

Financial Fun Facts!

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Agenda:

- Contracting
- Rates
- Billing

Contracts

Let's Start a Conversation!

- Contracts are meant to be negotiated.
- If one party sets all of the terms, then it is not a mutual agreement.
- If a provider is not asking questions they may not be reading the contract.

Charge vs. Reimbursement

Charge = The amount of money a provider charges for a particular service.

Reimbursement = The amount of money a provider receives in payment for a particular service.

Rate Language

The provider shall not **charge** or accept from the Buyer compensation for services that is greater than the rates that Provider **charges** other public governmental buyers of equivalent services in equivalent volumes.

Medicaid Rate Language

The Medicaid **billable** rate for all Medicaid services shall be the maximum **billable** rate allowed for any client who is insured by Medicaid.

Rates

Which Rate is Published on CSA Website?

Charge = The amount of money a provider charges for a particular service.

Reimbursement = The amount of money a provider receives in payment for a particular service.

**Understand what
you are paying for!!**

Group Home Residential Rates:

Why is Grafton so much higher?

Grafton = \$357 / day

Staffing avg = 1:2.5 during day
1:4 at night

Trad Level B Group Home = \$146.22 / day

Staffing min = 1:4 during day
1:8 at night

Medicaid = Cost Based Reimbursement

- Payment is based on the cost of the care provided.

- Providers must submit cost reports to the state outlining their costs for:
 1. Supervision
 2. Case Management / Medical
 3. Supplemental Therapies

Medicaid Rates Haven't Changed Much

- Current rates paid for Level A, B, and C were established over 5 years.
- Cost of doing business has increased, but reimbursement has not increased.
- Providers have to come up with ways to continue to provide services at such a low reimbursement rate.

Rates Vary by Provider

This can be for legitimate reasons such as:

- Differences in services included in that rate.
- Differences in cost of doing business by geographical location.
- Differences in the way that the service is provided.

Sample Education Rates

Provider Name	Daily Rate per Client
Provider #1	\$190.53
Provider #2	\$219.00
Provider #3	\$295.00
Provider #4	\$362.00

What is Room and Board?

- Lodging – Rent, utilities, liability insurance, transportation.
- Food – Three appropriate meals per day plus snacks.

There are currently no regulations around what expenses get included in room and board category or how much you can charge for it.

Sample R&B Rates for Group Homes

Provider Name	Daily Rate per Client	Monthly R&B for a 4 Person Home
Provider #1	\$55.00	\$6,600.00
Provider #2	\$75.00	\$9,000.00
Provider #3	\$159.02	\$19,082.40
Provider #4	\$280.59	\$33,670.80

Billing

School Services

- Only a public school system can bill Medicaid for services provided as part of the IEP.
- May bill for services provided by a contract provider.

School Services

Medicaid regulations located at
www.virginiamedicaid.dmas.virginia.gov/works/portal

- Provider Resources
- Provider Manuals
- Manual Title - Local Education Agency

Thank You!!!!!!

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