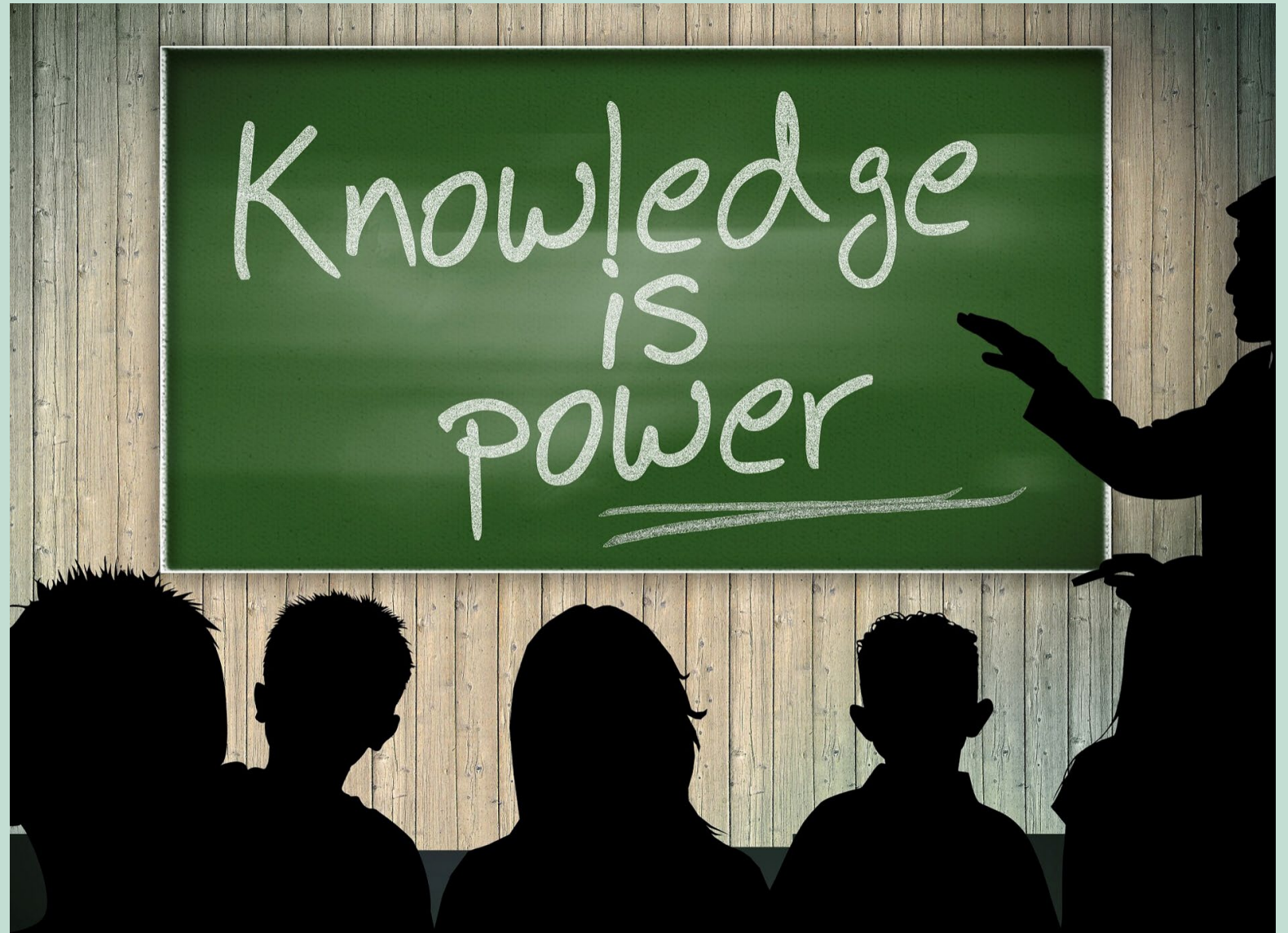




# Mapping ARF and RCFE Funding Sources

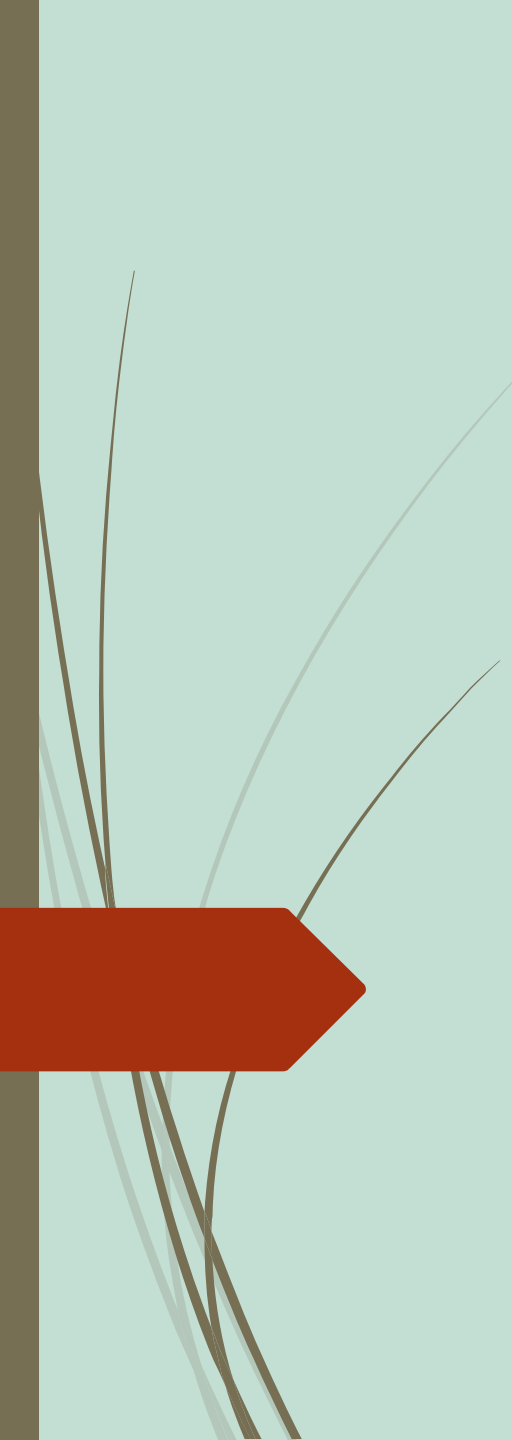
Utilizing your  
current  
resources,  
how can  
you improve  
your bottom  
line





FUNDING  
SOURCES

- **Different Buckets of Funding for ARF and RCFE**
  - **Government Funding**
  - **Private Pay**
  - **Insurance**
  - **Hospitals**



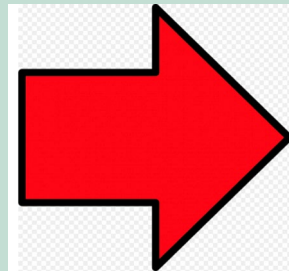
Funding/Revenue approx  
\$1,059 - \$30,000 per month  
per resident

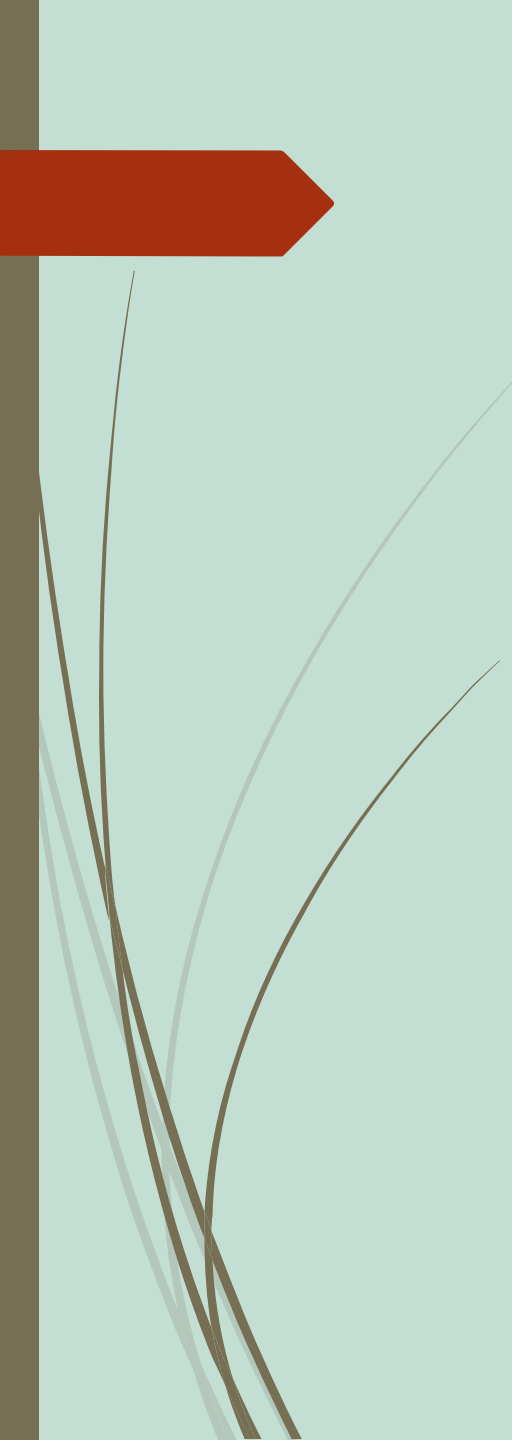
SSI/SSP – PACE – ALW – COUNTY VENDOR –

ICF DDN & ICF DDH – ARM DD – DD SPECIALIZED  
HOMES, DD ARFSHCN, MENTAL HEALTH FACILITY,  
HOSPICE FACILITIES, CONGREGATE LIVING FACILITIES

➤ Per resident, Per Month

➤ SSI/SSP \$1,059.37 Plus Supplemental





# Sample Case Study

## - Migrating from Private Pay RCFE to DD RCFE

KEEP YOUR  
HOME,  
KEEP YOUR  
LICENSE





# **BENEFITS**

**Rate increases**

**No Referral Agencies**

**Clients live with you for a very long time**

**Clients are out to program**

**Process approx 45 days to 6 mos.**





# ARF and RCFE DD Homes

- Require 2 things
  - License with DSS/CCL
    - ARF
    - RCFE
  - Vendorization with Regional Center



# ARF and RCFE DD Homes

- Government Funding Structure
  - State and Federal
    - SSI/SSP
    - HCBS
    - Lanterman Act (State of CA)

DEPARTMENT OF DEVELOPMENTAL SERVICES  
 COMMUNITY CARE FACILITY RATES  
**FOUR OR LESS BEDS PER FACILITY**  
 EFFECTIVE JANUARY 1, 2019

Service Level	Monthly Payment Rate Per Consumer Effective 1/01/2018 <sup>1</sup>	Monthly Payment Rate Per Consumer Effective 1/01/2019 <sup>2</sup>
1	\$1,039.37	\$1,058.37
2-Owner	\$3,478	\$3,674
2-Staff	\$3,839	\$4,035
3-Owner	\$3,524	\$3,725
3-Staff	\$3,994	\$4,195
4A	\$4,636	\$4,847
4B	\$4,913	\$5,140
4C	\$5,186	\$5,429
4D	\$5,534	\$5,793
4E	\$5,885	\$6,165
4F	\$6,249	\$6,550
4G	\$6,686	\$7,008
4H	\$7,139	\$7,488
4I	\$7,784	\$8,170

The Personal and Incidental (P&I) expenses effective with the January 1, 2019, SSI/SSP payment standard increased from \$134.00 to \$136.00.

<sup>1</sup> Includes the SSI/SSP pass through effective January 1, 2018.

<sup>2</sup> Includes the SSI/SSP pass through effective January 1, 2019.

DEPARTMENT OF DEVELOPMENTAL SERVICES  
 COMMUNITY CARE FACILITY RATES  
**FIVE OR MORE BEDS PER FACILITY**  
 EFFECTIVE JANUARY 1, 2019

Service Level	Monthly Payment Rate Per Consumer Effective 1/01/2018 <sup>1</sup>	Monthly Payment Rate Per Consumer Effective 1/01/2019 <sup>2</sup>
1	\$1,039.37	\$1,058.37
2-Owner	\$2,456	\$2,586
2-Staff	\$2,716	\$2,846
3-Owner	\$2,873	\$3,040
3-Staff	\$3,210	\$3,377
4A	\$3,709	\$3,887
4B	\$3,965	\$4,159
4C	\$4,218	\$4,428
4D	\$4,525	\$4,751
4E	\$4,855	\$5,102
4F	\$5,193	\$5,461
4G	\$5,583	\$5,872
4H	\$6,005	\$6,320
4I	\$6,601	\$6,953

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# ➔ RATE STUDY



Community Care Facility-Staff Operated

915-Residential Facility Serving Adults-Staff Operated

920-Residential Facility Serving Children-Staff Operated

The services provide care to adults and children in licensed facilities with ‘shift’ (rather than live-in) staff.

The rate models assume that the current distinction between homes with four or fewer individuals and those with five or more individual would be maintained except that there would be a new distinction between homes with five or six residents and those with seven or more residents. Rate models have not been developed for homes with seven or more residents (that is, it is assumed that these rates would not change).

The rate models assume that the existing 11 support levels (which excludes level 1, which is a room and board only payment) would be collapsed into five levels with the following staff hour assumptions:

Current Level(s)	New Level	Staff Hours – Homes w/ Fewer Than 4 Beds		Staff Hours – Homes w/ 5 or 6 Beds	
		Total	Net of Administrator	Total	Net of Administrator
2	2	168	128	168	128
3/ 4A/ 4B	3	180	140	220	180
4C/ 4D/ 4E	4	220	180	280	240
4F/ 4G/ 4H	5	260	240	340	320
4I	6	300	280	400	380

In terms of these staffing assumptions:

- The first 168 staff hours in the table reflect coverage (i.e., vendor must have staff available, but staff do not need to be onsite if no consumers are present) so the rate models count home administrator hours to meet a portion of the requirement (i.e., they can provide on-call coverage)
- The rate models assume 8 hours per day at a higher ‘lead DSP’ wage
- It is assumed that overnight staff are permitted to sleep in Level 2 and 3 homes only if *all* consumers’ IPPs state that they do not require awake staff
- The rate models fund overnight hours in Level 2, 3, and 4 homes at minimum wage

DEPARTMENT OF DEVELOPMENTAL SERVICES  
COMMUNITY CARE FACILITY RATES  
**FOUR OR LESS BEDS PER FACILITY**  
**EFFECTIVE JANUARY 1, 2019**

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**DDS Vendor Rate Study - Rate Models**  
prepared for California Department of Developmental Services

**Community Care Facility - Staff Operated, 3 or 4 Beds, Level 3**  
(formerly Levels 3, 4A and 4B)

		Base Model	Alta	Central Valley	East Bay
Unit of Service		Month	Month	Month	Month
Admin. and Prog. Operations	Cost per Week Before Program Operations & Administration	\$943.09	\$921.05	\$921.05	\$1,031.66
	- Program Operations Cost per Week per Participant	\$70.00	\$70.00	\$70.00	\$70.00
	- Administration Percent	12.00%	12.00%	12.00%	12.00%
	<b>Administration Cost per Week per Participant</b>	<b>\$138.15</b>	<b>\$135.14</b>	<b>\$135.14</b>	<b>\$150.23</b>
	Total Cost per Participant per Week	\$1,151.24	\$1,126.19	\$1,126.19	\$1,251.89
	<b>Rate per Month per Participant</b>	<b>\$5,002.41</b>	<b>\$4,893.56</b>	<b>\$4,893.56</b>	<b>\$5,439.76</b>
Monthly Allowance for SSI/SSP		\$1,058.37	\$1,058.37	\$1,058.37	\$1,058.37
<b>Total Rate per Month per Participant</b>		<b>\$6,060.78</b>	<b>\$5,951.93</b>	<b>\$5,951.93</b>	<b>\$6,498.13</b>

DEPARTMENT OF DEVELOPMENTAL SERVICES  
COMMUNITY CARE FACILITY RATES  
FOUR OR LESS BEDS PER FACILITY  
EFFECTIVE JANUARY 1, 2019

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<sup>1</sup> Includes the SSI/SSP pass through effective January 1, 2018.

<sup>2</sup> Includes the SSI/SSP pass through effective January 1, 2019.


DDS Vendor Rate Study - Rate Models  
prepared for California Department of Developmental Services

Community Care Facility - Staff Operated, 3 or 4 Beds, Level 6  
(formerly Levels 4I)

		Base Model	Alta	Central Valley	East Bay
Unit of Service		Month	Month	Month	Month
Admin. and Prog. Operations	Cost per Week Before Program Operations & Administration	\$1,874.72	\$1,802.16	\$1,802.16	\$2,114.85
	- Program Operations Cost per Week per Participant	\$70.00	\$70.00	\$70.00	\$70.00
	- Administration Percent	12.00%	12.00%	12.00%	12.00%
	<b>Administration Cost per Week per Participant</b>	<b>\$265.19</b>	<b>\$255.29</b>	<b>\$255.29</b>	<b>\$297.93</b>
	Total Cost per Participant per Week	\$2,209.91	\$2,127.45	\$2,127.45	\$2,482.78
<b>Rate per Month per Participant</b>		<b>\$9,602.59</b>	<b>\$9,244.28</b>	<b>\$9,244.28</b>	<b>\$10,788.27</b>
Monthly Allowance for SSI/SSP		\$1,058.37	\$1,058.37	\$1,058.37	\$1,058.37
<b>Total Rate per Month per Participant</b>		<b>\$10,660.96</b>	<b>\$10,302.65</b>	<b>\$10,302.65</b>	<b>\$11,846.64</b>



- 
- ➔ FACT # 1: If seeking a slightly higher funding/revenue, there will be more work involved **initially** but not as much as you are doing now.





**Fact #2: If you are seeking the highest funding possible,** it will create the most work initially and also moving forward

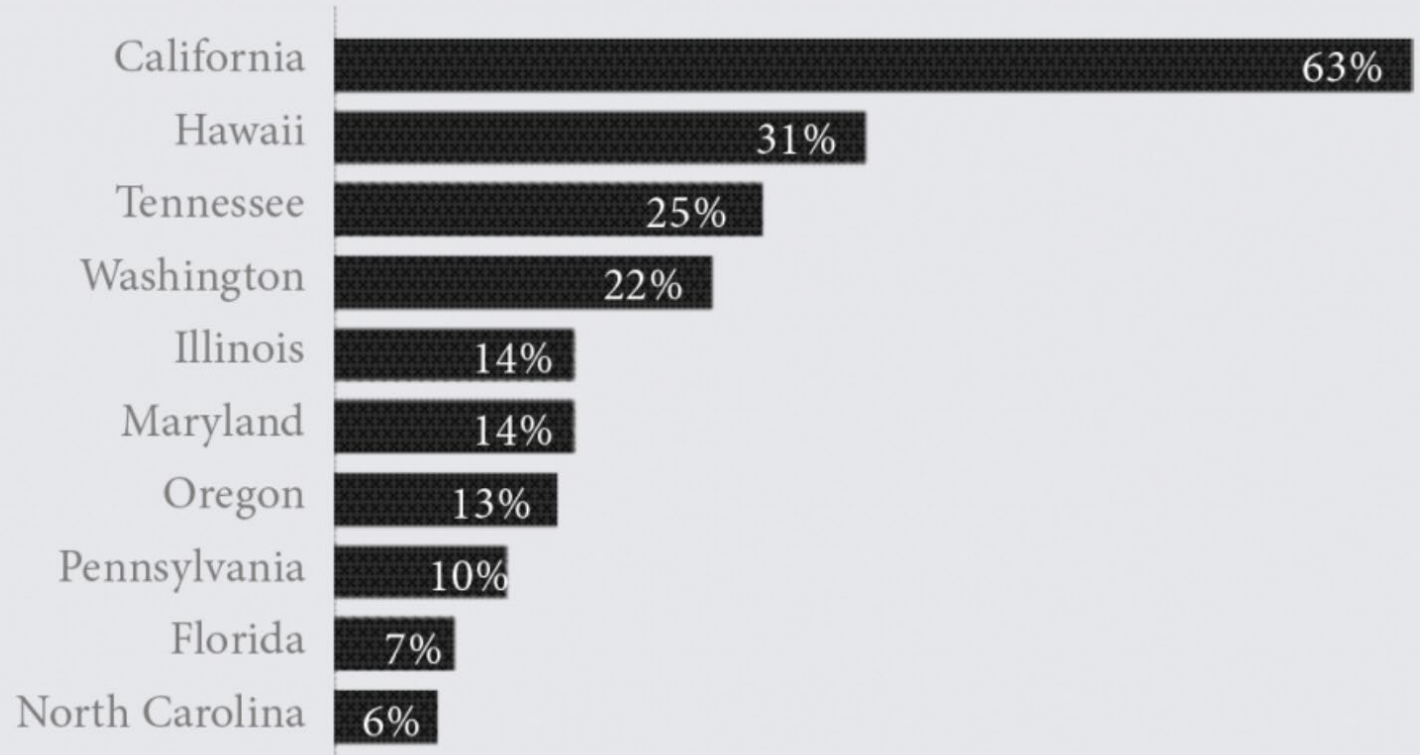
- Higher quality of life to residents
- Team of quality staff
- Nicer home, location
- Compliance to Regulation
- Compliance to Labor

- 
- 
- ➔ If you are not ready to migrate to another funding source, try increasing your capacity (**# beds**)

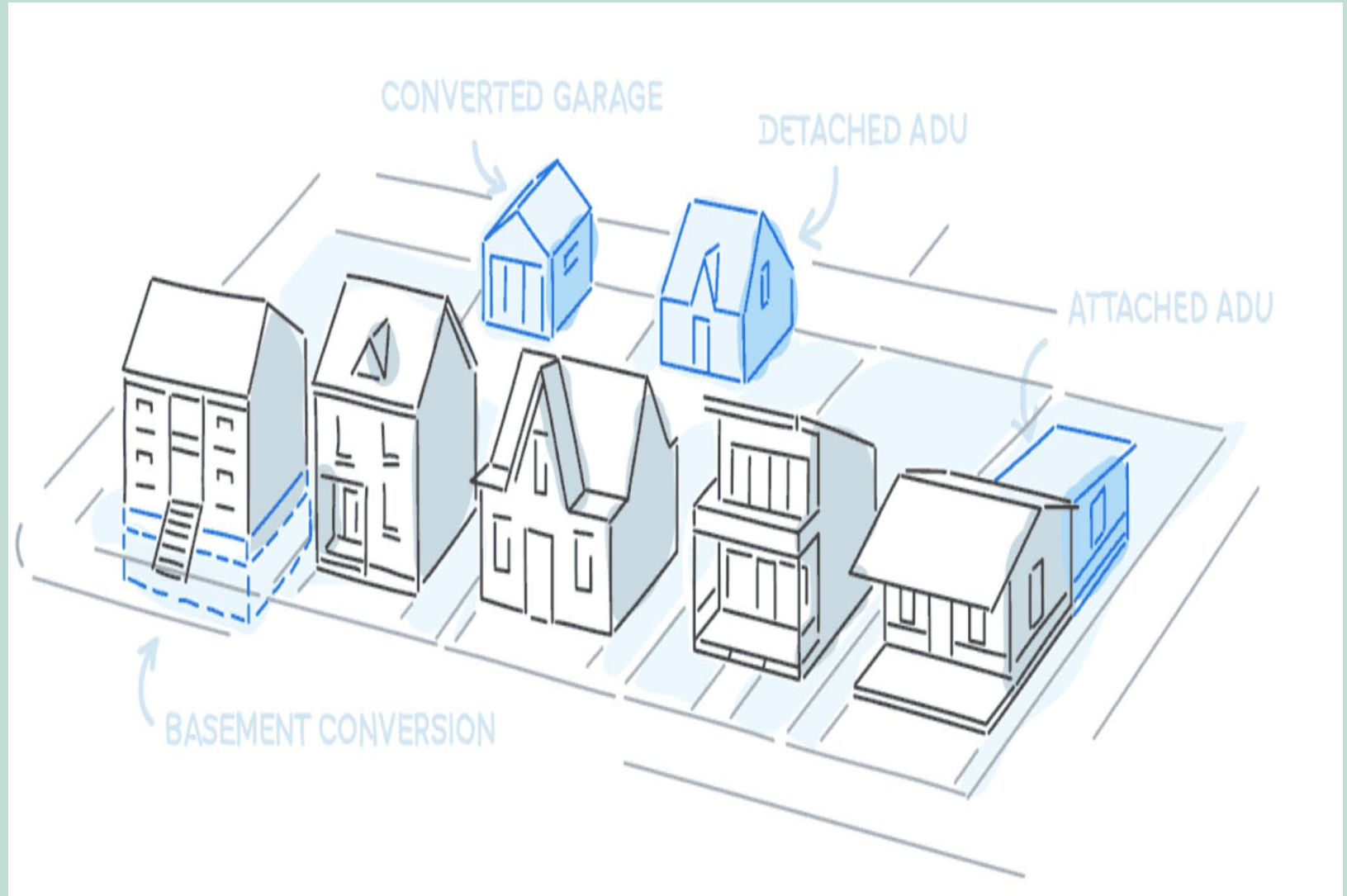
Double  
your  
capacity

### STATES WITH INCREASING ADU BUILDING PERMITS

2017 Year-Over-Year Percent Change In ADU Building Permits



Double  
your  
capacity





*act*  
**NOW**