



# Provider Reimbursement Rate Methodology Review Behavioral Health/Substance Use Disorder – Prevention Services

3-30-22



# List of Service Categories and Prioritization

- Behavioral Health – Prevention Services included in the state fiscal year 2022 review are:

- Prevention Services

- Information Dissemination (H0024)

- Education (H0025)

- Community Based (H0026)

- Environmental (H0027)

- Problem ID and Referral (H0028)

- Alternatives (H0029)

# Rate review: Prevention SFY22 Contracts:

Prevention Contracts - SFY22										
	Info							Resource		SFY22 contracts
Prevention Contracts - (SAPT)	Dis	Education	Community	Environ	Problem ID	Alternative	Eval	Develop	Misc	Totals
Action for the Betterment of the Community	\$ 2,550	\$ 2,500	\$ 31,587	\$ 7,800	\$ 7,875	\$ -	\$ -	\$ 3,500	\$ -	\$ 55,812
Alliance for Substance Abuse Prevention	\$ 17,085	\$ -	\$ 29,650	\$ 1,200	\$ -	\$ 720	\$ 2,500	\$ 1,500	\$ 5,471	\$ 58,126
Alive - Roberts County Inc.	\$ -	\$ 35,835	\$ 3,025	\$ -	\$ -	\$ -	\$ 3,000	\$ 571	\$ 6,572	\$ 49,003
Avera St Luke's	\$ 2,000	\$ 20,004	\$ 3,000	\$ 2,000	\$ 18,100	\$ -	\$ 5,000	\$ 6,200	\$ 5,539	\$ 61,843
Carroll Institute	\$ 5,000	\$ 60,000	\$ 6,000	\$ -	\$ 25,000	\$ 4,789	\$ 4,000	\$ 2,200	\$ 9,515	\$ 116,504
Dakota Drug & Alcohol Prevention Inc.	\$ 19,125	\$ 10,009	\$ 41,085	\$ 12,000	\$ 52,800	\$ -	\$ 13,702	\$ 2,000	\$ 9,376	\$ 160,097
East Central MH/CD Center, Inc.	\$ 2,000	\$ 5,500	\$ -	\$ -	\$ 1,740	\$ -	\$ -	\$ -	\$ -	\$ 9,240
EMPOWER Coalition of Southern Hills, Inc.	\$ 8,517	\$ 10,200	\$ 10,955	\$ 9,600	\$ 3,990	\$ 3,840	\$ 2,885	\$ 2,701	\$ 6,030	\$ 58,718
Youth & Family Services-Oyate Okolakiciye Coalition	\$ 9,996	\$ 19,192	\$ 13,750	\$ 600	\$ -	\$ 2,400	\$ 4,736	\$ 1,560	\$ 5,394	\$ 57,628
Human Service Agency (NEPRC)	\$ 28,190	\$ -	\$ 26,325	\$ 144	\$ 4,800	\$ -	\$ -	\$ 6,010	\$ 11,356	\$ 76,825
Human Service Agency(WHY Coalition)	\$ 10,200	\$ 17,340	\$ 26,338	\$ 1,920	\$ 13,320	\$ 960	\$ 3,000	\$ 3,000	\$ 4,984	\$ 81,062
Lewis & Clark Behavioral Health Services Inc.	\$ 14,000	\$ 15,427	\$ 3,345	\$ -	\$ 5,725	\$ -	\$ 3,500	\$ 3,500	\$ 5,175	\$ 50,672
Lifeways Inc. (Rapid City)	\$ 19,766	\$ 87,899	\$ 12,000	\$ -	\$ 97,950	\$ -	\$ 19,756	\$ 3,471	\$ 11,881	\$ 252,723
Lifeways Inc. (Southern Hills)	\$ 6,581	\$ 22,569	\$ 770	\$ -	\$ 3,581	\$ -	\$ 3,350	\$ 303	\$ 1,600	\$ 38,754
Michael Glynn Memorial Coalition	\$ 7,650	\$ 6,375	\$ 8,250	\$ 4,200	\$ -	\$ -	\$ 800	\$ 2,000	\$ 1,734	\$ 31,009
Lakota Youth - Native American Advocacy Program	\$ 3,290	\$ 19,167	\$ 33,223	\$ -	\$ 6,045	\$ 38,730	\$ 6,398	\$ 4,131	\$ 6,804	\$ 117,788
Northern State University	\$ 8,400	\$ 7,100	\$ 13,177	\$ 5,500	\$ 7,000	\$ 12,000	\$ 6,000	\$ 2,500	\$ 6,259	\$ 67,936
Redfield Public School	\$ 3,278	\$ 51,026	\$ 9,700	\$ 204	\$ 1,900	\$ -	\$ 4,000	\$ 2,000	\$ 4,800	\$ 76,908
Three Rivers MH/CD Center	\$ 8,175	\$ 5,508	\$ 34,642	\$ 3,360	\$ -	\$ 1,546	\$ 5,537	\$ 1,013	\$ 3,862	\$ 63,643
University of South Dakota	\$ 9,000	\$ -	\$ 4,000	\$ -	\$ 21,204	\$ -	\$ 4,779	\$ 6,000	\$ 4,420	\$ 49,403
Volunteers of America, Dakotas (SEPRC)	\$ 22,555	\$ -	\$ 22,305	\$ 2,400	\$ 7,200	\$ -	\$ -	\$ 6,082	\$ 9,427	\$ 69,969
Whatever It Takes Coalition (WIT)	\$ 4,160	\$ 8,415	\$ 9,075	\$ 1,440	\$ -	\$ -	\$ 1,050	\$ 670	\$ 3,315	\$ 28,125
Youth and Family Services, Inc. (WPRC)	\$ 18,505	\$ 7,200	\$ 25,155	\$ 1,500	\$ -	\$ -	\$ -	\$ 6,875	\$ 11,580	\$ 70,815
<b>TOTAL</b>	<b>\$ 230,023</b>	<b>\$ 411,266</b>	<b>\$ 367,357</b>	<b>\$ 53,868</b>	<b>\$ 278,230</b>	<b>\$ 64,985</b>	<b>\$ 93,993</b>	<b>\$ 67,787</b>	<b>\$ 135,094</b>	<b>\$ 1,702,603</b>
	H0024	H0025	H0026	H0027	H0028	H0029	Eval	Resd	Misc	
Rate (15 Minute) SFY22	\$ 12.75	\$ 12.75	\$ 13.75	\$ 12.00	\$ 15.00	\$ 12.00				

Miscellaneous includes Administration, Ancillary and Travel

# Rate review: Prevention SFY22 Contracts:

	Info							Resource		SFY22 contracts
Prevention - Meth Contracts:	Dis	Education	Community	Environ	Problem ID	Alternative	Eval	Develop	Misc	Totals
Action for the Betterment of the Community	\$ -	\$ 150,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 11,160	\$ 10,000	\$ 171,160
Alive	\$ -	\$ 49,488	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,345	\$ 53,833
Avera St Luke's	\$ -	\$ 28,572	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,428	\$ 30,000
Community Counseling	\$ -	\$ 62,843	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,500	\$ 4,500	\$ 71,843
Dakota Drug & Alcohol Prevention Inc.	\$ 39,958	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,000	\$ 1,840	\$ 43,798
Human Service Agency (NEPRC)	\$ -	\$ 23,249	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10,000	\$ 6,135	\$ 39,384
Human Service Agency(Watertown Healthy Youth)	\$ -	\$ 14,025	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 750	\$ 739	\$ 15,514
Lewis & Clark Behavioral Health Services Inc.	\$ -	\$ 7,346	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,000	\$ 1,050	\$ 9,396
Lifeways Inc.	\$ -	\$ 184,173	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,625	\$ 10,842	\$ 197,640
Redfield Public School	\$ -	\$ 9,690	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 485	\$ 10,175
Volunteers of America, Dakotas (SEPRC)	\$ -	\$ 17,978	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,000	\$ 2,825	\$ 24,803
Youth and Family Services, Inc. (WPRC)	\$ -	\$ 11,282	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 13,925	\$ 2,088	\$ 27,295
<b>TOTAL</b>	<b>\$ 39,958</b>	<b>\$ 558,646</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 49,960</b>	<b>\$ 46,277</b>	<b>\$ 694,841</b>

<b>TOTAL</b>	<b>\$ 269,981</b>	<b>\$ 969,912</b>	<b>\$ 367,357</b>	<b>\$ 53,868</b>	<b>\$ 278,230</b>	<b>\$ 64,985</b>	<b>\$ 93,993</b>	<b>\$ 117,747</b>	<b>\$ 181,371</b>	<b>\$ 2,397,444</b>
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# Rate review: Current Prevention Structure

- 15-minute unit reimbursement rates:
  - Information Dissemination: \$12.75
  - Education: \$12.75
  - Community-Based: \$13.75
  - Environmental: \$12.00
  - Problem ID and Referral: \$15.00
  - Alternatives: \$12.00
- Reimbursed at actual costs:
  - Resource Development related to EBP implementation/staff training
  - Ancillary related to coalition meetings and incentives
  - Evaluation
  - Travel- specific to mileage/meals (not time to travel)
- Administrative costs reimbursed at 5% of direct services and resource development
- Difference with Substance Use Disorder Treatment rates
  - SUD Treatment rates are established to include all costs and calculated with less direct billable time.
  - No additional costs are billed beyond the 15 minute or per diem rates

# Prevention rate review:

- The following slides outline one potential model
  - Intent to streamline
  - Reduce burden on agency and state staff, but maintain data integrity
  - Cover costs
  - Move to one uniform rate
- As we go through this, what is missing or not calculated that should be?
- Goal is to cover all staff time & operating costs associated with the prevention services.
  - Prevention rates are different from treatment rates in that a majority is billable time
- Billable time would include:
  - Prep and training (as it is now),
  - Travel, and
  - Data entry into Mosaix
- Continued to be billed separate:
  - Meals/mileage for travel,
  - Curriculum,
  - National organization memberships,
  - Speaker fees, and
  - Meals/Snacks for events to be billed at a per diem
- Included in the rate would be:
  - Office supplies/equipment,
  - Rent,
  - Utilities,
  - Subscriptions/Registrations,
  - Printing/marketing materials,
  - Incentives, and
  - Professional services/fees

# Prevention rate review:

- **Direct staff salary:**
  - Average salary of direct care worker from prevention survey
    - \$21.01 direct care worker average Nov. 2021
  - Average salary of direct care worker from SUD cost reports
    - \$21.03 direct care worker average
    - Data from 2020 cost reports with an index for SFY21 & SFY22
  - Average salary of DSS Chemical Dependency Counselor
    - \$20.83 direct care worker average 1-31-22
- Does not include additional 6% appropriated for SFY23
- Indexing will be applied

# Rate review: Rate Model Option

- **Direct staff salary:**

		<u>Salary</u>	<u>% FTE</u>	<u>Total Cost</u>	<u>Per Hr</u>
1	Direct staff salaries	\$43,701	1.00	\$43,701	\$21.01
	Total direct staff salaries			\$43,701	

- Average salary of direct care worker from prevention survey (Nov. 2021)  
- \$21.01 direct care worker average



# Rate review: Rate Model Option

- **Benefits & Taxes:**

		<u>Salary</u>	<u>% FTE</u>	<u>Total Cost</u>	<u>Per Hr</u>
<b>1</b>	Direct staff salaries	\$43,701	1.00	\$43,701	\$21.01
	Total direct staff salaries			\$43,701	
<b>2</b>	Total direct staff salaries			\$43,701	
	% benefits and taxes			18.50%	
	Total direct staff benefits and taxes			\$8,085	

- Prevention survey data averaged at 15% with outliers removed
- 18.5% from SUD & MH cost reports

# Rate review: Rate Model Option

- Direct staff salary, benefits & taxes:

		<u>Salary</u>	<u>% FTE</u>	<u>Total Cost</u>	<u>Per Hr</u>
<b>1</b>	Direct staff salaries	\$43,701	1.00	\$43,701	\$21.01
	Total direct staff salaries			\$43,701	
<b>2</b>	Total direct staff salaries			\$43,701	
	% benefits and taxes			18.50%	
	Total direct staff benefits and taxes			\$8,085	
<b>3</b>	Total direct staff salaries			\$43,701	
	Total direct staff benefits and taxes			\$8,085	
	Total direct salary cost with benefits and taxes			\$51,786	

# Rate review: Rate Model Option

- Operating costs per FTE:

4	Total direct salary cost with benefits and taxes		\$51,786
	Total Operating Costs Per FTE		\$7,500
	Total Cost		\$59,286

Operating Cost Per FTE Includes:

- Office supplies/equipment
- Rent/occupancy/depreciation/insurance
- Utilities/telephone
- Subscriptions/registrations
- Printing materials/marketing/promotional
- Incentives (to support activities - example T-shirts, etc)
- Professional services and fees

(Survey data results were an avg. of \$3,641 per FTE which included curriculum costs.)

- Costs related to the following items would be billed separately: Meals/Mileage, Curriculums, Evaluations, Meals/Snacks for Events, National Organization Memberships, and Speaker Fees.

# Rate review: Rate Model Option

- Indirect per FTE:

5	Total Costs				\$59,286
	Indirect @ 5.0%				\$2,964
	<b>Total Cost including Indirect</b>				<b>\$62,250</b>

- Costs for indirect/overhead
  - For example, Organization CEO, finance officer, etc.
- Would be included in the 15min. unit rate, not billed separately.
- Block Grant has an indirect rate cap at 5.0%

# Rate review: Rate Model Option

- Total paid hours in a year per FTE:**

<b>6</b>	Total paid hours in a year				2,080	hours
	X FTE				1.00	FTE
					<b>2,080</b>	hours

<b>2,080</b>	Total Hours				
<b>(208)</b>	hrs annually for paid holidays/paid vac/sick/pers				
<b>1,872</b>	Total hours with adjustments				
<b>90.00%</b>	billable time				
	(total adjusted billable hours divided by total hours)				

- Prevention survey data averaged 189 hrs. annually per FTE with outliers removed
- 208 hrs. is 26 days per yr. which is included above for paid holidays, vacation, sick, personal leave, etc.

	% of billable time				<b>90.00%</b>
<b>7</b>	Billable Hours				1,872

# Rate review: Rate Model Option

- **Total Cost per FTE:**

<b>8 Total Cost including Indirect</b>				<b>\$62,250</b>
Billable Hours				1,872
Per hour, adjusted for billable time				<b>\$ 33.25</b>
Per 15 min. unit				<b>\$8.31</b>

- This is not a recommendation today, but one potential model
- The above rate is not a one-to-one comparison of the rates below.

	Info					
Prevention Contracts	Dis	Education	Community	Environ	Problem ID	Alternative
	H0024	H0025	H0026	H0027	H0028	H0029
Rate (15 Minute) SFY22	\$ 12.75	\$ 12.75	\$ 13.75	\$ 12.00	\$ 15.00	\$ 12.00

# Rate review: Rate Model Option

## Summary:

- Costs related to the following items would be billed separately:
  - Meals/Mileage,
  - Curriculums,
  - Evaluations,
  - Meals/Snacks for Events,
  - National Organization Memberships, and
  - Speaker Fees.

	Salary	% FTE	Total Cost	Per Hr
<b>1</b> Direct staff salaries	\$43,701	1.00	\$43,701	\$21.01
Total direct staff salaries			\$43,701	
<b>2</b> Total direct staff salaries			\$43,701	
% benefits and taxes			18.50%	
Total direct staff benefits and taxes			\$8,085	
<b>3</b> Total direct staff salaries			\$43,701	
Total direct staff benefits and taxes per FTE			\$8,085	
Total direct salary cost with benefits and taxes			\$51,786	
<b>4</b> Total direct salary cost with benefits and taxes			\$51,786	
Total Operating Costs Per FTE			\$7,500	
Total Cost			\$59,286	
<b>5</b> Total Costs			\$59,286	
Indirect/Admin. & Support @ 5.0%			\$2,964	5.0%
<b>Total Cost including Indirect</b>			<b>\$62,250</b>	
<b>6</b> Total paid hours in a year			2,080	hours
X FTE			1.00	FTE
			2,080	hours
% of billable time			90.00%	
<b>7</b> Billable Hours			1,872	
<b>8 Total Cost including Indirect</b>			<b>\$62,250</b>	
Billable Hours			1,872	
Per hour, adjusted for billable time			\$ 33.25	
Per 15 min. unit			\$8.31	

# Prevention rate review:

- **Proposed changes for staff time associated with prevention services:**
  - **Training Time**
    - Current: Staff time spent attending training is reimbursed based on actual salaries.
    - Proposed: Training time (providing/receiving) would be reimbursed at the 15min. unit rate rather than actual salaries.
    - Example: Staff attend Interactive Journaling training that is 1.5 hours. Billing would be submitted for 6 units at the 15-minute rate.
  - **Travel Time**
    - Current: Time spent traveling is not allowed to be billed.
    - Proposed: Travel time from your main office would be reimbursed at the 15min. unit rate
    - Example: Staff spend 1.5 hours traveling from the main office area. Billing would be submitted for 6 units at the 15-minute rate.
    - Example 2: Staff spent half an hour traveling across Sioux Falls. Billing would be submitted for 2 units at the 15-minute rate.
  - **Time to enter data into the prevention system**
    - Current: Time spent inputting data into Mosaix is not allowed to be billed.
    - Proposed: Data entry time would be reimbursed at the 15min. unit rate.
    - Example: Time spent entering data for the day is 45 minutes. Billing would be submitted for 3 units at the 15-minute rate.



# Prevention rate review:

- **Proposed list of items that providers could bill separate from the 15-minute unit rate:**
  - Travel: Meals/mileage per diem
    - Continue the current process: reimburse at state per diem and mileage rates.
    - Retain documentation on file of times and miles traveled.
  - Meals/Snacks for events to be reimbursed at a set per diem
    - Current: Meals and Light snacks should not exceed the established per diem rates and billed under ANCL or RESD, depending on event. Meals and snacks are billed based on actual costs within per diem rates. Receipts and attendance sheets are submitted.
    - Proposed: Meals and Light snacks reimbursed at established per diems based on number of individuals in attendance. This includes a coalition meeting or event. Retain documentation on file.
      - Excludes bags of candy to be used in educational settings.
    - Example: Cookies are provided at an afternoon coalition meeting with 5 people attending. Billing would be submitted for \$15 with 5 people in attendance.
    - Example 2: Lunch provided during a lunch-hour coalition meeting with 5 attending. Billing would be submitted for \$70 with 5 people in attendance.
- Evaluations
  - Continue the process as it has been in the past.

## Prevention rate review:

- **Proposed list of items that providers could bill separate from the 15-minute unit rate:**
  - **Cost for curriculums**
    - Costs associated with obtaining the curriculum needed to support the delivery of an EBP.
    - Examples include, the EBP course, facilitator manuals, participant workbooks, and yearly curriculum fees.
  - **National organization memberships**
    - The fees associated with prevention staff being recognized as a part of a national organization with a primary focus on prevention (i.e., CADCA membership).

## Feedback:

- Is there anything that has not been included?
- Other ideas for a model?

## Final Thoughts:

- **Annual reporting of actual provider costs:**
  - Collect data annually to get a better understanding of all the provider costs to include in the rates.
  - More conversations in this area
  
- One future option when we have collected better cost information, could be to have all costs included in the 15 min. unit rate and only separate billings for one-time or high-volume exceptions.
  - The rate would then increase, and the curriculum, food, etc. costs would not be invoiced separately.

# Tentative Workgroup Review Calendar

- Discuss timeframe for additional meetings