



April 11, 2013

Ms. Carrie Sparrevohn  
[REDACTED]

Dear Ms. Sparrevohn,

At your request, we are providing the additional costs which the Midwives Alliance, Division of Research (MANA-DOR) would incur on behalf of the state of California to manage data collection from all Licensed Midwives active in the state through the MANA Statistics Project (MANA Stats), allowing those midwives to submit their individual Annual Summary Report to OSHPD on an annual basis.

Considerable discussion has already resulted in a good understanding of California's requirements, including the reporting period and the final submission date that would allow reporting using MANA Stats to be successful. The costs we are reporting here assume that legislation and/or rules and policies that are adopted are consistent with these discussions.

Experience in other states has shown that it is vital for there to be clear lines of communication early in the roll-out of this process among the parties responsible for implementation. In California those parties would include The MBC, OSHPD, the MANA-DOR, and CAM, the midwives' professional organization. Early in the implementation of the new regulations, these parties would work together to develop a clear understanding of how the process would work, and then provide information for the midwives that describes their requirements.

The MANA Stats Project requires that midwives, beginning a year before their first reporting deadline and continuing year-round as long as they maintain their licenses, enroll and remain active as contributors to the MANA Stats data registry. For this reason, it is imperative that the midwives be informed about these requirements well over a year before their first reporting deadline. This is why it is emphasized that early coordination among all parties is essential for success.

It is expected that a method will be determined by which midwives may submit their Annual Summary Reports from their MANA Stats accounts to OSHPD by electronic means, in the interest of efficiency. If this is desired, implementation of software on the MANA web system supporting a mutually agreed-upon method for electronic submittal will be the responsibility of the MANA-DOR, and implementation on the OSHPD end will be the responsibility of OSHPD.

Given the above, the MANA-DOR is prepared to support data collection by licensed midwives using MANA Stats. Our costs quoted here are exclusively for the support of the midwives to promote their success in meeting the requirements, and work with OSHPD and CAM as described above. Specifically, costs quoted here include:



- Consulting with state agencies on: the role of MANA Stats, roll-out of requirement, report timing, instructions for state's midwives, etc.
- Enrolling or updating enrollment of all licensed midwives in the state, ensuring that all midwives will be able to report accurately; contacting each midwife to provide orientation, instructions, and strategies for success.
- Individual support of midwives being required to submit data: technical support as required, proactive support in following reporting protocols, reminders sent or individual contact initiated if not current in data submittal.

Other ongoing costs of maintaining the MANA Stats registry will be borne by the MANA-DOR as part of our mission to operate the national research registry. These include maintenance of our existing software, maintenance and ongoing validation of the data collection instrument, ongoing data review and sentinel event review, and database maintenance.

The cost structure is attached, which varies by number of licensed midwives in the state. Based on the current number in California of 241<sup>1</sup>, the cost for the above California-specific services would be:  
\$19,000 for the first year  
\$9,500 per year thereafter

Thank you for your work on this potential improvement to data collection by California Licensed Midwives. We trust that if enacted it will benefit consumers and professionals within the state, streamline operations to ultimately save taxpayer money, provide accurate reporting, and by mandating participation in the MANA Stats research registry, benefit public health nationwide.

Bruce Ackerman  
Data Collection Director  
Midwives Alliance of North America  
17 Valley Road  
Fairfax, CA 94930-1914  
Phone 415-721-7692

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<sup>1</sup> 2011 Annual Reports Submitted, as reported to MAC at August 30, 2012 meeting, agenda item 5A

**MANA STATISTICS PROJECT**  
**COSTS OF MANAGING MANDATORY DATA-COLLECTION FOR STATES**

<b>Start-up</b>					
Base cost of \$2,500	Covers consulting with state agency on: role of MANA Stats, roll-out of requirement, report timing, instructions for state's midwives, etc.				
Variable start-up cost	Based on number of midwives being required to submit data. Covers enrolling or updating enrollment of all licensed midwives in the state, ensuring that all midwives will be able to report accurately; contacting each midwife to provide orientation, instructions, and strategies for success.				
<b>Annual cost</b>	Based on number of midwives being required to submit data. Covers tech support on demand, proactive support in following reporting protocols, reminders sent or individual contact initiated if not current in data submission.				
	<b>Number of Midwives</b>	<b>Start-up Cost, first year only</b>	<b>Annual Cost</b>	<b>= First-year cost</b>	
	1-20 LMs	\$3,000	\$1,150	\$4,150	
	21-40 LMs	\$3,500	\$2,300	\$5,800	
	41-60 LMs	\$4,000	\$3,400	\$7,400	
	61-80 LMs	\$5,000	\$4,500	\$9,500	
	81-100 LMs	\$5,500	\$5,700	\$11,200	
					<i>Pricing for over 100 LMs reflects the following assumed volume savings on annual costs:</i>
	101-120 LMs	\$5,500	\$6,250	\$11,750	9%
	121-140 LMs	\$6,500	\$6,700	\$13,200	16%
	141-160 LMs	\$7,000	\$7,200	\$14,200	21%
	161-180 LMs	\$7,500	\$7,600	\$15,100	26%
	181-200 LMs	\$8,000	\$8,100	\$16,100	29%
	201-220 LMs	\$8,500	\$8,650	\$17,150	31%
	221-240 LMs	\$9,000	\$9,050	\$18,050	34%
	241-260 LMs	\$9,500	\$9,500	\$19,000	36%
	261-280 LMs	\$10,000	\$10,050	\$20,050	37%
	281-300 LMs	\$10,500	\$10,500	\$21,000	39%