



Board of Directors Meeting

March 14, 2013

Update on Revenue Maximization

Item V.A.

Recommended Action:	Information Only
Issue:	Support JWB Efforts to Maximize Revenue Sources
Program:	Targeted Case Management

Since 2002, JWB has collaborated with several community partners including the Pinellas County Health Department (PCHD) Healthy Families, Personal Enrichment through Mental Health Services (PEMHS) Emergency Response Team, and Children's Home, Inc. Kinship Services Network in order to maximize revenue opportunities to Pinellas County. These local community partners have been engaged in Medicaid billing for Targeted Case Management (TCM) services for Children at Risk of Abuse and Neglect. Outlined below are additional revenues brought to Pinellas County as a result of TCM efforts for fiscal years 10-11 and 11-12.

FY 10-11

FY 11-12

Total Medicaid- \$364,958	Total Medicaid- \$311,334
JWB- \$237,222	JWB- \$202,367
PCHD Healthy Families- \$117,936	PCHD Healthy Families- \$101,142
PEMHS ERT- \$9,800	PEMHS ERT (Jan-June)- \$5,641
	CHI Kinship (Jan-July) - \$2,184

Under current agreements, JWB maintains 65% of generated TCM revenue and reinvests it in program services. Each local participating program receives the remaining 35% for providing and documenting TCM services at State and Federal standards. The current TCM monthly rate is \$185.57 per child, and is reimbursed at the Federal Medical Assistance Percentages (FMAP) share of 58.08% for \$107.78 per eligible case per month (effective 10/1/2012).

During FY 11-12, JWB in collaboration with other Children's Services Councils and the Public Consulting Group (PCG) prepared a Medicaid Reimbursement Rate Petition in effort to align the reimbursement rate to reflect true costs of service delivery; an exercise that has not been done since the program's inception in 2005. The Rate Petition has been submitted to the Agency for Health Care Administration (AHCA) requesting to increase the monthly rate of \$185.57 to \$423.23. If the newly proposed rate is approved, the monthly reimbursement to JWB would more than double from \$107.78 to \$245.81 per eligible case.

For FY 11-12 claiming, this could generate approximately \$414,090 annually in additional revenues for services in Pinellas County. In addition to the Rate Petition, JWB and PCG have been working with Suncoast – Total Family Strategies (TFS) in effort to prepare the agency/program for TCM billing effective February 2013.

Projected revenues are outlined below:

FY 12-13 projections at current rate	FY 12-13 projections with 6/1/2013 increase	FY 13-14 annualized with projected rate increase
Total Medicaid-\$ 339,721	Total Medicaid-\$497,075	Total Medicaid-\$884,915
JWB -\$220,819	JWB -\$323,099	JWB-\$575,195
PCHD Healthy Families-\$99,589	PCHD Healthy Families-\$142,102	PCHD Healthy Families-\$227,128
CHI Kinship-\$9,053	CHI Kinship-\$12,918	CHI Kinship-\$20,648
Suncoast TFS (Feb 2013 startup)-\$10,260	Suncoast TFS (Feb 2013 startup)-\$18,956	Suncoast TFS-\$61,944