

**Community-Based Providers Shared Savings Workgroup
Meeting Agenda
Tuesday, December 3, 2019
9:00 a.m. - 10:00 a.m. (Central time)
Kneip 3
Kneip Building, Pierre
Conference Call Number: 1.866.410.8397 / passcode: 817 697 2761#**

Attendees: Sarah Aker, Andrew Riggin, Mark Limberg, Marty Davis, Melony Bertram, Jodi Smith, Terry Dosch, Amy Witt, Tiffany Wolfgang, Dan Cross, Andi Ferguson, Amanda Doherty-Karber, Denice Houlette, Brett Hoffman, Deb Peters, Kathy Bad Moccasin, Tony Erickson, Yvette Tomas, Darryl Millner, Tom Martinec, Samantha Hynes, Melissa Klemann, Rep. Wayne Steinhauer, Laurie Gill

Welcome/Introductions

Melissa Klemann welcomed the group. Members of the group introduced themselves.

Review October 1 Meeting Minutes

Melissa reviewed the minutes from the last meeting. There were no changes or comments on the minutes.

**Updates on Progress and Developments Since Last Meeting
Status of Referrals**

Yvette Thomas provided an update on skilled nursing facilities. A care coordination agreement was signed by EmpRes and sent to IHS.

Andi Ferguson and Jodi Smith provided an update on PRTF referrals. Andi reported that a referral process has been established in Pine Ridge, there are three active referrals as well as a couple of pending referrals. Andi is currently working with adult medicine providers to make sure the referral process is running smoothly. Ft Thompson's referral process is running smoothly. Jodi Smith reporting that they are making progress with Sisseton, Sisseton has seven active referrals. There are four active referrals and one pending referral in Rosebud.

Jodi will be meeting with Flandreau this month to work out their referral process. Eagle Butte currently has one nursing referral. There are potential PRTF referrals for Eagle Butte if the referral process can be worked out.

Sarah Aker gave an update on the process for billing referrals. Not all claims are coming through with the Indian Health Service provider's NPI on the claim form, Jodi and Andi have been outreaching providers to resubmit claims when a known referral is in place. Reconciliation reports are also sent to the providers with care coordination agreements each month. The reports detail claims paid in the previous month for American Indians that were not coded to 100% FMAP.

Melissa provided an update on the care coordination agreements for community support providers (CSP). Agreements for CSPs have been reviewed by the IHS medical team and have been forwarded to James Driving Hawk and are awaiting signature. Kathy Bad Moccasin noted that IHS Headquarters advised area offices to consult with Tribes prior to signing the agreements. Darryl Millner clarified that one of the referrals from Sisseton is a CSP referral. Darryl reported that their most successful agreement is with Community Connections (CCI) in Winner. The first supplemental payment to CCI was made this month. November claims for CSPs will be available soon.

IPA Update

Sarah provided an update on the hiring of the IPA nurse in Eagle Butte. Vickee Anderson will start on December 9. She will be training with Jodi and Andi over the next few weeks. Her IPA agreement has already been sent to the IHS area office for signature.

Savings Report and Shared Savings Update

Sarah shared the October shared savings report. There were five payrolls in October with a savings of \$1,045,980. Total savings for SFY20 are \$3,272,433. October was the first month where there are savings for PRTF and skilled nursing facilities. Representative Steinhauer asked about the savings seen from skilled nursing facilities. The savings generated from skilled nursing facilities in October was \$24,000.

Representative Steinhauer pointed out that when looking at the per patient savings the dollars are in PRTF, skilled nursing, and CSP agreements. The savings are not as significant per recipient when looking at hospital/physician services.

Representative Steinhauer suggested sharing the per recipient savings for all provider categories with IHS in an effort to speed up the process and get all of the agreements signed. Melissa mentioned that the Governor's office has a meeting scheduled to talk with IHS about the timeliness of getting care coordination agreements signed. Kathy Bad Moccasin shared that the agreements are currently with James Driving Hawk and were sent to him with the recommendation to sign.

SFY19 Actuals

Sarah shared the SFY9 Actual Expenditures for American Indians in Community Support Providers (CSP), Nursing Facilities, and Psychiatric Residential Treatment Facilities (PRTF) report which provides a breakdown by facility for each type of referral with the possible cost savings and the number of unique referrals based on SFY19 data.

Representative Steinhauer asked what the possible savings means when some of the agencies on this list already have care coordination agreements in place. The report is outlining the total amount of projected savings based on previous expenditures for American Indians in SFY19.

Representative Steinhauer reiterated that there is \$22,000 potential savings per person for CSP recipients, which is significantly more than the savings per person in other settings.

Innovation Grants

Melissa gave an update about DHS's nursing home innovation grants. In October, DHS awarded 27 grants to 25 facilities. The grants are focused on quality of care, telehealth, dementia care training, and updates to call lights/systems within facilities. Approximately \$2 million was awarded through these grants, DHS was allocated a total \$5 million. DHS is evaluating other opportunities for remaining funds.

Other Items

Danielle Hamann with Avera thanked Jodi and Andi for their assistance to get correct NPI and referral information for long term care recipients.

Melissa stated that she thinks the November reports will show increased numbers

based on Jodi and Andi's work the last few months.

Next Steps

Melissa noted that the state will continue to focus on PRTF, skilled nursing, and CSP referrals while also exploring new areas where we can look for referrals. Tiffany Wolfgang has been brought on to this work group. Tiffany is in the initial stages of looking at how referrals might look for behavioral health and substance use disorder facilities. DSS will also work on training Vickee for work in Eagle Butte.

Representative Steinhauer requested that the group look at the shared savings agreement and the payment tiers that have been established. Representative Steinhauer noted that based on the data and the structure of the agreement there are only five CSPs that stand to have shared savings greater than 10%. He noted that agencies are doing a lot of work for the referrals, but the savings are not accounting for the work being done and that he believes the agreement should share more initially to get the process started then when the work becomes standard. Representative Steinhauer suggested changing the formula to a 20% shared savings payment across the board. He said that changing the payment structure would do more to motivate new referral sources to sign agreements. In addition, he noted that the formula should be looked at to better incentivize participation by smaller providers. Melissa noted that the referral process for these providers is still relatively new and suggested waiting to see how the process is really working before we make changes.

Next Meeting Date

March 4, 2020, 9am CT

Melissa noted that end of year savings reports for 2019 will be sent in January or February 2020.