

# Say Yes & Invest Initiative

advocating for a  
Sustainable Community Mental Health Delivery System  
**INTERNAL UPDATE – Jan 24**

The Say Yes & Invest legislative proposal includes a three (3) part reformed mental health service delivery and payment system to address the immediate need and long-term solutions to solvency, including:

- *Reimbursement increase for community mental health services*
- *Mechanism to ensure managed care accountability –*
  - *i.e. managed care payment floor*
- *Revised, sustainable payment methodology for mental health services under MA 1.*

## Authors:

- Senate – Senator Scott Jensen
- House - TBD

## Legislative Proposal:

1. **Immediate Rate Increase:** Say Yes & Invest will focus on a **20-30% rate increase** (based on the cost tool that our stakeholders agreed upon - and is an indication of the gap between costs and rates) for the following outpatient services:

- ARMHS
- CTSS
- In-home
- Outpatient therapy
- Psychiatry

This increase would be ongoing, added to the base.

*Inflator* - We are working on language that would also include an inflator to the rate consistent with (healthcare) industry inflation and costs. We will have coming details on this language.

2. **Managed Care Floor for Payment:** We are updating the language we've introduced in past sessions that identifies the fee for service rate as the floor for payment. Included in this language will be measurable gains for the mental health system that DHS will be required to report to CMS to justify setting the payment floor. We are seeking technical assistance to identify measures already being collected and where we have the greatest assurance of meeting the measure – in 2017 we proposed measurements related to increasing access and



decreasing inpatient hospitalization. There is always the risk of a payback required by CMS if MN does not meet the measures...we will plan language with this in mind.

3. **New Rates Methodology:** At this time we are in discussion and seeking technical assistance from DHS on advancing language proposing an approach to new rate methodology that would be prepared for passage during the 2020 Legislative Session. We are exploring doing this with a wider coalition of service providers who also need a viable rate methodology, identified by DHS and community providers.

Using the time between now and 2020 to come to a thoughtful agreement within the mental health community, and other relevant stakeholders, assures that we have the capacity to successfully accomplish the following:

- Fully understand the implications,
- Fully develop a concrete rate methodology and
- Bring everyone on board to a methodology that can pass the CMS test while also creating congruence with the new MA rate approaches that DHS is focused on achieving.

2. **\*\*Notes\*\***

3. We have been asked by Senate Chief Author Jensen to consider collaborating with the psychologists who are seeking a 23.7% increase to their rate.

4.

5. We are also beginning discussions around calibrating the rates based on the cost tool and exploring options to streamline the existing confusing mental health rate calculations.

