

DHSS Rate Study

Stakeholder Meeting #2

Mercer Government
Ready for next. Together.

State of Missouri
Department of Health and Senior Services
October 16, 2024

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Agenda

Abbreviations and Acronyms

AAA	Area Agency on Aging	LBA	Licensed Behavior Analyst
ALF	Assisted Living Facility	LEIE	List of Excluded Individuals and Entities
BLS	Bureau of Labor Statistics	LTD	Long-Term Disability Insurance
CDS	Consumer Directed Services	LPN	Licensed Practical Nurse
CEO	Chief Executive Officer	NCI-AD	National Core Indicators for Aging and Disabilities
CNA	Certified Nursing Assistant	OMB	Office of Management and Budget
CY	Calendar Year	OT	Occupational Therapy
DHSS	Department of Health and Senior Services	PCA	Personal Care Attendant
DSW	Direct Service Worker	PDN	Private Duty Nursing
EDL	Employee Disqualification List	PPE	Personal Protective Equipment
ERE	Employee Related Expense	PT	Physical Therapy
EVV	Electronic Visit Verification	PTO	Paid Time Off
FICA	Federal Insurance Contributions Act	RBT	Registered Behavior Technician
FUTA	Federal Unemployment Tax Act	RCF	Residential Care Facility
HCBS	Home and Community Based Service	RN	Registered Nurse
HCY	Healthy Children and Youth	SFY	State Fiscal Year
HR	Human Resources	ST	Speech Therapy
IRS	Internal Revenue Service	STD	Short-Term Disability Insurance
IT	Information Technology	SUTA	State Unemployment Tax Act
LaBA	Licensed Assistant Behavior Analyst		





Rate Study Key Steps and Timelines



Rate Study Key Steps and Timelines

Services Included

The following table shows the list of services that are included in this rate study

 Service Type	 Services Included in Rate Study*
Basic In-Home Services	In-Home Respite, Homemaker, Chore, Attendant Care, Personal Care**
Advanced In-Home Services	Advanced Respite, Advanced Personal Care**
Nursing	Authorized Nurse Visits** and Private Duty Nursing
Consumer Directed Services	Consumer Directed Personal Care
Other Services	Adult Day Services, Home Delivered Meals, Case Management, Financial Management Services
Professional Services	Therapies [PT, OT, ST], Applied Behavior Analysis, Cognitive Rehabilitation Therapy, Neuropsychological Evaluation

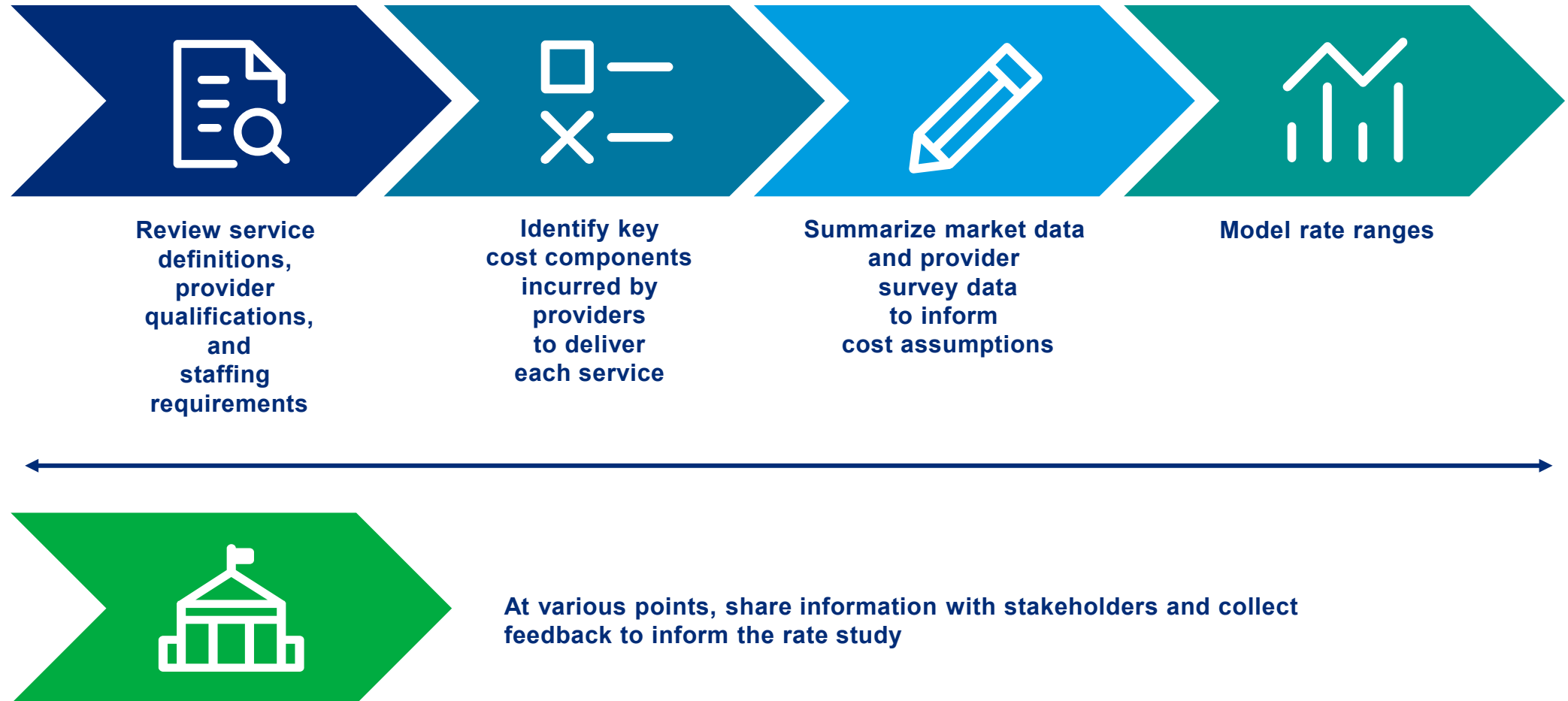
Notes: * This rate study does not include Home Health Services or services authorized by the Division of Developmental Disabilities.

**Can also be provided in an RCF or an ALF.

Rate Study Key Steps and Timelines

Key Steps

The following graphic shows the key rate steps conducted as part of the rate study. These were explained in detail during the August 7, 2024 stakeholder meeting



Rate Study Key Steps and Timelines

Timelines

Anticipated Timeline for DHSS Rate Study



Stakeholder Feedback from First Meeting



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Stakeholder Feedback from First Meeting

Mercer and DHSS held an initial rate study webinar for stakeholders on August 7, 2024 (see INFO 07-24-02)

Topics covered during the August 2024 meeting:

Rate study background and goals

Key rate study process steps

Data review and draft assumptions for wages and ERE

The slides discussed during the August 2024 meeting are available here:

<https://health.mo.gov/seniors/hcbs/pdf/07-24-02-dhss-aug-meeting-slides.pdf>

Stakeholders were able to submit questions during the meeting. DHSS also accepted written feedback through August 23, 2024

Stakeholder Feedback from First Meeting

Key Questions Submitted

Various questions were submitted after the August 2024 meeting

- Is DHSS's goal of the rate study to achieve at least the lower bound rate, the mid-point of the rate range, or some other point in the rate range?
- How are supervisor and other program staff wages incorporated into the rate study?
- How were the historical DSW and PCA wages from the surveys projected forward to the current market environment and to the future SFY 2026 time period given the lag in the data?
- What bill code do providers use for the Financial Management Service?



A Q&A document was issued with answers to these questions. Many of these items will also be discussed in today's session

Stakeholder Feedback from First Meeting

Other Points of Feedback

- 1 The ERE assumptions are appropriate
- 2 Due to the nursing shortage, PDN agencies are experiencing high rates of overtime that should be considered in the study
- 3 PDN agencies incur higher costs than personal care programs for wages, training, and potentially PPE
- 4 Annual face to face supervisory visits for CDS clients should be recognized as a cost component in the rate study

DHSS and Mercer appreciate this feedback.
An explanation of how these items are being handled was provided in the Q&A document and will also be discussed during today's session

Stakeholder Feedback from First Meeting

Wage and ERE Assumptions

During the August 2024 meeting, Mercer discussed the data sources that were used to inform the wage and ERE cost components for each service. Mercer also shared draft wage and ERE assumptions

What feedback did stakeholders submit on the draft wage assumptions?

- There was one question submitted on the State Plan and CDS Basic In-Home DSW wage assumptions
- No other feedback was submitted on the draft wage assumptions

What feedback did stakeholders submit on the draft ERE assumptions?

- There was a comment submitted that the ERE assumptions were appropriate and appreciation that those costs were considered
- No other feedback was submitted on the draft ERE assumptions

Stakeholder Feedback from First Meeting

Basic In-Home DSW and PCA Wages

After the August 2024 meeting, stakeholders asked how the 2022 NCI-AD and 2023 CDS survey wages were projected forward to current market levels and projected to the future SFY 2026 rate study period

Mercer and DHSS first reviewed the average DSW and PCA wages from the Year 2 NCI-AD and CDS surveys

- Year 2 NCI-AD Survey: average CY 2022 Basic In-Home DSW wage of \$13.03 per hour
- Year 2 CDS Survey: average July 2023–December 2023 PCA wage of \$13.37 per hour

Mercer applied an annual 4% inflationary factor based on BLS data to these wages to project them to SFY 2026. This generated the wages on slide 25 of the August 2024 meeting (pasted below for reference)

- NCI-AD Basic In-Home DSW average wage projected to SFY 2026 = \$14.95 per hour
- CDS PCA average wage projected to SFY 2026 = \$14.60 per hour

Given workforce challenges, DHSS believes that DSW and PCA wages must be competitive with adjacent industries to attract and retain staff and fill vacancies

Stakeholder Feedback from First Meeting

Basic In-Home DSW and PCA Wages

To inform the Basic Personal Care DSW and PCA hourly wages, BLS data for job positions that compete with the DSW labor pool and for CNAs was reviewed and blended into the modeled wage

Job Positions Competing with DSW Labor Pool

Mercer analyzed May 2023 Missouri BLS wages for job positions that reportedly compete with the DSW labor pool

- Examples include fast food workers, childcare workers, retail staff, and packers/delivery drivers
- The same inflationary factor was applied to this data to project a SFY 2026 wage range of \$17.01 to \$19.78 per hour

CNA Job Position

Although not a requirement, DHSS is aware that some providers utilize CNAs to deliver Basic Personal Care

- Therefore, Missouri BLS data for a CNA was also reviewed, which showed SFY 2026 wages of \$19.35 to \$20.50 per hour
- This data was blended into the modeled wage

Draft SFY 2026 Modeled Wage Range

This data was used to inform the draft SFY 2026 modeled wage range of \$17.48 to \$19.93 per hour for Basic In-Home DSWs and PCAs

- Shown on slide 26 of the August 2024 meeting



Stakeholder Feedback from First Meeting

Supervisor and Other Program Staff Costs

- After the August 2024 meeting, stakeholders asked how supervisor and other program staff costs get incorporated into the rate study
- Wage assumptions for the supervisor and other program staff job positions were included in the August 2024 slide deck (refer to slides 26-31)
- The staffing ratios on the next slide are used to include consideration for the costs associated with these staff
 - For example, a ratio of 1 supervisor to 10 DSWs means that the one tenth of the cost of a supervisor FTE is included in the rate study for each DSW

Stakeholder Feedback from First Meeting

Supervisor and Other Program Staff Costs

Service Type	Staffing Ratio Assumptions
<ul style="list-style-type: none"> Basic In-Home Respite and Personal Care (Agency)* Homemaker and Chore Attendant Care Adult Day Services Advanced Respite and Personal Care 	<p>1 Supervisor: 10 DSWs 1 Nurse: 25 DSWs</p>
<ul style="list-style-type: none"> Nursing Services 	<p>1 RN Supervisor: 10 Nurses</p>
<ul style="list-style-type: none"> Home Delivered Meals 	<p>1 Supervisor: 5 Cooks 1 Dietician: 20 Cooks 1 Driver: 6 Cooks 1 Meal Packager: 10 Cooks</p>
<ul style="list-style-type: none"> Case Management Financial Management Services 	<p>1 Supervisor: 10 Staff</p>
<ul style="list-style-type: none"> Applied Behavior Analysis Cognitive Rehabilitation Therapy Neuropsychological Evaluation Services 	<p>RBT: 1 LBA to 5 RBTs LaBA: 1 LBA: 20 LaBAs</p>

*Note that the DSW Supervisor and Nurse Oversight were not included for CDS Personal Care due to the nature of the CDS delivery model.

Stakeholder Feedback from First Meeting

Overtime



During the August 2024 meeting, it was discussed that no adjustment for overtime was included for basic or advanced personal care services based on the data collected in the NCI-AD and CDS surveys

No feedback on this was received following the stakeholder meeting



Feedback was submitted after the August 2024 meeting that nursing shortages have caused PDN agencies to experience high rates of overtime

DHSS issued a nursing provider survey on August 28, 2024 (INFO 08-24-04)



The PDN data showed overtime percentages that ranged from 0% to 16%, with an average of 8%

Based on that data, an overtime adjustment of 8% will be included for PDN

Key Cost Components



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Key Cost Components

The following types of costs were considered for each service:

Cost Component	Examples of Costs under each Component*	
Compensation for DSWs and Other Program Staff	Wages/salaries paid to DSWs who are delivering services to individuals and paid to other program staff (e.g., supervisor, nurse) integral to service delivery	Discussed in detail during August 7, 2024 meeting
ERE for DSWs and Other Program Staff	<ul style="list-style-type: none"> • Health insurance • STD/LTD/Life insurance • Retirement benefit • Worker's compensation insurance • Employer taxes (FICA, FUTA, and SUTA) 	
Productivity	<ul style="list-style-type: none"> • PTO (holidays, vacation, sick time) • Staff training time • Non-billable staff time (e.g., notes/documentation, staff meetings) 	Will be covered during today's meeting
Other Service-Related Costs	<ul style="list-style-type: none"> • Service-related supplies • Cost for staff training sessions and training materials • Mileage costs associated with transportation integral to a service • Food costs needed to deliver service to individual (e.g., home delivered meals) • Square footage for program space needed to deliver service to individual (e.g., day program center) • Other service-related costs necessary for service delivery 	
Administration/Overhead	<ul style="list-style-type: none"> • Wages/salaries and ERE for administrative staff (e.g., CEO, HR, Finance, Clerical) • Building space costs (rent/mortgage, utilities, maintenance) • IT • Office equipment and supplies • Professional/liability insurance • Other administrative costs necessary for program operation 	

*Note: A given service may not include all the cost components listed above. Each service is reviewed separately to determine the types of costs that providers incur when delivering the service.

Key Cost Components

Full-time and Part-time Assumptions

1

Using Full-time and Part-time Assumptions to Incorporate ERE

- During the August 2024 meeting, draft ERE assumptions were shared
- To incorporate those ERE assumptions into the rate study, DSW full-time and part-time assumptions are needed

2

Insurance and Benefits

- Health insurance, retirement benefits, and other benefits (e.g., STD, LTD, life insurance) are included for full-time staff under agency model services

3

Employer Taxes

- Worker's compensation insurance and employer taxes (FICA/FUTA/SUTA) are included for both full-time and part-time staff under both agency and CDS delivery models

Key Cost Components

Full-Time and Part-Time Assumptions

The full-time and part-time assumptions were informed by provider survey data, where available

Service Type	Full-Time Percentage	Part-Time Percentage
<ul style="list-style-type: none">• Basic In-Home Respite and Personal Care (Agency)*• Homemaker and Chore• Advanced Respite and Personal Care	35%	65%
Adult Day Services	95%	5%
Home Delivered Meals	66%	34%
Nursing Services	50%	50%
<ul style="list-style-type: none">• Case Management• Financial Management Services	22%	78%
Professional Services (Therapies, Applied Behavior Analysis, Cognitive Rehabilitation Therapy, Neuropsychological Evaluation)	100%	0%

*Since benefits were not included for CDS, full-time and part-time assumptions were not needed.

Key Cost Components

Productivity

Some portions of a DSW's job are considered non-billable

In other words, the DSW is being paid by the provider, but they are not delivering services that can be billed as a Medicaid unit of service

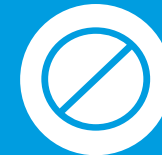
Various types of non-billable time were considered



Days that a DSW does not work in a year due to PTO (i.e., holidays, vacation time, sick time)



Time when the DSW is attending training sessions



During days worked, time that the DSW spends on non-billable activities (e.g., staff meetings, documentation)

Key Cost Components

Productivity — PTO Days

PTO assumptions reflect consideration for holidays, vacation time, and sick time

27 days

Assume 27 days per year per full-time DSW*

5 days

Assume five days per year per part-time DSW*

*PTO was not included for CDS due to the nature of the delivery model.



Key Cost Components

Productivity — Training Time

The following table outlines the draft assumptions for annual staff training time. Assumptions were informed by State regulations and provider survey data

Service Type	First Year Staff	Annually Thereafter
<ul style="list-style-type: none">• Basic In-Home Respite, Attendant Care, and Basic Personal Care (Agency)*• Homemaker and Chore• Adult Day Services• Case Management and Financial Management Services	13 hours per year	6 hours per year
<ul style="list-style-type: none">• Advanced Respite and Personal Care• Nursing Services	19 hours per year	12 hours per year
Home Delivered Meals	18 hours per year	8 hours per year
Professional Services (Therapies, Applied Behavior Analysis, Cognitive Rehabilitation Therapy, Neuropsychological Evaluation)	12 days per year	6 days per year

* PCA training time was not included for CDS given the CDS agency is not responsible for training PCAs; PCA training is conducted by the consumer in their role as the employer.

Key Cost Components

Productivity — Other Non-Billable Time

Examples of non-billable time during the workday include attending staff meetings, documenting case notes, and drive time

Service Type Productivity Assumption for Direct Staff Delivering Services

Basic and Advanced In-Home Services — Agency Model	In-Home: 94% billable RCF/ALF: 100% billable
Consumer Directed Personal Care	100% billable
Adult Day Services	94% billable
PDN and Authorized Nurse Visits	PDN: 94% billable Authorized Nurse Visits: 80% billable Authorized Nurse Visits in RCF/ALF: 100% billable
Other Services	Home Delivered Meals: 100% billable Case Management: 100% billable Financial Management Services: 100% billable
Professional Services	Therapies [PT, OT, ST]: 81% billable Applied Behavior Analysis LBA: 63% billable Applied Behavior Analysis LaBA: 69% billable Applied Behavior Analysis RBT: 81% billable Cognitive Rehabilitation Therapy and Neuropsychological Evaluation: 81% billable



Key Cost Components

Other Service-Related Costs and Administration/Overhead



In addition to wages, ERE and productivity, **other service-related costs** and **administration/overhead costs** were also considered in the rate study

Examples of other service-related costs:

- Service-related supplies
- Mileage costs for transportation integral to a service
- Costs for staff training sessions
- EVV systems costs

Examples of administration/overhead costs:

- Wages/salaries and ERE for administrative staff
- Building space costs (rent/mortgage, utilities, maintenance)
- Vehicles, office equipment, IT
- Professional/liability insurance
- Other administrative costs necessary for program operation

Key Cost Components

Other Service-Related Costs

Other Service-Related Cost Components by Delivery Model	
Agency Model Personal Care	CDS Personal Care
EVV software/system	EVV software/system
On-site visit to monitor DSW at least annually	Annual face-to-face monitoring
Monthly service review	Monthly case management
Trainers and materials for DSW training	New consumer onboarding
DSW mileage costs	
PPE	
Draft Rate Study Assumption = 5%	Draft Rate Study Assumption = 2%



Key Cost Components

Other Service-Related Costs

Other Rate Study Services

- The other service-related cost components for most other rate study services are similar to agency model Personal Care
 - The other service-related assumption for these services is also 5%

Exceptions

- Adult Day Services — assume 8% due to providers needing to have program space square footage in order to deliver the service
- Home Delivered Meals — assume 8% due to providers needing to have program space to prepare and/or package the meals

Key Cost Components

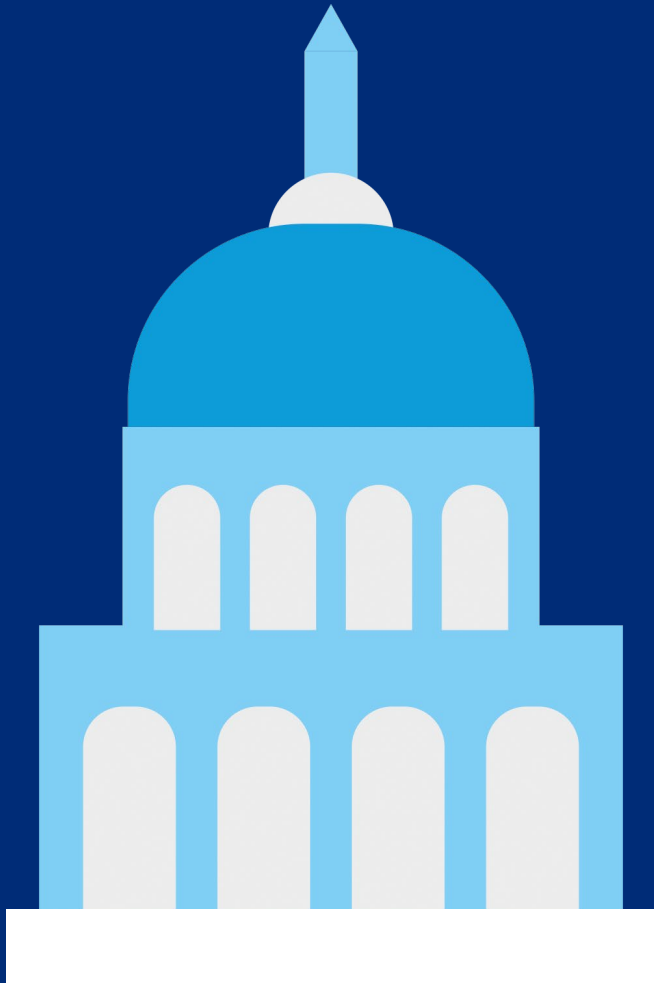
Administration/Overhead

Example of administration/overhead assumptions that were considered for Agency and CDS Personal Care services — similar considerations included for other rate study services

Administration/Overhead Cost Components by Delivery Model	
Agency Model Personal Care	State Plan CDS Personal Care
Payroll and claims processing functions	Payroll and claims processing functions
Administrative staff (e.g., clerical, HR, finance, executives)	Administrative staff (e.g., clerical, HR, finance, executives)
EDL/LEIE requirements	EDL/LEIE requirements
Administrative building/utilities, office supplies, postage, IT, software	Administrative building/utilities, office supplies, postage, IT, software
Costs for staff travel not related to service delivery	Costs for staff travel not related to service delivery
Professional/liability insurance	Professional/liability insurance
State-required reporting	State-required reporting, including financial audit

Key Cost Components

Administration/Overhead



Assume draft administration/overhead assumption of 15% for all rate study services

- Based on survey data and OMB Final Rule issued April 22, 2024 that increased Federal allowable indirect rate from 10% to 15%

This is a 5% increase to the administration/overhead assumption used in the prior rate study

Key Cost Components

Home Delivered Meals

- Mercer reviewed July 2023–April 2024 Home Delivered Meals cost data submitted by the Missouri AAAs to understand historical costs for food, supplies, packaging, and delivery
 - Where possible, this data was benchmarked against market data for reasonability
 - An inflation factor was applied to project the historical data to the SFY 2026 rate effective period.
 - Based on this data, a \$4.12 per meal cost was included to reflect consideration for food, supplies, packaging and delivery
- Mercer also reviewed AAA survey data to inform full-time and part-time staff percentages, staffing ratios and meals produced per hour



Key Cost Components

Group Size

While most of the rate study services are delivered via a **1:1 staffing ratio**, a couple services are delivered in a group setting

In these situations, the rates developed for the 1:1 staffing ratio were **divided by an average group size** to arrive at the group rates



Adult Day Services: **An average group size of four was assumed**

Applied Behavior Treatment Social Skills Group: **An average group size of eight was assumed**

Key Cost Components

Unit Definitions

The modeled rate ranges were developed on a **per hour** basis and then a factor was applied to convert each rate range to the applicable unit definition

Service	Unit Definition	Conversion Factor Applied to Hourly Rate
Attendant Care (AIDS Waiver)	Per Diem	Multiplied by 11.25 hours per day
Authorized Nurse Visit	Per Visit	Not applicable since a visit was assumed to take 1 hour
Case Management	Per Year	Multiplied by 12 hours per year
Financial Management Services	Per Month	Multiplied by 4 hours per month
Home Delivered Meals	Per Meal	Divided by 10 meals per hour
Neuropsychological Evaluation	Per Evaluation	Multiplied by 6 hours per evaluation
All Other Services	15 minute	Divided by 4 quarter-hour units per hour

Draft Modeled Rate Ranges



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Draft Modeled Rate Ranges

Basic In-Home Services



Service Information			Rate Effective July 1, 2024	SFY 2026 Draft Modeled Rate Range	
Service	Procedure Code	Unit Definition		Lower Bound	Upper Bound
Basic In-Home Respite	S5150	15 minutes	\$8.14	\$9.19	\$10.38
Homemaker	S5130	15 minutes	\$8.14	\$9.19	\$10.38
Chore	S5120	15 minutes	\$8.14	\$9.19	\$10.38
Attendant Care — Medically Fragile Waiver	S5125 U5	15 minutes	\$8.14	\$9.19	\$10.38
Attendant Care — AIDS Waiver	S5126 U4	Per Diem	\$366.30	\$430.17	\$472.00
State Plan Personal Care — Basic Level	T1019	15 minutes	\$8.14	\$9.19	\$10.38
State Plan Personal Care — Basic Level RCF/ALF	T1019 U3	15 minutes	\$7.66	\$8.62	\$9.73
HCY Personal Care	T1019 EP	15 minutes	\$8.14	\$9.19	\$10.38
Waiver Personal Care — AIDS Waiver	T1019 U4	15 minutes	\$8.14	\$9.19	\$10.38
Waiver Personal Care — Brain Injury Waiver	T1019 HB	15 minutes	\$8.14	\$9.19	\$10.38

Draft Modeled Rate Ranges

Advanced In-Home Services



Service Information			Rate Effective July 1, 2024	SFY 2026 Draft Modeled Rate Range	
Service	Procedure Code	Unit Definition		Lower Bound	Upper Bound
Advanced In-Home Respite	S5150 TF	15 Minutes	\$8.14	\$9.96	\$10.63
State Plan Personal Care — Advanced Level	T1019 TF	15 Minutes	\$8.17	\$9.96	\$10.63
State Plan Personal Care — Advanced Level RCF/ALF	T1019 U3 TF	15 Minutes	\$7.68	\$9.34	\$9.97
HCY Personal Care — Advanced Level	T1019 TF EP	15 Minutes	\$8.17	\$9.96	\$10.63

Draft Modeled Rate Ranges

Nursing Services



Service Information			Rate Effective July 1, 2024	SFY 2026 Draft Modeled Rate Range	
Service	Procedure Code	Unit Definition		Lower Bound	Upper Bound
State Plan Authorized Nurse Visits	T1001	Per Visit	\$60.99	\$77.28	\$83.76
State Plan Authorized Nurse Visits RCF/ALF	T1001 U3	Per Visit	\$57.18	\$61.82	\$67.01
PDN	T1000 U4	15 minutes	\$15.20	\$17.62	\$19.10
	T1000 U5	15 minutes	\$15.20	\$17.62	\$19.10
	T1000 SC	15 minutes	\$15.20	\$17.62	\$19.10
HCY PDN	T1000	15 minutes	\$15.20	\$17.62	\$19.10
HCY Authorized Nurse Visits	T1001 EP	Per Visit	\$60.99	\$77.28	\$83.76
HCY Evaluation Visits	T1001 TD EP	Per Visit	\$60.99	\$77.28	\$83.76

Draft Modeled Rate Ranges

Other Services



Service Information			Rate Effective July 1, 2024	SFY 2026 Draft Modeled Rate Range	
Service	Procedure Code	Unit Definition		Lower Bound	Upper Bound
Adult Day Services — ADC Waiver	S5100 HB	15 Minutes	\$3.32	\$5.00	\$5.60
Adult Day Services — AD Waiver	S5100 HC	15 Minutes	\$3.32	\$5.00	\$5.60
Consumer Directed Services — State Plan	T1019 U2	15 minutes	\$5.23	\$5.86	\$6.68
Consumer Directed Services — Independent Living Waiver	T1019 U6	15 minutes	\$4.63	\$4.87	\$5.55
Home Delivered Meals	S5170	Per Meal	\$6.21	\$10.06	\$10.98
Case Management Services — Independent Living Waiver	T2024 U6	Per Year	\$458.09	\$442.16	\$509.14
Financial Management Services — Independent Living Waiver	T2040 U6	Per Month	\$157.89	\$152.07	\$185.51

Draft Modeled Rate Ranges

Professional Services — Applied Behavior Analysis



Service Information			Rate Effective July 1, 2024	SFY 2026 Draft Modeled Rate Range	
Service	Procedure Code	Unit Definition		Lower Bound	Upper Bound
Behavior Identification Assessment	97151 HB HO	15 minutes	\$25.26	\$31.59	\$44.46
Observational Behavioral Follow-Up Assessment	97152 HB HO	15 minutes	\$25.26	\$31.59	\$44.46
Observational Behavioral Follow-Up Assessment	97152 HB HN	15 minutes	\$20.13	\$22.67	\$26.95
Observational Behavioral Follow-Up Assessment	97152 HB HM	15 minutes	\$16.37	\$17.94	\$23.34
Exposure Behavioral Follow-Up Assessment	0362 TH HB HO	15 minutes	\$25.26	\$31.59	\$44.46
Adaptive Behavior Treatment with Protocol Mod.	97155 HB HO	15 minutes	\$25.26	\$31.59	\$44.46
Adaptive Behavior Treatment with Protocol Mod.	97155 HB HN	15 minutes	\$20.13	\$22.67	\$26.95

Draft Modeled Rate Ranges



Professional Services — Applied Behavior Analysis (continued)

Service Information			Rate Effective July 1, 2024	SFY 2026 Draft Modeled Rate Range	
Service	Procedure Code	Unit Definition		Lower Bound	Upper Bound
Exposure Adaptive Beh. Treatment w/Protocol Mod.	0373 TH HB HO	15 minutes	\$25.26	\$31.59	\$44.46
Adaptive Beh. Treatment by Protocol by Technician	97153 HB HN	15 minutes	\$20.13	\$22.67	\$26.95
Adaptive Beh. Treatment by Protocol by Technician	97153 HB HM	15 minutes	\$16.37	\$17.94	\$23.34
Family Behavior Treatment Guidance	97156 HB HO	15 minutes	\$25.26	\$31.59	\$44.46
Family Behavior Treatment Guidance	97156 HB HN	15 minutes	\$20.13	\$22.67	\$26.95
Behavior Treatment Social Skills Group	97158 HB HO	15 minutes	\$3.16	\$3.95	\$5.56
Behavior Treatment Social Skills Group	97158 HB HN	15 minutes	\$2.52	\$2.83	\$3.37

Draft Modeled Rate Ranges

Professional Services



Service Information			Rate Effective July 1, 2024	SFY 2026 Draft Modeled Rate Range	
Service	Procedure Code	Unit Definition		Lower Bound	Upper Bound
Therapy Services					
OT	97535 HB	15 minutes	\$30.01	\$25.18	\$28.57
PT	97110 HB	15 minutes	\$30.01	\$26.56	\$29.89
ST	92507 HB	15 minutes	\$30.01	\$23.33	\$27.99
Other Professional Services					
Cognitive Rehabilitation Therapy — Initial	97129 HB	15 minutes	\$19.53	\$22.36	\$31.16
Cognitive Rehabilitation Therapy — Additional	97130 HB	15 minutes	\$18.95	\$22.36	\$31.16
Neuropsychological Evaluation	96118 HB	Per Evaluation	\$625.00	\$583.27	\$820.89

Next Steps



5

Next Steps

By November 1, 2024

- Stakeholders send feedback on information presented today to LTSS@health.mo.gov by November 1, 2024

November–December 2024

- Mercer and DHSS review stakeholder feedback
- Mercer and DHSS incorporate feedback and develop rate study report
- DHSS develops fiscal impact estimates based on rate study results

January 2025

- DHSS issues rate study report

Questions?



Limitations and Caveats

In preparing the draft assumptions and rate ranges summarized in this presentation, Mercer considered publicly available market information, provider data, and other information provided by DHSS. Mercer reviewed the data and information for consistency and reasonableness, but did not audit them. If the data or information are incomplete or inaccurate, the values may need to be revised accordingly. Assumptions were developed based upon information available as of September 2024. Should additional information become available, the assumptions, rates, and presentation may need to be updated accordingly.

All projection estimates are based upon the information available at a point in time and are subject to unforeseen and random events. Therefore, any projection must be interpreted as having a likely range of variability from the estimates. Any estimate or projection may not be used or relied upon by any other party or for any other purpose than for which it was issued by Mercer. Mercer is not responsible for the consequences of any unauthorized use.

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