



EPDPA Breakout Session 8/23/19

Goals



Increase awareness for the value of home care and Arizona's elderly physically disabled provider network.



Collaborate with stakeholders and assist policy makers in advancing cost effective, quality home-based care solutions.



Strengthen funding models to preserve HCBS – EPD network adequacy



Workforce stabilization and development for Arizona's changing demographic.

Agenda

- Goals
- Membership
- Board Introduction
- 2018/2019 Review – Accomplishments
- Committees
- 2020 Funding
- Membership Dues
- 2020 Strategy
- Future of Homecare
- Closing

EPDPA Membership

- EPDPA covers ~98% of the HCBS population of Non-Medical members
- Assumes ~10,400 HCBS (EPD) members receiving Non-Medical services
- Lutheran Social Services closed Maricopa County March 19
- Synergy (Phoenix) closed June 19

Company	Name
Ability 360	Phil Pangrazio/Gwen Dean
Abrio	Rick Hargrove
Accent Care	Tom White
Addus	Phil Cowles/Darby Anderson
Arcadia Home Care	Roger Malkin
All Valley	Keffory Levy
At Home Solutions	Kimberly McCreery
A Place at Home	Alex Caudill
Arion Care Solutions	Ryne Reed
Circle of Life Home Care	Holly Eide & Tim Lively
ComforCare	Mark Young
Consumer Direct	Maxine Hartranft
Cypress HomeCare Solutions	Bob Roth
Devoted Guardians	Aaron Sinykin
FSL	Carrie Smith & Thomas Egan
Golden Heart Senior Care	Robert Pratt
Good Neighbor	Tasha Venegas
Home Assist Health	Sara Wilson
Homewatch CareGivers	Margie Lannon
Home with Help	Wes and Kimberly Mitchell
BrightSpring Health Services	Rich Orrison/Kelly Jepson
MD Home Health	Dave Hildebrandt
MyHouse	Uma Nagulapalli
Pima Care at Home	Yadira Mosqueira
Prileo Home Care	Carolin Leong
Right at Home	Becky Leuer
Soreo	Traci Gruenberger
Synergy - East Valley	Mike Endredy
Synergy - N. Valley	Kelly Engelhardt
Synergy - Sun City	Steve Thompson
Synergy - Yuma	Rob Dunn
Total Care Connections	David Stringer

Board of Directors

Volunteers – (9) – 3-Year Terms

- President: Aaron Sinykin – Devoted Guardians
- Vice President: Sara Wilson – Home Assist Health
- Secretary: Sonia Dykhuizen – Arion
- Treasurer: Roger Malkin – Arcadia/Addus
- Keffory Levy – All Valley
- Rick Hargrove – Abrio
- Becky Leuer – Right at Home
- Bob Roth – Cypress HomeCare Solutions
- Mike Endredy – Synergy - Mesa

Committees/Leadership

1. Legislative – Bob Roth
 - Coordinating the EPDPA legislative strategy
 - Coordinate with both Arizona and National key stakeholder organizations and associations
2. Membership – Keffory Levy
 - Growing EPDPA membership and awareness
3. Communication – Sonia Dykhuizen
 - Manage and develop web and social media content and strategy
 - Manage membership communication
4. Innovation – Sara Wilson
 - Develop innovation ideas and strategies that will increase the value of DCW's and elevate ALTCS HCBS services
5. Policies/Procedures – Becky Leuer
 - Develop standardization of key policies and procedures and provide to membership



HCBS Rate Walk

- AC = Attendant Care
- % MW = AC Rate/MW
- Goal < 50% to MW
- AHCCCS 100%

YEAR	MW	AC RATE	% MW	YOY Change
2007	\$6.75	\$17.20	39%	\$0.96
2008	\$6.90	\$18.00	38%	\$0.80
2009	\$7.25	\$17.20	42%	(\$0.80)
2010	\$7.25	\$16.72	43%	(\$0.48)
2011	\$7.35	\$15.52	47%	(\$1.20)
2012	\$7.65	\$15.52	49%	\$0.00
2013	\$7.80	\$15.76	49%	\$0.24
2014	\$7.90	\$16.08	49%	\$0.32
2015	\$8.05	\$16.32	49%	\$0.24
2016	\$8.05	\$16.64	48%	\$0.32
2017	\$10.00	\$18.12	55%	\$1.48
2018	\$10.50	\$18.36	57%	\$0.24
2019	\$11.00	\$18.60	59%	\$0.24
2020	\$12.00	\$20.76	58%	\$2.16

Funding Breakdown

10/1/19: Prop 206 – 3.6%

10/1/19: EPDPA Funding – 5.00%

1/1/20: Model Prop 206 – 2.6%

AHCCCS Cumulative Rate Increase = **11.20%**

10/1/19: 1% DAP EVV

HCBS Rates 10/1/19 & 1/1/20

Rates Effective 10/01/2019

HCPCS	Mod	Procedure Description	FFS Rate	Flagstaff Rate
S5125		Attendant Care Services; 15 min.	\$5.05	\$5.19
S5125	U2	Attendant Care provided through SDAC service	\$3.65	\$3.75
S5130		Homemaker Services, NOS; 15 min.	\$6.37	\$6.54
S5135		Companion Care, adult; 15 minutes	\$5.05	\$5.19
S5150		Unskilled Respite Care, not hospice; per 15 min.	\$5.05	\$5.19
S5151		Unskilled Respite Care, not hospice; per diem	\$255.98	\$262.80
		Personal Care Services, per 15 min. (not for inpatient or resident of a hospital, NF, ICF/MR, or IMD; not to be used for services provided by home health aide or CNA)		
T1019			\$6.72	\$6.91

Rates Effective 01/01/2020

HCPCS	Mod	Procedure Description	FFS Rate	Flagstaff Rate
S5125		Attendant Care Services; 15 min.	\$5.19	\$5.32
S5125	U2	Attendant Care provided through SDAC service	\$3.75	\$3.84
S5130		Homemaker Services, NOS; 15 min.	\$6.53	\$6.70
S5135		Companion Care, adult; 15 minutes	\$5.19	\$5.32
S5150		Unskilled Respite Care, not hospice; per 15 min.	\$5.19	\$5.32
S5151		Unskilled Respite Care, not hospice; per diem	\$262.69	\$269.10
		Personal Care Services, per 15 min. (not for inpatient or resident of a hospital, NF, ICF/MR, or IMD; not to be used for services provided by home health aide or CNA)		
T1019			\$6.89	\$7.08

2019 Milestones



August 2018 – Kicked off effort to align providers to advocate for adequate rates



September 2018 – Began financial modeling and market analysis



November 2018 – Agreement on rate goal and roadshow deck



December 2018 – Began MCO meetings to review analysis and goals



January 2019 – Met with AHCCCS to introduce alliance and gain an understanding on AHCCCS rate setting and budget process



March 2019 – Formally established EPDPA – Presented to Health and Human Services Senate Committee



Mar to Jun 2019 – Met with Legislative members to lobby for budget increase



July 2019 – Met with Jami Synder AHCCCS Director

2019 Results

In less than one year we:

- Formed Alliance of providers that cover 98% of ALTCS members receiving services
- Established EPDPA as a valuable partner to our industry stakeholders including AHCCCS and our Managed Care Organizations.
- AHCCCS agreement to fund new rate adequacy
- Retained Kerry Hayden, Lobbyist, to champion our legislative efforts
- Secured a state budget increase of ongoing funding totaling **\$95M** annually – *the largest EPD budget increase to date.*

Annual Dues Structure - Renewal

- Thank you founding members who made our FY19 accomplishments possible. With your dues we have started to make a positive change and strengthening our network and services throughout Arizona
- FY20 (10/19 to 9/20) Due Structure
 - 1,000 members or more = \$4,400
 - 500 to 1,000 = \$2,200
 - 100 to 500 = \$1,100
 - 50 to 100 = \$550
 - < 50 = \$275
- There is a 10% discount for dues paid within their 90-day renewal period
- Non-payment is considered cancelation of membership.
- Membership renewals after 90 days will be at full price.
- EPDPA member benefit: free membership with AZNHA*



2020 Strategy

- Key Events
 - Update Models and Analysis
 - Determine New “Ask”
 - Update Legislative Materials –One Pagers
 - Obtain AHCCCS budget reconciliation
 - Legislative Meetings – Identify Budget Champion – Fall 2019 – Budget Passed 2020
 - Coordinate with Stakeholder Organizations/Associations
 - Develop Innovation Initiatives
 - Establish Quarterly MCO Meetings
 - Press Releases & Social Media Campaign
 - Letter Writing Campaign
 - Lobby Day – March 2020

The Future of Home Care



Meets 21st Century Health Care Challenges



Bridges Health and Home



Inspires a new workforce

Closing

- Thank You's!
 - Our Lobbyist: Kerry Hayden
 - In the Trenches: Sara Wilson, Keffory Levy, Bob Roth, Roger Malkin
 - On the Phones: Becky Leuer & Mike Endredy
 - Letter Writing: BrightSpring & Kelly Jepson
 - Website/Social Media: Arion Care Solutions
 - Crunching the #'s: Steve Thompson & Tom White
 - Strength of our Voices: [EPDPA Membership](#)
- Look at what we've accomplished in just 1 year!
- Together we have an opportunity to shape the future of homecare in Arizona.

