TRIBAL PATHWAYS TO SUSTAINABLE LONG-TERM CARE

TRIBES SERVING TRIBAL PEOPLE
START WHERE YOU ARE

1. Make a list of Title VI & Medicaid Waiver services you provide
2. Meet with other Tribal departments to determine what services they may provide
3. Get Leadership involved
WHAT SERVICES ARE BILLABLE

- State Medicaid Card Services
- State Waiver Services
- Medicare*
WHERE TO LOOK AND WHO WILL HELP....

YOU NEED TO PLAN FOR SOME RESEARCH AND SOME HELP!
## TITLE VI & MEDICAID

<table>
<thead>
<tr>
<th>Title VI</th>
<th>Medicaid</th>
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<tbody>
<tr>
<td>Review the charts we hand out</td>
<td>Review CMS webpage for your State’s Waiver Programs</td>
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<tr>
<td>Ask Title VI and ACL Staff</td>
<td>Ask Title VI Staff (this is a work in progress)</td>
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<tr>
<td>ACL Title VI Website</td>
<td>State Medicaid Website</td>
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Review your Tribe’s website or meet with departments/individuals who provide services to Elders and people with disabilities.
WHO PROVIDES SERVICES?

- Tribal Housing
- Human/Social Services
- Leadership & PRC
- Elder Services
- Health Center/Clinic
- Transportation
- Community Health & CHRs
DETERMINE THE COST OF YOUR SERVICES
WHAT YOU WILL NEED TO CREATE A BUDGET:

- List of billable services
- Number of Elders being served (in each category) & How often (daily, weekly, monthly)
- Number of staff to perform service & their cost (salary, benefits, etc…)
- Additional costs (office space, utilities, transportation costs)
EXAMPLE: HOME DELIVERED MEALS

Tribe X serves 35 Elders home delivered meals. They have one driver and one cook. The cook does all of the meal prep. Both of these positions are part time at 25 hours a week. They deliver lunch meals Monday through Friday.

Total People = 35

Total Meals Per Week = 175

The cook and driver both make $7.50 an hour = $375/week

Driver uses a full tank of gas each day at $40 = $200/week

Weekly food budget = $500
EXAMPLE: HOME DELIVERED MEALS

Total Cost of Labor + Food + Gas = **Base Cost Weekly**

Base Cost ÷ Total Meals Per Week = **Cost Per Meal**

Tribe X Meal Calculation:

$375 (Labor) + $200 (Gas) + $500 (Food) = $1075 weekly cost

$1075 (Base) ÷ 175 (Lunches Per Week) = $6.14 per meal
ELDER ENROLLMENT IN MEDICAID

- You can only bill for services provided to Elders who are enrolled in Medicaid or one of the state Medicaid Waivers.

- Tribes need to aid Elders in Medicaid (and Medicare!) enrollment.

- Enrollment will benefit other Tribal areas.

- Saves Purchased and Referred Care.

- New enrollees may be able to request a retro-effective date of 60-90 days.
MINI-BREAK!

UP NEXT: ENROLLMENT AND BILLING
PART 2
ENROLLING ELDERS AND BILLING MEDICAID
MEDICAID ENROLLMENT
YOU CAN ONLY BILL MEDICAID FOR PEOPLE WHO ARE ENROLLED MEMBERS
THINGS TO CONSIDER

- Use the No Wrong Door approach to enrollment
- Plan for how you will manage/help Elders and their families through functional screening
- Discuss Elder enrollment with Leadership
- Hold listening session to educate staff and community members about Medicaid programs
THINGS TO KNOW

• Estate Recovery for Long Term Care

• Cost-Shares
MEDICAID BILLING

YOU CAN ONLY BILL MEDICAID IF YOU ARE A MEDICAID PROVIDER
TRIBE AS MEDICAID PROVIDER

- Only providers with a Medicaid contract/certification can bill the state programs*
- Your Tribe may already have a Medicaid contract through the clinic or another department
- Each state will have different requirements for provider certification
BILLING
MEDICAID

➢ Who will do the billing?

➢ What will you bill? (CPT, HCPCS)

➢ How much will you charge?

➢ ARRA (Sect. 5006) & FMAP
SAMPLE PROCESS FOR LTSS

Elder needs services

LTSS Coordinator helps Elder/family with screening and case planning

Transportation
Ride Bank/Store

Housing Builds a Ramp

Aging Sends a Chore Worker

LTSS Coordinator Collects Tribal Invoices and Bills Medicaid

Medicaid Pays Claims, LTSS Coordinator Resolves to Tribal Departments
QUICK IDEAS TO GET STARTED

• Make a list of your Tribe’s services for Elders
• Meet with other departments and Leadership
• Determine cost of services
• Match your services to Title VI and Medicaid programs
• Find out how to be a Medicaid provider in your state
• Determine your billing process
• Help Elders get Medicaid enrolled
• CMS AI/AN LTSS Technical Assistance Center

• Small Business Administration
• https://www.sba.gov/writing-business-plan This site is an excellent resource put out by the federal government’s small business association. It provides a walk-through of the different elements and explains all of the steps for writing a business plan.

• https://www.sba.gov/offices/headquarters/naa This is part of the federal Office of Native American Affairs.

• ACL Aging Integrated Database (AGID)
• https://agid.acl.gov/CustomTables/NA/Year/ (Tribes Only)
Aniwhaya Consulting Services
Website:  http://www.aniwhaya.com
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