



## Georgia Behavioral Health Rate Study Provider Cost Report Webinar

December 9, 2022

# Why are we here?

The Georgia Department of Behavioral Health and Developmental Disabilities (DBHDD) and the Department of Community Health (DCH) have engaged Deloitte to conduct a rate study of community-based rehabilitation services. The study aims to address the following items:

1. Address requirements set forth in Georgia Legislative Act No. 865 - House Bill 911 to conduct a behavioral health rate study;
2. Meet CMS expectations related to rate study and methodology as defined in Georgia Department of Community Health American Rescue Plan Act (ARPA) Initial Spending Plan Conditional Approval Memorandum, General Conditions;
3. Meet the obligation to the federal Medicaid authority for periodic service cost analysis for rate setting.

# What you should know

1. Rates have not been updated since 2008, so this is a critical opportunity to update reimbursement;
2. Your participation is crucial to forming a basis for potential rate changes, if deemed applicable, through the rate study;
3. This Cost Survey is part of an ongoing rate methodology study, to assess the potential need for changes in the current payment methodology for CBHRS services;
4. Accurate and thorough response is expected by your agency under your obligations to DCH, DBHDD, and CMS.
5. This is important for so many stakeholders: State agencies, legislators, state health planners, your workforce, and most importantly, the people you serve!

A successful cost study has the potential to impact your revenue positively, allowing you to pay staff competitive market rates, creating more access to services!

# Welcome & Objectives



**Tom Steiner ASA, MAAA**  
BH Project Executive



**Tom Carlson FSA, MAAA**  
Senior Project Lead



**Pat Crown**  
Cost Reporting Lead



**Will Iacobucci**  
Task Lead



**Penny Brierley-Bowers,  
Ed.D, PMP**  
Specialist Psychologist

## OBJECTIVES:

- ✓ Highlight key components of the cost reporting tool
- ✓ Walk through the cost reporting tool and detailed instructions
- ✓ Answer general questions and provide contact information

## QUESTIONS?

- Time will be allotted for Q&A during the webinar.
- For **cost reporting tool** technical assistance, contact Deloitte's cost reporting tool team at [GABHRateStudySupport@Deloitte.com](mailto:GABHRateStudySupport@Deloitte.com)
- For **all other inquiries**, contact Erika Stinson at [Erika.Stinson@dbhdd.ga.gov](mailto:Erika.Stinson@dbhdd.ga.gov)

# Statewide Cost Report Webinar: Today's Agenda

**1**

**Rate Study Background** (5 minutes)

**2**

**Cost Report Definitions** (5 minutes)

**3**

**Live Cost Report Walkthrough and Examples** (40 minutes)

**4**

**Q&A** (25 minutes)

**5**

**Next Steps and Follow-Up** (5 minutes)



## How to Ask Questions

All lines are muted.

Please submit questions through the Q&A feature.

We will save time for Q&A at the end of the presentation.

# Background: Rate Study Elements and Costs

## ELEMENTS TO BE REPORTED

Cost Type	Cost	Description
Direct	Staff Wages	Hourly wages for direct care workers.
Direct	Employee Related Expenses	These cost include benefits, PTO, Training days, etc.
Direct	Staffing Patterns	The number of employees throughout the span of a year including terminations
Direct	Productivity Adjustment	Time that the staff spends on billable activities
Indirect	Admin	Administration expenses.
Indirect	Program Support Costs	Additional cost that result from the services









### Rate / Methodology Development

As cost reporting tools are finalized, a Georgia-specific understanding of the cost of providing services is produced, to inform rates



# Key Definitions

	Cost Report Component	Description	Purpose
	Cover Page – Provider Info	Collects the following items: <ul style="list-style-type: none"> <li>• Unique provider ID</li> <li>• Contact info</li> <li>• Services delivered by provider</li> </ul>	Allows rate team to categorize data into different service buckets
	Staff Wages	Collects salary, benefits, and leave time by staffing role	Allows rate team to develop an average wage assumption by staffing role
	Revenue and Units of Service	SFY2019 and SFY2022 Medicaid fee-for-service (FFS) revenue and units by service	Provides data that can be used to understand provider book of business
	Hours	SFY2019 and SFY2022 billable and non-billable hours by practitioner role by service	Provides data that can be used for productivity assumptions
	Expenditures	Direct Care and Indirect Care costs by year	Allows rate team to develop cost and admin assumptions
	Staffing Patterns	<ul style="list-style-type: none"> <li>• Collects staff turnover and FTE metrics</li> <li>• For group services only, collects individual-to-staff ratios</li> </ul>	Allows rate team to develop staffing assumptions that can be used in rate build

**Scope of Reporting: Medicaid fee-for-service Community Behavioral Health Rehabilitation Services (CBHRS)**

- For providers with books of business that include other payer or CBHRS CMO services (i.e., managed care), providers may have to perform an allocation to isolate their CBHRS FFS line of business
- The instruction tab includes some considerations on how to tackle this allocation exercise.

# Completing the Cost Reporting Tool

1. The tool has been provided in the meeting invitation and may also be downloaded from <https://dbhdd.georgia.gov/bh-rate-study>
2. Complete the tool based on instructions shared during this webinar and as indicated on the instructions tab of the tool
3. When saving the tool, please change the file name to the following format:  
GA BH Cost Reporting Survey Tool\_ **PLEASE\_INSERT\_YOUR\_AGENCY'S\_NAME\_HERE**
4. Completed submissions must be submitted in the original Microsoft Excel format. The tool is “locked” and cannot be edited, except for yellow shaded data entry cells
5. Please submit the completed Cost Reporting Tool via email to [GABHRateStudySupport@Deloitte.com](mailto:GABHRateStudySupport@Deloitte.com) by **January 20, 2023**

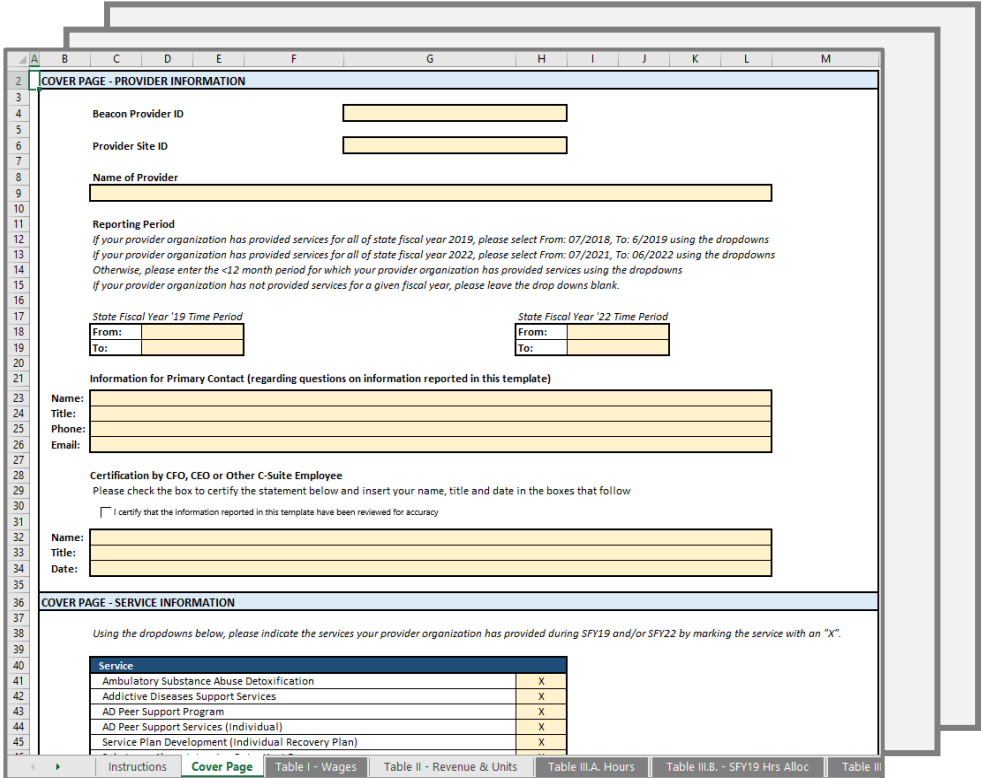
*Please do not submit confidential information, personally identifying information, or protected health information (PHI).*



# Cost Reporting Tool Walk-Through

Deloitte will present the **cost reporting tool** on Zoom screen share. This tool was provided with the webinar meeting invitation and available on the following webpage: <https://dbhdd.georgia.gov/bh-rate-study>.

- *To begin, please refer to the “Instructions” sheet.*





## QUESTIONS?

- Please use the Q&A feature in Zoom to submit any questions to the team.
- All lines are currently muted.

**THANK YOU**

# Next Steps and Follow-Up



## Cost Report Webinar Recording

### *Following This Session*

1. The webinar recording will be made available to rate study participants following the session.



## Cost Reporting Tool Submission Deadline

### *January 20, 2023*

1. Cost report completion deadline is January 20, 2023.
2. Follow up communication may be required for some providers.
3. Please submit completed cost reports and related technical questions to [GABHRateStudySupport@Deloitte.com](mailto:GABHRateStudySupport@Deloitte.com) by **January 20, 2023**.