

Meeting Agenda

Provider Reimbursement Rate Methodology Review

Behavioral Health – CMHC Financial Workgroup

November 21, 2019

9:00 a.m. – 11:00 a.m. (Central Time)

Conference Call: 1-866-410-8397

Conference Code: 243-320-4489

- I. Welcome and introductions
- II. Review and finalize minutes from November 7th meeting
- III. Review psychiatric, CNP/PA, CARE, IMPACT, room and board, and CYF rates
- IV. Next steps
- V. Public comment

MINUTES

Community Mental Health Center Services Financial Workgroup

November 7, 2019
1:00-3:00 pm
Teleconference

In Attendance

Phyllis Meiners, Michelle Carpenter, Linda Reidt Kilber, Terry Dosch, Tiffany Wolfgang, Stacy Bruels, Steven Gordon, Michelle Spies, Laurie Mikkonen, Laura Schaeffer

Not Present: Brenda Tidball-Zeltinger, Amy Iversen-Pollreisz

Welcome and Introductions

- Laurie Mikkonen welcomed the group.

Review and Finalize September 25, 2019 Minutes

- The workgroup reviewed the minutes. Terry Dosch motioned to approve; Linda Reidt Kilber seconded the motion. The minutes were approved.

Myers and Stauffer Discussion

- Catherine Sreckovich and Julia Kotchevar with Myers and Stauffer provided an overview of the final Provider Reimbursement Research Project Report. The report includes an overview of seven other states' rates and methodologies used to develop the rates as well as a summary regarding telemedicine reimbursement and alternative payment models. The majority of other states use cost reporting information to drive reimbursement methodology, similar to South Dakota.
- Workgroup members asked clarifying questions including the difference in rate reimbursement for a psychiatric evaluation. This is attributed to the variance between states. Other states reimburse this code on an encounter rate, but may define the length of an encounter differently, whereas South Dakota reimburses based on a 15-minute unit. Another question related to if other states are more in alignment with third party payers. Catherine indicated that wasn't necessarily the case, and other states may use codes differently than private payers.

- Another question asked about payment differences by level of licensure. Other states do vary payment based on licensure. The summary table did not capture this, but the information is on the comparison to each state.
- Julia shared her experience as a former Mental Health Commissioner in Nevada. Nevada reimbursed on a cost basis as well before moving to Certified Community Behavioral Health Clinics (CCBHCs) and Medicaid Expansion. Nevada was also the direct service provider rather than through contracted providers until recently. With the shift to CCBHCs, there are more contracted providers with Nevada still operating a few clinics.

Review Psych/CNP, CARE, IMPACT, Room and Board, and CYF Rates

- Laurie Mikkonen walked through the updates made to the psychiatry model including an update on including a third option for billable time at 61% based on feedback from the providers in the workgroup. The CNP/PA model will be updated to include the same percentage. There was discussion that 60 minutes is average for an initial psychiatric evaluation, which creates an encounter rate at \$329.96. Linda Reidt Kilber indicated this was in alignment with what they pay their psychiatrist. Michelle Spies and Michelle Carpenter also agreed. Laurie Mikkonen shared the Medicaid independent practitioner rate at \$113.47 per encounter and discussed the Medicare rate and Upper Payment Limits for state Medicaid. There was concern voiced over a lower rate because the payer mix that community mental health centers have as the centers rely primarily on public funding to deliver services compared to private providers being able to limit their Medicaid population as well as have other payor sources to offset.
- The workgroup discussed nursing and if the model presented with .5 FTE or 1.0 FTE nursing was more in alignment with current practice. The workgroup determined a 1.0 nurse was more in alignment with best practice.
- The medication management component of the psychiatric model was also reviewed and discussed. There was discussion regarding the length of time and if the unit rate should be 15 minutes, 20 minutes, or 30 minutes. A follow up survey will be conducted of all Community Mental Health Centers to determine how the appointments are being scheduled and assist in determining the unit.
- An overview of the CARE survey was provided and discussed. Models presented including combining the costs for transitional and “standard” CARE models; combining costs for all centers; a third that combines all centers and removes one standard deviation, which equates to three providers, and a fourth that represents only the two centers that always bill at the rural rate. DSS will calculate the transitional costs as another standalone option. There was additional discussion as to whether to move away from a transitional rate. Additional follow up will be conducted with the three transitional CARE centers to obtain information regarding room and board. With the information, costs can be compared to determine if costs should be documented in the CARE transitional model, or if the room and board methodology needs to be adjusted.

- The duplication rate from the CARE survey was layered into the model. The workgroup members indicated agreement with the methodology applied. Clarification was also gained on how the centers define duplication. This is when a client is seen more than once a day due to clinical needs, but the center is only able to bill once a day.
- An overview of the remaining contents of the handout were provided for the group to review in advance of the next meeting.

Next Steps

- DSS will contact all centers to obtain information about the scheduling of medication management.
- DSS will calculate a rate using the CARE methodology for Transitional CARE.
- DSS will contact the three transitional providers to obtain additional information regarding room and board costs.

Public Comment

- Laurie Mikkonen asked for any public comment. Being none, the meeting was adjourned.

A	B	C	D	E	H	I	J
1	Behavioral Health - Mental health Workgroup						
2	Psychiatric Model Summary						
3	November 21, 2019						
4							
5	Model Calculation						
6	2/3 Psychiatric Salary (2080 Hours) (Average of Cost Reports)	\$ 226,331.73	163.22				
7	1/3 Nursing Salary (2080 Hours) (Average of Cost Reports)	\$ 27,275.73	39.34				
8	B&T (Average of Cost Reports)	\$ 5,140.32					
9	Total Personnel	\$ 258,747.79					
10							
11							
12	Total Personnel	\$ 258,747.79					
13	Indirect Cost	\$ 24,595.51					
14	Cost of 1 FTE	\$ 283,343.30					
15							
16	Hours Billable for Service	100%	53%			CNP/PA at 90% of Psychiatric Rate	
17		2080	1105				
18							
19	Psychiatric Model Calculation Results (15 Min)						
20	Modeled Psychiatric Rate (hour unit)	\$ 136.22	\$ 256.45			Modeled Psychiatric Rate (hour unit)	\$ 136.22 \$ 256.45
21	Modeled Psychiatric Rate (15 minute unit)	\$ 34.06	\$ 64.11			Modeled Psychiatric Rate (15 minute unit)	\$ 34.06 \$ 64.11
22						CNP/PA Rate at 90% Psych Rate(Hour Rate)	\$ 122.60 \$ 230.81
23	2018 CPI-U	2.07%	2.07%			CNP/PA Rate at 90% Psych Rate(15 Minute Unit)	\$ 30.65 \$ 57.70
24	Inflated Modeled Psychiatric Rate (15 minute unit)	\$ 34.77	\$ 65.44			2018 CPI-U	2.07% 2.07%
25						Inflated Modeled CNP/PA Rate (15 minute unit)	\$ 31.28 \$ 58.90
26	SFY18 Psychiatric Rate (15 Minute Unit)	\$ 56.88				SFY18 CNP/PA Rate (15 Minute Unit)	\$ 51.23
27	SFY19 Psychiatric Rate (15 minute unit)	\$ 58.02				SFY19 CNP/PA Rate (15 Minute Unit)	\$ 52.25
28							
29						20 Minute Unit	
30	20 Minute Unit					CNP/PA at 90% of Psychiatric Rate	
31	Psychiatric Model Calculation Results (20 Min)						
32	Modeled Psychiatric Rate (hour unit)	\$ 136.22	\$ 256.45			Hours Billable for Service	100% 53%
33	Modeled Psychiatric Rate (20 minute unit)	\$ 45.41	\$ 85.48				2080 1105
34						Modeled Psychiatric Rate (hour unit)	\$ 136.22 \$ 256.45
35	2018 CPI-U	2.07%	2.07%			Modeled Psychiatric Rate (20 minute unit)	\$ 45.41 \$ 85.48
36	Inflated Modeled Psychiatric Rate (20 minute unit)	\$ 46.35	\$ 87.25			CNP/PA Rate at 90% Psych Rate(Hour Rate)	\$ 122.60 \$ 230.81
37						CNP/PA Rate at 90% Psych Rate(20 Minute Unit)	\$ 40.87 \$ 76.94
38	Current (SFY19) Psychiatric Rate Converted to 20 minute unit	\$ 77.36				2018 CPI-U	2.07% 2.07%
39						Inflated Modeled CNP/PA Rate (20 minute unit)	\$ 41.71 \$ 78.53
40	Average length of initial Psychiatric diagnostic evaluation is 60 minutes per provider feedback					SFY18 CNP/PA Rate Converted to 20 Minute Unit	\$ 68.31
41	Medicaid Psych Evaluation current encounter Rate 90791	\$ 113.47				SFY19 CNP/PA Rate Converted to 20 Minute Unit	\$ 69.67
42							
43	Average Billable Time from Providers					Follow Up Appointments	Minutes
44	DCI	55%				DCI	20
45	HSA	55%				HSA	25
46	SPBH	45%				SPBH	
47	ECBH					ECBH	15
48	LCBH	47%				LCBH	30
49	NEMH	44%				NEMH	15
50	SEBH	69%				SEBH	30
51	Three Rivers	57%				Three Rivers	15
52	BMS	53%				BMS	20
53	Average	53%				Average	21.25

A	B	C	D	E	F	G	H	I	J	K	L	M	O	P	U
1	SB147 Y3 - Psychiatric														
2	Psychiatric Services - cost report data				FY17										
3	Data used from 2018 Cost Report	BMS	CACS	CCS	DCI	ECBH	HSA	LCBH	NEMH	SEBH	SPBH	Three Rivers	Average		
4	Psychiatric Services														
5															
6	Line 9 Psychiatric Services 1020 Professional/Program Staff Personnel Expense	\$ 117,296.00	\$ 93,301.00	\$ 302,813.00	\$ 883.00	\$ 12,135.00	\$ -	\$ 230,589.00	\$ 7,410.00	\$ 48,000.00	\$ 2,347.00				
7	Line 13 Psychiatric Services Total Personnel Expense	\$ 125,682.00	\$ 99,308.00	\$ 322,979.00	\$ 8,330.00	\$ 241.00	\$ 22,165.00	\$ 5,441.00	\$ 234,096.00	\$ 7,410.00	\$ 48,000.00	\$ 2,648.00			
8	Percentage	93%	94%	94%	11%	0%	55%	0%	99%	100%	100%	89%			
9	Line 23 Psychiatric services Benefits and Taxes	\$ 17,678	\$ 11,724	\$ 62,848	\$ 3,030	\$ 31,890	\$ 4,026	\$ 2,635	\$ 43,881	\$ 1,122	\$ 3,758	\$ 1,200			
10	Portion Attributed to 1020	\$ 16,498	\$ 11,015	\$ 58,924	\$ 321	\$ -	\$ 2,204	\$ -	\$ 43,224	\$ 1,122	\$ 3,758	\$ 1,064			
11	Psychiatric Services 1020 Professional/Program Staff Personnel with Benefits and Taxes	\$ 133,794	\$ 104,316	\$ 361,737	\$ 1,204	\$ -	\$ 14,339	\$ -	\$ 273,813	\$ 8,532	\$ 51,758	\$ 3,411			
12	Line 57 Total Psychiatric Services Expense	\$ 153,029	\$ 146,320	\$ 578,810	\$ 92,025	\$ 47,631	\$ 91,125	\$ 170,466	\$ 326,041	\$ 499,306	\$ 60,729	\$ 12,121			
13															
14															
15	Psychiatric services Direct Care Expense to Total Psychiatric services Expense	87.43%	71.29%	62.50%	1.31%	0.00%	15.74%	0.00%	83.98%	1.71%	85.23%	28.14%	39.8%	44.42%	
16															
17	1238 Psychiatric Services (Contracted)	\$ -	\$ -	\$ -	\$ 71,748	\$ 38,535	\$ 56,156	\$ 151,252	\$ -	\$ 437,992	\$ -	\$ 5,988	\$ 84,630	\$ 64,736	
18															
19	Direct Care Cost plus Contracted service	\$ 133,794	\$ 104,316	\$ 361,737	\$ 72,952	\$ 38,535	\$ 70,495	\$ 151,252	\$ 273,813	\$ 446,524	\$ 51,758	\$ 9,399	\$ 155,870	\$ 112,114	
20															
21	Direct Care Cost Plus contracted services as a percentage of total Expenditures	87.43%	71.29%	62.50%	79.27%	80.90%	77.36%	88.73%	83.98%	89.43%	85.23%	77.54%	80.33%	81.67%	
22															
23	Total Indirect Cost	\$ 19,235	\$ 42,004	\$ 217,073	\$ 19,073	\$ 9,096	\$ 20,630	\$ 19,214	\$ 52,228	\$ 52,782	\$ 8,971	\$ 2,722	\$ 42,093	\$ 24,596	
24															
25	Total Personnel Benefits and Taxes	\$ 16,498	\$ 11,015	\$ 58,924	\$ 321	\$ -	\$ 2,204	\$ -	\$ 43,224	\$ 1,122	\$ 3,758	\$ 1,064	\$ 12,557	\$ 5,140	
26															
27	Direct Care Cost	12.33%	10.56%	16.29%	26.67%		15.37%		15.79%	13.15%	7.26%	31.19%	17.03%	13.91%	
28															
29															
30	Other Information														
31	Cost per Unit from 2017 cost report	\$ 98.07	\$ 309.67	\$ 686.08	\$ 96.84	\$ 168.06	\$ 566.41	\$ 63.81	\$ 162.38	\$ -	\$ 145.91	\$ 57.75	\$ 235.50	\$ 185.43	
32	Cost per Unit from 2018 cost report	\$ 86.21	\$ 227.56	\$ 712.16		\$ 173.84	\$ 110.99	\$ 52.99	\$ 180.23	\$ 82.86	\$ 165.76	\$ 74.36	\$ 186.70	\$ 128.31	
33	SFY19 Rate													Totals	
34	STARS Title XIX Expenditure SFY 2018	\$ 22,496.19	\$ 10,555.00	\$ 36,651.00	\$ 15,936.00	\$ 6,071.00	\$ 14,307.00	\$ 13,067.00	\$ 8,502.00	\$ 138,369.00	\$ 11,362.00	\$ 569.00	\$ 25,262.29	\$ 277,885.19	
35	STARS Contract Expenditure SFY 2018	\$ 23,571.32	\$ 15,990.00	\$ 40,910.00	\$ 29,848.00	\$ 8,264.00	\$ 6,788.00	\$ 48,241.00	\$ 19,118.00	\$ 192,991.00	\$ 7,645.00	\$ 8,201.00	\$ 36,506.12	\$ 401,567.32	
36	STARS Paid Expenditure SFY 2018	\$ 46,067.51	\$ 26,545.00	\$ 77,561.00	\$ 45,784.00	\$ 14,335.00	\$ 21,095.00	\$ 61,308.00	\$ 27,620.00	\$ 331,360.00	\$ 19,007.00	\$ 8,770.00	\$ 61,768.41	\$ 679,452.51	

SB 147 YR3 Behavioral Health
 CARE - Model Summary
 Draft Model Example

Standard CARE Rate Calculation

CARE Services 1020 Professional/Program Staff Personnel Expense	\$ 679,477.00	
Total CARE Team Salaries	\$ 679,477.00	
x 12.98% Ben. & Taxes	12.98%	
Total CARE Benefits and Taxes	\$ 88,196.11	
Total Direct Care Staff Salaries	\$ 679,477.00	
Total CARE Team B&T	\$ 88,196.11	
Total CARE Team salary Cost (B&T)	\$ 767,673.11	
Total CARE Team salary cost (B&T)	\$ 767,673.11	60.38%
Total Indirect Cost	\$ 503,729.86	39.62%
Total operating costs	\$ 1,271,402.97	100.00%
Total Cost of CARE Team divided by	\$ 1,271,402.97	
AVG Units From Cost Reports	17550	
Daily CARE Rate Calculation	\$ 72.44	
Duplication Percentage 5.96%	\$ 76.76	
2.07% CPI-U Inflation	\$ 78.35	
SFY18 Rate	66.26	
SFY19 Rate	67.59	

Standard CARE Rate Calculation minus 1STD
 based on cost per unit

CARE Services 1020 Professional/Program Staff Personnel Expense	\$ 848,806.00	
Total CARE Team Salaries	\$ 848,806.00	
x 12.43% Ben. & Taxes	12.43%	
Total CARE Benefits and Taxes	\$ 105,506.59	
Total Direct Care Staff Salaries	\$ 848,806.00	
Total CARE Team B&T	\$ 105,506.59	
Total CARE Team salary Cost (B&T)	\$ 954,312.59	
Total CARE Team salary cost (B&T)	\$ 954,312.59	60.00%
Total Indirect Cost	\$ 636,208.39	40.00%
Total operating costs	\$ 1,590,520.98	100.00%
Total Cost of CARE Team divided by	\$ 1,590,520.98	
AVG Units From Cost Reports	20940	
Daily CARE Rate Calculation	\$ 75.96	
Duplication Percentage 5.96%	\$ 80.48	
2.07% CPI-U Inflation	\$ 82.15	
SFY18 Rate	66.26	
SFY19 Rate	67.59	

Transitional CARE Rate Calculation

CARE Services 1020 Professional/Program Staff Personnel	\$ 680,170.67	
Total CARE Team Salaries	\$ 680,170.67	
x 8.60% Ben. & Taxes	8.60%	
Total CARE Benefits and Taxes	\$ 58,494.68	
Total Direct Care Staff Salaries	\$ 680,170.67	
Total CARE Team B&T	\$ 58,494.68	
Total CARE Team salary Cost (B&T)	\$ 738,665.35	
Total CARE Team salary cost (B&T)	\$ 738,665.35	61.29%
Total Indirect Cost	\$ 466,531.83	38.71%
Total operating costs	\$ 1,205,197.17	100.00%
Total Cost of CARE Team divided by	\$ 1,205,197.17	
AVG Units From Cost Reports	17918	
Daily CARE Rate Calculation	\$ 67.26	
Duplication Percentage 5.96%	\$ 71.27	
2.07% CPI-U Inflation	\$ 72.75	
SFY18 Rate	70.02	
SFY19 Rate	71.42	

Frontier CARE Rate Calculation

CARE Services 1020 Professional/Program Staff Personnel	\$ 165,081.50	
Total CARE Team Salaries	\$ 165,081.50	
x 18.70% Ben. & Taxes	18.70%	
Total CARE Benefits and Taxes	\$ 30,864.75	
Total Direct Care Staff Salaries	\$ 165,081.50	
Total CARE Team B&T	\$ 30,864.75	
Total CARE Team salary Cost (B&T)	\$ 195,946.25	
Total CARE Team salary cost (B&T)	\$ 195,946.25	67.84%
Total Indirect Cost	\$ 92,879.23	32.16%
Total operating costs	\$ 288,825.48	100.00%
Total Cost of CARE Team divided by	\$ 288,825.48	
AVG Units From Cost Reports	3865	
Daily CARE Rate Calculation	\$ 74.73	
Duplication Percentage 5.96%	\$ 79.18	
2.07% CPI-U Inflation	\$ 80.82	
SFY18 Rate	79.42	
SFY19 Rate	81.01	

	A	B	C	D	E	F	G	H	I	J
1		SB147 Y3 - CARE								
2		CARE Services - cost report data								
3		Data used from 2018 Cost Report	CCS	DCI	ECBH	LCBH	NEMH	SEBH	SUM	Average
4		CARE Services								
5										
6	Line 9	CARE Services 1020 Professional/Program Staff Personnel Expense	\$ 373,938.00	\$ 307,700.00	\$ 50,576.00	\$ 960,558.00	\$ 462,424.00	\$ 1,921,666.00	\$ 4,076,862.00	\$ 679,477.00
7	Line 13	CARE Services Total Personnel Expense	\$ 377,415.00	\$ 363,861.00	\$ 69,077.00	\$ 1,136,301.00	\$ 544,990.00	\$ 1,921,666.00	\$ 4,413,310.00	\$ 735,551.67
8		Percentage	99%	85%	73%	85%	85%	100%		
9	Line 23	CARE services Benefits and Taxes	\$ 108,147	\$ 112,972	\$ 22,136	\$ 310,047	\$ 146,547	\$ 399,395	\$ 1,099,244	\$ 183,207.33
10		Portion Attributed to 1020	\$ 107,151	\$ 95,535	\$ 16,207	\$ 262,094	\$ 124,345	\$ 399,395	\$ 1,004,728	\$ 287,065.01
11		CARE Services 1020 Professional/Program Staff Personnel with Benefits and Taxes	\$ 481,089	\$ 403,235	\$ 66,783	\$ 1,222,652	\$ 586,769	\$ 2,321,061	\$ 5,081,590	
12	Line 57	Total CARE Services Expense	\$ 806,630	\$ 643,674	\$ 154,293	\$ 1,786,417	\$ 942,709	\$ 3,514,222	\$ 7,847,945	\$ 1,307,990.83
13										
14										
15		CARE services Direct Care Expense to Total Psychiatric services Expense	59.64%	62.65%	43.28%	68.44%	62.24%	66.05%		60.38%
16										
17		Benefits and taxes as a percentage of total Expense	13.28%	14.84%	10.50%	14.67%	13.19%	11.37%		12.98%
18										
19		1238 CARE Services (Contracted)	\$ -							
20										
21		Direct Care Cost plus Contracted services (line 12)	\$ 481,089	\$ 403,235	\$ 66,783	\$ 1,222,652	\$ 586,769	\$ 2,321,061		\$ 846,931.59
22										
23		Direct Care Cost Plus contracted services as a percentage of total Expenditures	59.64%	62.65%	43.28%	68.44%	62.24%	66.05%		60.38%
24										
25		Total Indirect Cost	\$ 325,541	\$ 240,439	\$ 87,510	\$ 563,765	\$ 355,940	\$ 1,193,161		\$ 461,059
26										
27		Indirect cost as a percentage of total Expenditures	40.36%	37.35%	56.72%	31.56%	37.76%	33.95%		39.62%
28										
29		Total Personnel Benefits and Taxes	\$ 107,151	\$ 95,535	\$ 16,207	\$ 262,094	\$ 124,345	\$ 399,395		\$ 167,455
30										
31		Care Cost	22.27%	23.69%	24.27%	21.44%	21.19%	17.21%		21.68%
32										
33										
34		Other Information								
35		Cost per Unit from 2017 cost report	\$ 88.18	\$ 47.68	\$ 95.56	\$ 62.21	\$ 96.80	\$ 108.89		\$ 83.22
36		Cost per Unit from 2018 cost report	\$ 101.68		\$ 79.53	\$ 63.93	\$ 89.88	\$ 80.99		\$ 83.20
37		SFY18 Rate	\$ 67.59	\$ 67.59	\$ 67.59	\$ 63.93	\$ 67.59	\$ 67.59		
38		STARS Title XIX Expenditure SFY 2018	\$ 215,225.00	\$ 428,902.00	\$ 42,392.00	\$ 1,382,385.00	\$ 232,134.00	\$ 820,931.00	\$ 3,121,969.00	\$ 520,328.17
39		STARS Contract Expenditure SFY 2018	\$ 505,374.00	\$ 495,369.00	\$ 86,472.00	\$ 698,394.00	\$ 398,777.00	\$ 1,197,875.00	\$ 3,382,261.00	\$ 563,710.17
40		STARS Paid Expenditure SFY 2018	\$ 720,599.00	\$ 924,271.00	\$ 128,864.00	\$ 2,080,779.00	\$ 630,911.00	\$ 2,018,806.00	\$ 6,504,230.00	\$ 1,858,351.43

	A	B	K	L	M	N	O	P	Q	R	S	T	U
1		SB147 Y3 - CARE											
2		CARE Services - cost report data											
3		Data used from 2018 Cost Report	BMS	CACS	HSA	Sum	Average		SPBH	Three Rivers	Sum	Average	
4		CARE Services											
5													
6	Line 9	CARE Services 1020 Professional/Program Staff Personnel Expense	\$ 1,270,670.00	\$ 521,492.00	\$ 248,350.00	\$ 2,040,512.00	\$ 680,170.67		\$ 257,391.00	\$ 72,772.00	\$ 330,163.00	\$ 165,081.50	
7	Line 13	CARE Services Total Personnel Expense	\$ 1,402,745.00	\$ 559,629.00	\$ 286,082.00	\$ 2,248,456.00	\$ 749,485.33		\$ 257,391.00	\$ 82,120.00	\$ 339,511.00	\$ 169,755.50	
8		Percentage	91%	93%	87%		90%		100%	89%		94%	
9	Line 23	CARE services Benefits and Taxes	\$ 251,285	\$ 17,309	\$ 81,811	\$ 350,404.69	\$ 116,801.56		\$ 84,633	\$ 37,321	\$ 121,954.00	\$ 60,977.00	
10		Portion Attributed to 1020	\$ 227,625	\$ 16,129	\$ 71,020	\$ 314,775.28	\$ 104,925.09		\$ 84,633	\$ 33,073		\$ 58,853	
11		CARE Services 1020 Professional/Program Staff Personnel with Benefits and Taxes	\$ 1,498,295	\$ 537,621	\$ 319,370	\$ 2,355,287.28	\$ 785,095.76		\$ 342,024	\$ 105,845	\$ 447,869	\$ 223,934	
12	Line 57	Total CARE Services Expense	\$ 2,181,142	\$ 1,008,096	\$ 516,417	\$ 3,705,655.00	\$ 1,235,218.33		\$ 444,452	\$ 180,220	\$ 624,672.00	\$ 312,336.00	
13													
14													
15		CARE services Direct Care Expense to Total Psychiatric services Expense	68.69%	53.33%	61.84%		61.29%		76.95%	58.73%		67.8%	
16													
17		Benefits and taxes as a percentage of total Expense	10.44%	1.60%	13.75%		8.60%		19.04%	18.35%		18.70%	
18													
19		1238 CARE Services (Contracted)	\$ -	\$ -							\$ -	\$ -	
20													
21		Direct Care Cost plus Contracted services (line 12)	\$ 1,498,295	\$ 537,621	\$ 319,370		\$ 785,096		\$ 342,024	\$ 105,845	\$ 447,869	\$ 223,934	
22													
23		Direct Care Cost Plus contracted services as a percentage of total Expenditures	68.69%	53.33%	61.84%		61.29%		76.95%	58.73%		67.84%	
24													
25		Total Indirect Cost	\$ 682,847	\$ 470,475	\$ 197,047		\$ 450,123		\$ 102,428	\$ 74,375	\$ 176,803	\$ 88,402	
26													
27		Indirect cost as a percentage of total Expenditures	31.31%	46.67%	38.16%		38.71%		23.05%	41.27%		32.16%	
28													
29		Total Personnel Benefits and Taxes	\$ 227,625	\$ 16,129	\$ 71,020		\$ 104,925		\$ 84,633	\$ 33,073	\$ 117,706	\$ 58,853	
30													
31		Care Cost	15.19%	3.00%	22.24%		13.48%		24.74%	31.25%		28.00%	
32													
33													
34		Other Information											
35		Cost per Unit from 2017 cost report	\$ 73.91	\$ 84.94	\$ 39.20		\$ 66.02		\$ 68.65	\$ 61.04		\$ 85.35	
36		Cost per Unit from 2018 cost report	\$ 75.82	\$ 84.30	\$ 75.63		\$ 78.58		\$ 77.89	\$ 89.09		\$ 78.98	
37		SFY18 Rate	\$ 71.42	\$ 71.42	\$ 71.42				\$ 81.01	\$ 81.01			
38		STARS Title XIX Expenditure SFY 2018	\$ 938,525.00	\$ 324,218.00	\$ 321,431.00	\$ 1,584,174.00	\$ 528,058.00		\$ 195,672.00	\$ 46,530.00	\$ 242,202.00	\$ 121,101.00	
39		STARS Contract Expenditure SFY 2018	\$ 1,242,606.00	\$ 511,063.00	\$ 415,297.00	\$ 2,168,966.00	\$ 722,988.67		\$ 259,648.00	\$ 113,658.00	\$ 373,306.00	\$ 186,653.00	
40		STARS Paid Expenditure SFY 2018	\$ 2,181,131.00	\$ 835,281.00	\$ 736,728.00	\$ 3,753,140.00	\$ 1,251,046.67		\$ 455,320.00	\$ 160,188.00	\$ 615,508.00	\$ 307,754.00	

SB 147 YR3 Behavioral Health
 IMPACT - Model Summary
 Draft Model Example

IMPACT Rate Calculation

Impact Services 1020 Professional/Program Staff Personnel Expense	\$ 286,144.88	
Total IMPACT Team Salaries	\$ 286,144.88	
x 11.68% Ben. & Taxes	11.68%	
Total IMPACT Benefits and Taxes	\$ 33,421.72	
Total Direct Care Staff Salaries	\$ 286,144.88	
Total IMPACT Team B&T	\$ 33,421.72	
Total IMPACT Team salary Cost (B&T)	\$ 319,566.60	
Total IMPACT Team salary cost (B&T)	\$ 319,566.60	60.73%
Total Indirect Cost	\$ 206,642.19	39.27%
Total operating costs	\$ 526,208.80	100%
Total Cost of IMPACT Team divided by	\$ 526,208.80	
AVG Total Units From Cost Reports	7651	
Daily IMPACT RATE	\$ 68.77	
Duplication Percentage		
4.23%	\$ 71.68	
2.07% CPI-U Inflation	\$ 73.17	
SFY18 Rate	73.28	
SFY19 Rate	74.75	

IMPACT Rate Calculation minus 1 Standard Deviation

Impact Services 1020 Professional/Program Staff Personnel Expense	\$ 281,077.33	
Total IMPACT Team Salaries	\$ 281,077.33	
x 11.78% Ben. & Taxes	11.78%	
Total IMPACT Benefits and Taxes	\$ 33,110.91	
Total Direct Care Staff Salaries	\$ 281,077.33	
Total IMPACT Team B&T	\$ 33,110.91	
Total IMPACT Team salary Cost (B&T)	\$ 314,188.24	
Total IMPACT Team salary cost (B&T)	\$ 314,188.24	61.41%
Total Indirect Cost	\$ 197,435.66	38.59%
Total operating costs	\$ 511,623.90	100%
Total Cost of IMPACT Team divided by	\$ 511,623.90	
AVG Total Units From Cost Reports	8275	
Daily IMPACT RATE	\$ 61.83	
Duplication Percentage		
4.23%	\$ 64.44	
2.07% CPI-U Inflation	\$ 65.78	
SFY18 Rate	73.28	
SFY19 Rate	74.75	

	A	B	C	D	E	F	G	H	I	J	K
1		SB147 Y3 - IMPACT									
2		IMPACT Services - cost report data									
3		Data used from 2018 Cost Report	BMS	CACS	CCS	LCBH	NEMH	SEBH	Sum	Average	
4		IMPACT Services									
5											
6	Line 9	IMPACT Services 1020 Professional/Program Staff Personnel Expense	\$ 355,436.00	\$ 48,817.38	\$ 311,483.11	\$ 483,009.35	\$ 162,720.34	\$ 355,403.08	\$ 1,405,386.15	\$ 286,144.88	
7	Line 13	IMPACT Services Total Personnel Expense	\$ 411,936.00	\$ 64,550.38	\$ 324,411.09	\$ 575,304.35	\$ 195,929.34	\$ 355,403.08	\$ 1,603,123.15		
8		Percentage	86%	76%	96%	84%	83%	100%			
9	Line 23	IMPACT services Benefits and Taxes	\$ 80,419	\$ 17,309	\$ 78,337	\$ 190,220	\$ 47,432	\$ 61,785	\$ 267,972.38		
10		Portion Attributed to 1020	\$ 69,389	\$ 13,091	\$ 75,215	\$ 159,703	\$ 39,392	\$ 61,785		\$ 69,762.51	
11		IMPACT Services 1020 Professional/Program Staff Personnel with Benefits and Taxes	\$ 424,825	\$ 61,908	\$ 386,698	\$ 642,713	\$ 202,113	\$ 417,188		\$ 355,907	
12	Line 57	Total IMPACT Services Expense	\$ 652,697	\$ 124,029	\$ 674,659	\$ 1,004,679	\$ 329,318	\$ 625,371	\$ 2,282,045	\$ 568,458.82	
13											
14											
15		IMPACT services Direct Care Expense to Total Psychiatric services Expense	65.09%	49.91%	57.32%	63.97%	61.37%	66.71%		60.73%	
16											
17		Benefits and taxes as a percentage of total Expense	10.63%	10.55%	11.15%	15.90%	11.96%	9.88%		11.68%	
18											
19		Direct Care Cost plus Contracted services (line 12)	\$ 424,825	\$ 61,908	\$ 386,698	\$ 642,713	\$ 202,113	\$ 417,188	\$ 2,135,444	\$ 355,907	
20											
21		Direct Care Cost Plus contracted services as a percentage of total Expenditures	65.09%	49.91%	57.32%	63.97%	61.37%	66.71%		60.73%	
22											
23		Total Indirect Cost	\$ 227,872	\$ 62,121	\$ 287,961	\$ 361,966	\$ 127,205	\$ 208,183	\$ 1,275,309	\$ 212,551	
24											
25		Total Indirect Cost as a percentage of total expense	34.91%	50.09%	43%	36.03%	38.63%	33.29%		39.27%	
26											
27		Total Personnel Benefits and Taxes	\$ 69,389	\$ 13,091	\$ 75,215	\$ 159,703	\$ 39,392	\$ 61,785	\$ 418,575	\$ 69,763	
28											
29		Care Cost	16.33%	21.15%	19.45%	24.85%	19.49%	14.81%		19.35%	
30											
31											
32		Other Information									
33		Cost per Unit from 2017 cost report	\$ 65.32	\$ 100.40	\$ 134.01	\$ 69.10	\$ 72.04	\$ 61.97		\$ 73.77	
34		Cost per Unit from 2018 cost report	\$ 66.20	\$ 117.79	\$ 148.87	\$ 65.97	\$ 77.30	\$ 56.99		\$ 76.85	
35		SFY18 Rate	\$ 73.28	\$ 73.28	\$ 73.28	\$ 66.80	\$ 73.28	\$ 73.28			
36		STARS Title XIX Expenditure SFY 2018	\$ 419,006.00	\$ 48,710.00	\$ 573,333.00	\$ 554,894.00	\$ 106,486.00	\$ 510,572.00	\$ 2,213,001.00	\$ 368,833.50	
37		STARS Contract Expenditure SFY 2018	\$ 307,714.00	\$ 34,823.00	\$ 245,832.00	\$ 464,891.00	\$ 155,938.00	\$ 272,609.00	\$ 1,481,807.00	\$ 246,967.83	
38		STARS Paid Expenditure SFY 2018	\$ 726,720.00	\$ 83,533.00	\$ 819,165.00	\$ 1,019,785.00	\$ 262,424.00	\$ 783,181.00	\$ 3,694,808.00	\$ 615,801.33	

SB 147 YR3 Behavioral Health
Room and Board
Schedule A Comparison

Organization	Behavioral Management Services,		Capital Area Counseling Services		Human Services Agency		Total All Providers			
	2017	2018	2017	2018	2017	2018	2017	2018	Change	
Account Number and Title										
1000 Personnel Services										
1010 Administrative		\$ 3,561.00						\$ 3,561.00	\$ 3,561	0.0%
1020 Professional/Program Staff	\$ 28,596.00	\$ 177,798.00			237,720.84	230,934.12	266,316.84	408,732.12	\$ 142,415	53.5%
1040 Support Staff	\$ 2,826.00	\$ 11,472.00					2,826.00	11,472.00	\$ 8,646	305.9%
1050 Client Wages			\$ 14,251.00	\$ 16,605.33			14,251.00	16,605.33	\$ 2,354	16.5%
1060 Temporary Staff		\$ 2,991.00						2,991.00	\$ 2,991	0.0%
Total Personnel Services:	\$ 31,422.00	\$ 195,822.00	\$ 14,251.00	\$ 16,605.33	\$ 237,720.84	\$ 230,934.12	283,393.84	443,361.45	159,967.61	56.45%
1100 Personnel Benefits and Taxes:										
1110 Retirement Plans	\$ 504.00	\$ 1,678.00					504.00	1,678.00	\$ 1,174	232.9%
1120 Insurance Benefits	\$ 5,907.00	\$ 9,884.00			32,712.58	36,767.74	38,619.58	46,651.74	\$ 8,032	20.8%
1130 Other Benefits					2.00		2.00		\$ (2)	-100.0%
1140 FICA Taxes	\$ 2,149.00	\$ 14,041.00	\$ 1,089.00	\$ 1,270.30	16,968.00	16,882.51	20,206.00	32,193.81	\$ 11,988	59.3%
1150 Unemployment Insurance			\$ 33.00	\$ 23.79			33.00	23.79	\$ (9)	-27.9%
1160 Worker's Comp. Insurance	\$ 1,329.00	\$ 1,638.00	\$ 157.00	\$ 169.54	2,852.72	2,724.76	4,338.72	4,532.30	\$ 194	4.5%
1170 Prof. Liability Insurance	\$ 266.00	\$ 2,283.00					266.00	2,283.00	\$ 2,017	758.3%
1190 Other	\$ (2,387.00)						(2,387.00)		\$ 2,387	-100.0%
Total Personnel Benefits and Taxes:	\$ 7,768.00	\$ 29,524.00	\$ 1,279.00	\$ 1,463.63	\$ 52,535.30	\$ 56,375.01	61,582.30	87,362.64	25,780.34	41.86%
1200 Prof. Fees and Contract Svcs.										
1210 Administrative/Financial		\$ 848.00			1,930.00	1,614.64	1,930.00	2,462.64	\$ 533	27.6%
1220 Habilitation/Rehabilitation										
1230 Medical=										
1231 Other Medical (Dental, Dietary, OT, PT, Optometric, Pharmacy, Speech Pathology and Audiology)		\$ 539.00						539.00	\$ 539	0.0%
1237 Physician Nursing Services										
1238 Psychiatric Services										
1290 Other										
Total Prof. Fees and Contract Svcs.	\$ -	\$ 1,387.00	\$ -	\$ -	\$ 1,930.00	\$ 1,614.64	1,930.00	3,001.64	1,071.64	55.53%
1300 Travel/Transportation										
1390 Other	\$ 3,660.00	\$ 3,958.00			4,444.00	4,752.57	8,104.00	8,710.57	\$ 607	7.5%
Total Travel/Transportation:	\$ 3,660.00	\$ 3,958.00	\$ -	\$ -	\$ 4,444.00	\$ 4,752.57	8,104.00	8,710.57	606.57	7.48%
1400 Supplies										
1440 Food	\$ 24,706.00	\$ 26,803.00			14,245.00	14,553.96	38,951.00	41,356.96	\$ 2,406	6.2%
1490 Other	\$ 2,466.00	\$ 4,377.00	\$ 598.00		861.00	763.85	3,925.00	5,140.85	\$ 1,216	31.0%
Total Supplies	\$ 27,172.00	\$ 31,180.00	\$ 598.00	\$ -	\$ 15,106.00	\$ 15,317.81	42,876.00	46,497.81	3,621.81	8.45%
1500 Occupancy:										
1510 Rent of Space										
1520 Utilities and Telephone	\$ 14,294.00	\$ 12,835.00	\$ 1,301.00	\$ 1,266.97	10,442.00	9,773.69	26,037.00	23,875.66	\$ (2,161)	-8.3%
1590 Other	\$ 12,680.00	\$ 11,808.00	\$ 810.00	\$ 713.24	9,257.00	7,857.76	22,747.00	20,379.00	\$ (2,368)	-10.4%
Total Occupancy:	\$ 26,974.00	\$ 24,643.00	\$ 2,111.00	\$ 1,980.21	\$ 19,699.00	\$ 17,631.45	48,784.00	44,254.66	(4,529.34)	-9.28%
1600 Equipment	\$ 1,210.00	\$ 1,208.00		\$ 188.94	2,202.00	6,207.34	3,412.00	7,604.28	4,192.28	122.87%
1700 Depreciation										
1710 Building	\$ 5,561.00	\$ 5,413.00			2,646.00	1,767.73	8,207.00	7,180.73	\$ (1,026)	-12.5%
1720 Equipment	\$ 3,015.00	\$ 3,618.00			5,187.00	5,187.48	8,202.00	8,805.48	\$ 603	7.4%
Total Depreciation	\$ 8,576.00	\$ 9,031.00	\$ -	\$ -	\$ 7,833.00	\$ 6,955.21	16,409.00	15,986.21	(422.79)	-2.58%
1800 Miscellaneous										
1810 Clothing										
1860 Bad Debt										
1890 Other	\$ 83.00	\$ 67.00		\$ 1,774.13	118.00	183.30	201.00	2,024.43	\$ 1,823	907.2%
Total Miscellaneous	\$ 83.00	\$ 67.00	\$ -	\$ 1,774.13	\$ 118.00	\$ 183.30	201.00	2,024.43	1,823.43	907.18%
Expenditures Subtotal	\$ 106,865.00	\$ 296,820.00	\$ 18,239.00	\$ 22,012.24	\$ 341,588.14	\$ 339,971.45	466,692.14	658,803.69	192,111.55	41.16%
Admin. and Support Allocation	\$ 22,179.00	\$ 60,016.00	\$ 6,142.00	\$ 4,905.14	3,796.00		32,117.00	64,921.14	\$ 32,804	102.1%
Total Expenditures	\$ 129,044.00	\$ 356,836.00	\$ 24,381.00	\$ 26,917.38	\$ 345,384.14	\$ 339,971.45	498,809.14	723,724.83	224,915.69	45.09%
Units by Payor Source										
Private Pay	9.00	94.00					9.00	94.00		
Other Insurance										
Title 19	-	-					0	-		
Contract	3,784	3,586		6,481	3,806.00	3,847.00	7,590.00	13,914.00		
Other Grants										
Other	272	538					272.00	538.00		
Total Units by Programs	4,065	4,218	6,381	6,481	3,806	3,847	14,252.00	14,546.00	294	2.06%
Cost per Unit	\$ 31.75	\$ 84.60	\$ 3.82	\$ 4.15	\$ 90.75	\$ 88.37	\$ 42.11	\$ 59.04	\$ 16.94	\$ 21.86
State Paid	\$ 16.58	\$ 16.63	\$ 16.58	\$ 16.63	\$ 16.58	\$ 16.63	\$ 16.58	\$ 16.63		
Day unit										
Contract Exp.		\$ 58,607.84		\$ 109,975.09		\$ 60,125.59				

	A	B	C
2	SB 147 YR3 Behavioral Health		
3	Room and Board		
4			
5	Final Recommended Low Intensity Residential Services Model		
6	07/15/2019	All Providers Excluding BMS and VOA	BMS and VOA Only
7			
8	Average Capacity (from survey results)	39.2	15.1
9	Average Number of 24/7 Residential Workers (from survey results)	2.1	2.5
10	Staffing Ratio (Beds per Residential Worker)	18.7	6.1
11			
12	Average Residential Worker Salary and B&T	\$ 35,156.59	\$ 32,774.00
13	Residential Worker Direct Care Hours per Year	1,928	1,888
14	Equivalent Wage per hour	\$ 18.23	\$ 17.36
15			
16	Hours in Year (24 hours/day * 365 days/year)	8,760	8,760
17			
18	Yearly Expense for one 24/7 worker	\$ 159,736.39	\$ 152,065.81
19	Yearly Expense for bed 24/7	\$ 8,533.03	\$ 24,996.63
20	Daily Expense for one bed 24/7	\$ 23.38	\$ 68.48
21			
22	Residential Worker Expense/Day Unit	\$ 23.38	\$ 68.48
23			
24	Percentage of R&B to Total Cost (from 2017 Cost Reports)	20.6%	21.9%
25	Percentage of Admin/Indirect/Other to Total Cost (from 2017 Cost Reports)	34.7%	21.9%
26			
27	R&B Portion (20.6%/21.9% of Total Modeled Rate)	\$ 10.77	\$ 26.69
28	Admin/Indirect/Other Portion (34.7%/21.9% of Total Modeled Rate)	\$ 18.15	\$ 26.69
29	Total Non-Residential Worker Expense/Unit	\$ 28.92	\$ 53.37
30			
31	Total Modeled Rate (Residential Worker + R&B + Admin/Indirect+ Other)	\$ 52.30	\$ 121.85
32	Occupancy	90%	90%
33	Modeled Rate at 90% Occupancy	\$ 58.12	\$ 135.39
34			
35	2018 CPI-U	2.25%	2.25%
36	Indexed Modeled Non treatment daily rate	\$ 59.43	\$ 138.44
37			