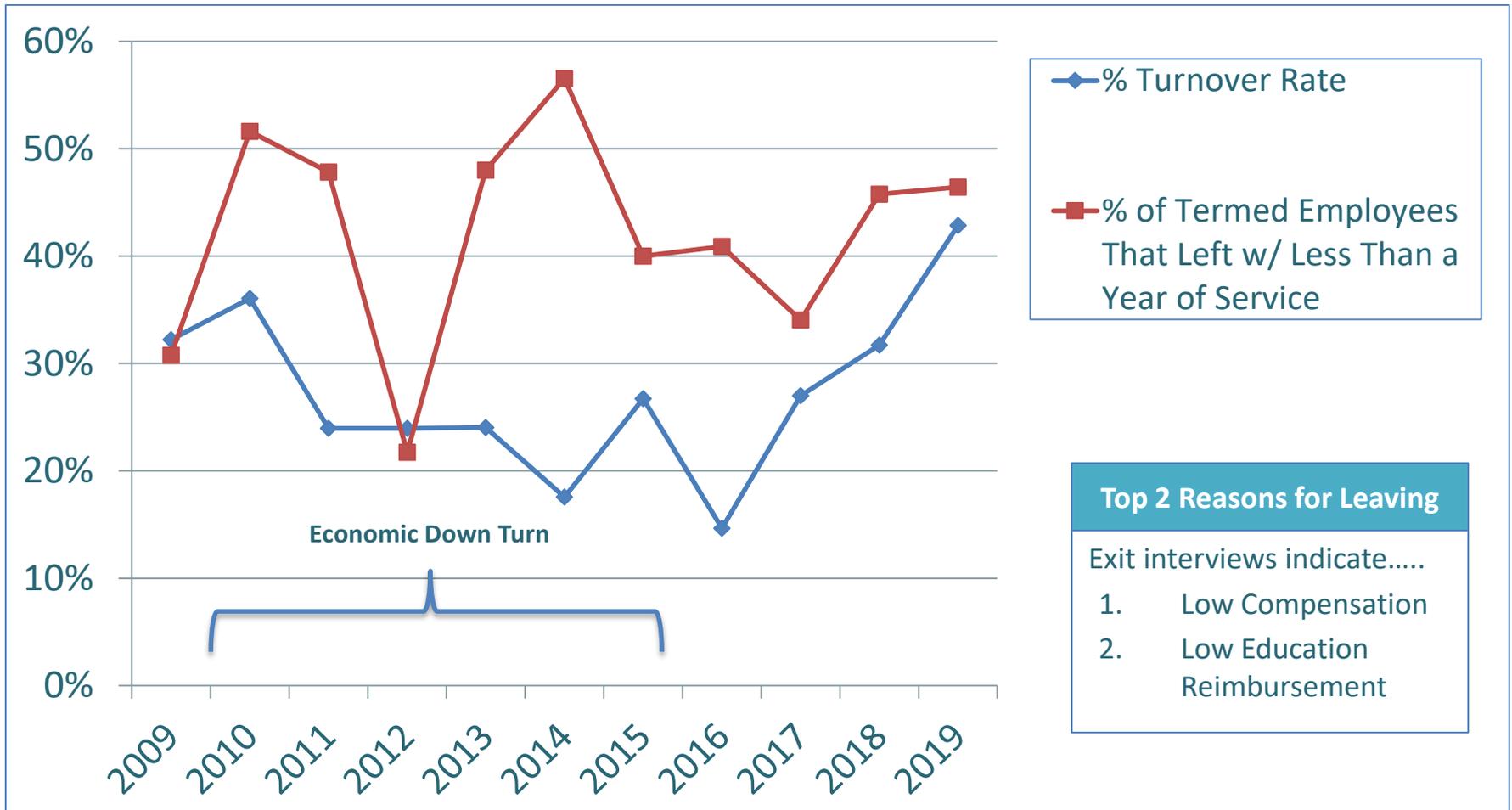


Linda Hurley, CEO  
January 2020



# Effect of Turnover vs. Employee Retention

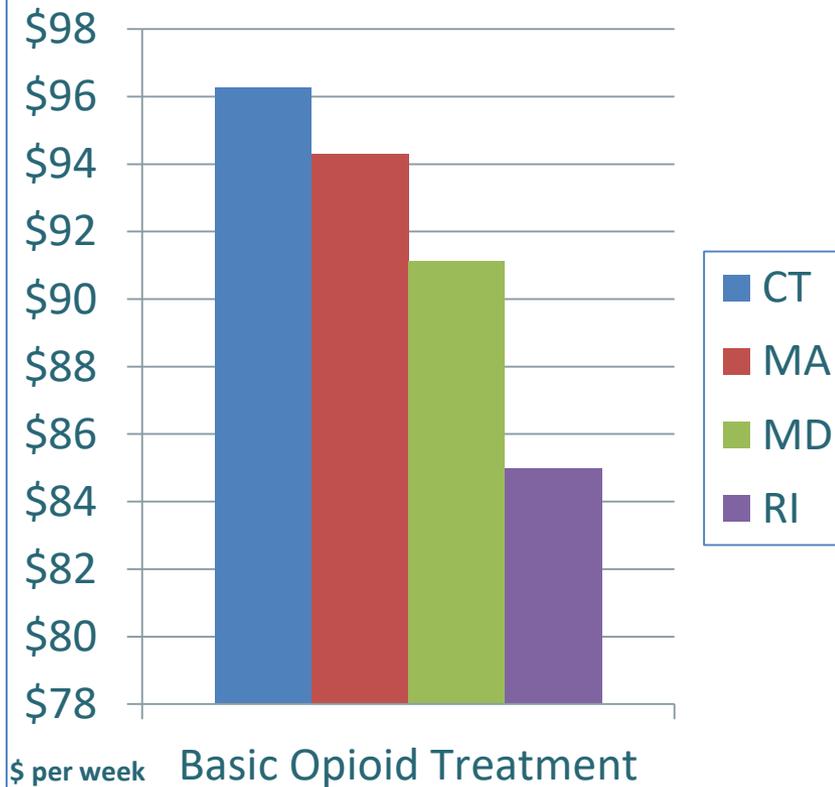


# Medicaid Rates

## Weekly Methadone Services 2019

### (First Month of Treatment)

#### 4 State Weekly Rate Comparison

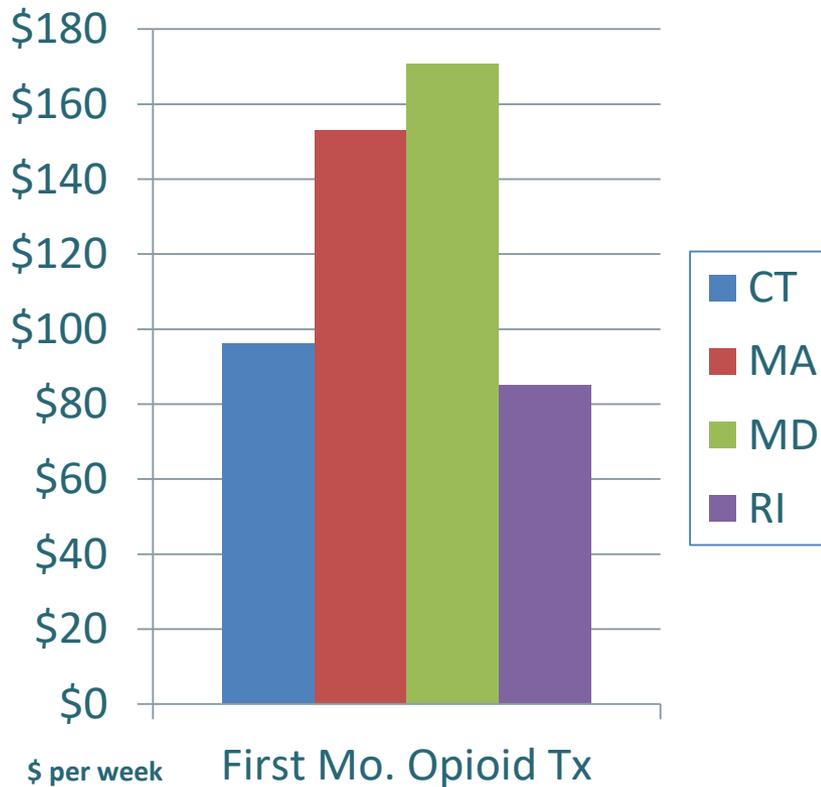


#### Criteria

- 7 days of medication dosing
- 1 unit (15 minutes) of counseling based on a 1 hour per month requirement
- Massachusetts & Maryland unbundled

# Medicaid Rates Unbundled for MA & MD (After First Month of Treatment)

## 4 State Weekly Rate Comparison



## Criteria

- First 4 weeks of treatment
- 7 days of Medication Dosing
- 1 hour per week of counseling required in unbundled states Massachusetts and Maryland

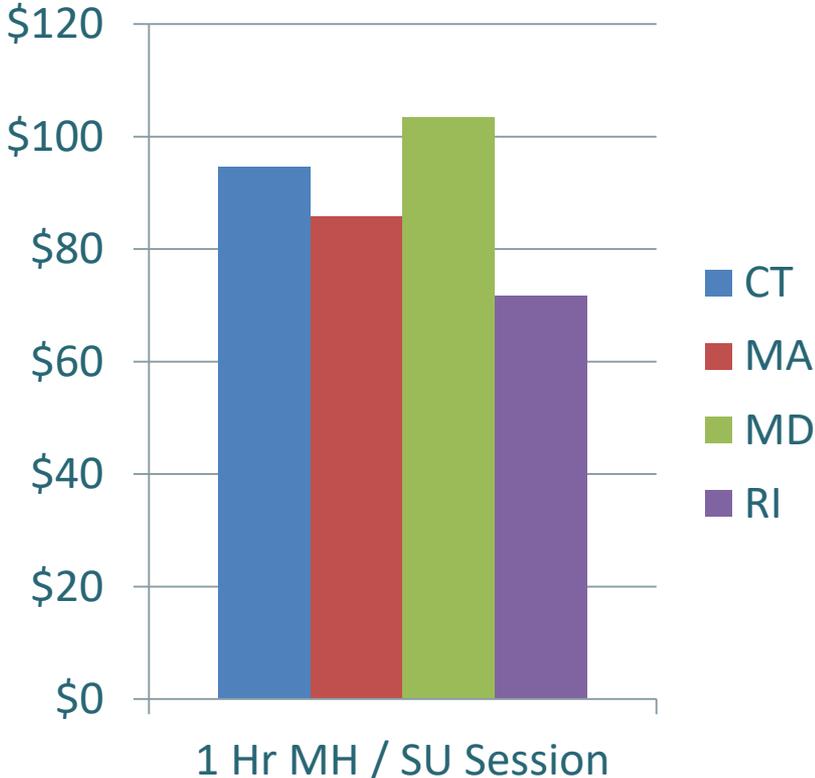
# Weekly Medicaid Rate vs. Weekly Medicare Rate



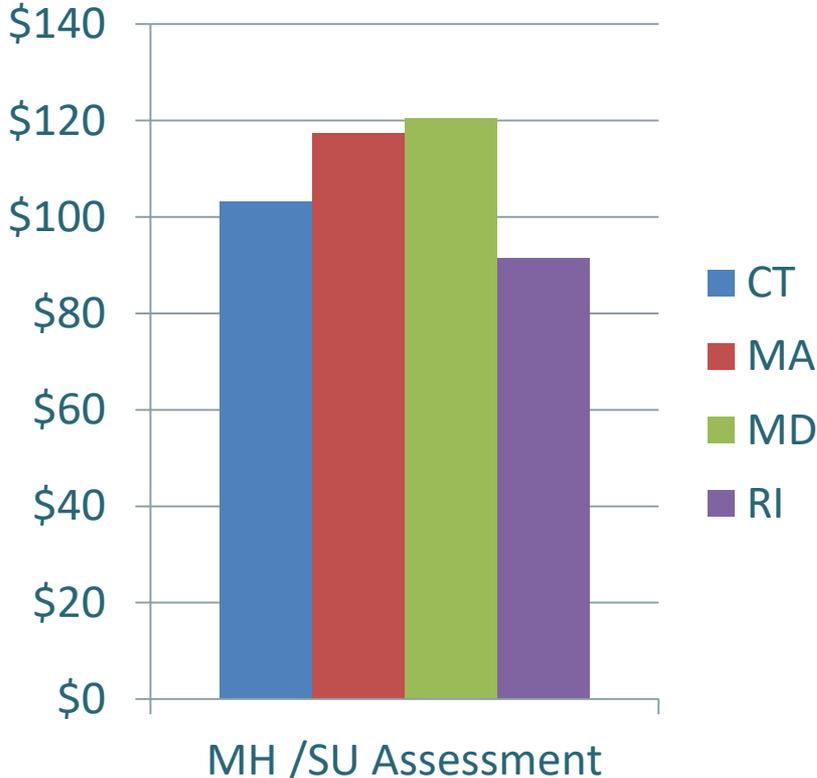
# Medicaid Rates

## General Outpatient: Basic Services

### 1 Hour of Individual Counseling



### MH or SU Assessment



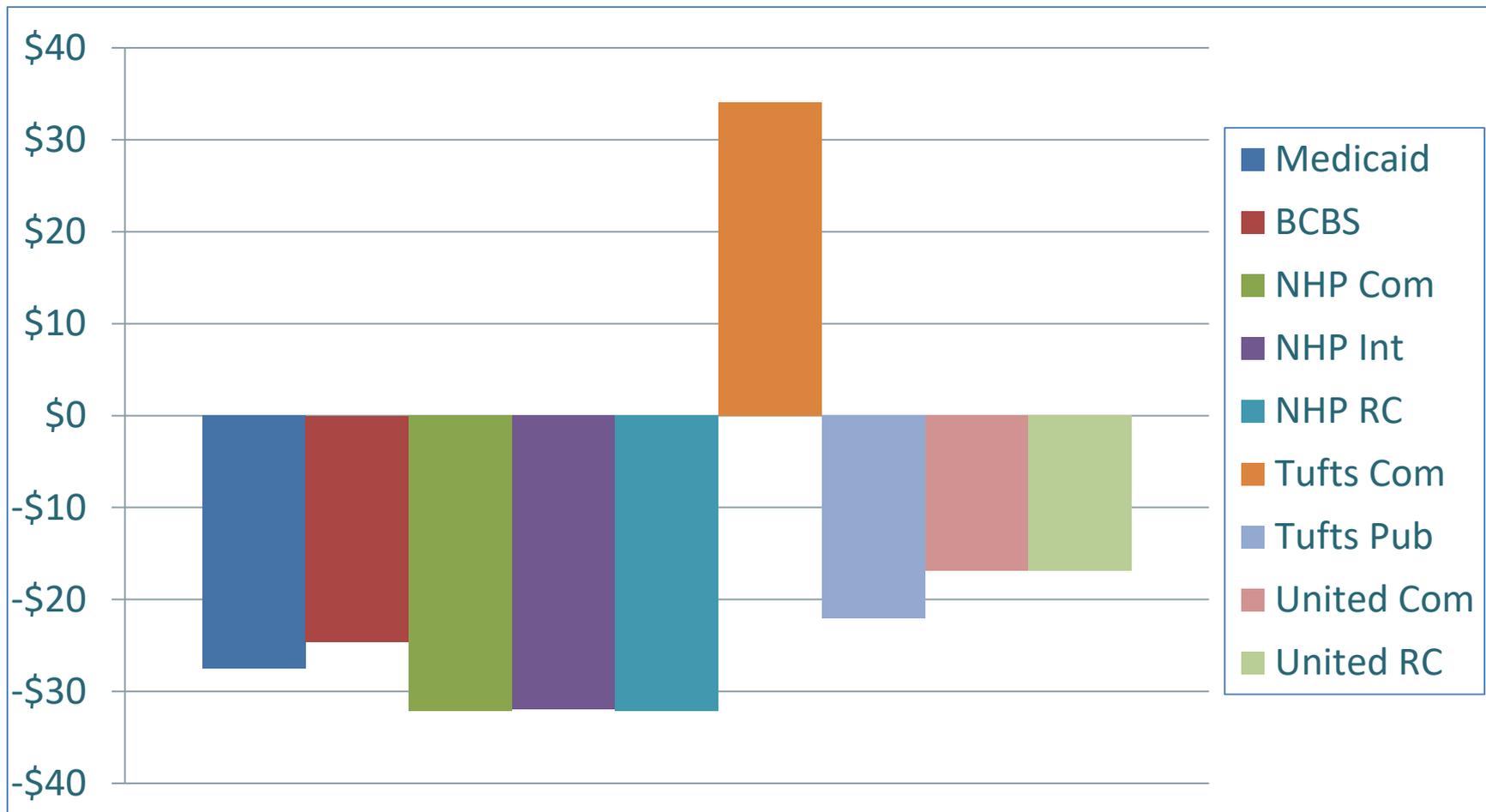
# General Outpatient Cost of Substance Use Treatment

Description	45 Minute Session	60 Minute Session
Average General Outpatient Counselor Salary inc. Fringe	\$43.40	\$56.42
Un-reimbursable Toxicology Screening	\$11.00	\$11.00
Indirect Costs: Including but not limited to: un-reimbursable case management, clinical supervision, continuing education, technology and EMR, physical plant, medical billing and office administration, insurance, legal, audit, etc.	\$24.93	\$31.74
<b>TOTAL</b>	<b>\$79.33</b>	<b>\$99.16</b>

# General Outpatient Carrier Reimbursement Rates 252 Patients

	Medicaid (.7%)	BCBS (13%)	NHP Com (5%)	NHP Integrity (2%)	NHP RiteCare (Medicaid) (35%)	Tufts Com (.7%)	Tufts Public (Medicaid) (2%)	United Com (5%)	United Ritecare (Medicaid) (19%)
<b>45 Minute Session</b>									
Reimburse- ment	48.91	73.11	77.00	77.00	77.00	89.69	51.86	77.00	77.00
Cost to Deliver	79.33	79.33	79.33	79.33	79.33	79.33	79.33	79.33	79.33
Gain or (Loss)	<b>(30.42)</b>	<b>(\$6.22)</b>	<b>(\$2.33)</b>	<b>(\$2.33)</b>	<b>(\$2.33)</b>	<b>\$10.36</b>	<b>(\$27.47)</b>	<b>(\$2.33)</b>	<b>(\$2.33)</b>
<b>60 Minute Session</b>									
Reimburse- ment	71.62	74.57	82.25	82.25	82.25	133.20	77.14	82.25	82.25
Cost to Deliver	99.16	99.16	99.16	99.16	99.16	99.16	99.16	99.16	99.16
Gain or (Loss)	<b>(27.54)</b>	<b>(\$24.59)</b>	<b>(\$16.91)</b>	<b>(\$16.91)</b>	<b>(\$16.91)</b>	<b>\$34.04</b>	<b>(\$22.02)</b>	<b>(\$16.91)</b>	<b>(\$16.91)</b>

# General Outpatient 60 Minute Counseling Session Loss For All Carriers Except Tufts Commercial



# General Outpatient Loss on One Hour of Counseling

Carrier	1 Mo. (Loss)	Est 1 Yr . (Loss)
<b>Medicaid</b>	<b>(165.24)</b>	<b>(1,982.88)</b>
BCBS	(2,360.64)	(28,327.68)
NHP Commercial	(558.03)	(6,696.36)
NHP Integrity	(304.38)	(3,652.56)
<b>NHP RiteCare</b>	<b>(4,413.51)</b>	<b>(52,962.12)</b>
Tufts Commercial	204.24	2,450.88
Tufts Public	(330.30)	(3,963.60)
United Commercial	(558.03)	(6,696.36)
<b>United RiteCare</b>	<b>(2,384.31)</b>	<b>(28,611.78)</b>
<b>TOTAL LOSS*</b>	<b>(\$10,565.82)</b>	<b>(\$126,789.84)</b>

\* Based an average of 3 sessions per month

# Sources for Typical Rates and Fees

- Maryland sample SUD Fee Schedule: <http://maryland.beaconhealthoptions.com/2019/SUD-Fee-Schedule-Eff-07-01-19.pdf>
- Maryland Behavioral Health Fee Schedule: <http://maryland.beaconhealthoptions.com/2019/PBHS-Individual-Practitioner-and-OMHC-Rates-Eff-07-01-19.pdf>
- Connecticut SPA: [https://portal.ct.gov/-/media/Departments-and-Agencies/DSS/Health-and-Home-Care/Reimbursement/Chemical-Maintenance-Providers/CTSPA18\\_016\\_Chemical\\_Maintenance\\_Clinics\\_FINAL\\_APPROVED.pdf?la=en](https://portal.ct.gov/-/media/Departments-and-Agencies/DSS/Health-and-Home-Care/Reimbursement/Chemical-Maintenance-Providers/CTSPA18_016_Chemical_Maintenance_Clinics_FINAL_APPROVED.pdf?la=en)
- Connecticut Provider Services Fee Schedule: <https://www.ctdssmap.com/CTPortal/Provider/Provider%20Fee%20Schedule%20Download/tabId/54/Default.aspx>
- Massachusetts Rates for Addiction Services: <https://www.mass.gov/doc/rates-for-certain-substance-related-and-addictive-disorders-programs-effective-january-1-2020-0/download>
- Massachusetts Behavioral Health Rates: <https://www.mass.gov/regulations/101-CMR-30600-rates-of-payment-for-mental-health-services-provided-in-community-health>

# Question and Answer

