

Medicaid Management Services, Inc.

July 28, 2022

5:00 PM

Agenda

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|------|-------------------------------------|----------------------------------|
| I. | Welcome | Stuart Gaines, President |
| II. | Approval Of Minutes (6/30/2022) | Stuart Gaines, President |
| III. | Executive Directors Report | Mark Tellier, Executive Director |
| IV. | Financial Report (April & May 2022) | James Lee, CFO at ElderSource |
| V. | Board Recruitment | Stuart Gaines, President |
| VI. | Open Discussion | |
| VII. | Adjourn | Stuart Gaines, President |

Vision: Older adults and adults with disabilities are valued and have the resources they need to live with dignity and security in an age- and ability-friendly community.

Mission: ElderSource empowers people to live and age with independence and dignity in their homes and their communities.

Inclusion Statement: ElderSource values all people – including but not limited to all nationalities, socio-economic backgrounds, abilities, races, genders, religious perspectives, sexual orientations, and gender identities – in everything we do. We welcome the unique insights and perspectives of all persons in our quest to fulfill our mission.

Medicaid Management Services, Inc. (MMS)

10688 Old St. Augustine Rd.

June 30, 2022, at 5:00pm

Present

Stuart Gaines, President- via Zoom

Samantha Prokop, Vice President- via Zoom

Veronica Catoe, Secretary-Treasurer- via Zoom

Ross Berry- via Zoom

Staff Present

Mark Tellier, Executive Director

Jessica Del Rio, Executive Administrative Assistant

Abrianna (Bri) Schmidt, MMS, Inc. Administrative Assistant

Meeting Called to Order

The meeting was called to order at 5:04 PM by Stuart Gaines.

Introduction

Mark Tellier introduced Abrianna (Bri) Schmidt, the new Administrative Assistant for MMS, Inc. to the Board.

Approval of Minutes

Veronica Catoe moved to approve the minutes from the May 2022 Board meeting as submitted. Ross Berry Seconded the motion. The motion passed without opposition.

Guidehouse Consulting Update

Mark Tellier mentioned that Guidehouse (GH) Consulting has added two new consultants to the team for MMS and ElderSource.

He stated that the RFI (Request for Information) is now out and that we have received six responses for the IT project.

Mark highlighted the following projects that are working through GH.

- Business and marketing plan
- External value proposition

- Business cases for different service lines
- Criteria for network membership
- Compliance plan
- Job descriptions

Executive Director's Report

Mark Tellier highlighted the items listed in the Director's Report as follows:

- Potential Managed Care Contract
 - Sunshine Health is interested in doing business with us.
 - We put together a business case for them and we are in the process of scheduling a follow-up call.
 - There have been discussions with Molina Health and they are interested in working together with us.
 - Molina is working on a letter of intent they would like to provide to the state for caregiver support services, and want to include MMS.
- MMS Founding Network Membership Development
 - We hosted a call with five of the Florida AAA members where we presented the test pitch case using data from USAging and Scripps that demonstrated that community-based organizations are joining networks and have grown about 200% in the past 4 years.
 - A nondisclosure agreement was sent out to AAA members
 - During the call with the AAA members, Guidehouse presented their information on what services they provide.
- IT Request for information (RFI)
 - We have three vendors for the IT System needed for integrated billing and user-defined reports.
 - We are working forward to getting a request for proposal, reference checks, and final vendor selections and bringing a final proposal to the Board to vote on.

Board Recruitment

The Board reviewed the resume of candidate, Monica Stynchula. Stuart Gaines mentioned Monica's background as an entrepreneur and her intensive healthcare-related background. She was referred to us by Linda Levin. He stated she would be a great addition to the Board and would fit our mission. After discussion, the Board agreed to approve Monica as our newest Board member.

Motion:

Sam Prokop moved to approve Monica Stynchula as a new board member. Veronica Catoe seconded the motion. The motion was approved without opposition.

Open Discussion

Stuart Gaines mentioned the need for officers- Vice-Chair and Secretary-Treasurer. Veronica Catoe volunteered for the Secretary-Treasurer position and Sam Prokop volunteered for the Vice-Chair position.

The Board also discussed the possibility of getting together in person. The planning will be done by staff.

Motion:

Sam Prokop moved to approve herself and Veronica Catoe for Board positions. Sam's position is contingent on approval from her Job. Ross Berry seconded the motion. The motion was approved without opposition.

Adjournment

The next Board meeting is scheduled for Thursday, July 28th, 2022 at 5:00 PM via Zoom.

The meeting adjourned at 5:23 PM. The minutes were prepared by Abrianna Schmidt

Approved by: _____

Veronica Catoe, Secretary-Treasurer

Date: _____

MMS, Inc.
Board of Directors Report
Mark Tellier, Executive Director
July 22, 2022

I. Managed Care & Chronic Care Contracting

- a. Updates from Sunshine Health Plan meeting on 7-22-22.
- b. Linda received a request for an introductory call from Molina Health. Date TBA.
- c. Call set with Bluestone Physician Services, specialists in Chronic Care Management in the home or residential setting, on 7-26-22

II. MMS Founding Network Membership Development

- a. Non-Disclosure Agreements distributed to AAA Executives and Advisory Council.
- b. Document request reminder to be sent next on behalf of Guidehouse.

III. IT Requests for Information (RFI)

- a. RFI received and top vendors selected
- b. RFP being sent next to IT vendor finalists

IV. Presentations

- a. USAging presentation by Linda et al. well-received
- b. 2022 SE4A Conference, 9-13-22 is next

V. Network Membership Agreement input request:

- a. My question -- *Will an MMS Network Membership Memorandum Agreement suffice to sign up MMS Network Members initially;*
- b. A more formal agreement to follow when funds permit.

VI. Marketing Budget 2022

- a. Requesting designated marketing budget for digital collaterals
- b. Budget Amendment Request of \$3,500 proposed for network Marketing,
 - i. Request for approval by CFO James Lee & MMS Board.
- c. Guidehouse has added staff to complete a key deliverable:
 - i. Marketing Plan for MMS
- d. **Marketing Budget & Marketing Plan both urgently needed** by MMS Executive Director

VII. Attachment: "Washington State Proposes Network Hub"

VIII. Discussion



MMS
Budget vs. Actual Monthly
For the Month Ending April 30, 2022

DESCRIPTION	BUDGET	ACTUAL	JE PENDING	Encumber	BALANCE	PROJECTED Actual YTD	IDEAL RATE 33%
Operating Revenue							
Income	\$117,000.00	\$60,515.00			\$56,485.00	\$181,545.00	52%
DOEA Revenue	\$239,072.73	\$102,036.36			\$137,036.37	\$239,072.73	43%
NLE Grant	\$119,268.21				\$119,268.21	\$0.00	0%
ACL Infrastructure	\$77,631.39	\$85,000.00			(\$7,368.61)	\$85,000.00	109%
Training	\$6,000.00				\$6,000.00	\$0.00	0%
					\$0.00	\$0.00	0%
Total Operating Revenue	\$558,972.33	\$247,551.36	\$0.00	\$0.00	\$311,420.97	\$505,617.73	#DIV/0!
Revenue Total	\$558,972.33	\$247,551.36	\$0.00	\$0.00	\$311,420.97	\$505,617.73	#DIV/0!
Operating Expense							
PERSONNEL							
Salaries	\$78,428.88	\$27,149.00			\$51,279.88	\$78,430.44	35%
Employee Benefits	\$22,061.10	\$299.00			\$21,762.10	\$863.78	1%
Payroll Taxes	\$6,551.09	\$2,267.00			\$4,284.09	\$6,549.11	35%
Payroll Fees	\$407.50	\$129.00			\$278.50	\$372.67	32%
TOTAL PERSONNEL COSTS	\$107,448.57	\$29,844.00	\$0.00	\$0.00	\$77,604.57	\$86,216.00	28%
OPERATIONS							
Subcontractors	\$45,000.00	\$24,175.00			\$20,825.00	\$72,525.00	54%
Phone	\$500.00				\$500.00	\$0.00	0%
Travel & Conferences	\$4,301.00				\$4,301.00	\$0.00	0%
Office Supplies	\$2,075.00	\$161.00			\$1,914.00	\$483.00	8%
Printing & Supplies	\$2,000.00				\$2,000.00	\$0.00	0%
Computer Equipment	\$1,500.00				\$1,500.00	\$0.00	0%
Consulting & Professional Fees	\$245,072.73	\$102,036.36			\$143,036.37	\$239,072.73	42%
Audit Fees	\$1,500.00				\$1,500.00	\$0.00	0%
Legal Fees	\$2,500.00				\$2,500.00	\$0.00	0%
Taxes & Licenses	\$122.50				\$122.50	\$0.00	0%
Property & Liability Insurance	\$646.00				\$646.00	\$0.00	0%
Indirect Cost	\$9,706.11				\$9,706.11	\$0.00	0%
TOTAL OPERATIONS	\$314,923.34	\$126,372.36	\$0.00	\$0.00	\$188,550.98	\$312,080.73	40%
Total Operating Exp	\$422,371.91	\$156,216.36	\$0.00	\$0.00	\$266,155.55	\$398,296.73	37%
NET SURPLUS/DEFICIT	\$136,600.42	\$91,335.00	\$0.00	\$0.00	\$45,265.42	\$107,321.00	
YTD Intercompany Transfers							
YTD Net Total		\$91,335.00					



MMS
Budget vs. Actual Monthly
For the Month Ending May 31, 2022

DESCRIPTION	BUDGET	ACTUAL	JE PENDING	Encumber	BALANCE	PROJECTED Actual YTD	IDEAL RATE 42%
Operating Revenue							
Income	\$117,000.00	\$70,330.00			\$46,670.00	\$168,792.00	60%
DOEA Revenue	\$239,072.73	\$127,545.45			\$111,527.28	\$239,072.73	53%
NLE Grant	\$119,268.21				\$119,268.21	\$0.00	0%
ACL Infrastructure	\$77,631.39	\$85,000.00			(\$7,368.61)	\$85,000.00	109%
Training	\$6,000.00				\$6,000.00	\$0.00	0%
					\$0.00	\$0.00	0%
Total Operating Revenue	\$558,972.33	\$282,875.45	\$0.00	\$0.00	\$276,096.88	\$492,864.73	#DIV/0!
Revenue Total	\$558,972.33	\$282,875.45	\$0.00	\$0.00	\$276,096.88	\$492,864.73	#DIV/0!
Operating Expense							
PERSONNEL							
Salaries	\$78,428.88	\$33,182.00			\$45,246.88	\$78,430.18	42%
Employee Benefits	\$22,061.10	\$232.00			\$21,829.10	\$548.36	1%
Payroll Taxes	\$6,551.09	\$2,757.00			\$3,794.09	\$6,516.55	42%
Payroll Fees	\$407.50	\$162.00			\$245.50	\$382.91	40%
TOTAL PERSONNEL COSTS	\$107,448.57	\$36,333.00	\$0.00	\$0.00	\$71,115.57	\$85,878.00	34%
OPERATIONS							
Subcontractors	\$45,000.00	\$27,950.00			\$17,050.00	\$67,080.00	62%
Phone	\$500.00				\$500.00	\$0.00	0%
Travel & Conferences	\$4,301.00				\$4,301.00	\$0.00	0%
Office Supplies	\$2,075.00	\$161.00			\$1,914.00	\$386.40	8%
Printing & Supplies	\$2,000.00				\$2,000.00	\$0.00	0%
Computer Equipment	\$1,500.00				\$1,500.00	\$0.00	0%
Consulting & Professional Fees	\$245,072.73	\$127,545.45			\$117,527.28	\$239,072.73	52%
Audit Fees	\$1,500.00				\$1,500.00	\$0.00	0%
Legal Fees	\$2,500.00				\$2,500.00	\$0.00	0%
Taxes & Licenses	\$122.50				\$122.50	\$0.00	0%
Property & Liability Insurance	\$646.00				\$646.00	\$0.00	0%
Indirect Cost	\$9,706.11				\$9,706.11	\$0.00	0%
TOTAL OPERATIONS	\$314,923.34	\$155,656.45	\$0.00	\$0.00	\$159,266.89	\$306,539.13	49%
Total Operating Exp	\$422,371.91	\$191,989.45	\$0.00	\$0.00	\$230,382.46	\$392,417.13	45%
NET SURPLUS/DEFICIT	\$136,600.42	\$90,886.00	\$0.00	\$0.00	\$45,714.42	\$100,447.60	
YTD Intercompany Transfers							
YTD Net Total		\$90,886.00					

POLICY & VALUE-BASED CARE > MEDICARE/MEDICAID

With Medicaid Waiver Plan, Washington State Envisions 10 Community Hubs

Community Hubs will work with networks of community organizations to ensure individuals are connected to needed community services and supports

David Rath

In its [request for an extension of its Section 1115 Medicaid demonstration waiver](#), Washington state said it plans to develop a “Taking Action for Healthier Communities (TAHC)” program that will create 10 “Community Hubs” to further invest in multi-sector, community-based partnerships and approaches to better support individuals and families.

The state’s initial waiver, called the Medicaid Transformation Project (MTP), was approved in January 2017. In 2018 and 2020, the Centers for Medicare & Medicaid Services (CMS) also approved Washington state’s amendments for substance use disorder and mental health treatment in certain types of inpatient facility setting.

Now Washington is seeking a five-year renewal for what will be known as “MTP 2.0.”

In a June 29, 2022, letter to CMS Administrator Chiquita Brooks-LaSure, Gov. Jay Inslee said that, “through MTP, our state is focusing on whole-person care through integrated care and coordination with community services, such as housing, employment, and more. Washington has also leveraged a broad,

collaborative regional approach to building healthier communities through Accountable Communities of Health (ACH).”

In its waiver renewal application, the state says that by supporting meaningful connections among communities, service providers, and managed care plans, TAHC will ensure that: Medicaid enrollees are able to access the services they need; care across the healthcare and health-related services continuum is coordinated; and regional capacity to offer these services grows over time. “This vision is critical to Washington’s goals of addressing long-standing underinvestment in marginalized communities and populations, removing systemic barriers to health, and advancing health equity,” the state says.

Washington says its regional Accountable Communities for Health will play a critical implementation role within the TAHC program. ACHs are uniquely positioned in supporting strong community engagement and multi-sector collaboration. They provide a lens that recognizes the importance of health equity and social determinants of health.

Washington is requesting expenditure authority for the development and operation of nine Community Hubs and one Native Hub. These hubs are centers for community-based care coordination that focus on health-related social needs. They will provide screening for and referral to community-based services for enrollees in Apple Health, the name for the state’s Medicaid program. Hubs will collaborate with other existing care coordination entities.

Nine of the Community Hubs will be overseen by existing ACHs—and a Native Hub will be developed and overseen by a to-be-determined entity. The state Health Care Authority will partner with Tribes to identify and select the appropriate Native Hub oversight entity. Guidance and coordination for creation of the Native Hub will be provided through the Governor’s Indian Health Advisory Council to serve the state’s tribal community statewide, in

recognition of the government-to-government relationship with Tribes and tribal sovereignty.

Each ACH will be responsible for developing and managing the functions of a Community Hub.

The Community Hub is an evolution of work that began in MTP—embedded within the ACH infrastructure—and will align with recent efforts by the Care Connect Washington program.

MTP and Care Connect funding established a solid foundation of community information exchange that TAHC will leverage and expand upon to ensure Community Hubs have effective data-sharing capabilities between CBOs and healthcare organizations. The state will explore managed care flexibilities and contracting levers to support increased payment for community-based workforce through the Community Hub model. This demonstration will provide an implementation path that will be reinforced through MCO contracts and other accountability mechanisms, including the development of definitions and standards to support training and payment of community-based workers. The state stresses that ACHs are not evolving into Community Hubs. Rather, the ACH organizational infrastructure will remain, and each ACH will oversee, manage, and coordinate Community Hub functions. These functions will be performed by an ACH or entity contracted by the ACH.

Community Hubs will use community information exchange and resource and referral processes to support the coordination of and connection to community resources and organizations for Apple Health enrollees. Community Hubs will be instrumental in identifying unmet needs within the community and at the individual level, the state said.

Community Hubs will work with networks of community organizations to ensure individuals are connected to the needed community services and

supports, including promoting and coordinating health-related services, as the state looks to expand services that address unmet social needs throughout Washington.

Source URL: <https://www.hcinnoationgroup.com/policy-value-based-care/medicare-medicaid/article/21274610/in-medicaid-waiver-washington-state-envisions-creating-10-community-hubs>

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