

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....

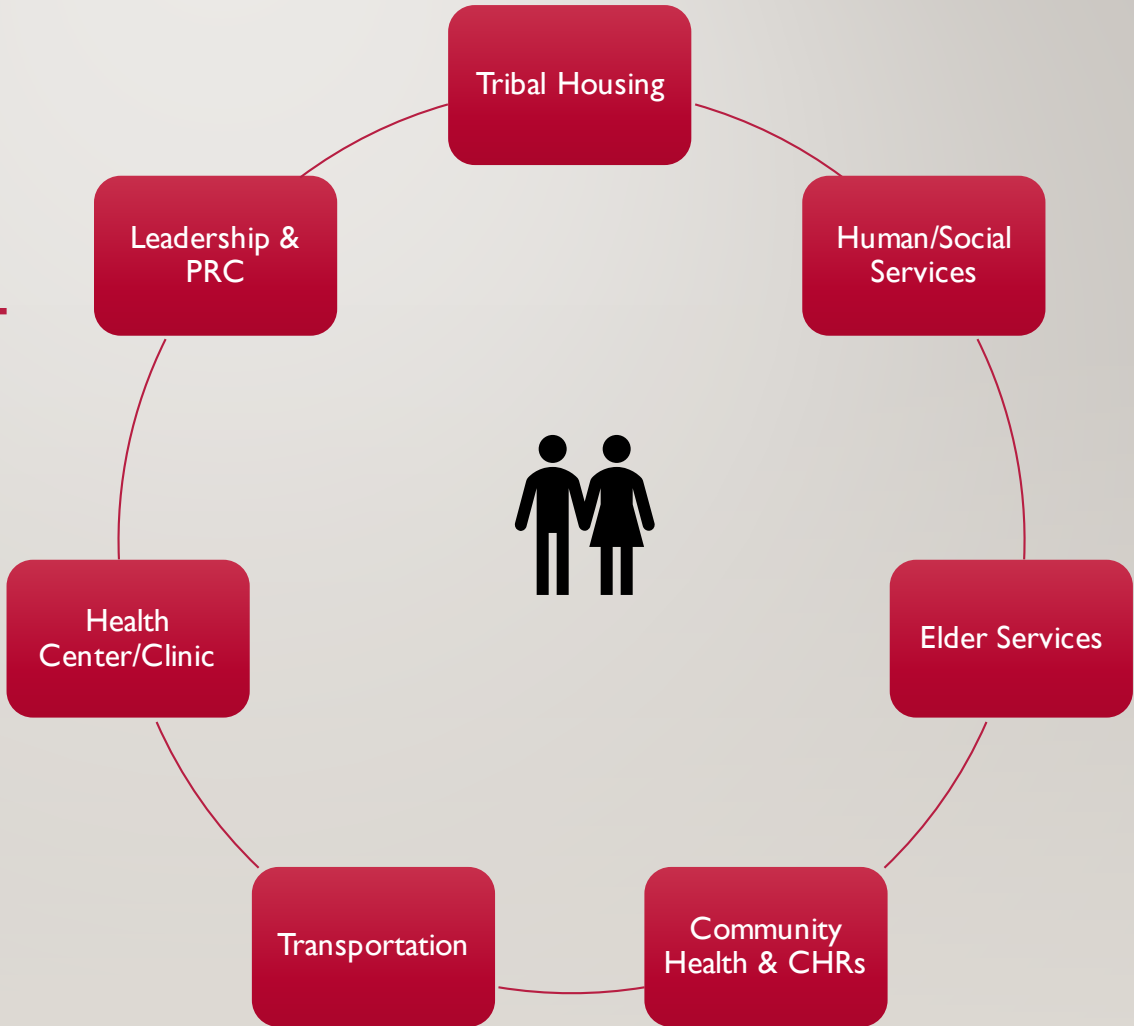
YOU NEED TO PLAN
FOR SOME RESEARCH
AND SOME HELP!

TITLE VI & MEDICAID

Title VI	Medicaid
Review the charts we hand out	Review CMS webpage for your State's Waiver Programs
Ask Title VI and ACL Staff	Ask Title VI Staff (this is a work in progress)
ACL Title VI Website	State Medicaid Website

Review your Tribe's website or meet with departments/individuals who provide services to Elders and people with disabilities.

WHO PROVIDES SERVICES?



DETERMINE THE COST OF YOUR SERVICES



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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

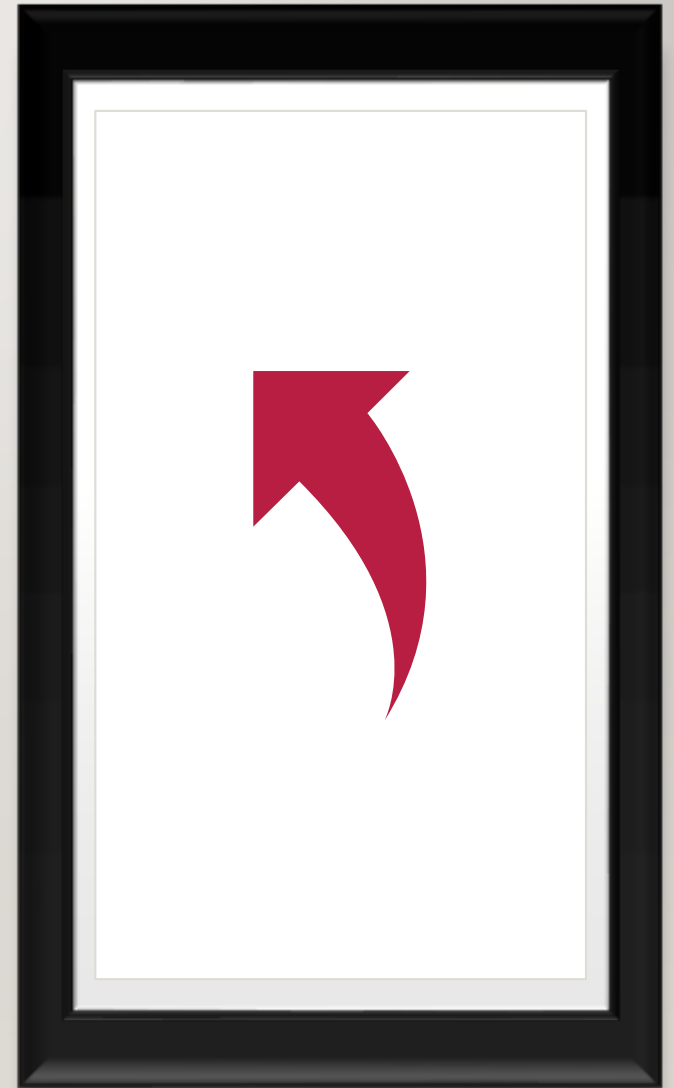
- Estate Recovery for Long Term Care

<https://www.cms.gov/Outreach-and-Education/American-Indian-Alaska-Native/AIAN/Downloads/MedicaidEstateRecoveryBrochure.pdf>

- 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



RESOURCES

- CMSAI/AN LTSS Technical Assistance Center
- <https://www.cms.gov/Outreach-and-Education/American-Indian-Alaska-Native/AIAN/LTSS-TA-Center/index.html>
- 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)



Aniwahya Consulting Services

Website: <http://www.aniwahya.com>

Office Number: 608.301.5197

STAFF

Elaina Seep, CEO and Project Management Lead

Email: Elaina.Seep@Aniwahya.com

Cell: 608.228.5913

Jennifer White, Executive Admin

Email: Jennifer.White@Aniwahya.com

Benjamin Gonzales, Director of Marketing

Email: Benjamin.Gonzales@Aniwahya.com