Health Care Primary Care Case Management program for the Medicaid population. Role: Data collection and analysis, drafting of relevant sections of the report.

Total dollar amount: \$75,000

Start date: January 1995

End date: December 1995

PAPERS PRESENTED AT PROFESSIONAL MEETINGS

Patricia **Ketsche**, Kathleen Adams, Karen Minyard and Rebecca Kellenberg (2006):

"Differential Care Experiences for S-CHIP and Medicaid Enrolled Children: Demographic and Programmatic Determinants" Andrew Young School of Policy Studies Public Policies and Child Wellbeing Conference, Stone Mountain, GA, May 16, 2006

Patricia **Ketsche** and William S. Custer (2005): “What Can We Learn from a State Level Employer Survey?” Poster presentation to Academy Health State Health Policy Interest Group, Academy Health Annual Research Meeting, Boston, MA

Patricia **Ketsche** (2005): “How Does the S-CHIP Exclusion Affect Coverage for Children of State Workers?” Poster presentation to Academy Health Annual Research Meeting, Boston, MA

Patricia **Ketsche** (2004): “The Effect of Employment Based Health Insurance on Wages: Evidence that Risk Pooling among High- and Low Wage Earners Differs.” Presented to Academy Health Annual Research Meeting, San Diego, CA

O’Connor, Jean, Karen Minyard, William Custer and Patricia **Ketsche** (2003): “Health Care Coverage in Georgia” Press conference to release results of the Georgia Population Survey Funded through a HRSA State Planning Grant to Georgia

O’Connor, Jean, Karen Minyard, William Custer and Patricia **Ketsche** (2003): “Health Care Coverage in Georgia” Press conference to release results of the Georgia Employer Survey Funded through a HRSA State Planning Grant to Georgia.

Ketsche, Patricia and Jean O’Connor (2003): “State Level Estimates of the Uninsured: Where are the Data?” Presentation to American Council on Consumer Interests Annual Conference, Atlanta, GA

Ketsche, Patricia and William Custer (2003): “Measuring Wage Adjustments for Employment Based Health Insurance” Presented to the Southern Risk and Insurance Association Meeting, Clearwater, FL

Ketsche, Patricia G and William Custer (2002): “The Effect of Employment Based Health Insurance on Wages: Evidence that Risk Pooling among High- and Low Wage Earners Differs,” Presentation at the Southern Risk and Insurance Annual Meeting, New Orleans, LA.

Ketsche, Patricia G and William Custer: “Labor Market Effects on Employer Health Plan Characteristics,” Presented to the American Risk and Insurance Association, Montreal, Canada. 2002.

Ketsche, Patricia G. “The Effect of Marginal Tax Rate on the Probability of Participation in Group Health Insurance, by Risk Group” Revised and presented to the Association of Health Services Research, June 1999.

Ketsche, Patricia G. “The Effect of Marginal Tax Rate on the Probability of Participation in Group Health Insurance, by Risk Group” presented at the Southern Risk and Insurance Association, November, 1997.

Ketsche, Patricia G. “The Effect of Marginal Tax Rate on the Probability of Participation in Group Health Insurance, by Risk Group” Revised and presented to the Western Economic Association Conference, July, 1998.

CONTINUING EDUCATION ACTIVITIES IN THE PAST FIVE YEARS

Faculty guest lecturer for the Georgia Healthcare Executives (GAHE) review course for those preparing to become fellows of the American College of Healthcare Executives (ACHE), responsible for content and presentation for a refresher course on Healthcare Financial Management and Cost Accounting, 2002 through present.

Guest lecturer: Emory University School of Public Health, 2001 through present.

Guest lecturer: Institute of Diversity program in health administration, 2000-2001.

SERVICE ACTIVITIES INTERNAL TO THE UNIVERSITY

Undergraduate Program Council, Robinson College of Business, 2003-present.

Georgia State University Faculty Senate. Served the unexpired term for a retiring department member for one academic year (2004-2005). This included committee assignments for APACE, the Academic Program Review subcommittee, and the Admissions and Standards Committee.

Interviewed and counseled with applicants and students of the health administration program, 2000- present.

Member, Institute of Health Administration Alumni Board and Institute of Health Administration Advisory Board, 2000-present.

Faculty Advisor, Munich Reinsurance Fellow Program, 2002 and 2005

Developed and coordinated a Freshmen Learning Community (FLC) entitled “The Business of Healthcare” implemented in the fall of 2002.

SERVICE ACTIVITIES IN ACADEMIC AND PROFESSIONAL ORGANIZATIONS

Panel Presentation: “State Level Employer Surveys: Cost and Benefit for State Policy Makers,” State Coverage Initiatives Summer Workshop for State Officials, July 2005. (Chicago).

State Health Research and Policy Interest Group Meeting Planning Committee, Academy Health, June 2005 (Boston).

Panel Moderator: “From Knowledge to Action: Building Research and Evaluation Capacity in the Rhode Island Medicaid Program,” State Health Research and Policy Interest Group Meeting, Academy Health, June 2005. (Boston)

Referee articles for *Medical Care* and for *Research in Healthcare Financial Management*.

SERVICE TO THE COMMUNITY

Presentation to the Women's Caucus, Georgia Legislature: "Overview of Healthcare Financing." March 2005

Preparation of presentation on health care spending, Legislative Biennial, University of Georgia, December 2004

Presentation to Covering Kids and Families Coalition: "Health Insurance Status of Georgia's Children." May 2004.

Presentation to Healthy Mothers / Healthy Babies: "Health Insurance and Health Status of Georgia's Children." October 2003

Preparation and facilitation of National Council of State Legislature sponsored meeting of Georgia state legislatures, community leaders and providers, August 26-27, 2003, Atlanta, GA

Expert assistance "Legislative Task Force on Health Insurance Options for Small Businesses and the Working Uninsured" Georgia Legislature. 2003-2004

Analysis of proposals for health insurance reform for the state of Georgia in collaboration with the Health Policy Center led to a report to the governor of Georgia in August 2000 (Georgia Business Plan on Health).

References for Patricia G. Ketsche

1. Rebecca Kellenberg, Georgia Department of Community Health, 404-657-9506
2. Alice Burton, Academy Health, 202-292-6733
3. Isabel Friedenzohn, 202-292-6726

Glenn M. Landers. MBA, MHA

Mr. Landers will serve as **Project Director**. Glenn M. Landers is a Senior Research Associate and Project Director at the Georgia Health Policy Center. Mr. Landers's primary areas of expertise are in long-term care and access for the uninsured.

Since joining the center in 1999, Mr. Landers has led a variety of projects examining the state's long-term care and end-of-life care policies and delivery systems. He recently completed the Long-Term Care Partnership, a three-year research project that analyzed the costs and outcomes of Georgia Medicaid's nursing facility program and four home- and community-based services programs.

Mr. Landers's current projects include evaluating the strength of the health care safety net of a seven-county region for the Community Foundation of Greater Atlanta, working with Health Policy Center staff on a State Coverage Initiative (SCI) grant for the Robert Wood Johnson Foundation and the Georgia Department of Community Health, and directing an analysis of dental service utilization for the Georgia Division of Public Health.

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glanders@gsu.edu

EDUCATION

B.S., 1985, Syracuse University, S.I. Newhouse School of Public Communications

M.B.A., 1998, Georgia State University, J. Mack Robinson College of Business

M.H.A., 1998, Georgia State University, J. Mack Robinson College of Business

Summer Institute, 2002, Johns Hopkins University, Bloomberg School of Public Health

PROFESSIONAL POSITIONS

Senior Research Associate, Georgia Health Policy Center, Atlanta, Georgia, 2002 – present

- **Directed “Evaluation of Georgia’s Disease Management Program” under contract to APS Healthcare and United Healthcare, October 2005 – present.**
- Directed “Assessment of Metropolitan Atlanta’s Health Care Safety Net,” under contract to the Community Foundation for Greater Atlanta, October 2005 – present.
- Directed “Evaluation of the Georgia Oral Health Prevention Program,” under contract with the Georgia Department of Public Health, March 2005 – present.

- Directed "Member and Provider Satisfaction Surveys for Georgia Medicaid and PeachCare Claims Services," under contract with Affiliated Computer Services, May 2004 – February 2005.
- Managed "Fiscal Analysis of Changes in Georgia's Medicaid Program," with support from the Healthcare Georgia Foundation, June 2004 – October 2005.
- Managed "State Coverage Initiatives, Modeling Premium Support," with support from the Robert Wood Johnson Foundation and the Georgia Department of Community Health, June 2004 - Present.
- Directed "Examining the Health Status and Medicaid Utilization of Children in Georgia's Foster Care System," with support from the Georgia Health Foundation, July 2004 – November 2004.
- Directed "Peer Support for Older Adults Transitioning from Nursing Facilities to the Community" under contract with the Georgia Department of Human Resources, January 2004 – June 2005.
- Directed the "HRSA State Pilot Planning Grant," under contract with the State of Georgia Governor's Office of Planning and Budget, by and on behalf of the U.S. Department of Health and Human Services' Health Resources and Services Administration, July 2002 – Present.
- **Directed the "Indigent Care Trust Fund Primary Care Plan Review," funded by the Georgia Department of Community Health, February 2001 – January 2004.**

Associate Project Director and Health Policy Analyst, Georgia Health Policy Center, Atlanta, Georgia, 1999 – 2002

- **Co-direction of "Using a Longitudinal and Integrated Medicare and Medicaid Database to Comparatively Assess Cost and Outcomes among Georgia's Community and Facility-based Long-Term Care Programs," funded by the Georgia Department of Community Health, the Centers for Medicare and Medicaid Services (CMS), and Georgia State University, March 2001 – June 2004.**
- Co-direction of the "Georgia Collaborative to Improve End-of-Life Care," funded by the Joseph B. Whitehead Foundation, February 1999 – June 2001.
- Associate direction of "Building an Information System to Monitor the Performance and Improve the Effectiveness of Georgia's Health Care Safety Net," funded by the Georgia Department of Community Health, January 2000 – April 2001.

- Associate direction of “Long-Term Care Policy Analysis to Support Georgia Medicaid,” funded by the Georgia Department of Medical Assistance, 1999 – 2001.

Administrative Resident, Jennings Ryan & Kolb, Atlanta, Georgia, 1998

Completed fieldwork toward the MHA degree while performing the duties of an entry-level consultant for a national health care consulting firm.

PUBLICATIONS AND PROFESSIONAL REPORTS

“Understanding and Reducing the Number of Uninsured Georgians,” Issue Brief, Georgia Health Policy Center, March 2006.

“Georgia’s Aging Population: What to Expect and How to Cope,” with C. Ritchie, D. Sjoquist, S. Wallace, and A. Viceisza for the Healthcare Georgia Foundation, Atlanta, GA, September 2005.

“Georgia’s PeachCare for Kids: Results from a Disenrollee Survey,” Georgia Health Policy Center for the Georgia Department of Community Health, Atlanta, GA, August 2005.

“Peer Support for the Elderly in Georgia,” Issue Brief, Georgia Health Policy Center, Atlanta, GA, August 2005.

"Peer Support for Older Adults Transitioning from Nursing Facilities to the Community – Final Report," with Rachel Ferencik for the Georgia Department of Human Resources’ Real Choice Systems Change Grant, Atlanta, GA, June 2005.

“Georgia’s Growing Elderly Population and Revenue Growth,” with Clare Ritchie and Sally Wallace, *The Fiscal Impact*, No. 2, Georgia State University, Atlanta GA, January 31, 2005.

“Budgetary Implications of Georgia’s Aging Population,” with Clare Ritchie and Sally Wallace, *The Fiscal Impact*, No. 3, Georgia State University, Atlanta GA, January 31, 2005.

"Georgia's Foster Care Program and the Medicaid System," Issue Brief, Georgia Health Policy Center, January 2005.

"Long-Term Care and Dual Eligibility: Care and Cost Consequences for Medicare and Medicaid," with James P. Cooney, Jr., Ph.D., *Long-term Care Interface*, December 2004.

"Comparing the Health Status and Health Care Utilization of Children in Georgia's Foster Care System to Other Georgia Medicaid Children," with Mei Zhou for the Georgia Health Foundation, Atlanta GA, November 2004.

"Avoidable Hospitalizations in Georgia: An Analysis of the Potential for Strategic Action," with John O’Looney and Louis Kudon, Working Paper, November 2004.

"Correlation of the Personal Care Attendant Hour Allotment Worksheet (PCA-HAW) with the Functional Independence Measure (FIM): A Statistical Analysis," with Mei Zhou for the Shepherd Spinal Center, Atlanta GA, October 2004.

"Expanding Health Care Access with DSH: Georgia's Indigent Care Trust Fund," Issue Brief, Georgia Health Policy Center, October 2004.

"Comparative Assessment of Cost and Care Outcomes Among Georgia's Community-Based and Facility-Based Long-Term Care Programs," with James P. Cooney, Jr., Robert Curry, Jay P. Bae, and David B. Rein for the Georgia Department of Community Health, June 2004.

"Rebalancing Georgia's Long-term Care System," Issue Brief, Georgia Health Policy Center, March 2004.

"Review of the Primary Care Portion of the Indigent Care Trust Fund, Final Report," Georgia Health Policy Center for the Georgia Department of Community Health, January 2004.

"Better Health for More People at Less Cost," with Alan Essig, Kate Gardner, Lindsey Lonergan, and Karen Minyard, white paper, Georgia Health Policy Center, November 2003.

"Hospital Executive Leadership: A Critical Component for Improving Care at the End of Life," with James P. Cooney, Jr. and Julianna M. Williams, *Hospital Topics*, summer 2002.

"What's Going to Happen to the Patients You Just Admitted?" *Journal of the American Medical Directors' Association*, March/April 2002.

"Improving End-of-Life Care in Nursing Facilities," *Journal of the American Medical Directors' Association*, March/April 2002.

"Rough Passages for Long-Term Care: The Churning Effect," with James P. Cooney, Jr., Julianna M. Williams, and Jeff Etchason, MD, *Long-Term Care Interface*, January 2001.

"Management Evaluation of the Georgia Community Care Services Program," for the Georgia Department of Medical Assistance, 2000.

"Report of the Georgia Long-Term Care Study Commission," with James P. Cooney, Jr. for the Georgia State Legislature, 1999.

"Client-Related Uniform System for Long-Term Care Services," with James P. Cooney, Jr. for the Georgia Department of Medical Assistance, 1999.

PRESENTATIONS

“Georgia’s Foster Children and the Medicaid System,” Andrew Young School of Policy Studies Public Policies and Child Wellbeing Conference, Stone Mountain, GA, May 16, 2006.

“Evaluation Across Data Sets and Patient Populations: Implications for Utility, Feasibility, Propriety, and Accuracy,” American Evaluation Association Annual Meeting, Toronto, ON, Canada, October 2005.

“Using Risk Adjustment to Compare Medicaid Long-term Care Waiver Program Performance,” with James P. Cooney, Jr. and Mei Zhou, Academy Health Annual Research Meeting, Boston, MA, June 2005.

“Expanding Access with DSH: Georgia’s Indigent Care Trust Fund,” Academy Health Annual Research Meeting, Boston, MA, June 2005.

“Georgia’s Foster Children and Medicaid: Access, Utilization, and Cost,” with Mei Zhou, Academy Health Annual Research Meeting, Boston, MA, June 2005.

“Streamlining Administrative Services - Single Point of Entry for Long-term Care: Lessons from the Georgia Experience,” Tennessee State Forums Partnership, Nashville, TN, February 9 – 10, 2005.

"Safety Net Issues: Georgia's Indigent Care Trust Fund," Health Resources and Services Administration, State Planning Grant Meeting, Washington, DC, November 2004.

"Using a Risk Adjustment Model to Compare the Costs of Nursing Facility Care with Four Medicaid Long-term Care Waiver Programs," International Society for Research in Healthcare Financial Management, 10th Annual International Symposium & Workshop, Baltimore, MD, August 2004.

"Policy Implications of Cost and Care Outcome Differences among Dual Eligibles Using Alternative Organizational Models for Long-Term Care," with James P. Cooney, Jr., Academy Health Annual Research Meeting, San Diego, CA, June 2004.

"Comparing Medicaid Long-Term Care Waiver Programs," with James P. Cooney, Jr., Academy Health Annual Research Meeting, San Diego, CA, June 2004.

“Policy and Ethics in Health and Hospital Administration: Using the Graduate Classroom to Experience Reality,” invited to present with James P. Cooney, Jr., Hawaii International Conference on Business, Honolulu, HI, June 2003.

“Using an Integrated Medicare and Medicaid Database to Comparatively Assess Care and Cost Outcomes among a State’s Traditional and Waiver Long-Term Care Programs,” invited to present with James P. Cooney, Jr., Robert Curry, Jay P. Bae, and David B. Rein, Academy Health Annual Research Meeting, June 2003.

“Risk and Costs in Georgia Long-Term Care Programs: Comparative Examination of Nursing Facility and Home & Community-Based Care using Medicare and Medicaid Data,” with Jay P. Bae, James P. Cooney, Jr., David Rein, and Robert H. Curry, Academy Health Annual Research Meeting, June 2003.

“Redefining Long-Term Care: Turning Barriers into Opportunities,” invited to present with James P. Cooney, Jr., American Medical Directors’ Annual Meeting, Orlando, Florida, April 2003.

“Physician Orders for Life-Sustaining Treatment,” Georgia Cancer Coalition, Atlanta, Georgia, November 20, 2002.

“Improving End-of-Life Care in Nursing Facilities,” Georgia Health Care Ethics Consortium, Norcross, Georgia, April 24, 2002.

“What’s going to Happen to the Patients You Just Admitted?” American Medical Directors’ Association Annual Meeting, March 2002.

“Improving End-of-Life Care in Nursing Facilities,” American Medical Directors’ Association Annual Meeting, March 2002.

“Improving End-of-Life Care Planning in Nursing Facilities,” with James P. Cooney, Jr., Academy for Health Services Research and Health Policy Annual Meeting, Atlanta, GA, June 2001.

“Conversations in End-of-Life Care,” with James P. Cooney, Jr., Georgia Oncology Social Workers annual meeting, Duluth, GA, September 2000.

“Client-Related Uniform Information System for Long-Term Care Services,” with James P. Cooney, Jr., Georgia Department of Community Health Nursing Home Case-Mix Reimbursement Study Committee, Atlanta, GA, July 2000.

“Repetitive Patterns of Inter-Institutional Transfers among Residents of Long-Term Care Facilities in Georgia,” with James P. Cooney, Jr. and Jeff Etchason MD, Academy for Health Services Research and Health Policy Annual Meeting, Los Angeles, CA, June 2000.

“Improving Continuity of Care,” and “End of Life Care Planning,” with James P. Cooney, Jr., Georgia Nursing Home Association annual meeting, Asheville, NC, June 2000.

“Findings from the CRITICAL *Conditions* Pilot Site Evaluations,” Georgia Collaborative to Improve End-of-Life Care annual meeting, Morrow, GA, February 2000.

PROFESSION-RELATED SERVICE

2006

External Grant Reviewer, Healthcare Georgia Foundation

2005	Member, Healthcare and Eldercare Strategic Industries Technical Advisory Group, Commission for a New Georgia.
2005	Referee, American Evaluation Association Annual Meeting
2004	Discussant, <i>10th Annual International Symposium and Workshop</i> , International Society for Research in Healthcare Financial Management
2004	Reviewer, <i>The American Journal of Managed Care</i>
2003	Governor's Appointee, Stakeholder' Workshop on the Future of Medicaid
2002 – 2003	Member, Atlanta Regional Commission Aging Atlanta Data Committee
2002 – 2003	Member, The Governor's Action Group on the Accessibility and Affordability of Health Insurance
2001 – 2003	Member, Drug Utilization Review Board Long-Term Care Ad Hoc Subcommittee, Georgia Department of Community Health
2001 – 2004	Member, Long-Term Care Partnership Advisory Committee
1999 – 2004	Member, Georgia Collaborative to Improve End-of-Life Care Steering Committee

PROFESSIONAL MEMBERSHIPS

2005 – Present	American Evaluation Association
1999 – Present	Academy Health
1998 – Present	Beta Gamma Sigma

References for Glenn M. Landers

1. Mark Trail, Georgia Department of Community Health, 404-651-8681
2. Jason Bearden, Georgia Office of Planning and Budget, 404-656-7904
3. Anne Hernandez, APS Healthcare, 770-994-2236

Mei Zhou, MS, MA

Mei Zhou will oversee data collection and reporting and ensure data integrity and security. Ms. Zhou is an expert level SAS programmer and has five years experience analyzing numerous datasets including Medicare and Medicaid claims.

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404-651-1532
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EDUCATION

M.S. in Computer Science – 2000 Southern Polytechnic State University, Atlanta, GA

Graduate Certificate of Gerontology – 1999 Georgia State University, Atlanta, GA

M.A. in Sociology – 1995 Peking University, Beijing, China

B.A. in Sociology – 1992 Peking University, Beijing, China

STATISTICAL & IT SKILLS

- Statistics Package: **SAS** and **SPSS**
- Statistical Methodology: **Advanced multivariate data analysis**
- Database Design and Development: **SQL, Oracle, Access**
- Proprietary Decision Support Systems: **System 2, Data Probe, and Advantage Suite** for Georgia **Medicaid** Data from MedStat.
- Mapping: **Arcgis, Maptitude**
- Data Analysis and Presentation: **Microsoft Office Suite (Excel, Access, Word, PowerPoint)**
- Programming language: **Java, C/C++, VB**
- Operating Systems: **UNIX, Windows, Mainframe**

PROFESSIONAL POSITIONS

Research Associate II, Georgia Health Policy Center, Georgia State University, Atlanta, GA, 2004 – present

Oversaw data needs for Georgia Health Policy Center's projects. Conducted research projects on regional, state, and community level health policies, focusing on statistical analysis. Assisted with the development of reports and other materials related to health policy to various stakeholders. Performed data and statistical analysis for the following projects:

- **“Evaluation of Georgia’s Disease Management Program” under contract to APS Healthcare and United Healthcare, October 2005 – present, \$50,000.**
- **“Assessment of Metropolitan Atlanta’s Health Care Safety Net,” under contract to the Community Foundation for Greater Atlanta, October 2005 – present, \$200,000.**

- “Breast and Cervical Cancer in GA: BCCPTA Implementation and Effects”, under subcontract with Emory University, 2005 – present.
- “Southern Regional Healthcare Consortium”, 2005 – present.
- “Evaluation of the Georgia Oral Health Prevention Program,” under contract with the Georgia Department of Public Health, March 2005 – present, \$15,000.
- "Member and Provider Satisfaction Surveys for Georgia Medicaid and PeachCare Claims Services," under contract with Affiliated Computer Services, May 2004 – February 2005, \$244,000.
- "State Coverage Initiatives, Modeling Premium Support," with support from the Robert Wood Johnson Foundation and the Georgia Department of Community Health, June 2004 - Present, \$300,000.
- "Examining the Health Status and Medicaid Utilization of Children in Georgia's Foster Care System," with support from the Georgia Health Foundation, July 2004 – November 2004, \$20,000.
- “Evaluation of Georgia’s Children’s Health Insurance Program (CHIP)”, under contract with Georgia Department of Community Health, November 2004 – present, \$173,000.
- “Evaluation of the Bridge”, 2004, \$22,000.
- “Consumer Assessment of Health Plans: Differences in Utilization and Satisfaction among Parents of Children Enrolled in Georgia’s PeachCare, PeachCare Plus, and Medicaid Programs”, under contract with Georgia Department of Community Health, 2004 – 2005.

Data Administration Lead, Center for Health Services Research, Georgia State University, Atlanta, GA, 2003 – 2004

- **Performed data analysis for “Using a Longitudinal and Integrated Medicare and Medicaid Database to Comparatively Assess Cost and Outcomes among Georgia's Community and Facility-based Long-Term Care Programs,” funded by the Georgia Department of Community Health, the Centers for Medicare and Medicaid Services (CMS), and Georgia State University, March 2001 – June 2004, \$1,057,222.**

Statistical Analyst II, Georgia Department of Community Health, 2001 – 2002

- Analyzed and interpreted complex statistical data for Medicaid and State Public Employee Health Benefits. Developed statistical methodologies and disseminated information through reports, graphs, charts and/or publications. Responding to inquiries from government personnel, researchers, business personnel, etc.

Visiting Scholar, Hong Kong Polytechnic University, Hong Kong, 1994 –1995

- Conducted a research project on social welfare system development by interviewing directors from more than ten social service agencies and researchers in the field of social welfare from seven universities.

Research Assistant, Peking University, Beijing, China, 1993

- Assisted in organizing the session for designing questionnaires for “A Survey of Families in Five Cities in China”.
- Assigned by Peking University administration to supervise in Chengdu, Sichuan Province the graduation fieldwork fulfilled by the senior undergraduates in the Department of Sociology at Peking University, findings from which constituted an important part of “A Survey of Families in Five Cities in China”.

PUBLICATIONS AND PROFESSIONAL REPORTS

“Consumer Assessment of Health Plans: Differences in Utilization and Satisfaction among Parents of Children Enrolled in Georgia’s PeachCare, PeachCare Plus, and Medicaid Programs,” with Patricia Ketsche and Kathleen Adams, for Department of Community Health, GA, July 2005.

"Comparing the Health Status and Health Care Utilization of Children in Georgia's Foster Care System to Other Georgia Medicaid Children," with Glenn M. Landers for the Georgia Health Foundation, Atlanta GA, November 2004.

"Correlation of the Personal Care Attendant Hour Allotment Worksheet (PCA-HAW) with the Functional Independence Measure (FIM): A Statistical Analysis," with Glenn M. Landers for the Shepherd Spinal Center, Atlanta GA, October 2004.

“The Current Situation of the Community Service Center and Its Latent Complications” in Social Work, 1996, No.2.

“The Dilemma China is in and the Transformation of Her Social Welfare System” in Social Work Research, 1995, No.5.

“Evolution and Development of the Content of Social Work Models – The Generalist Model versus the Dialectical Model” in No.6 of Research Papers published by Applied Social Science Department of Hong Kong Polytechnic University, 1995.

“A Report on Changes in the Attitude of Chinese Youth Towards Courting, Marriage, and Family” in The Prospects For Youth in China, Liaoning People’s Publishing House, 1994, 223-257.

PRESENTATIONS

“Using Risk Adjustment to Compare Medicaid Long-term Care Waiver Program Performance,” with Glenn M. Landers and James P. Cooney, Academy Health Annual Research Meeting, Boston, MA, June 2005.

“Georgia’s Foster Children and Medicaid: Access, Utilization, and Cost,” with Glenn M. Landers, Academy Health Annual Research Meeting, Boston, MA, June 2005.

HONORS

John Cook Scholarship for outstanding academic achievement, GSU, 2003

National Tax Challenge GSU Graduate Team Representative, 2002

References for Mei Zhou

1. Kathleen Adams, Ph.D., Emory University, 404-727-9370
2. Rebecca Kellenberg, Georgia Department of Community Health, 404-657-9506
3. James P. Cooney Jr., Ph.D., Georgia State University, Retired, 843-842-5024

Financial Stability – Audited Financial Report (Section 3.1.3)

REPORTS OF INDEPENDENT CERTIFIED PUBLIC ACCOUNTANTS
IN ACCORDANCE WITH OFFICE OF MANAGEMENT AND
BUDGET CIRCULAR A-133

GEORGIA STATE UNIVERSITY RESEARCH FOUNDATION, INC.

For the Year Ended June 30, 2004

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**REPORT OF INDEPENDENT CERTIFIED PUBLIC ACCOUNTANTS ON
COMPLIANCE AND ON INTERNAL CONTROL OVER FINANCIAL REPORTING BASED
ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH
GOVERNMENT AUDITING STANDARDS**

The Board of Directors
Georgia State University Research Foundation, Inc.

We have audited the financial statements of Georgia State University Research Foundation, Inc. (the "Research Foundation") as of and for the year ended June 30, 2004 and have issued our report thereon dated August 27, 2004. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States.

Compliance

As part of obtaining reasonable assurance about whether the Research Foundation's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grants noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance that are required to be reported under *Government Auditing Standards*.

Internal Control Over Financial Reporting

In planning and performing our audit, we considered the Research Foundation's internal control over financial reporting in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on the internal control over financial reporting. Our consideration of the internal control over financial reporting would not necessarily disclose all matters in the internal control that might be material weaknesses. A material weakness is a condition in which the design or operation of one or more of the internal control components does not reduce to a relatively low level the risk that misstatements in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. We noted no matters involving internal control over financial reporting and its operation that we consider to be material weaknesses.

This report is intended for the information and use of the management, members of the Board of Directors and federal awarding agencies and pass-through entities and is not intended to be and should not be used by anyone other than these specified parties.

Grant Thornton LLP

Atlanta, Georgia
August 27, 2004

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**REPORT OF INDEPENDENT CERTIFIED PUBLIC ACCOUNTANTS ON COMPLIANCE
WITH REQUIREMENTS APPLICABLE TO EACH MAJOR PROGRAM AND ON INTERNAL
CONTROL OVER COMPLIANCE IN ACCORDANCE WITH OMB CIRCULAR A-133**

The Board of Directors
Georgia State University Research Foundation, Inc.

Compliance

We have audited the compliance of Georgia State University Research Foundation, Inc. (the "Research Foundation") with the types of compliance requirements described in the *U.S. Office of Management and Budget (OMB) Circular A-133 Compliance Supplement* that are applicable to each of its major federal programs for the year ended June 30, 2004. The Research Foundation's major federal programs are identified in the summary of auditors' results section of the accompanying schedule of findings and questioned costs. Compliance with the requirements of laws, regulations, contracts, and grants applicable to each of its major federal programs is the responsibility of the Research Foundation. Our responsibility is to express an opinion on the Research Foundation's compliance based on our audit.

We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and OMB Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*. Those standards and OMB Circular A-133 require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about the Research Foundation's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion. Our audit does not provide a legal determination on the Research Foundation's compliance with those requirements.

In our opinion, the Research Foundation complied, in all material respects, with the requirements referred to above that are applicable to each of its major federal programs for the year ended June 30, 2004.

Internal Control Over Compliance

The management of the Research Foundation is responsible for establishing and maintaining effective internal control over compliance with the requirements of laws, regulations, contracts and grants applicable to federal programs. In planning and performing our audit, we considered the Research Foundation's internal control over compliance with requirements that could have a direct and material effect on a major federal program in order to determine our auditing procedures for the purpose of expressing our opinion on compliance and to test and report on the internal control over compliance in accordance with OMB Circular A-133.

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A material weakness is a condition in which the design or operation of one or more of the internal control components does not reduce to a relatively low level the risk that noncompliance with the applicable requirements of laws, regulations, contracts and grants that would be material in relation to a major federal program being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. Our consideration of the internal control over compliance would not necessarily disclose all matters in the internal control that might be reportable conditions and, accordingly, would not necessarily disclose all reportable conditions that are also considered to be material weaknesses. We noted no matters involving the internal control over financial reporting and its operation that we consider to be material weaknesses.

Schedule of Expenditures of Federal Awards

We have audited the financial statements of the Research Foundation as of and for the year ended June 30, 2004, and have issued our report thereon dated August 27, 2004. Our audit was performed for the purpose of forming an opinion on the financial statements taken as a whole. The accompanying Schedule of Expenditures of Federal Awards is presented for purposes of additional analysis as required by OMB Circular A-133 and is not a required part of the financial statements. Such information has been subjected to the auditing procedures applied in the audit of the financial statements and, in our opinion, is fairly stated, in all material respects, in relation to the financial statements taken as a whole.

This report is intended for the information and use of the management, members of the Board of Directors, federal awarding agencies and pass-through entities and is not intended to be and should not be used by anyone other than these specified parties.

Grant Thornton LLP

Atlanta, Georgia
August 27, 2004

Georgia State University Research Foundation, Inc.
 Supplemental Schedule of Expenditures of Federal Awards
 Year ended June 30, 2004

Research and Development	CFDA Number	Federal Expenditures
U.S. Department of Agriculture		
Marine Fungi	10.OFA	\$ 348
Agricultural Water Policy	10.200	560,362
Phylloquinone Function/Photosy	10.206	37,615
Passed Through TKC Communications		
Federal Crop Insurance	10.OFA	148,680
Passed Through Georgia Dept of Human Resources		
NENA	10.561	147,107
Passed Through National Food Service Management		
Food Safety	10.574	19,760
Total U.S. Department of Agriculture		<u>913,873</u>
U.S. Department of Commerce		
Passed Through the State of Florida		
Use of Lipofuscin for Aging	11.433	47,944
U.S. Department of Defense		
IPA - Donata Renfrow	12.OFA	28,141
Safety Act	12.OFA	32,138
Analyses of Plietocene NJ	12.300	7,958
Anti-Leishmaniasis Compounds	12.420	5,006
Indonesia: Masters Degree Program	12.497	154,802
Statistical Analysis	12.901	19,438
Meso-Adaptation Of Systems	12.910	17,290
Passed Through University of North Carolina		
Nursing in US Army Hospitals	12.OFA	69,362
Passed Through University of Cincinnati		
Diagnostic Methods	12.OFA	29,127
Passed Through Tecumseh Professional Association		
Cultural Communications Training	12.OFA	66,138
Passed Through Academy of Applied Science		
Apprenticeship Program	12.OFA	2,120
Passed Through the Georgia Institute of Technology		
Morale: Mission Oriented Arch	12.100	18,255
Total U.S. Department of Defense		<u>449,774</u>

Georgia State University Research Foundation, Inc.
 Supplemental Schedule of Expenditures of Federal Awards
 Year ended June 30, 2004

Research and Development	CFDA Number	Federal Expenditures
U.S. Department of Housing and Urban Development		
Comm. Outreach & Partnerships	14.511	58,438
Passed Through Atlanta Housing Authority		
Hope VI Evaluation/Harris Home	14.OFA	68,439
Total U.S. Department of Housing and Urban Development		<u>126,877</u>
U.S. Department of the Interior		
MLK Jr Curriculum Project	15.OFA	412
Field Exam of Phosphoria Form	15.808	1,736
National Historic Landmarks	15.912	9,603
Online GIS - Great Houses	15.923	1,303
Passed Through the Georgia Institute of Technology		
Hydro/Geochem/Isotop Approach	15.805	9,077
Total U.S. Department of the Interior		<u>22,130</u>
U.S. Department of Justice		
NIR Dye Compositions	16.OFA	(10,383)
Prototype Detection Systems	16.OFA	134,804
Novel Chemical Compositions	16.OFA	132,205
Fighting Crime	16.560	979,704
Mobile Computing System	16.710	33,623
Passed Through National Opinion Research Center		
Arrestee Drug Abuse Monitoring	16.560	87,785
Total U.S. Department of Justice		<u>1,357,738</u>
U.S. Department of Labor		
Workforce Information Planning	17.OFA	40,000
Labor Market Information Model	17.OFA	10,000
Southern Workforce Resource	17.261	32,676
Passed Through Cornell University		
Labor Mediation Project	17.OFA	(52,562)
Passed Through Georgia Dept of Labor		
Employers Needs & Expectations	17.250	9,657
Total U.S. Department of Labor		<u>39,771</u>

Georgia State University Research Foundation, Inc.
Supplemental Schedule of Expenditures of Federal Awards
Year ended June 30, 2004

Research and Development	CFDA Number	Federal Expenditures
U.S. Department of State		
Develop BBA Program	19.OFA	120,478
Development of Sports Programs	19.OFA	82,889
Development of Partnerships	19.OFA	130,119
Media Professionalism	19.420	5,071
Total U.S. Department of State		338,557
U.S. Department of Transportation		
Probe Motorists' Percept Highway	20.920	310
Passed Through the GA Department of Transportation Strategic Management	20.OFA	23,908
Passed Through Resrch Found/University of New York Attention & Uncertainty Monito	20.100	10,101
Passed Through Georgia Governor's office Law Enforcement Mini Grant	20.600	16,371
Passed Through University of Tennessee 1996-1997 Transportation Education	20.OFA	16
Transportation Safety Course	20.701	1,797
Transportation Education @GSU	20.800	24,748
Total U.S. Department of Transportation		77,251
General Services Administration		
IPA Roy Black	39.OFA	37,605
History Exhibit	39.OFA	15,000
Total General Services Administration		52,605
National Aeronautics and Space Administration		
Optical Charac. Of Gas Phase	43.OFA	92,098
Photoionization	43.001	61,518
Seyfert 1 Galaxy	43.002	15,941
Passed Through Georgia Institute of Technology GA Space Grant Fellowship	43.OFA	7,200
Passed Through Jet Propulsion Laboratories A Massif Effort	43.OFA	534,797
Passed Through Smithsonian Astrophysical Resolving Warm Absorber	43.OFA	13,087

Georgia State University Research Foundation, Inc.
Supplemental Schedule of Expenditures of Federal Awards
Year ended June 30, 2004

Research and Development	CFDA Number	Federal Expenditures
Passed Through NDP Optronics LLC		
IR Detectors	43.OFA	8,421
Passed Through Space Telescope Science Institute		
O-type Binary	43.OFA	873
Black Hole Binary	43.OFA	31,223
Black Hole Masses	43.OFA	7,766
Connecting UV X-ray Absorbers	43.OFA	17,146
Near-Infrared Search	43.OFA	17,015
Mass-Luminosity Relation	43.OFA	(155)
X-Ray/UV in Seyfert 1	43.OFA	6,073
Calibrating Mass Luminosity	43.OFA	6,985
Warm Absorber NGC 5548	43.OFA	36,321
X-ray Absorption NGC 4151	43.OFA	24,668
Masses of O-Type	43.OFA	18,107
Variable Absorption in AGN	43.OFA	19,013
UV Spectrum Massive X-Ray	43.002	28,138
Total National Aeronautics and Space Administration		946,236
National Foundation on The Arts and The Humanities		
Synthesis Of C45 Beta Carotene	45.130	447
Passed Through Georgia Humanities Council		
Kirkwood: A Community History	45.129	2,956
Partners in Learning	45.129	1,250
Total National Foundation on The Arts and The Humanities		4,654
National Science Foundation		
Novel Wavelength Tailorable	47.041	88,223
Novel Wavelength	47.041	2,280
Free and Confined Atoms	47.049	6,869
Theoretical and Numerical	47.049	15,099
Circumferences & Graphic Ramse	47.049	8,855
Addressable Multielectrode Array	47.049	46,795
Spectroscopy w/the Char. Array	47.049	23,287
Free & Confined Atoms	47.049	39,128
Peptide Cleavage	47.049	52,068
Spectroscopic Investigation	47.049	101,367
Stellar Parameters	47.049	149,881

Georgia State University Research Foundation, Inc.
 Supplemental Schedule of Expenditures of Federal Awards
 Year ended June 30, 2004

Research and Development	CFDA Number	Federal Expenditures
Khoy Ophiolite Tectonogenesis	47.050	2,865
Compres	47.050	31,198
Acquisition Of A Laser Ablation	47.050	42,694
Acres: Research Experiences	47.050	110,350
Retention Of Women & Minorities	47.070	5,442
Human Computer Interaction	47.070	364,760
Digital Library-Graphics	47.070	127,898
Metadata	47.070	20,449
IT Transfer To Egypt	47.070	103,227
Rsch Experience for Undergrads	47.074	413
Messenger in Growth Cones	47.074	171
Foraging, Hoarding, Intake	47.074	160,069
Calcium Binding Affinity	47.074	70,586
Neural Mechanisms of Dominance	47.074	124,288
Calcium Binding Protein	47.074	14,432
Arginine Catabolism	47.074	188,356
Sensory Experience	47.074	5,585
Growing Compound Nose	47.074	22,331
Chemosensory Behavior	47.074	4,998
Polyamines Metabolism	47.074	11,317
Mechanisms of Chemical Defense	47.074	46,722
Photoionization of Atoms	47.075	5,883
Conference on High Resolution	47.075	9,424
Emergence of Differentiation	47.075	82,744
Impact of Insurance Markets	47.075	21,185
Attr of Regulatory Commission	47.075	22,759
Undergrad Experiences in Econ	47.075	47,953
RDD and Cellular Phone Surveys	47.075	117,865
Monetary Credibility	47.075	12,199
Center for Behavioral Neuroscience	47.075	1,718,449
Dye-Sensitized Structures	47.075	11,845
Collaborative Research	47.075	3,044
Firm Placements of New PHD	47.075	51,609
International: F,E and I Pbs	47.075	5,000
CBN Clark Atlanta	47.075	63,650
CBN Emory	47.075	1,163,276
CBN Georgia Tech	47.075	119,928

Georgia State University Research Foundation, Inc.
 Supplemental Schedule of Expenditures of Federal Awards
 Year ended June 30, 2004

Research and Development	CFDA Number	Federal Expenditures
CBN Morehouse	47.075	130,887
CBN Morehouse Medical	47.075	224,880
CBN Morris Brown	47.075	209,173
CBN Spelman	47.075	142,628
VG Morehouse	47.075	38,832
VG Morris Brown	47.075	104,171
VG Spelman	47.075	2,651
VG GSU	47.075	229,075
Heterojunctions	47.076	3,200
The Bio-Bus	47.076	482,296
Chemistry Workshops	47.076	423,868
Passed Through Southeastern Universities Research Integrated Middleware	47.OFA	17,620
Passed Through University of New Mexico Photodiodes for Fiber Optics	47.041	24,726
Passed Through University of California Context-Aware Computing	47.070	15,212
Passed Through University of Virginia Layout Optimization	47.070	23,033
Passed Through Emory University Ctr/ Behavioral Neuroscience	47.075	13,977
Passed Through University of Virginia Game Theory & Social Interacti	47.075	13,194
Passed Through the Univesity of Georgia Tech Supported Learning Environment	47.076	16,429
Intermath Evaluation	47.076	15,000
Passed Through the Georgia Institute of Technology Consulting Services to EduTech	47.076	777
IGERT Graduate Fellowship	47.076	12,000
PRISM	47.076	75,668
Passed Through University of Pennsylvania Individual Reading Program	47.076	366,836
Passed Through Fermilab Quarknet	47.076	4,400
Passed Through Georgia Cancer Coalition Gene Exoression in Cancer Development	47.076	3,560
Total National Science Foundation		8,042,905

Georgia State University Research Foundation, Inc.
Supplemental Schedule of Expenditures of Federal Awards
Year ended June 30, 2004

Research and Development	CFDA Number	Federal Expenditures
Small Business Administration		
Passed Through University of Georgia		
Small Business Development Center	59.037	119,929
Small Business Development Center	59.037	140,261
FAST	59.090	15
Passed Through Multiple SBDC		
Program Income from SBDC	59.037	31,509
Total Small Business Administration		<u>291,714</u>
U.S. Environmental Protection Agency		
Experimental Tests of Provision	66.500	63,425
Passed Through the University System of Georgia		
Pilot Mercury Lab Exchange	66.708	3,900
Total U.S. Environmental Protection Agency		<u>67,326</u>
U.S. Department of Energy		
Palemagnetic/Geochemical Method	81.OFA	26,530
Femtosecond & Attosecond Laser	81.OFA	124,679
Research-Heavy ION Nuclear	81.049	121,972
Computational Nanophotonics	81.049	41,674
Photoabsorption	81.OFA	6,596
Passed Through University of New Orleans		
Method of Support for Teachers	81.OFA	(145)
Metro Atlanta Beg Teacher Sup	81.OFA	5,723
Passed Through Los Alamos National Laboratory		
Nanostructures	81.OFA	29,947
Total U.S. Department of Energy		<u>356,975</u>
United States Information Agency		
Yarmouk Univ. Partnership	99.OFA	(3,141)
U.S. Department of Education		
NRC - GA Mid East St Consortium	84.015	126,596
Educational Talent Search	84.044	178,041
Upward Bound Math-Science	84.047	118,692
Upward Bound Program	84.047	245,389

Georgia State University Research Foundation, Inc.
 Supplemental Schedule of Expenditures of Federal Awards
 Year ended June 30, 2004

Research and Development	CFDA Number	Federal Expenditures
Educational Opportunity Center	84.066	266,865
Certificate in Int'l Ed	84.116	67,942
Conduit Global Competence	84.153	55,546
CIS GAP	84.200	49,825
Rehabilitation Continuing Ed	84.264	518,122
Rehabilitation Continuing Ed	84.264	71,628
PULSE Project	84.325	1,041
Georgia Deaf-Blind Project	84.326	128,399
Georgia Sensory Assistance	84.326	179,806
Preparing Teachers/Technology	84.342	12,706
Preparing Tommorrow	84.342	39,881
Passed Through the Georgia Institute of Technology Teacher Recruitment Grant	84.OFA	25
Passed Through Georgia Board of Regents Recruitment Initiative	84.350	8,781
Passed Through Great Cities University Found Urban Educator Partnership In GSU/APS Partnership	84.OFA 84.215	421 8,519
Passed Through Gwinnett County Schools Agreement w/ Gwinnett Schools	84.OFA	283
Passed Through American Ed Research Assoc Science Educational Reform	84.OFA	49,207
Passed Through Georgia Dept of Education LRE Project	84.027	44,377
Security and Protection	84.048	18,163
GADOE Enhancing Education	84.318	188,819
Passed Through Georgia Dept of Human Resources Project SCEIS	84.181	88,883
ProjectSCEIS Babies Can't Wait	84.181	124,068
Passed Through Georgia Institute of Technology Workplace Accomodation	84.133	131,137
SDBTA Center	84.133	19,461
Passed Through GSURF / Univ. of New Orleans Urban Educators Initiative	84.215	13
Passed Through New England Conservatory Music in Education	84.116	40,372

Georgia State University Research Foundation, Inc.
 Supplemental Schedule of Expenditures of Federal Awards
 Year ended June 30, 2004

Research and Development	CFDA Number	Federal Expenditures
Passed Through Portland State University		
Student Electronic Portfolios	84.116	1,253
Passed Through San Diego State University		
Distance Ed in Rehab	84.129	9,398
Distance Ed in Rehabilitation	84.129	680
Digital History Inquiry Projec	84.116	48,889
Passed Through University of Georgia		
Enhancing Web-Based Teaching	84.281	43
Probability & Statistics	84.367	21,210
Morningside Mathematics YR3	84.367	25,392
Japanese Lesson Study	84.367	20,668
Passed Through University of North Texas Foundation		
Distance Ed in Rehabilitation	84.129	22,150
Total U.S. Department of Education		2,932,693
U.S. Department of Health and Human Services		
IPA	93.OFA	42,843
Health Summit	93.OFA	4,998
Inter-Agency Personnel Agree	93.OFA	41,906
Rural Health Network	93.OFA	551,959
HIV Risks Among African Amer	93.OFA	23,920
HIV/AIDS and STD Services	93.OFA	461
Family Friends/USA	93.048	28,524
Intervention for Toddlers	93.173	351,650
Visual Graphic Syml Acquisit	93.173	13,966
Language Intervention	93.173	4,403
Olfactory Development	93.173	392,901
Augmented Language Intervent	93.173	33,643
Modeling Health Utilization	93.226	(2,774)
The Knowledge Base Of Chimpanz	93.242	11,125
Photo Entrainment/Circadian	93.242	689
Serotonnergic Neurotransmission	93.242	362,250
Social & Cultural Dynamics	93.242	(115)
The Neurobiology of Social Beh	93.242	330,857
Transient Readiness for Action	93.242	72,290
Neurobiology of Social Behavio	93.242	295,382
Photic Entrainment	93.242	235,405

Georgia State University Research Foundation, Inc.
 Supplemental Schedule of Expenditures of Federal Awards
 Year ended June 30, 2004

Research and Development	CFDA Number	Federal Expenditures
Testing for Rubella Virus	93.268	12,229
IPA for Min-Hsin Chen	93.268	7,758
Emerging Drugs and Users	93.279	8,550
Sex Diff in Opioid Analgesia	93.279	143,977
Sleep and Melatonin	93.282	48,927
NRSA for Barbara Musolf	93.282	9,979
Stipend for Karen Gamble	93.282	23,925
Macaque Res-Def of Humoral Imm	93.306	49,922
Herpes B Virus	93.306	241,630
Herpes B Virus	93.306	273,045
GSU Biomedical Computing Ctr	93.309	273,398
Nurse Traineeship	93.358	72,036
Basic Nurse Education & Pract	93.359	176,332
Human Subjects Oversight	93.389	74,683
Direct Ionization Effects/DNA	93.393	76,564
NMR Structures & Functional	93.396	3,704
Cell Surface Carbohydrates	93.396	25,096
PHG Early Intervention	93.551	29,745
PHG Early Intervention	93.551	57,119
Resistant HIV Protease	93.821	160,513
DNA by a Dimer Motif	93.821	54,508
Boykin-DNA by a Dimer Motif	93.821	97,259
Calcium Binding Protein	93.821	203,834
Protein Translocation	93.821	410,903
Doxorubicin Transport Atpase	93.821	180,019
Research Supplement: Protein	93.821	36,541
Calcium Binding Protein	93.821	10,627
SecA: Membrane Protein Model	93.821	68,851
Structure Function CIH	93.837	138,214
KIR Channel Mod-Supplement	93.837	6,548
KIR Channel Modulations	93.838	274,491
Kir Channel Modulations	93.838	32,831
Photoperiodic Control of Obesi	93.848	252,165
Photo Control-Minority Supple	93.848	28,428
Neurobiology of Diabetic Comp	93.853	169,481
Minority Predoctoral Award	93.853	42,709
Molecular Mechanisms	93.853	223,533

Georgia State University Research Foundation, Inc.
 Supplemental Schedule of Expenditures of Federal Awards
 Year ended June 30, 2004

Research and Development	CFDA Number	Federal Expenditures
Synaptic Integration & Plastic	93.853	192,518
SE Nerve Net Conference	93.853	6,295
3rd Mess Reg Growth Cone Filo	93.854	6,969
Intrin Neuromod Small Neuronal	93.854	32,313
Intrinsic Neuromodulation	93.854	108,873
Murine FLV Gene	93.856	268,203
NMR Structure of Zinc Fingers	93.856	199,286
Molecular Biology of Rubella V	93.856	262,402
Molecular Mechanisms	93.856	8,220
NRSA Fellowship - G Montanez	93.856	28,896
West Nile Virus Replication	93.856	209,081
CE-MS of Biological Substances	93.859	173,380
Oxidative Mechanisms	93.859	208,994
Biomedical Computing Supplmnt	93.859	14,246
Calcium Binding Proteins	93.859	4,402
P68 RNA Helicase	93.862	201,632
Children With MR	93.865	492,602
Studies of Language, Cultures, and Tools	93.865	196,377
Tool-Making: Dr. Toth	93.865	30
Discourse Skills	93.865	13,807
Testing for Grammar in Apes	93.865	36,641
Brain, Behavior & Emergents	93.865	639,975
Adaptions of Families with MR	93.865	86,691
Treatment of Dev Reading Dis	93.865	1,381,837
Arch Collect Of Scien Vid-Rec	93.865	229,502
Dev of Joint Attention	93.865	288,457
Research on Reading Instruct	93.865	485,731
Regulatory Effects of Stress	93.865	2,534
HIV Infection	93.865	9,205
Grandparent Identity	93.866	26,913
Religion and health	93.866	9,638
Social Relationships	93.866	72,750
Visual Response Properties	93.867	169,754
Calcium Signaling	93.867	136,886
Protein Conformation & Metal	93.880	23,030
Obese Black Women	93.929	72,086
HIV & HTLV Proteases	93.934	3

Georgia State University Research Foundation, Inc.
 Supplemental Schedule of Expenditures of Federal Awards
 Year ended June 30, 2004

Research and Development	CFDA Number	Federal Expenditures
Vascular KATP Channel	93.937	245,377
HIV Testing in Plain Language	93.941	14,415
Chronic Disease Control	93.945	11,829
Bridges To The Future	93.960	202,883
HIV&HTLV Proteases Studies	93.989	41,467
Passed Through Association Teachers of Prevent Med		
Fire & Fall Prevention Program	93.OFA	161,892
Domestic Violence Intervention	93.136	68,104
Domestic Violence Intervention	93.283	(1,498)
Passed Through Dartmouth College		
Social and Cultural Dynamics	93.242	88,705
Passed Through Pittsburgh University		
Pennsylvania Improvement	93.275	6,735
Prof Conduct/ Community Outreach Workshop	93.OFA	2,000
Passed Through North Carolina State University		
Boronic Acid Based Sensors	93.OFA	303,314
Passed Through Mercer University		
Transport and Toxicity	93.113	100,379
Passed Through Emory University		
Studies of AIDS & HIV Infectio	93.118	14,528
Neglect In Children With Asthma	93.242	105,820
Extinction and PTSD	93.242	30,951
Young Adults and Drug Use	93.279	78,226
Club Drugs & HIV Risk	93.279	73,844
Search for Mutations	93.283	4,686
Smallpox	93.283	7,590
Passed Through Fulton County		
Evaluation and GIS for ACAC	93.252	85,577
Passed Through Georgia Dept of Human Resources		
Needs Assessment	93.958	10,851
Home Care Satisfaction Survey	93.048	40
Caregiver Demonstration Projec	93.052	11,912
Oral Health Prevention Report	93.110	16,486
Rehab Leadership Prog/Contra	93.126	48,480
Family Support	93.556	53,826
PHG Family Preservation	93.556	18,620
PHG Family Support	93.556	23,924

Georgia State University Research Foundation, Inc.
 Supplemental Schedule of Expenditures of Federal Awards
 Year ended June 30, 2004

Research and Development	CFDA Number	Federal Expenditures
Forecasting Welfare Caseloads	93.558	12,352
Forecasting Welfare Workloads	93.558	1,756
Impact of Welfare Reform on Work	93.560	687
GA Fatherhood Svcs Network Eva	93.563	6,621
Fatherhood Initiative Program Eval	93.563	204
GA Fatherhood Program Eval	93.563	1,024
Family Preservation	93.566	55,530
GA Evaluation of Tech Assistance	93.575	121,637
Assistance to Needy Families	93.658	138,789
DFCS Employees	93.658	248,570
Social Work Education	93.658	58,792
Needy Families	93.658	341,283
Social Work Case Mgmt Svcs	93.667	8,913
Cultural Competency	93.958	29,752
HIV/AIDS Services & Training	93.959	90,961
HIV/AIDS Services & Training	93.959	288,410
Gender Specific Training	93.959	29,789
Peer Supports for Elderly	93.779	3,301
HEDIS	93.945	69,911
Passed Through GA Department of Community Health		
Long Term Care Partnership	93.778	167,473
Passed Through Georgia Governor's office		
HRSA State Planning Grant	93.256	119,617
Passed Through Health Research, Inc		
Brain-Computer Interface	93.286	93,226
Passed Through Midwestern University		
Zebrafish Forebrain Developmen	93.115	29,545
Passed Through University of Maryland		
Sex Differences/Visceral Pain	93.846	84,704
Passed Through Morehouse School of Medicine		
Preventing Hlth Risks/Youth	93.135	27,002
West Central GA Substance Abus	93.225	776
West Central Georgia PRC	93.230	60,669
WCGPIC	93.230	79,836
Passed Through New Mexico State University		
Charge Transport through DNA	93.375	16,516

Georgia State University Research Foundation, Inc.
 Supplemental Schedule of Expenditures of Federal Awards
 Year ended June 30, 2004

Research and Development	CFDA Number	Federal Expenditures
Passed Through ORC Macro International Inc Diabetes Control Program Case	93.OFA	104,351
Passed Through South Carolina Dept of Social Services A Tale Of Two States	93.225	6,912
Passed Through Brookhaven National Laboratory NIR Interceclators	93.394	37,176
Passed Through Thomas Jefferson University Oncogene Deregulation	93.396	133,640
Passed Through United Way of Metro Atlanta ACT Evaluation - Classroom	93.575	183,890
Passed Through Children and Youth Coordinating Council Youth Leadership II	93.235	838
Passed Through Baylor College of Medicine Sarcoplasmic Reticulum Release	93.846	37,075
Passed Through University of Alabama, Birmingham Child Anger Intervention	93.846	16,871
Passed Through University of Georgia Risk and Resilience	93.242	17,136
Fluent and automatic reading	93.865	(891)
Parent Communication Training	93.943	108,813
Parent Communication Training	93.943	220,230
Passed Through University of Illinois Fluent and Automatic Reading	93.865	112,131
HIV Infection in Youth	93.941	73,473
Passed Through University of Louisville Genotype/Phenotype Correlation	93.854	47,757
Passed Through Neural Signals, Inc Interfacing with Nervous System	93.856	58
Passed Through University of North Carolina Dication Antifungal Agents	93.856	72,959
Passed Through Somatocor Pharmaceuticals, Inc Chiral CE for Non Peptide	93.853	5,399
Passed Through University of Wisconsin Effects of Non-Normative Paren	93.866	22,069
The Marriage Solution	93.239	11,854

Georgia State University Research Foundation, Inc.
Supplemental Schedule of Expenditures of Federal Awards
Year ended June 30, 2004

Research and Development	CFDA Number	Federal Expenditures
Passed Through Violence Intervention Program		
National Latino Alliance	93.100	4
National Latino Alliance	93.592	4,655
National Latino Alliance	93.592	28,797
Passed Through Yale University		
Neuroimaging in RD Intervention YR3	93.865	72,591
Total U.S. Department of Health and Human Services		<u>18,432,913</u>
Corporation for National and Community Service		
RSVP Program	94.002	180,935
Foster Grandparent Program	94.011	880
Foster Grandparent Program	94.011	488,303
Senior Companions Program	94.016	203,010
Total Corporation for National and Community Service		<u>873,128</u>
U.S. Agency for International Development		
Leadership for Business Women	98.OFA	13,654
Master's Degree Program	98.OFA	(3,015)
Ghana Tourism Capacity	98.OFA	1,329,849
Ronald Brown Institute	98.OFA	868,896
Passed Through Padco, Inc.		
Indonesia Decentralization Policy	98.OFA	84,131
Passed Through Development Alternatives, Inc.		
Fiscal Reform	98.OFA	41,827
Passed Through Eurasia Foundation		
Develop MBA Program At Georgia	98.OFA	(107)
Passed Through Association Liason Office		
Cont Ed Capacity Development	98.OFA	310,888
Passed Through Deloitte & Touche		
Fiscal Reform & Development in ENI Reg	98.001	351
Total U.S. Agency for International Development		<u>2,646,475</u>
Total Expenditures of Federal Awards		<u><u>\$ 38,018,398</u></u>

GEORGIA STATE UNIVERSITY RESEARCH FOUNDATION, INC.

NOTES TO SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS

Year ended June 30, 2004

1. Basis of Presentation

The information in this schedule is presented in accordance with OMB Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*. Therefore, some amounts presented in this schedule may differ from amounts presented in, or used in the preparation of the financial statements.

2. Relationship to Federal Financial Reports

Amounts reported in the accompanying schedule agree with the amounts reported in the related federal financial reports.

3. Subrecipients

Of the federal expenditures presented in the schedule, the Research Foundation provided federal awards to subrecipients as follows:

Program Title	Federal CFDA Number	Amount Provided to Subrecipients
Agricultural Water Policy	10.200	\$ 137,925
Use Of Lipofuscin For Aging	11.433	2,500
Comm. Outreach & Partnerships	14.511	37,898
Fighting Crime	16.560	593,158
Optical Charac. Of Gas Phase	43.000	28,657
A Massif Effort	43.000	319,264
Retention Of Women & Minorities	47.070	6,332
Human Computer Interaction	47.070	245,414
Ctr For Behavioral Neuroscienc	47.075	43,571
CBN Clark Atlanta	47.075	52,275
CBN Emory	47.075	1,151,901
CBN Georgia Tech	47.075	108,553
CBN Morehouse	47.075	117,341
CBN Morehouse Medical	47.075	158,515
CBN Morris Brown	47.075	193,214
CBN Spelman	47.075	131,253
VG Morris Brown	47.075	54,507
VG Spelman	47.075	1,821
Chemistry Workshops	47.076	194,474
Nrc-Ga Mid East St Consortium	84.015	26,983
Projectsceis Babies Can't Wait	84.181	35,500

GEORGIA STATE UNIVERSITY RESEARCH FOUNDATION, INC.

NOTES TO SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS - CONTINUED

Year ended June 30, 2004

3. Subrecipients - Continued

Program Title	Federal CFDA Number	Amount Provided to Subrecipients
Rehabilitation Continuing Ed	84.264	222,597
Domestic Violence Intervention	93.136	3,332
Olfactory Development	93.173	112,345
Evaluation And Gis For Acac	93.252	9,500
Emerging Drugs And Users	93.279	19,399
Direct Ionization Effects/DNA	93.393	37,989
Act Evaluation - Classroom	93.575	30,705
Assistance To Needy Families	93.658	11,987
Oxidative Mechanisms	93.859	99,267
Children With MR	93.865	74,063
Discourse Skills	93.865	12,807
Testing For Grammar In Apes	93.865	36,641
Brain, Behavior & Emergents	93.865	61,683
Adaptation Of Families With MR	93.865	12,496
Treatment Of Dev Reading Dis	93.865	807,210
Neuroimaging In Rd Interv (Y3)	93.865	8,802
Obese Black Women	93.929	4,418
Bridges To The Future	93.960	16,306
RSVP Program	94.002	1,089
Foster Grandparent Program	94.011	1,551
Senior Companions Program	94.016	660
		\$ 5,225,903

GEORGIA STATE UNIVERSITY RESEARCH FOUNDATION, INC.

SCHEDULE OF FINDINGS AND QUESTIONED COSTS

For the year ended June 30, 2004

I. SUMMARY OF AUDIT RESULTS

Financial Statements

Type of auditor's report issued: **Unqualified**

Internal Control over financial reporting:

Material weaknesses identified? **None**

Reportable conditions identified that are not considered to be material weaknesses? **None**

Noncompliance material to financial statements noted? **None**

Federal Awards

Internal control over major programs:

Material weaknesses identified? **None**

Reportable conditions identified not considered to be material weaknesses? **None**

Type of auditor's report on compliance for major programs: **Unqualified**

Any audit findings disclosed that are required to be reported in accordance with Section 510(a) of Circular A-133? **None**

Identification of major programs:

All grants under the research and development cluster by nature are considered major programs without regard to dollars expended.

Dollar threshold used to distinguish between Type A and Type B programs: **\$1,140,552**

Auditee qualified as a low-risk auditee: **Yes**

GEORGIA STATE UNIVERSITY RESEARCH FOUNDATION, INC.

SCHEDULE OF FINDINGS AND QUESTIONED COSTS - CONTINUED

For the year ended June 30, 2004

II. FINANCIAL STATEMENT FINDINGS

No items to report.

III. FEDERAL AWARD FINDINGS AND QUESTIONED COSTS

No items to report.

IV. SUMMARY SCHEDULE OF PRIOR AUDIT FINDINGS

Finding 03-1

Criteria

Financial and programmatic project reports should be prepared and submitted to the grantor agency by deadlines established in the contract.

Condition

Certain financial and programmatic project reports were not filed within 30 days after each quarter, as specified in the contract.

Questioned Cost

None.

Effect

Because certain financial and performance reports are not submitted timely, the Research Foundation is in violation of certain contractual requirements, which could jeopardize future federal contracts.

Cause

Financial and programmatic project reports were not submitted timely because they were not prepared by the Principal Investigator or the Grants and Contracts Services Unit.

Recommendation

The Research Foundation should ensure that those responsible for preparing the financial reports remain abreast of contract requirements and changes in reporting requirements.

The Research Foundation should continue to make efforts to improve meeting filing deadlines for performance reports and ensure that the Principal Investigators and Grants and Contracts Services Unit are aware of the importance of preparing and filing reports on a timely basis. Grants and Contracts Services should continue to review and monitor the process to ensure filing deadlines are met and follow up performed on delinquent reports.

GEORGIA STATE UNIVERSITY RESEARCH FOUNDATION, INC.

MANAGEMENT CORRECTIVE ACTION

June 30, 2004

As a result of the late submission of the **quarterly** financial status and programmatic report noted by Grant Thornton, the Office of Research and Awards Administration will incorporate the following enhancements:

Finding 03-1

1. **Modify financial reporting field in PeopleSoft financials to accommodate a quarterly reporting feature.**

Currently, this field is utilized exclusively for annual financial report submission specifications, such as (at project end, 90 days after end date, 45 days...). The modification will allow a 'specific due date' to be entered which will indicate the 1st due date for a financial report submission.

This modification has been requested and is in process.

2. **The accounting staff will be trained to utilize the new 'specific due date' feature in the most effective manner.**

The accountant responsible for project set up will be trained to review the award documents and enter the first due date for a financial report. The accountants assigned to the fiscal management of the awards will be trained to update the 'specific due date' field each time a financial report is submitted. The accountant will determine the next due date and update accordingly.

This training enhancement will begin once modification above is completed.

3. **Implement a monthly project close-out (effective 7/1/2004) process that includes sending Principal Investigators a reminder 60 days prior to programmatic report due date.**

Technical/Programmatic Report Due dates are now entered into the Info Ed grants management system. Each Grants Officer will run monthly reports of their assigned accounts indicating due dates of programmatic or technical reports. An e-mail reminder will then be sent to each Principal Investigator 60 days prior to the report due date.

Grant Thornton 

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Business Litigation (Section 3.1.4)

OFFICE OF LEGAL AFFAIRS

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May 31, 2006



Gary Powell
State Purchasing Division
Department of Administrative Services
200 Piedmont Ave., Suite 1308 WT
Atlanta, GA 30334

Re: RFP 41900 Health Care Data and Analytical Consultant
Business Litigation

Dear Mr. Powell:

This letter is to provide the information required for the above-referenced RFP regarding any material business litigation in which the Georgia State University Research Foundation, Inc. (GSURF) was involved for the past five (5) years. During the past five years, GSURF was/is involved in the following litigation:

Schomaker, et al. v. Georgia State University Research Foundation, et al.

Superior Court of Fulton County – Civil Action No. 2004-CV-83079

This lawsuit was dismissed against GSURF by a Consent Order Dismissing Defendant Georgia State University Research Foundation that was filed with the Superior Court of Fulton County. The plaintiffs sued a company that provided environmental remediation services to their home. It was alleged by plaintiffs that GSURF tested the efficacy of a chemical used by the company.

Immtech et al. v. Neurochem

United States District Court Southern District of New York – Civil No. 03-CV-6081

GSURF is part of a consortium that developed chemical compounds that were licensed to Immtech International, Inc. Immtech provided several of these compounds to Neurochem under a Confidentiality and Testing Agreement. Neurochem filed patent applications on these compounds, which included trade secrets of the GSURF consortium. This litigation is on-going.

Georgia State University, a unit of the University System of Georgia, is an equal opportunity educational institution and is an equal opportunity/affirmative action employer.

The above cases are the only lawsuits in which GSURF is/was involved during the past five years. If you have questions or need additional information, please do not hesitate to contact me.

Sincerely,



Kerry L. Heyward
Deputy University Attorney

Proposed Solution: Introduction (Section 3.2)

Certificate of Need (CON) laws were intended to slow the rate of growth of health care costs by slowing the “medical arms race.” The basic premise was that hospitals competed on the basis of having the latest technology and the broadest range of services, and not on price. CON laws were part of a health planning strategy that would use regulation to manage the allocation of health care resources and prevent duplication of services.

Since CON laws were enacted, the health care delivery system has undergone a number of important changes. These changes include the use of selective contracting by employers and insurers, changes in reimbursement methodologies used by Medicare and Medicaid, and increased use of quality measures by larger purchasers of health care services. These changes have made the market for health care services more efficient. The question is whether the market will do a better job at allocating resources and improving consumer welfare with or without CON laws.

CON laws, by design, create barriers to entry to a variety of health care services markets. As such, they convey monopoly power to incumbent health care providers. In general, unregulated monopolies have higher prices and lower quality than firms in more competitive markets. However, competition may limit the ability of facilities to exploit economies of scale and scope. Economies of scale occur when costs are reduced as volume increases. Economies of scope occur when it is less costly to produce two services together than each service separately. If one or both of these conditions are present, then the increased costs and decreased quality associated with monopoly power may be offset by the decreased costs and increased quality associated with economies of scale and scope. CON laws give health care providers the ability to take advantage of economies of scale and scope that can lower costs and increase quality. The basic question remains which effect dominates and for which services.

The traditional theoretical response to markets with significant economies of scale or scope is to regulate them in such a way as to allow firms to exploit these economies without allowing them to exploit the market power that is a consequence of limiting competition. Often this regulation is in the form of price restrictions that reduce the firm’s ability to charge monopoly rates when regulation reduces their competition. One of the issues surrounding the impact of CON laws is the degree to which reimbursement by public payers (primarily Medicare and Medicaid) acts as de facto price regulation and thus mitigates the monopoly power of health care service providers subject to CON laws.

Ideally, an analysis seeking to understand the effect of CON laws on health care costs and quality of care would estimate the actual cost structures of health care providers and the demand for specific health care services. However, the data necessary to fully estimate the cost structure of specific health care organizations is not generally available.

Measures of the cost and quality of care received by patients could be compared across states with and without CON laws. The limitation is that costs and quality can vary across states for a variety of reasons unrelated to the existence of CON. Care must be taken to control for confounding effects of demographic, economic, and geographic factors.

In this analysis we will test 4 basic hypotheses:

- 1: Does CON restrict the supply of services?
- 2: Does CON provide monopoly power?
 - 2a. Does reliance on public payers mitigate market power?
- 3: Does CON affect hospitals' abilities to provide care to the uninsured?
- 4: Does CON affect consumer costs?
- 5: Does CON affect the quality of health care services?

We will address Hypothesis One by examining, as appropriate, the number of beds, providers, or services available per capita in the relevant markets in each of our study states. We will control for population demographics such as income and population density. The basic issue is whether CON laws in a particular state are effective in their stated purpose. If they are, then they will grant those providers who are incumbents market power.

Hypothesis Two will be tested using data on hospital and nursing home rates of return, controlling for other market characteristics. If CON laws are effective in restricting supply, then the rates of return earned by providers should be higher in effective CON states. Note that this effect will occur even if there are economics of scale and scope. It does not mean that prices are necessarily higher in CON states, just rates of return. Moreover, this assumes that the provider is attempting to maximize rates of return. Not-for-profit providers may have other goals. We will carefully examine these data to see if we can identify the effects, if any, of CON laws on provider financial performance.

One of the issues surrounding CON is the degree to which the reliance on public payers acts as de facto price regulation. We will test if Medicaid and Medicare reimbursement restricts the ability of providers to exploit monopoly power granted in effective CON states using financial performance data.

Hospital discharge data will provide information that will allow us to examine Hypothesis Three. Each discharge in that data set has a payer source. If an individual has no source of insurance they are listed as self-pay. While that category may include individuals with insurance, the vast majority of those admissions are uninsured. We can compare the percentage of patients who are self-pay, adjusting for a variety of demographic and economic variables, seen by each hospital to isolate the effects of CON laws on access to hospital care for the uninsured.

Hypotheses Four and Five are the heart of the issues surrounding CON laws. The crux of the debate is its effect on consumer costs and quality. We will examine the impact on costs using employer claims data in each state. Controlling for plan design and other market variables, we will compare the costs overall, and for specific procedures, among states with effective CON laws and states with none. Quality of care will be measured using indicators developed by the federal Agency for Healthcare Research and Quality for acute care and by CMS for long-term care.

Phase I (March 1 – July 30)

We propose to examine eleven states: Georgia, Colorado, Florida, Iowa, Maine, Massachusetts, Oregon, Utah, Washington, West Virginia, and Wisconsin. These states were chosen because they represent a distribution in the breadth of CON laws, and there are data available for each state that allow us to measure costs and quality differences across each state.

Georgia, Maine, and West Virginia rank among the top states in volume of items subject to CON review. Washington ranks in the middle of CON states by volume of items reviewed, while Iowa, Florida, Massachusetts, Oregon and Wisconsin have limited numbers of services reviewed. Colorado repealed its CON law in 1987.

This cross-section of states shares a number of factors affecting health care costs, utilization and quality with Georgia. The number of states allows for enough variation to control for some of the confounding factors affecting utilization, costs and quality.

We will use publicly available data to determine the rigor with which CON is applied for the targeted services in each of the target states. We will define rigor by examining the dollar thresholds and the acceptance rates. We can then further identify comparison states and examine the relationship between CON laws and health care costs and quality.

Data and Sources for Services Outlines in Proposal Section 1.7

Service	Data	Source
Short Stay Hospital Beds	Annual Hospital Survey Data Facility Claims Data Healthcare Cost and Utilization Project Data Area Resource File	American Hospital Association (AHA) Thomson Medstat Agency for Healthcare Research and Quality (AHRQ) Health Resources and Services Administration (HRSA)
Adult Cardiac Catheterization	Facility Claims Data Annual Hospital Survey Data Healthcare Cost and Utilization Project Data Area Resource File	Thomson Medstat AHA AHRQ HRSA
Open Heart Surgery	Facility Claims Data Annual Hospital Survey Data Healthcare Cost and Utilization Project Data Area Resource File	Thomson Medstat AHRQ HRSA
Pediatric Catheterization & Open Heart Surgery	Facility Claims Data Annual Hospital Survey Data	Thomson Medstat AHA
Perinatal Services	Facility Claims Data Annual Hospital Survey Data Healthcare Cost and	Thomson Medstat AHA AHRQ

	Utilization Project Data	
Freestanding Birthing Centers	Facility Claims Data	Thomson Medstat
Psychiatric & Substance Abuse	Facility Claims Data Annual Hospital Survey Data Area Resource File	Thomson Medstat AHA HRSA
Organ Transplant	Facility Claims Data Annual Hospital Survey Data Healthcare Cost and Utilization Project Data	Thomson Medstat AHA AHRQ HRSA
Burn Units	Facility Claims Data Annual Hospital Survey Data Healthcare Cost and Utilization Project Data Area Resource File	Thomson Medstat AHRQ HRSA
Home Health	Home Health Compare Facility Claims Data Area Resource File	CMS Thomson Medstat HRSA
Skilled Nursing	Nursing Home Compare Facility Claims Data Area Resource File	CMS Thomson Medstat HRSA
Personal Care Home/Assisted Living	Facility Claims Data	Thomson Medstat
Continuing Care Retirement Communities		
Traumatic Brain Injury Facilities	Facility Claims Data	Thomson Medstat
Comprehensive Inpatient Physical Rehabilitation	Facility Claims Data Annual Hospital Survey Data Healthcare Cost and Utilization Project Data Area Resource File	Thomson Medstat AHA AHRQ HRSA
Long Term Care Hospitals	Facility Claims Data Annual Hospital Survey Data Area Resource File	Thomson Medstat AHA HRSA
Hospice	Facility Claims Data Area Resource File	Thomson Medstat HRSA
Ambulatory Surgery Centers	Facility Claims Data Area Resource File	Thomson Medstat HRSA
Positron Emission Tomography	Facility Claims Data Annual Hospital Survey Data Healthcare Cost and Utilization Project Data Area Resource File	Thomson Medstat AHA AHRQ HRSA
Radiation Therapy Services	Facility Claims Data Annual Hospital Survey Data	Thomson Medstat AHA

	Healthcare Cost and Utilization Project Data Area Resource File	AHRQ HRSA
Magnetic Resonance Imaging	Facility Claims Data Annual Hospital Survey Data Healthcare Cost and Utilization Project Data Area Resource File	Thomson Medstat AHA AHRQ HRSA
Computed Tomography	Facility Claims Data Healthcare Cost and Utilization Project Data Area Resource File	Thomson Medstat AHRQ HRSA
Renal Dialysis	Dialysis Facility Compare Facility Claims Data Annual Hospital Survey Data Healthcare Cost and Utilization Project Data Area Resource File	CMS Thomson Medstat AHA AHRQ HRSA
Refractive Eye Centers		

Data in Possession of the Georgia Health Policy Center

State	Data	Year
Colorado, Florida, Iowa, Maine, Massachusetts, Oregon, Utah, Washington, West Virginia, Wisconsin	Healthcare Cost and Utilization Project Data (HCUP)	2002 (Nine States), 2001 (Wisconsin)
All States	Area Resource File	2005
All States	Annual Hospital Survey Data	2004, 2003
All States	Nursing Home Compare	2006
All States	Home Health Compare	2006
All States	Dialysis Unit Compare	2006

The Georgia Health Policy Center already has in its possession HCUP, Area Resource File, Nursing Home Compare, Home Health Compare, Dialysis Compare, and Annual Hospital Survey Data for specific years for all of the states listed above. HCUP data may be purchased by individual state from AHRQ should it be determined that additional states are required for analysis. Area Resource File Data are cumulative back to 1975, dependent on the variable. Annual Hospital Survey Data for the years 1980, 1985, 1990, 1995, 2000, 2001, and 2002 will be purchased from the American Hospital Association in order to analyze change over time. Facility Claims Data will be purchased from Thomson Medstat and will also be longitudinal to track change over time. Initial contacts with all required data vendors have been made in order to respond in a timely manner upon contract award.

The Georgia Health Policy Center will need assistance from DCH to obtain Georgia Hospital Discharge data from the Georgia Division of Public Health and the Georgia Hospital

Association. It already has in its possession Annual Hospital Survey Data for years 2003 and 2004 for all 50 states. Both the Area Resource File (2005) and Annual Hospital Survey Data (select years 1980 – 2004) will include Georgia as one of 50 states represented in the data. Georgia facility claims data will be purchased from Thomsom Medstat as above. All Area Resource File Data, including Georgia, are reported at the county level. Subcontractors will not be used to obtain data; rather, all data not in possession will be purchased from the commercial vendors cited above. Each of the states with CON laws will be contacted and further information concerning the operation of CON within each respective state will be gathered.

Phase II (July 1 – September 30)

Approach and Methodology

There are several components of the research that will be conducted simultaneously during Phase II:

Market Structure:

AHA data, Solucient data, and data from ARF will be analyzed to identify overall trends and differences among the states in the structure and performance of their health care system.

Costs and Utilization:

MEDSTAT Marketscan data and hospital discharge data will be analyzed to determine trends in over all costs and utilization and differences in costs and utilization of care for:

- Short Stay Hospital Beds
- Adult Cardiac Catheterization
- Open Heart Surgery
- Pediatric Catheterization & Open Heart Surgery
- Perinatal Services
- Freestanding Birthing Centers
- Psychiatric & Substance Abuse
- Organ Transplant
- Burn Units

- Ambulatory Surgery Centers
- Positron Emission Tomography
- Radiation Therapy Services
- Magnetic Resonance Imaging
- Computed Tomography
- Renal Dialysis
- Refractive Eye Centers

Quality of Care:

Software provided by AHRQ will be applied to state specific hospital discharge data to provide measures of quality of care for acute care services. For long-term care, Nursing Home Compare, Home Health Compare, and Dialysis Compare databases will be used.

Acute Care

For acute care services, the analysis will be hospital centered. One of the issues concerning CON laws is that they restrict the entrance into the medical market place of ambulatory surgery centers, clinics, and other competitors to hospitals. The problem is that there are limited data available on a national level that track the numbers of these non-hospital competitors to hospitals. However, their effect on the market for health services will be felt by all competitors in that market. Hospitals are present in all markets and are most likely to exhibit the effects of limitations to exploiting economies of scale and scope. Therefore, by observing hospital utilization, bed size, scope of services, occupancy rates, costs, and quality and comparing those factors across states with and without CON laws, the effects of CON on the medical market place can be inferred. That is, if we observe higher hospital costs in CON states, this will infer that the effects of granting incumbents competitive advantages dominate the effects of economies of scale, regardless of the number of health care organizations actually competing. Similarly, if we observe greater hospital quality in CON states, this will imply that the effects of economies of scale and scope dominate the negative effects of market power granted by CON laws, regardless of how the markets are structured.

There are a number of confounding factors that may affect costs of health care services unrelated to the Certificate of Need laws. Health plans may vary by the demographics of their members, and their plan design. Patients may differ on their health status, and the severity of their condition, even for the same procedure. Within each state in general, and for specific procedures specifically, we will, therefore, estimate the following equation for each procedure we are investigating:

$$\ln(C_i) = D + M + H + X$$

Where C_i = the costs of service i

D = a vector of patient demographics

M = a vector of market characteristics

H = a vector of Health Plan characteristics

We will use the standardized costs generated by this equation to examine differences in costs across CON states. Although there still may be confounding factors affecting costs that are correlated with CON legislation, this method will move us closer to isolating the effects of CON laws as applied in each state.

We will use American Hospital Association (AHA) Annual Survey data to examine trends in hospital beds, occupancy rates, lengths of stay, structure, and scope of services. We will obtain these data every five years starting in 1980 through 2000 and each year 2001 through 2004. We will link these data with data from the Area Resource File (ARF) to obtain a detailed description of trends in hospital markets in CON and non-CON states. Financial data commercially available from Solucient will supplement the AHA data, providing information on financial performance that will be compared across states.

The most important information will be derived from data that allow us to examine the costs and quality of care effects of CON laws. Employer claims data from the Thomson Medstat

Marketscan database will be employed to examine trends in employer costs by procedure, diagnosis, and provider type over time for each state. These data will allow us to observe both cross-sectional and trend differences for CON and non-CON states.

Finally, hospital discharge data available from the Agency for Healthcare Research and Quality (AHRQ) and currently in the possession of the Georgia Health Policy Center for the years 2002 and 2003 will be employed to measure differences in utilization and quality for hospitals in CON and non-CON states. These data will also be used to measure quality of care using Inpatient Quality Indicators.¹ These indicators will provide consistent measures of hospital quality among states with and without CON laws.

Long-Term Care

The issue of CON in long-term care settings is more straight-forward than in acute care. The concern of many is that relaxing CON laws may cause long-term care bed supply to increase dramatically. While in most markets that would lead to a decrease in price, the primary payer for long-term care services are individual state Medicaid programs. Increasing supply may lead to a great number of individuals on Medicaid, increasing total Medicaid expenditures.

Data compiled in the Area Resource File will allow us to compare differences in supply of nursing home beds and other long-term care services across the states. We will use the Center for Medicare and Medicaid Services' Online Survey, Certification, and Reporting (OSCAR) database and the Minimum Data Set (MDS) Repository (collectively known as the Nursing Home Compare database to examine the effect of CON on nursing facility quality. We will use CMS's Outcome and Assessment Information Set (OASIS) database to compare Home Health quality outcomes. We will use CMS's Standard Information Management System (SIMS), Renal Management Information System (REMIS), and Program Management and Medical Information System (PMMIS), collectively referred to as the Dialysis Compare Database to compare Dialysis facility quality. All of the databases that will be used to compare long-term care quality are currently in the possession of the Georgia Health Policy Center.

Special and Other Services

Much of the discussion relating to Acute Care applies to the services and centers that are the focus of this subcommittee. The same methodology will be employed to understand the effects of CON laws on these markets. Special attention will be paid to these services while analyzing claims data to determine if there is a difference in the health risks of patients getting care at a specialized center versus a hospital.

While not a census, the claims data will also allow us to determine the presence of these specialized centers in the market, and allow us to more accurately determine the effects of CON laws on consumer welfare.

¹ *Inpatient Quality Indicators Download*. AHRQ Quality Indicators. May 2006. Agency for Healthcare Research and Quality, Rockville, MD.
http://www.qualityindicators.ahrq.gov/iqi_download.htm

Work Plan (Section 2.1.1/3.2)

PROJECT NAME:		DCH CON Health Care Data & Analytical Consultant		
PROJECT MANAGER:		Glenn M. Landers		
WBS	TASKS	RESOURCE	PLANNED START DATE	PLANNED FINISH DATE
	Project Management	Landers	07/01/06	10/31/06
	Propose Project	Landers	06/01/06	06/01/06
	Client Proposal Approval	DOAS/DCH	07/01/06	07/01/06
	Submit IRB to GSU	Landers	06/01/06	06/30/06
	Kick-off Meeting	GHPC/DCH/Commission	07/01/06	07/15/06
	Project Management Status Meetings	Landers	07/01/06	09/30/06
	Phase I: Plan & Define	GHPC	07/01/06	07/30/06
	Develop Detailed Work Plan	Landers	07/01/06	07/15/06
	Review with DCH	GHPC/DCH		
	Revise	Landers		
	Deliver Final Work Plan	Landers		
	Review Identified Data Sources (by serviced as outlined in Section 1.7 of RFP)	Custer/DCH/Commission	07/01/06	07/15/06
	Acute Care	Custer		
	Utilization Trends (non-GA)	Custer		
	Economic Trends (GA & non-GA)	Custer		
	Payment & Reimbursement Data including payer, costs, charges, reimbursement rates (GA & non-GA)	Custer		
	Supply & Distribution Data (non-GA)	Custer		
	Provider Workforce Trends (GA & non-GA)	Custer		
	Provider Financial Status & Trends (GA & non-GA)	Custer		
	Quality Indicators (GA & non-GA)	Custer		
	Employer Health Care Costs (GA & non-Georgia)	Custer		
	Long Term Care	Custer		
	Utilization Trends (non-GA)	Custer		
	Economic Trends (GA & non-GA)	Custer		
	Payment & Reimbursement Data including payer, costs, charges, reimbursement rates (GA & non-GA)	Custer		
	Supply & Distribution Data (non-GA)	Custer		
	Provider Workforce Trends (GA & non-GA)	Custer		
	Provider Financial Status & Trends (GA & non-GA)	Custer		
	Quality Indicators (GA & non-GA)	Custer		
	Employer Health Care Costs (GA & non-Georgia)	Custer		
	Special & Other Services	Custer		
	Utilization Trends (non-GA)	Custer		
	Economic Trends (GA & non-GA)	Custer		
	Payment & Reimbursement Data including payer, costs, charges, reimbursement rates (GA & non-GA)	Custer		
	Supply & Distribution Data (non-GA)	Custer		
	Provider Workforce Trends (GA & non-GA)	Custer		
	Provider Financial Status & Trends (GA & non-GA)	Custer		
	Quality Indicators (GA & non-GA)	Custer		
	Employer Health Care Costs (GA & non-Georgia)	Custer		
	Phase II: Data Collection & Analysis	GHPC	07/01/06	09/30/06
	IRB Approval	Landers	06/01/06	06/30/06
	Collect Data	Landers	07/01/06	07/15/06
	Review Data Security Plan	Landers	07/01/06	07/15/06
	Andrew Young School HIPAA Officer	Landers		
	GSU Information Security Officer	Landers		
	DCH	Landers		
	Analyze Data	Custer/Kestche	07/15/06	09/15/06
	Create Comparison By Health Care Sectors	Custer/Kestche		
	Meetings	Landers	07/01/06	09/30/06
	Reporting	Landers	09/15/06	09/30/06
	Phase III: Strategy & Policy Development	GHPC	09/01/06	10/31/06
	Committee Meetings (bi-monthly)	Custer	On Request	On Request
	By Phone (as needed)	Custer	On Request	On Request

All data are handled and stored under HIPAA compliance as monitored by the Andrew Young School of Policy Studies HIPAA compliance officer and the Georgia State University Information Security Office and set forth in appropriate data use and business associate agreements. Additionally, although we do not anticipate it being germane to this scope of work, all personally identifiable data are stored on a password protected, firewall-enabled, closed system without access to a system network or the Internet.

At the end of Phase II, research findings will be synthesized in a written report and in a presentation to the commission as final Phase II deliverables. It is anticipated that GHPC staff will meet in-person with DCH staff twice monthly from July 1 through September 30. GHPC staff will also be available by phone and on an ad hoc basis as required for the successful completion of the project deliverables. Each project team member has had mutually productive working relationships with DCH staff, and it is anticipated that this atmosphere of collegiality will continue throughout the term of the project. It is also anticipated that the project team will meet with each sub-committee at least twice in July and on an as-needed basis throughout Phase II. All meetings will be coordinated among the project manager, DCH staff, and the sub-committees.

The majority of the project work will be conducted on the campus of Georgia State University. Because of required meetings among GHPC staff, DCH staff, and the sub-committees, it is anticipated that approximately 10 percent of the work will take place with DCH and/or the sub-committees (remotely) and 90 percent of the work will occur on the Georgia state University campus (on-site).

Phase III (September 1 – October 31)

Project staff will be available to DCH staff and sub-committees on an ad-hoc basis throughout Phase III in order to provide further explanation of data analyses and integrity. The team will be available by telephone and in-person.

Conflict of Interest (Section 5.6)

The Georgia Health Policy Center currently has research and/or service contracts with:

- The Georgia Department of Community Health for “PeachCare Evaluation”, “PeachCare Mini-grants/Outreach”, “Rural Health Plan”, “Best Practices”, “Capacity Building”, and “Robert Wood Johnson State Coverage Initiatives”
- Office of Planning and Budget for “HRSA State Planning Grant for the Uninsured”
- The Georgia Department of Human Resources for “Oral Health Prevention”, “Public Health Models”, and “Obesity Prevention”

State of Georgia Business License (Section 2.2.1)

Not applicable.

Insurance Certificate (Section 2.2.2)

Mar 08 06 10:36a Safety & Risk Mgmt 404-651-4317 p.2

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INSR IDENT	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS
A	<input checked="" type="checkbox"/> GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR	1076417589	07/01/05	07/01/06	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 50,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000
	GENL AGGREGATE LIMIT APPLIES PER POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC				
	AUTOMOBILE LIABILITY ANY AUTO ALL OWNED AUTOS SCHEDULED AUTOS HIRED AUTOS NON-OWNED AUTOS				COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per Person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
	GARAGE LIABILITY ANY AUTO				AUTO ONLY - EA ACCIDENT \$ OTHER THAN EA ACC \$ AUTO ONLY: AGG \$
B	<input checked="" type="checkbox"/> EXCESS/UMBRELLA LIABILITY <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE	XAE00076787787	07/01/05	07/01/06	EACH OCCURRENCE \$ 10,000,000 AGGREGATE \$ 10,000,000
	DEDUCTIBLE \$ RETENTION \$				
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? If yes, describe under SPECIAL PROVISIONS below				WC STAT- TORY LIMITS OTHER E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
	OTHER				

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Section 50-5-82, of the Official Code Georgia Annotated (OCGA) prohibits the Department of Administrative Services or any other state agency from awarding a contract to an Offeror who is a “prohibited source” as determined by the Department of Revenue. The following information is required prior to award:

Vendor Name: **Not Applicable.**

Principal Name (Parent Company): _____

FEI: _____

Affiliate Name (Distributor): _____

FEI: _____

Vendor Sales Tax Number: _____

Type of Product or Service: _____

What type of service will your company be performing? _____

Will your company sell any tangible personal property? _____

Authorized Signature

Print Name

Date