

## Bankes, Andrea

---

**From:** Chris Elliott <CElliott@barberni.org>  
**Sent:** Friday, September 10, 2021 8:19 AM  
**To:** Smith, Rick  
**Cc:** Ahrens, Kristin  
**Subject:** RE: [External] Agency With Choice  
**Attachments:** Agency with Choice - ODP Workgroup Talking Points.docx

Good morning,

I have attached the few things I wanted to talk through this morning with the two of you. Thank you again for taking the time to talk.

Chris Elliott, CPA  
VP of Finance  
Barber National Institute  
100 Barber Place, Erie, PA 16507  
Work Phone 814-878-4132  
Cell Phone 814-449-0550  
celliott@barberni.org  
www.barberinstitute.org

---

**From:** Smith, Rick [REDACTED]  
**Sent:** Thursday, September 9, 2021 8:52 AM  
**To:** Chris Elliott <CElliott@barberni.org>  
**Cc:** Ahrens, Kristin [REDACTED]  
**Subject:** RE: [External] Agency With Choice

**CAUTION:** This email originated from outside the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hi Chris,

Yes, we would be interested in your thoughts on this. Is 9am tomorrow ok?

Thanks

---

**From:** Chris Elliott <CElliott@barberni.org>  
**Sent:** Wednesday, September 8, 2021 2:11 PM  
**To:** Smith, Rick [REDACTED]; Ahrens, Kristin [REDACTED]  
**Subject:** [External] Agency With Choice

**ATTENTION:** This email message is from an external sender. Do not open links or attachments from unknown sources. To report suspicious email, forward the message as an attachment to [CWOPA\\_SPAM@pa.gov](mailto:CWOPA_SPAM@pa.gov).

Rick and Kristin,

I believe Barber is the only AWC provider on the work group. Would you be open to having a quick discussion on our experience and pain points for AWC as part of the rate refresh?

Chris Elliott, CPA  
VP of Finance  
Barber National Institute  
100 Barber Place, Erie, PA 16507  
Work Phone 814-878-4132  
Cell Phone 814-449-0550  
[celliott@barberni.org](mailto:celliott@barberni.org)  
[www.barberinstitute.org](http://www.barberinstitute.org)

---

**From:** Melanie Opalka <[mopalka@stjosephscenter.org](mailto:mopalka@stjosephscenter.org)>

**Sent:** Wednesday, September 8, 2021 1:34 PM

**To:** Smith, Rick <[REDACTED]>; Thomas Crofcheck <[ThomasCrofcheck@melmark.org](mailto:ThomasCrofcheck@melmark.org)>; Chris Elliott <[CElliott@barberni.org](mailto:CElliott@barberni.org)>

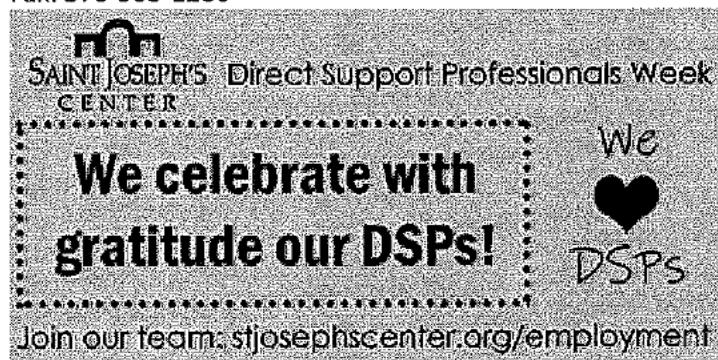
**Cc:** Gilligan, Gloria <[REDACTED]>; Race, Andrea <[REDACTED]>; Bill Harriger <[BHarriger@verland.org](mailto:BHarriger@verland.org)>; Tonja Smith <[tonja.smith@achomecare.org](mailto:tonja.smith@achomecare.org)>; Saylor, Kristine <[Ksaylor@khs.org](mailto:Ksaylor@khs.org)>; Fawver, Trish <[TFawver@merakey.org](mailto:TFawver@merakey.org)>; eyth.john@archumanservices.org; Kenneth Gibat <[klgibat@persondirectedsupports.com](mailto:klgibat@persondirectedsupports.com)>; Bill Schoppe <[bschoppe@pathcenter.org](mailto:bschoppe@pathcenter.org)>; Ahrens, Kristin <[REDACTED]>

**Subject:** RE: [External] RE: ODP Financial Workgroup - CPS Transportation Costs

**CAUTION:** This email originated from outside the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Wage survey from 2017

Melanie Opalka Bentler  
Vice President, Administration  
St. Joseph's Center  
2010 Adams Avenue  
Scranton, PA 18509  
Phone: 570-963-1273  
Fax: 570-963-1286



---

**From:** Smith, Rick [mailto:[REDACTED]]

**Sent:** Wednesday, September 8, 2021 10:45 AM

**To:** Thomas Crofcheck <[ThomasCrofcheck@melmark.org](mailto:ThomasCrofcheck@melmark.org)>; Chris Elliott <[CElliott@barberni.org](mailto:CElliott@barberni.org)>

**Cc:** Gilligan, Gloria <[REDACTED]>; Race, Andrea <[REDACTED]>; Bill Harriger <[BHarriger@verland.org](mailto:BHarriger@verland.org)>; Tonja Smith <[tonja.smith@achomecare.org](mailto:tonja.smith@achomecare.org)>; Saylor, Kristine <[Ksaylor@khs.org](mailto:Ksaylor@khs.org)>; Fawver, Trish <[TFawver@merakey.org](mailto:TFawver@merakey.org)>; eyth.john@archumanservices.org; Kenneth Gibat <[klgibat@persondirectedsupports.com](mailto:klgibat@persondirectedsupports.com)>; Bill Schoppe <[bschoppe@pathcenter.org](mailto:bschoppe@pathcenter.org)>; Ahrens, Kristin <[REDACTED]>; Melanie Opalka <[mopalka@stjosephscenter.org](mailto:mopalka@stjosephscenter.org)>

**Subject:** RE: [External] RE: ODP Financial Workgroup - CPS Transportation Costs

Thank you.

Below are also a few answers from questions from the last meeting...

Which assumption are dedicated training staff and schedulers captured in? This would be captured in the Other Program Staff wages cost category, if it applies to the service. If the training and scheduling staff is not specific to a service, these costs would be covered by the administrative factor that is built into each service fee.

Other program staff or admin? Same as above.

Do we have a more detailed description of the costs captured by the admin % assumption? The administrative factor captures costs related to operations and not related to the direct provision of services (e.g., administrative staff, executive leadership, accounting, human resources, office supplies, office leases, etc.). This is consistent with the factor definition from CMS ([Slide 1 \(medicaid.gov\)](#)).

---

**From:** Thomas Crofcheck <[ThomasCrofcheck@melmark.org](mailto:ThomasCrofcheck@melmark.org)>

**Sent:** Wednesday, September 8, 2021 10:00 AM

**To:** Chris Elliott <[CElliott@barberni.org](mailto:CElliott@barberni.org)>; Smith, Rick <[REDACTED]>

**Cc:** Gilligan, Gloria <[REDACTED]>; Race, Andrea <[REDACTED]>; Bill Harriger <[BHarriger@verland.org](mailto:BHarriger@verland.org)>; Tonja Smith <[tonja.smith@achomecare.org](mailto:tonja.smith@achomecare.org)>; Saylor, Kristine <[Ksaylor@khs.org](mailto:Ksaylor@khs.org)>; Fawver, Trish <[TFawver@merakey.org](mailto:TFawver@merakey.org)>; [eyth.john@archumanservices.org](mailto:eyth.john@archumanservices.org); Kenneth Gibat <[klgibat@persondirectedsupports.com](mailto:klgibat@persondirectedsupports.com)>; Bill Schoppe <[bschoppe@pathcenter.org](mailto:bschoppe@pathcenter.org)>; Ahrens, Kristin <[REDACTED]>; Melanie Opalka Bentler <[mopalka@stjosephscenter.org](mailto:mopalka@stjosephscenter.org)>

**Subject:** [External] RE: ODP Financial Workgroup - CPS Transportation Costs

**ATTENTION:** This email message is from an external sender. Do not open links or attachments from unknown sources. To report suspicious email, forward the message as an attachment to [CWOPA\\_SPAM@pa.gov](mailto:CWOPA_SPAM@pa.gov).

Chris – This is a very helpful analysis

Rick – When developing this (and other) assumptions please consider that these historic costs have increased considerably with inflation and we anticipate they will not decrease back to Feb. 2020 levels. For example:

- According to the Bureau of Labor Statistics consumer price index, the cost of a new vehicle has increased by 6.8% since February 2020. The cost of used cars has increased 41.7%.



## Databases, Tables & Calculators by Subject

Change Output Options:

From: 2020 ▾ To: 2021 ▾ GO

☒ include graphs ☐ include annual averages[More Formatting Options](#) ➔

Data extracted on: August 26, 2021 (2:51:42 PM)

### CPI for All Urban Consumers (CPI-U)

Series Id: CUUR0000SETA01

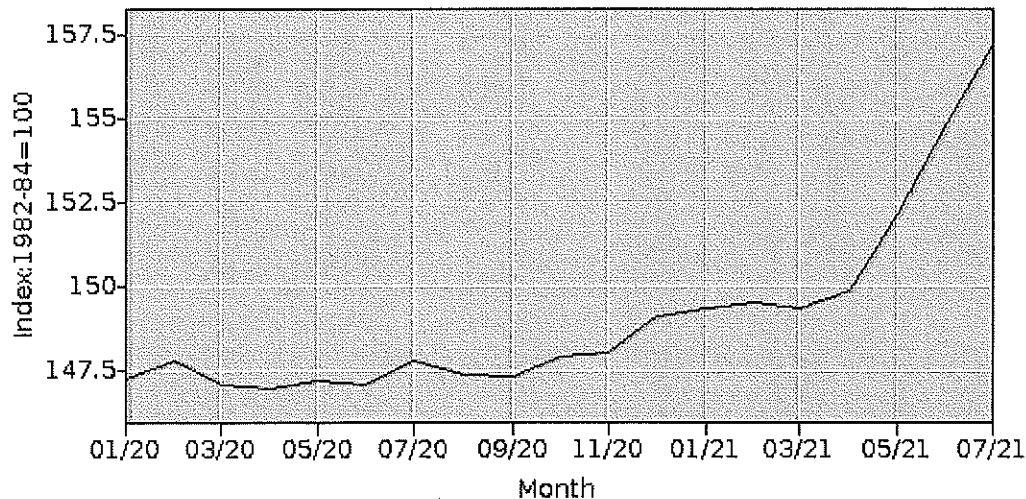
Not Seasonally Adjusted

Series Title: New vehicles in U.S. city average, all urban consumers, not seasonally adjusted

Area: U.S. city average

Item: New vehicles

Base Period: 1982-84=100



Download: .xlsx

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Hi
2020	147.253	147.803	147.124	147.007	147.222	147.108	147.803	147.412	147.361	147.956	148.063	149.091	14
2021	149.377	149.515	149.321	149.892	152.143	154.847	157.203						15

- As far as gas prices: According to federal government data gas prices have increased 43.5% as compared the period covered by Chris's cost summary.

# Databases, Tables & Calculators by Subject

Change Output Options:

From: 2020 ▼ To: 2021 ▼ 60

☒ include graphs ☐ include annual averages

[More Formatting Options](#) ➔

Data extracted on: August 26, 2021 (3:00:13 PM)

## PPI Commodity Data

**Series Id:** WPU0571

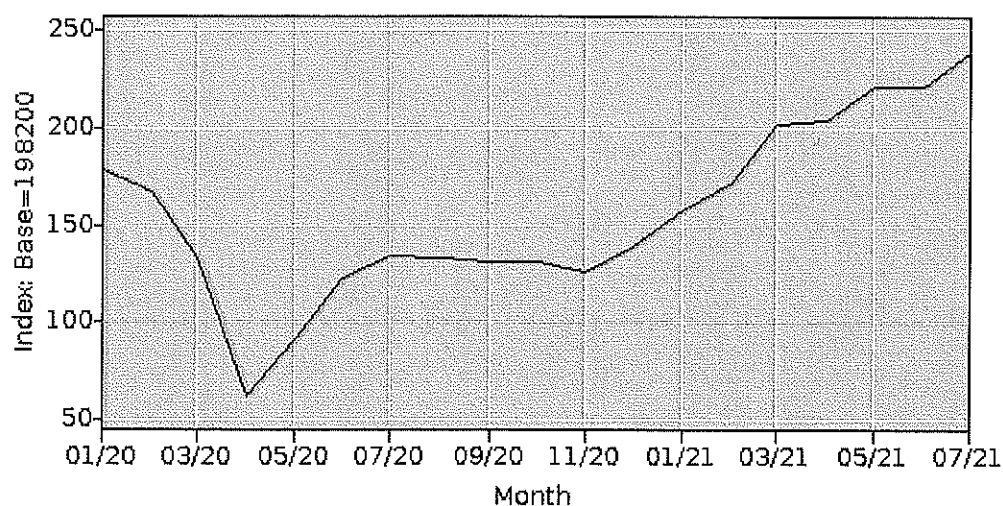
Not Seasonally Adjusted

**Series Title:** PPI Commodity data for Fuels and related products and power-Gasoline, not seasonally adjusted

**Group:** Fuels and related products and power

**Item:** Gasoline

**Base Date:** 198200



**Download:** .xlsx

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2020	178.5	167.0	133.3	62.6	90.8	122.5	134.6	133.5	131.5	131.3	126.2	139.2
2021	157.5	171.8	202.4	203.9(P)	221.5(P)	221.8(P)	239.6(P)					

P : Preliminary. All indexes are subject to revision four months after original publication.

Tom

Thomas J. Crofcheck, CPA

Vice President and CFO

[TCrofcheck@Melmark.org](mailto:TCrofcheck@Melmark.org)

610-325-4935 (Office) 570-956-1542 (Cell)



Mission First. Every Individual. Every Day.

EnvisionSMART™

2600 Wayland Road  
Berwyn, PA 19312  
<http://www.melmark.org>

*Confidentiality note: The information, attachments and/or documents contained in this document transmission may be confidential and/or privileged and are intended only for the individual or entity named above. If you received this email in error, please contact the sender and delete the email. Thank you.*

**From:** Chris Elliott <[CElliott@barberni.org](mailto:CElliott@barberni.org)>

**Sent:** Thursday, August 26, 2021 10:52 AM

**To:** Smith, Rick <[REDACTED]>; Bill Harriger <[BHarriger@verland.org](mailto:BHarriger@verland.org)>; Tonja Smith <[tonja.smith@achomecare.org](mailto:tonja.smith@achomecare.org)>; Saylor, Kristine <[Ksaylor@khs.org](mailto:Ksaylor@khs.org)>; Mary Beth Horner <[mhorner@lifepath.org](mailto:mhorner@lifepath.org)> <[mhorner@lifepath.org](mailto:mhorner@lifepath.org)>; Thomas Crofcheck <[ThomasCrofcheck@melmark.org](mailto:ThomasCrofcheck@melmark.org)>; Fawver, Trish <[TFawver@merakey.org](mailto:TFawver@merakey.org)>; eyth.john@archumanservices.org; Kenneth Gibat <[klgibat@persondirectedsupports.com](mailto:klgibat@persondirectedsupports.com)>; Bill Schoppe <[bschoppe@pathcenter.org](mailto:bschoppe@pathcenter.org)>

**Cc:** Ahrens, Kristin <[REDACTED]>; Gilligan, Gloria <[REDACTED]>; Race, Andrea <[REDACTED]>

**Subject:** RE: [External] RE: ODP Financial Workgroup

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good morning,

I wanted to add to the discussion yesterday about CPS and in particular the transportation costs. I pulled our transportation/vehicle related costs in one of our CPS service locations from July 2019 Through Feb 2020 and annualized it for a full fiscal year. This location, as can be seen below, was right at 25% of time in the community in terms of total units provided thru Feb 2020. I then pulled our client census as of February 2020. What can be seen is that for 3 individuals within this CPS program, which was out in the community 25% of the time, our transportation costs were roughly \$11,000. This is more than double the assumption of \$5,000. Therefore, if we just rollforward using an index the \$5,000, we will still be drastically short in terms of the costs it takes to take our clients out into the community. If you have any questions about this, please let me know but I think it is important to capture the true costs we are seeing when spending time out in the community.

Expense	YTD Feb FY20	Annualized YTD Feb FY20
Vehicle Insurance	\$ 87,257	\$ 130,885
Motor Vehicle Repairs	\$ 24,661	\$ 36,992
Fuel, Parking, Tolls	\$ 40,426	\$ 60,639
Vehicle Interest	\$ 9,249	\$ 13,874
Depr/Amort - Motor Vehicles	\$ 49,911	\$ 74,866
Total Vehicle Costs	\$ 211,504	\$ 317,256
Client Census Feb FY20	87	87
Vehicle Costs / Client	\$ 2,431	\$ 3,647
Vehicle Costs X 3 Clients	\$ 7,293	\$ 10,940

Unit Type	Units	% in Community
CPS - Community	69,001	24.5%
CPS - Facility	213,157	75.5%
Total Units	282,158	100.0%

Chris Elliott, CPA  
 VP of Finance  
 Barber National Institute  
 100 Barber Place, Erie, PA 16507  
 Work Phone 814-878-4132  
 Cell Phone 814-449-0550  
[celliott@barberni.org](mailto:celliott@barberni.org)  
[www.barberinstitute.org](http://www.barberinstitute.org)

**From:** Smith, Rick <[REDACTED]>  
**Sent:** Wednesday, August 25, 2021 10:10 AM  
**To:** Chris Elliott <[Celliott@barberni.org](mailto:Celliott@barberni.org)>; Bill Harriger <[BHarriger@verland.org](mailto:BHarriger@verland.org)>; Tonja Smith <[tonja.smith@achomecare.org](mailto:tonja.smith@achomecare.org)>; Saylor, Kristine <[Ksaylor@khs.org](mailto:Ksaylor@khs.org)>; Mary Beth Horner <[mhorner@lifepath.org](mailto:mhorner@lifepath.org)>; Thomas Crofcheck <[ThomasCrofcheck@melmark.org](mailto:ThomasCrofcheck@melmark.org)>; Fawver, Trish <[TFawver@merakey.org](mailto:TFawver@merakey.org)>; eyth.john@archumanservices.org; Kenneth Gibat <[klgibat@persondirectedsupports.com](mailto:klgibat@persondirectedsupports.com)>; Bill Schoppe <[bschoppe@pathcenter.org](mailto:bschoppe@pathcenter.org)>  
**Cc:** Ahrens, Kristin <[REDACTED]>; Gilligan, Gloria <[REDACTED]>; Race, Andrea <[REDACTED]>  
**Subject:** RE: [External] RE: ODP Financial Workgroup

**CAUTION:** This email originated from outside the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Will add to agenda. Thanks

**From:** Chris Elliott <[Celliott@barberni.org](mailto:Celliott@barberni.org)>  
**Sent:** Wednesday, August 25, 2021 10:06 AM  
**To:** Smith, Rick <[REDACTED]>; Bill Harriger <[BHarriger@verland.org](mailto:BHarriger@verland.org)>; Tonja Smith <[tonja.smith@achomecare.org](mailto:tonja.smith@achomecare.org)>; Saylor, Kristine <[Ksaylor@khs.org](mailto:Ksaylor@khs.org)>; Mary Beth Horner <[mhorner@lifepath.org](mailto:mhorner@lifepath.org)>; Thomas Crofcheck <[ThomasCrofcheck@melmark.org](mailto:ThomasCrofcheck@melmark.org)>; Fawver, Trish <[TFawver@merakey.org](mailto:TFawver@merakey.org)>; eyth.john@archumanservices.org; Kenneth Gibat <[klgibat@persondirectedsupports.com](mailto:klgibat@persondirectedsupports.com)>; Bill Schoppe <[bschoppe@pathcenter.org](mailto:bschoppe@pathcenter.org)>  
**Cc:** Ahrens, Kristin <[REDACTED]>; Gilligan, Gloria <[REDACTED]>; Race, Andrea <[REDACTED]>  
**Subject:** [External] RE: ODP Financial Workgroup

**ATTENTION:** This email message is from an external sender. Do not open links or attachments from unknown sources. To report suspicious email, forward the message as an attachment to [CWOPA\\_SPAM@pa.gov](mailto:CWOPA_SPAM@pa.gov).

Good morning Rick,

Thanks for sending this. I should have asked this last meeting but I was wondering if we could add a quick discussion to the agenda. There are a number of us who are new to working through this process with you, so what are the goals that ODP hopes to accomplish from this workgroup? More importantly, what are the goals that ODP hopes to accomplish through the rate refresh process?

Thanks and I look forward to the discussion,

Chris Elliott, CPA  
VP of Finance  
Barber National Institute  
100 Barber Place, Erie, PA 16507  
Work Phone 814-878-4132  
Cell Phone 814-449-0550  
[celliott@barberni.org](mailto:celliott@barberni.org)  
[www.barberinstitute.org](http://www.barberinstitute.org)

---

**From:** Smith, Rick [REDACTED]  
**Sent:** Tuesday, August 24, 2021 10:39 AM  
**To:** Bill Harriger <[BHarriger@verland.org](mailto:BHarriger@verland.org)>; Chris Elliott <[CElliott@barberni.org](mailto:CElliott@barberni.org)>; Tonja Smith <[tonja.smith@achomecare.org](mailto:tonja.smith@achomecare.org)>; Saylor, Kristine <[Ksaylor@khs.org](mailto:Ksaylor@khs.org)>; Mary Beth Horner <[mhorner@lifepath.org](mailto:mhorner@lifepath.org)> <[mhorner@lifepath.org](mailto:mhorner@lifepath.org)>; Thomas Crofcheck <[ThomasCrofcheck@melmark.org](mailto:ThomasCrofcheck@melmark.org)>; Fawver, Trish <[TFawver@merakey.org](mailto:TFawver@merakey.org)>; eyth.john@archumanservices.org; Kenneth Gibat <[klgibat@persondirectedsupports.com](mailto:klgibat@persondirectedsupports.com)>; Bill Schoppe <[bschoppe@pathcenter.org](mailto:bschoppe@pathcenter.org)>  
**Cc:** Ahrens, Kristin [REDACTED]; Gilligan, Gloria [REDACTED]; Race, Andrea [REDACTED]  
**Subject:** RE: ODP Financial Workgroup

**CAUTION:** This email originated from outside the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good morning,

Here is a rough agenda for the Non-Residential discussion tomorrow from 12-2...

30 min -- Follow up from initial meeting (Rick)  
    TPA Survey Questions  
    Current BLS Data  
    Current assumptions versus historical cost reports

90 min -- Discussion of service level assumptions  
    CPS  
    IHCS  
    Supported Employment  
    Nursing  
    Housing Tenancy & Transition Sustaining  
    Other non-res service priorities



For those of you attending in person, we have reserved room 327 which will hopefully give us sufficient technology to make a hybrid meeting work. Look forward to the discussion.

Thanks,  
Rick

---

**From:** Smith, Rick

**Sent:** Thursday, August 19, 2021 8:23 AM

**To:** Bill Harriger <BHarriger@verland.org>; Chris Elliott <CElliott@barberni.org>; tonja.smith@achomecare.org; Saylor, Kristine <Ksaylor@khs.org>; Mary Beth Horner (mhorner@lifepath.org) <mhorner@lifepath.org>; Thomas Crofcheck <ThomasCrofcheck@melmark.org>; Fawver, Trish <TFawver@merakey.org>; eyth.john@archumanservices.org; Kenneth Gibat <klgibat@persondirectedsupports.com>; Bill Schoppe <bschoppe@pathcenter.org>

**Cc:** Ahrens, Kristin <[REDACTED]>; Gilligan, Gloria <[REDACTED]>; Race, Andrea <[REDACTED]>

**Subject:** RE: ODP Financial Workgroup

Good morning,

Here is a rough agenda for this afternoon discussion...

15 min-Introductions (all)

Name/role

What services does your agency provide?

Approximate annual funding received from ODP?

How many individuals do you support?

15 min-Expectations/Rate setting process (Kristin/Rick)

Cost Components:

Wages (direct care and other program staff)

Employee Related Expenses

Paid Time Off

Full time/part-time split

Billable Hours Per Day

Absentee Factor

Staffing Ratios

Transportation

Occupancy

Food and supply costs

Training costs

Administration Percentage

30 min-General discussion

Where are pain points in system (services)? i.e. which services cause most financial distress

Covid impacts on staffing

Thoughts on gathering staff vacancy and overtime data

Plan for next two meetings – Propose 8/25 11-1 for non-residential services

Thanks and looking forward to talking to you,  
Rick

---

**From:** Smith, Rick

**Sent:** Wednesday, August 11, 2021 10:53 AM

**To:** Bill Harriger <BHarriger@verland.org>; Chris Elliott <CElliott@barberni.org>; tonja.smith@achomecare.org; Saylor, Kristine <Ksaylor@khs.org>; Mary Beth Horner (mhorner@lifepath.org) <mhorner@lifepath.org>; Thomas Crofcheck <ThomasCrofcheck@melmark.org>; Fawver, Trish <TFawver@merakey.org>; eyth.john@archumanservices.org; Kenneth Gibat <kigibat@persondirectedsupports.com>; Bill Schoppe <bschoppe@pathcenter.org>

**Cc:** Ahrens, Kristin <[REDACTED]>

**Subject:** ODP Financial Workgroup

Thank you for agreeing to be part of our financial workgroup. The main task of the workgroup is to provide current input and perspective on ODP's fee schedule rate assumptions. The existing rate assumptions can be found at <https://www.dhs.pa.gov/providers/Providers/Pages/ODP-Rates.aspx>. If you are not familiar with these assumptions, I would ask that you review them prior to the first meeting. We anticipate scheduling a 1-hour kickoff meeting where we talk through process and expectations and two longer meetings (2-3 hours) where we get into details of the assumptions, probably focusing on non-residential services at one meeting and residential at the next. The kickoff meeting will be virtual, but depending on feedback, we may want to schedule the detailed meetings with an in-person option. Please let me know if **Thursday Aug 19 from 3-4pm** would work for the initial meeting.

Best,  
Rick

**Rick Smith** | Director

PA Department of Human Services | Office of Developmental Programs

Bureau of Financial Management and Program Support

625 Forster Street Room 412 | Harrisburg, PA 17120

717.783.4873

[www.dhs.pa.gov](http://www.dhs.pa.gov) [www.myodp.org](http://www.myodp.org)

*Supporting Pennsylvanians with developmental disabilities and their families to achieve greater independence, choice and opportunity in their lives.*

THIS ELECTRONIC MESSAGE AND ITS ATTACHMENTS FROM THE BARBER NATIONAL INSTITUTE MAY INCLUDE INFORMATION THAT IS CONFIDENTIAL AND MAY BE PROTECTED UNDER FEDERAL AND/OR STATE LAW. THIS INFORMATION IS INTENDED TO BE FOR THE USE OF THE ADDRESSEE ONLY. IF YOU ARE NOT THE INTENDED RECIPIENT, YOU ARE HEREBY NOTIFIED THAT ANY DISCLOSURE, COPYING, DISTRIBUTION, OR ACTION TAKEN IN RELIANCE ON THE CONTENTS OF THIS INFORMATION IS STRICTLY PROHIBITED. IF YOU HAVE RECEIVED THIS E-MAIL IN ERROR, PLEASE NOTIFY US IMMEDIATELY BY REPLYING TO THIS MESSAGE AND DELETING THE MATERIAL FROM ANY COMPUTER. THIS ELECTRONIC MESSAGE AND ITS ATTACHMENTS FROM THE BARBER NATIONAL INSTITUTE MAY INCLUDE INFORMATION THAT IS CONFIDENTIAL AND MAY BE PROTECTED UNDER FEDERAL AND/OR STATE LAW. THIS INFORMATION IS INTENDED TO BE FOR THE USE OF THE ADDRESSEE ONLY. IF YOU ARE NOT THE INTENDED RECIPIENT, YOU ARE HEREBY NOTIFIED THAT ANY DISCLOSURE, COPYING, DISTRIBUTION, OR ACTION TAKEN IN RELIANCE ON THE CONTENTS OF THIS INFORMATION IS STRICTLY PROHIBITED. IF YOU HAVE RECEIVED THIS E-MAIL IN ERROR, PLEASE NOTIFY US IMMEDIATELY BY REPLYING TO THIS MESSAGE AND DELETING THE MATERIAL FROM ANY COMPUTER.

All information in this Communication, including attachments, is strictly confidential and intended solely for delivery to and authorized use by the addressee(s) identified above. This transmission is sent in trust for the sole purpose or delivery to the intended recipient. It may contain privileged, confidential, proprietary and/or trade secret information entitled to protection and/or exempt from disclosure under applicable law. If you are not the intended recipient, please

take notice that any use, distribution, disclosure or copying of this Communication, is strictly prohibited and may be unlawful and that any action taken or omitted to be taken in reliance upon it, is unauthorized. If you have received this Communication in error, please notify the sender and delete this Communication, including any attachments, from your computer. (svr10)

THIS ELECTRONIC MESSAGE AND ITS ATTACHMENTS FROM THE BARBER NATIONAL INSTITUTE MAY INCLUDE INFORMATION THAT IS CONFIDENTIAL AND MAY BE PROTECTED UNDER FEDERAL AND/OR STATE LAW. THIS INFORMATION IS INTENDED TO BE FOR THE USE OF THE ADDRESSEE ONLY. IF YOU ARE NOT THE INTENDED RECIPIENT, YOU ARE HEREBY NOTIFIED THAT ANY DISCLOSURE, COPYING, DISTRIBUTION, OR ACTION TAKEN IN RELIANCE ON THE CONTENTS OF THIS INFORMATION IS STRICTLY PROHIBITED. IF YOU HAVE RECEIVED THIS E-MAIL IN ERROR, PLEASE NOTIFY US IMMEDIATELY BY REPLYING TO THIS MESSAGE AND DELETING THE MATERIAL FROM ANY COMPUTER

THIS ELECTRONIC MESSAGE AND ITS ATTACHMENTS FROM THE BARBER NATIONAL INSTITUTE MAY INCLUDE INFORMATION THAT IS CONFIDENTIAL AND MAY BE PROTECTED UNDER FEDERAL AND/OR STATE LAW. THIS INFORMATION IS INTENDED TO BE FOR THE USE OF THE ADDRESSEE ONLY. IF YOU ARE NOT THE INTENDED RECIPIENT, YOU ARE HEREBY NOTIFIED THAT ANY DISCLOSURE, COPYING, DISTRIBUTION, OR ACTION TAKEN IN RELIANCE ON THE CONTENTS OF THIS INFORMATION IS STRICTLY PROHIBITED. IF YOU HAVE RECEIVED THIS E-MAIL IN ERROR, PLEASE NOTIFY US IMMEDIATELY BY REPLYING TO THIS MESSAGE AND DELETING THE MATERIAL FROM ANY COMPUTER

Agency with Choice – Dr. Gertrude A. Barber In Home Services Comments

1. Costs associated with following EVV Guidelines
  - a. We have been successful in implementing EVV in our organization
    - i. We billed 96,819 units in FY21 and had 5,698 denials, a success rate of 94%.
  - b. However, that success is due to the resources we have had to put towards it.
    - i. Roughly 56 hours per every two weeks to make corrections in Sandata.
    - ii. Training/Retraining Staff to Use Sandara – 10 hours per two weeks
    - iii. Troubleshooting denied claims – 10 hours per two weeks
    - iv. Essentially that equates to 1 FTE worth of time to handle and be successful at EVV
2. Pay ranges for with and without benefits exceed the amounts within the assumptions
  - a. Assumptions for IHCS has a max pay rate of \$15.90.
  - b. Our experience is that for our With Benefit Employees – 171 out of 188 employees, 91%, are paid at the max rate of \$19.14. That is \$3.24 over the assumption's rate.
  - c. Our experience for the without benefit employees – 369 out of 473 employees, 78%, are paid at the max rate of \$17.04. That is \$1.14 over the assumption's rate.
3. The delta between the with benefit rate and the without benefit rate does not cover the increased costs for providers for those benefits.

Costs to Cover Benefits for Staff						
		FY21 Clients Billed W/Benefit	Average Units per Client	W7060 With Benefit Rate	Average Client Revenue W/ Benefits	
		104	7,466	\$ 5.74	\$ 42,855	
Staff hours (Units / 4)		With Benefit Max Rate	Total Wages for Average Client	Taxes - 10% - FICA, UC, WC	Total Costs before Benefits	
1,867	\$	19.14	\$ 35,724.81	\$ 3,572.48	\$ 39,297	
			Remaining Amount for Benefits		\$ 3,558	
			State Assumed Monthly Benefit Costs \$613/mo		\$ 7,356	
			Uncovered Cost		\$ 3,798	
		Number of Units needed to Cover Benefits				15,500