



Developmental Disabilities Administration (DDA) Rate Review Advisory Group

March 6, 2025

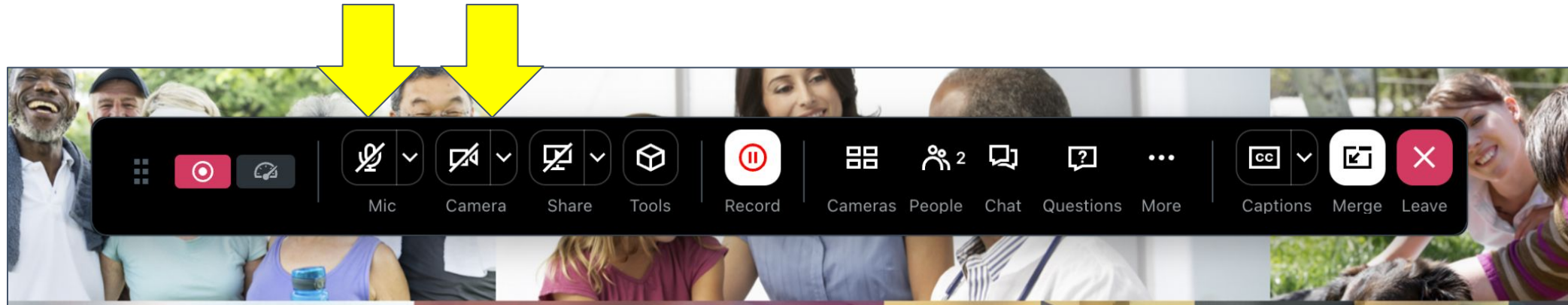


Conduct

The free expression of diverse viewpoints is a fundamental value of our group. This freedom carries the responsibility to engage respectfully, which means treating one another with dignity and respect in good faith.

Uncivil behavior, disruptive actions, abusive language, threats, or harassment will not be tolerated and may result in removal from the meeting.

Housekeeping




The image shows a Zoom meeting interface. A black control bar is overlaid on a video background of several people. Two yellow arrows point down to the 'Mic' and 'Camera' icons in the bar. The bar contains icons for: a grid of six squares, a red circle with a white dot, a grey circle with a white dot, a microphone with a slash, a camera with a slash, a screen with a slash, a cube, a red circle with a white pause symbol, a grid of four squares, a person icon with a '2', a speech bubble, a question mark, a red circle with a white 'X', and a red circle with a white 'X'. Below the bar, the Maryland Department of Health logo is centered, featuring a stylized cross and the text 'Maryland DEPARTMENT OF HEALTH'. Below the logo, the text 'Developmental Disabilities Administration' is displayed in a large, bold, black font.

Housekeeping

A screenshot of a Zoom meeting interface. The toolbar is black with white icons and text. From left to right, the icons are: a grid icon, a red circle with a white dot, a brain icon, a microphone icon with a slash, a camera icon with a slash, a share icon with a slash, a cube icon, a red circle with a white pause symbol, a grid icon, a person icon with a '2', a chat icon, a question mark icon, a three-dot menu icon, a CC icon, a merge icon, and a red circle with a white X icon. Below the toolbar is a white banner with the Maryland Department of Health logo (a shield with a cross) and the text 'Maryland DEPARTMENT OF HEALTH' and 'Developmental Disabilities Administration' in large black font.

Mic Camera Share Tools Record Cameras People Chat Questions More Captions Merge Leave


Maryland
DEPARTMENT OF HEALTH

Developmental Disabilities Administration

Welcome and Opening Remarks

Agenda

1. Welcome and Opening Remarks
2. Approval of Meeting Minutes
3. Employment Services - Follow Along Supports
4. General Ledger Template
5. Open Discussion
6. Public Comment
7. Next Steps and Adjournment

Approval of Meeting Minutes

Employment Services - Follow Along Supports

Employment Services

- Facilitated discussion of Employment Services
 - Service definition(s)
 - Service overlaps with Follow-Along Supports
 - Review of current billing practices
- Highlights of webinars regarding outcome based approaches
 - Roundtable on the art of the possible with RRAG
- Review of utilization

Follow Along Supports - Working Definition

- Periodic supports after a participant has transitioned into competitive integrated employment
- Ensure the participant has the assistance necessary to maintain their jobs
- Include at least two direct face-to-face support contacts with the person in the course of the month
- Should not duplicate other Medicaid waiver services including Housing Support Services and case management
- Participants receiving Follow-Along Supports can be authorized the stand alone transportation service

Follow Along Supports - Identification of Challenges

- Include at least two direct face-to-face support contacts with the person in the course of the month - ***Direct vs. Indirect?***
- Should not duplicate other Medicaid waiver services including Housing Support Services and case management - ***Service Overlap?***
- What else - ***Are there additional gaps of what the members need/not receiving?***

Outcome-Based Rates

- Themes from LEAD webinars regarding outcome-based approach to rates:
 - Pivot thinking from paying for Staff Time to Outcomes (e.g., hours/week, level of pay, duration, etc.)
 - Adapt methodology to account for Person's Needs/Risk + reward improvement (e.g., acuity, staff involvement, quality payments, etc.)
 - Modify metrics of success to be cost per outcome (e.g., per hour worked, per average hourly rate, etc.)

Outcome Based Rates - WI Example*

*from LEAD Webinar

Moving to Outcome-Based Reimbursement for Supported Employment Job Coaching in Wisconsin (2012 to Present)



Worked with supported employment providers to develop a **payment-per-hour-worked** reimbursement model to incentivize best practices, including **fading, helping people maximize their hours worked and preventing job loss.**

Accounts for Level of Challenge to Encourage Equitable Access to CIE

Acuity Tier	0-11 Months on Job	12-24 Months on Job	25+ Months on Job
Tier 1	\$30.40	\$24.96	\$19.20
Tier 2	\$25.60	\$19.20	\$14.40
Tier 3	\$19.20	\$12.80	\$9.60
Tier 4	\$11.20	\$9.60	\$7.68

Rates Paid Per Hour Worked are Based on Job Coaching Cost Per Hour of Service:
\$32.00
 Verified by Provider Cost Reporting

Outcome Based Rates - TN Example*

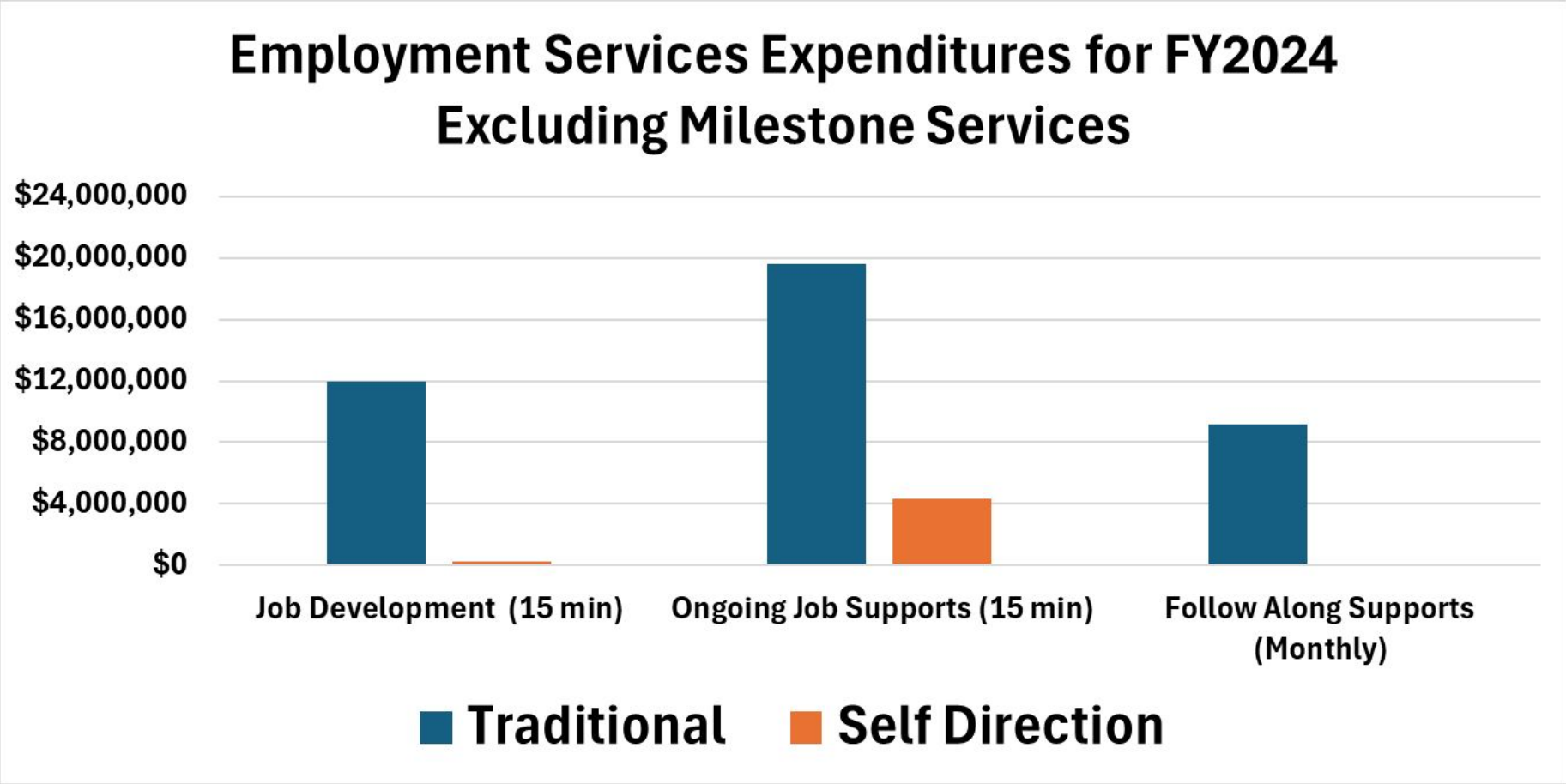
**from LEAD Webinar*

Incremental Steps: Modifying Fee-for-Service Structures in Tennessee

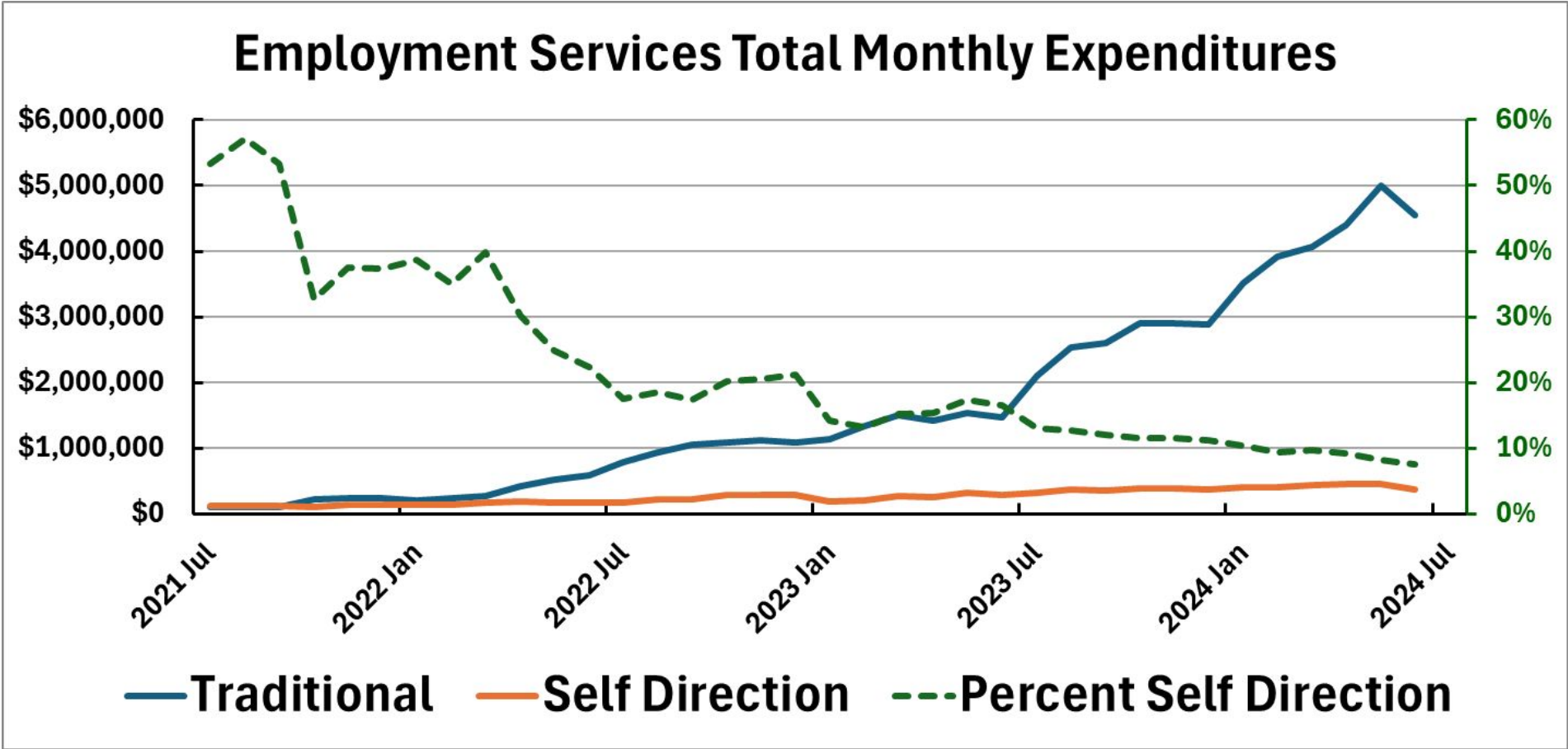


- **Layering quality payments on top of fee-for-service** individual job coaching rates to achieve policy goal of **increasing average hours worked by individuals working in CIE.**
- Average hours worked is currently 11 hours/week.
- \$1,500 if person worked between 390 and 519 hours in prior six-month period: an average of at least 15 hours but less than 20 hours per week
- \$2,000 if person worked 520 or more hours in prior six-month period: an average of at least 20 hours per week
- **Quality payment can be earned by provider, up to twice a year**

Employment Services Utilization - Annual Expenditure



Employment Services Utilization - Trad. vs. Self Direction



General Ledger Template

General Ledger Templates: Updates and Next Steps

- Over two years of engaged GL Template training and technical assistance
- Fiscal Year 2024 General Ledger Template submission and review progress
- Training and Technical Assistance
 - Peer-to-Peer: Targeted outreach to all providers who did not submit Fiscal Year 2024 data
 - Engaging with providers directly for feedback

Updates

- Employment Services Workgroup
- MOU
- Waiver

Open Rate Review Advisory Group Member Discussion

Public Comment

Next Steps and Adjournment

APRIL 2025

SUN	MON	TUE	WED	THU	FRI	SAT
30	31	1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	1	2	3

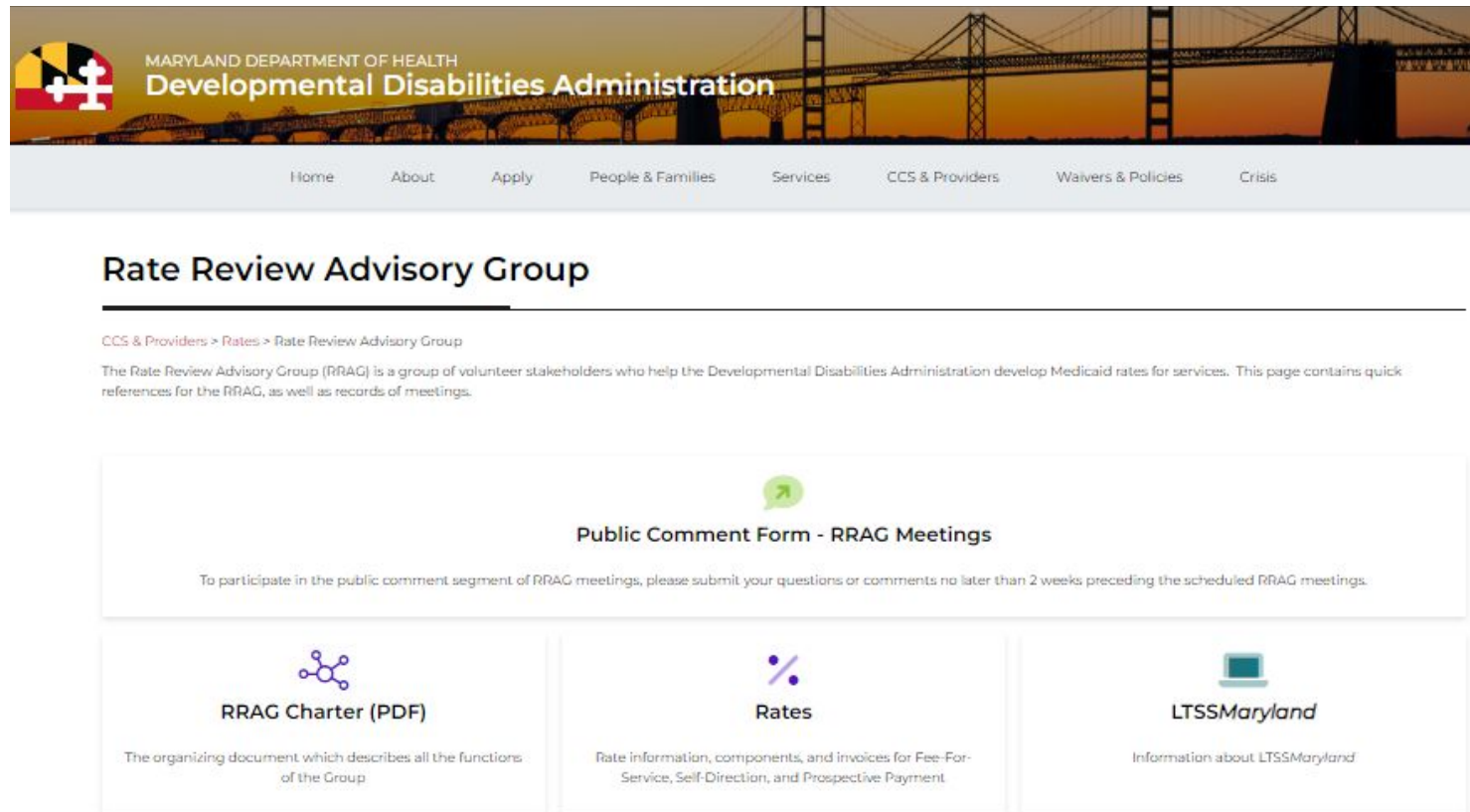
Upcoming Meeting Dates

The next RRAG meeting will be held **Thursday, April 10, 12:30 – 1:45 p.m.**

Remaining RRAG Dates
Thursday, May 29, 2025 12:30 to 1:45 PM
Thursday, July 10, 2025 12:30 to 1:45 PM
Thursday, August 21, 2025 12:30 to 1:45 PM

Rate Review Advisory Group Materials

<https://health.maryland.gov/dda/Pages/LTSSMaryland/RRAG.aspx>



The screenshot shows the website header for the Maryland Department of Health Developmental Disabilities Administration. The navigation menu includes: Home, About, Apply, People & Families, Services, CCS & Providers, Waivers & Policies, and Crisis. The main heading is "Rate Review Advisory Group". Below the heading is a breadcrumb trail: "CCS & Providers > Rates > Rate Review Advisory Group". A paragraph explains that the RRAG is a group of volunteer stakeholders who help develop Medicaid rates for services. Below this is a section titled "Public Comment Form - RRAG Meetings" with a green speech bubble icon. The text states: "To participate in the public comment segment of RRAG meetings, please submit your questions or comments no later than 2 weeks preceding the scheduled RRAG meetings." At the bottom, there are three cards: "RRAG Charter (PDF)" with a network icon, "Rates" with a percentage icon, and "LTSSMaryland" with a laptop icon.

MARYLAND DEPARTMENT OF HEALTH
Developmental Disabilities Administration

Home About Apply People & Families Services CCS & Providers Waivers & Policies Crisis

Rate Review Advisory Group

CCS & Providers > Rates > Rate Review Advisory Group

The Rate Review Advisory Group (RRAG) is a group of volunteer stakeholders who help the Developmental Disabilities Administration develop Medicaid rates for services. This page contains quick references for the RRAG, as well as records of meetings.

Public Comment Form - RRAG Meetings

To participate in the public comment segment of RRAG meetings, please submit your questions or comments no later than 2 weeks preceding the scheduled RRAG meetings.

RRAG Charter (PDF)
The organizing document which describes all the functions of the Group

Rates
Rate information, components, and invoices for Fee-For-Service, Self-Direction, and Prospective Payment

LTSSMaryland
Information about LTSSMaryland

Thank You!

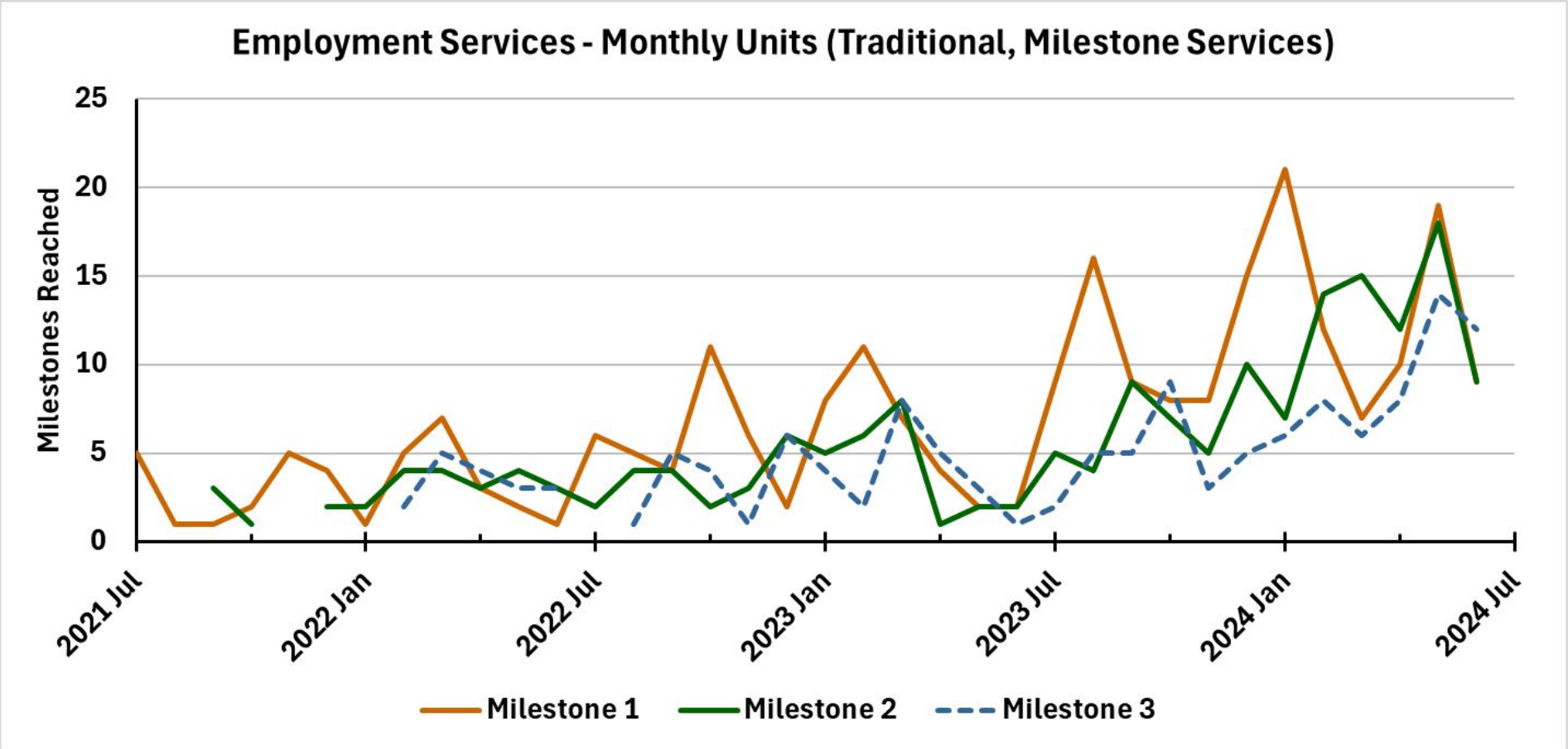
Appendix

Employment Services Utilization - Proc Codes

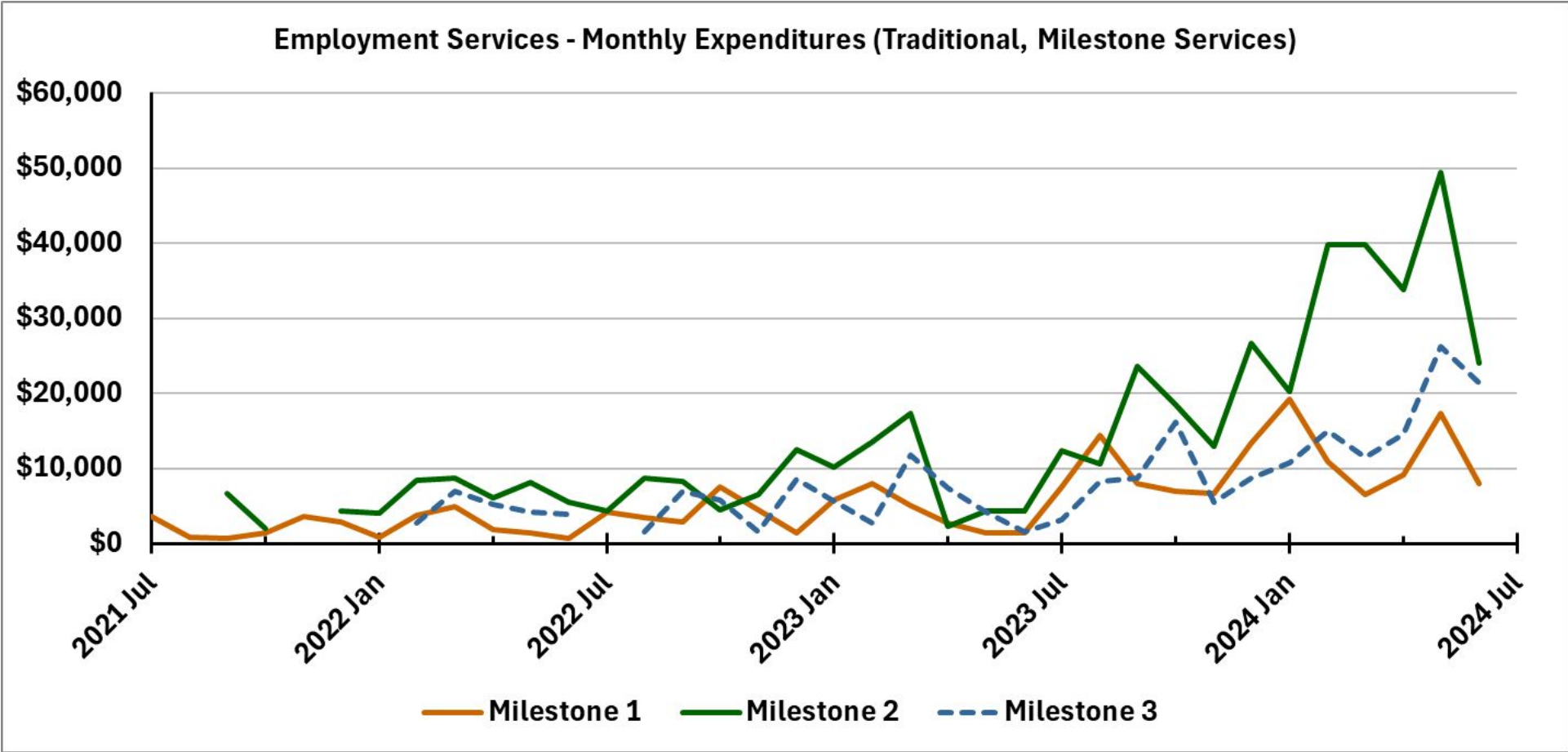
Proc Code	LTSS Rate Sheet Service Name	Unit	Service Type	FY25 ROS	FY25 GEO
W2003	Employment Services - Job Development CP Self Direction (25 minutes)	25 mins	Self Direction	\$27.72	\$31.53
W2004	Employment Services - Job Development CP	15 mins	Traditional	\$27.72	\$31.53
W2005	Employment Services - Job Development CS Self Direction (15 minutes)	15 mins	Self Direction	\$27.72	\$31.53
W2006	Employment Services - Job Development CS	15 mins	Traditional	\$27.72	\$31.53
W2007	Employment Services - On-going Job Supports CP Self Direction (25 minutes)	25 mins	Self Direction	\$21.57	\$24.54
W2008	Employment Services - On-going Job Supports CP	15 mins	Traditional	\$21.57	\$24.54
W2009	Employment Services - On-going Job Supports CS Self Direction	15 mins	Self Direction	\$21.57	\$24.54
W2010	Employment Services - On-going Job Supports CS	15 mins	Traditional	\$21.57	\$24.54
W5640	Employment Services - Discovery Milestone 2 CP	Milestone	Traditional	\$2,661.52	\$3,027.00
W5644	Employment Services - Discovery Milestone 2 CP Self-Direction	Milestone	Self Direction	\$2,661.52	\$3,027.00
W5645	Employment Services - Discovery Milestone 2CS	Milestone	Traditional	\$2,661.52	\$3,027.00
W5646	Employment Services - Discovery Milestone 2 CS Self Direction	Milestone	Self Direction	\$2,661.52	\$3,027.00
W5647	Employment Services - Discovery Milestone 3CP	Milestone	Traditional	\$1,774.34	\$2,018.00
W5649	Employment Services - Discovery Milestone 3CS	Milestone	Traditional	\$1,774.34	\$2,018.00
W5650	Employment Services - Discovery Milestone 3 CS Self Direction	Milestone	Self Direction	\$1,774.34	\$2,018.00
W5654	Employment Services - Discovery Milestone 1 CP	Milestone	Traditional	\$887.17	\$1,009.00
W5655	Employment Services- Discovery Milestone 1 CP Self-Direction	Milestone	Self Direction	\$887.17	\$1,009.00
W5656	Employment Services - Discovery Milestone 1 CS	Milestone	Traditional	\$887.17	\$1,009.00
W5657	Employment Services - Discovery Milestone 1 CS Self Direction	Milestone	Self Direction	\$887.17	\$1,009.00
W5662	Employment Services - Follow Along Supports CP	Month	Traditional	\$727.55	\$837.56
W5663	Employment Services - Follow Along Supports CP Self-Direction	Month	Self Direction	\$727.55	\$837.56
W5664	Employment Services - Follow Along Supports CS	Month	Traditional	\$727.55	\$837.56
W5665	Employment Services - Follow Along Supports CS Self Direction	Month	Self Direction	\$727.55	\$837.56
W5674	Employment Services - Customized Self-Employment CP	Milestone	Traditional	\$572.50	\$651.12
W5675	Employment Services - Customized Self-Employment CP Self-Direction	Milestone	Self Direction	\$572.50	\$651.12
W5676	Employment Services - Customized Self-Employment CS	Milestone	Traditional	\$572.50	\$651.12
W5677	Employment Services - Customized Self-Employment CS Self Direction	Milestone	Self Direction	\$572.50	\$651.12

For reference:
 Procedure Codes
 Used in Following
 Analyses

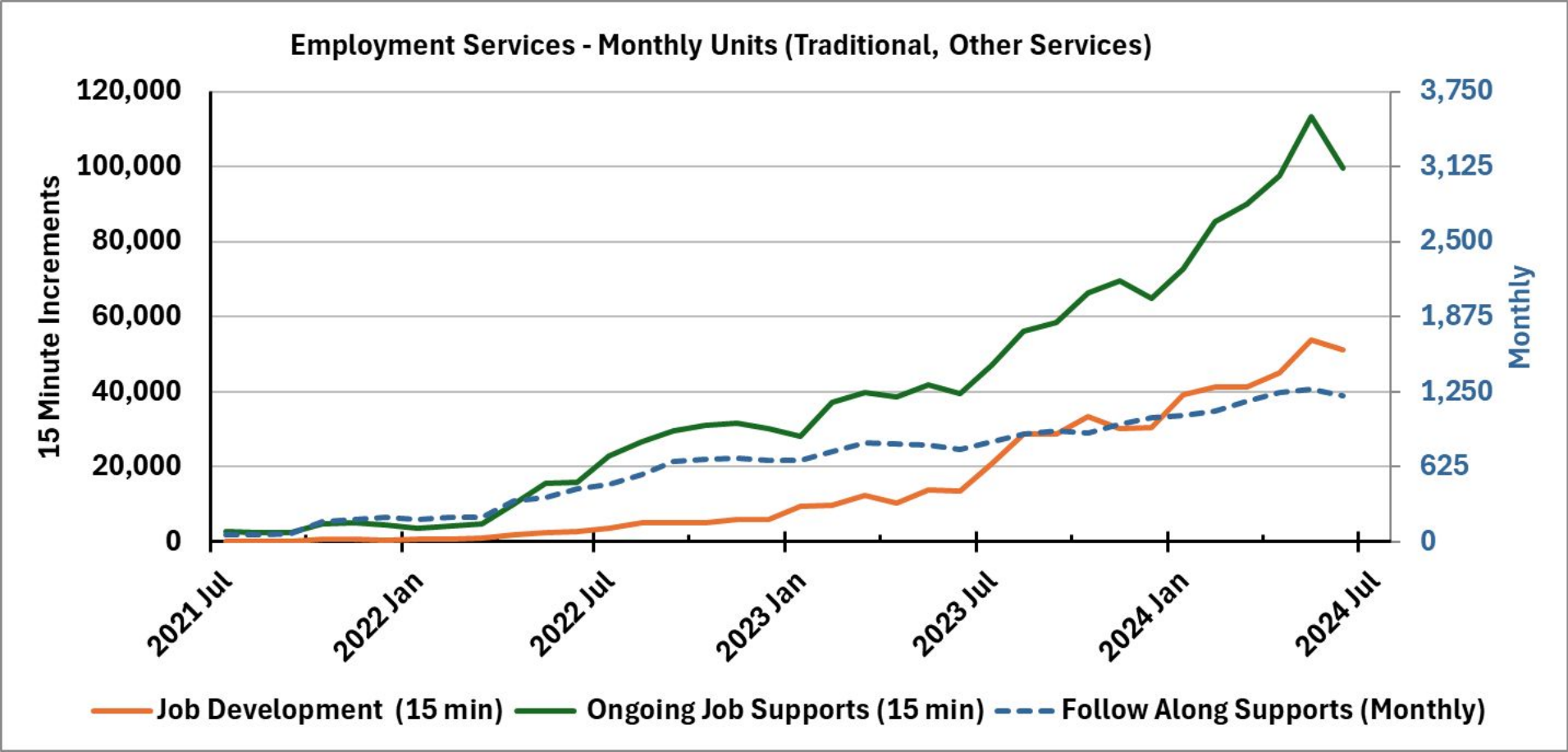
Employment Services Utilization - Milestone Units



Employment Services Utilization - Milestone Costs



Employment Services Utilization - Other Service Units



Employment Services Utilization - Other Service Costs

