



## Board of Directors Meeting

September 8, 2011

### Revenue Maximization Contract with Public Consulting Group Item III. D.

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- Recommended Action:** Authorize the Executive Director to negotiate and execute a contract with Public Consulting Group, in an amount up to \$107,614 for consultation, training assistance and Medicaid billing services associated with Targeted Case Management (TCM).
- Issue:** Revenue Maximization efforts are producing results with Medicaid reimbursement for TCM. The recommended action expands billing services and quality assurance reviews and seeks to identify more opportunities to pursue income for other JWB programs.
- Program:** Healthy Families and Emergency Response Team (current), and planned implementation with Kinship Care and Total Family Strategies.
- Budget Impact:** Total revenues for Medicaid reimbursement in FY11-12 are projected to reach \$470,000. The 65% share retained by JWB is estimated at \$305,500, with 35% (\$164,500) going to the Pinellas County Health Department/Healthy Families, PEMHS/Emergency Response Team, Children's Home, Inc./Kinship Care and Suncoast Center for Community Mental Health/Total Family Strategies. Estimated revenue is based on monthly billing for eligible clients. The JWB share of revenue (65%), net of the PCG contract, would total approximately \$197,886. The funds for this contract are budgeted for FY11-12.
- Strategic Plan Goal:** Optimize the Use of Public Funds
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#### Background:

Revenue Maximization is an effort to utilize local funds to match federal dollars when state allocations are underspent. In Florida, thousands of dollars go unmatched each year. The Children's Services Councils statewide pursued leveraging local dollars to draw down federal dollars by providing matching funds for opportunities such as Targeted Case Management (TCM). The Revenue Maximization opportunity was initially authorized via proviso language included in the FY 2001-02 General Appropriations Act, and subsequently expanded in 2003 with the creation of The Revenue Maximization Act, s. 409.017, Florida Statutes. Both legislative initiatives were supported by the Juvenile Welfare Board and other partners, including United Way of Florida and the Ounce of Prevention Fund of Florida.

Upon Board approval, staff will continue collaborating with Public Consulting Group (PCG) to draw down Targeted Case Management dollars for eligible program services. The draft work plan for FY11-12 includes a review of JWB's year-end audit to prepare an indirect cost proposal for use in grant budget requests.

Based on Board action in November 2005, the agencies providing Targeted Case Management services receive 10% of the revenue collected for the administrative cost associated client services. An additional 25% of the Revenue collected is designated for support of the client service program. PCG will continue to manage the submission of claims and conduct file reviews for compliance. The allocation for FY11-12 services, including training and technical assistance and preparation of the indirect cost proposal, will be up to \$107,614. The draft PCG work plan is attached. JWB staff will continue negotiation with PCG staff to finalize the scope of work.



JUVENILE WELFARE BOARD OF PINELLAS COUNTY  
 TCM IMPLEMENTATION AND REVENUE MAXIMIZATION PROJECT  
 FY2012

**GOAL:** Maximize federal claiming for services provided to eligible children

**OBJECTIVES:** Assist the Juvenile Welfare Board (JWB) to expand TCM claiming for multiple providers (approximately 3-4 providers);  
 Ensure TCM Providers are compliant with TCM regulations  
 Identify other Potential Revenue Maximization Opportunities

**OUTCOMES:** Fully assure the compliance of the Targeted Case Management claiming process for TCM Providers;  
 Continue the increase of TCM revenue for JWB  
 Develop other federal revenues for JWB

Task	Task Description	Timeline	PCG Staff	Hours (10/11-9/12)	Cost (10/10-9/12)	Comments
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**Task I** Continue the Compliance and Submission of TCM Claims for Healthy Families

101	<b>Provide technical assistance for satisfying TCM regulations</b> - Identify any Problematic Issues with TCM Claiming for TCM Providers - Assist in the Medicaid Enrollment of any Additional Case Management Agencies and/or Case Management Supervisors		H. Baker K. Casey R. Whipple	4 8 16	\$1,060 \$1,440 \$3,200	Quarterly conference calls Includes any off-site reviews Includes any correspondence with State AHCA Office, Medicaid Management, Local AHCA Offices, etc.
102	<b>Perform quarterly TCM quality assurance reviews for multiple providers</b> - Identify cases to review - Coordinate and conduct quarterly site visits - Prepare written report of findings after each visit	10/1/11 - 9/30/12	H. Baker N. Fraser K. Tucker R. Whipple Business Analyst Cost Reporting Speclst	8 28 20 134 54 36	\$2,120 \$6,860 \$2,800 \$26,800 \$8,370 \$2,880	HF - Includes three 2-day QA visits, each involve case file reviews, discussions with staff management, and any necessary trainings. CHI (and CC) and TFS - Includes two 2-day QA visits, each involve case file reviews, discussions with staff management, and any necessary trainings.
103	<b>PCG functions as ongoing billing agent for the CSC for TCM claims</b> - TCM Agencies provide case claiming details to PCG - PCG prepares and submits claims to EDS - PCG tracks receipt of payments - PCG troubleshoots any denied or questioned claims		R. Whipple Business Analyst Cost Reporting Speclst	12 72 36	\$2,400 \$11,160 \$2,880	Includes claims submission for Healthy Families, Total Family Strategies and possibly Kinship Care

**Task II** Indirect Cost Study

201	<b>Perform an Indirect Cost Study</b> - Review JWB Audited Financial Statements - Isolate and Reallocate, as needed, all eligible indirect costs and removal of all federally unallowable costs circulars - Compile costs based on JWB general ledger, salary, grant, and other JWB documentation - Update JWB's Indirect Cost Rate Proposal	10/1/11 - 9/30/12	R. Baldaacci R. Whipple K. Murphy	10 15 70	\$2,450 \$3,000 \$5,250	
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**Task III** Review JWB-funded programs for potential revenue maximization opportunities

301	<b>Review service programs to identify possible additional federal revenue.</b> - Explore possibilities that may arise within the Low Income Pool (LIP) Funding - Continue to expand on any program or purchased services that can be claimed as Medicaid administration - Identify programs to review for federal revenue opportunities - Review the services and documentation of new/revised programs for revenue maximization opportunities	10/1/11 - 9/30/12	H. Baker J. Waldinger N. Fraser K. Casey K. Tucker R. Whipple	8 8 10 10 10 20	\$2,120 \$2,120 \$2,450 \$2,000 \$1,400 \$4,000	
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<b>Sub-totals:</b>	<b>589</b>	<b>\$96,760</b>
<i>Transportation (Air, Car, etc):</i>		<b>\$4,838</b>
<i>Per Diem (Hotel, Meals, etc):</i>		<b>\$4,838</b>
<i>Office Allocations, Conference Calls Services, FedEx:</i>		<b>\$1,178</b>
<b>Total Projected Scope:</b>		<b>\$107,614</b>