

From: Wahlman, Jason <jason.wahlman@mercer.com>
Sent: Tuesday, October 12, 2021 5:20 PM
To: Smith, Rick; Brown, Holly M
Cc: Tillis, Brent; Song, Yixuan
Subject: RE: [External] RE: Revised FY21-22 AAW fee range documents

Rick,

Thank you for providing the selected fee for employment services. There are a few outstanding fee selections Mercer needs in order to complete the fiscal impact analysis. Please provide these fee selections:

1. Small group employment (previously selected fees are below revised fee range)
2. Homemaker/chore (selection not previously provided)
3. Residential ineligible (selection not previously provided) – we can exclude this service from the fiscal impact analysis if desired

Once we have received these fees, we can provide the fiscal impact analysis in one or two days.

Thank you,
Jason

From: Smith, Rick <[REDACTED]>
Sent: Tuesday, October 12, 2021 3:02 PM
To: Brown, Holly M <holly.brown@mercer.com>
Cc: Tillis, Brent <brent.tillis@mercer.com>; Wahlman, Jason <jason.wahlman@mercer.com>; Song, Yixuan <yixuan.song@mercer.com>
Subject: RE: [External] RE: Revised FY21-22 AAW fee range documents

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Thank you. Please use \$18.64 for the employment services.

From: Brown, Holly M <holly.brown@mercer.com>
Sent: Monday, October 11, 2021 10:54 PM
To: Smith, Rick <[REDACTED]>
Cc: Tillis, Brent <brent.tillis@mercer.com>; Wahlman, Jason <jason.wahlman@mercer.com>; Song, Yixuan <yixuan.song@mercer.com>; Brown, Holly M <holly.brown@mercer.com>
Subject: [External] RE: Revised FY21-22 AAW fee range documents

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Hi Rick,

Based on our discussion last week, attached please find an updated AAW FY 2021/2022 fee range exhibit and assumptions log. The updated documents reflect our conversation about aligning the assumptions for employment-related services between AAW and ID/A (i.e., Supported Employment, Career Planning and Small Group Employment). In addition, the revised documents reflect changes to all services for the assumptions noted below (in order to be consistent with requested ID/A assumption changes). **With the exception of the employment services, for which ODP will be selecting new fees, the previously selected fees (from ODP on 9/29/21) for all other AAW services fall within the revised fee ranges.**

Specifically, we have made the following changes in the attached fee range exhibit:

- Supported Employment and Career Planning
 - Incorporated BLS wage percentiles of 50th-90th at the lower and upper bounds and using the same occupation blend as ID/A
 - Applied ID/A training, FT/PT, and PTO assumption changes of 10-25 days
 - Adjusted overtime assumption to 10%
- Small Group Employment
 - Incorporated BLS wage percentiles of 50th-90th at the lower and upper bounds and using the same occupation blend as ID/A Transitional Work
 - Applied ID/A training, FT/PT, PTO assumption changes of 10-25 days, billable hours/day, absentee factor
 - Adjusted overtime assumption to 10%
- Residential Ineligible
 - Adjusted overtime assumption to 10%
 - Changed workers' comp assumption to 5.5% to align with ID/A
- All other services (if relevant)
 - Applied PTO assumption changes of 10-25 days
 - Adjusted training days assumptions to 10 training days and 3 new hire training days (with the exception of residential habilitation)
 - Adjusted overtime assumption to 10%

Below we have listed the **next steps** for AAW:

- ODP will send Mercer the final selected fees for the employment-related services by 10/15
- Mercer will incorporate the selected fees into the fiscal impact (we will confirm date of delivery with ODP based on when selected fees are provided)
- Mercer will provide an AAW rate summary report (October)

Please let us know if you have any questions about the fee ranges as you review the attached materials.

Thank you,
Holly

Holly Brown

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A business of Marsh McLennan

From: Brown, Holly M <holly.brown@mercer.com>

Sent: Monday, October 04, 2021 12:00 PM

To: Smith, Rick [REDACTED] >

Cc: Tillis, Brent <brent.tillis@mercer.com>; Wahlman, Jason <jason.wahlman@mercer.com>; Brown, Holly M <holly.brown@mercer.com>

Subject: RE: [External] FY21-22 AAW fee range documents

Hi Rick,

We compared the assumptions for the Supported Employment and Career Planning services between the ID/A waivers and AAW, and the main driver of the difference is the wage assumption -- but there are also differences in other cost categories. For DCW and Supervisor wages, the 50th-90th BLS percentiles were used at the lower and upper bounds for ID/A but the 25th-75th percentiles were applied for AAW. There is also some variation in the occupations used for the wage blending.

We also wanted to point out that the current fees for these services in AAW and ID/A are not at the same level (listed below for reference). *Are there some differences in the definitions to support the varying assumptions/fees?*

Service	Current ID/A (effective 7/1/19)	Current AAW (effective 1/1/20)
Career Planning	\$17.75 per 15 minutes	\$13.05 per 15 minutes
Supported Employment	\$17.75 per 15 minutes	\$10.95 per 15 minutes

Below is the comparison of assumptions:

- Wages:
 - 50th-90th percentile for ID/A and 25th-75th percentile for AAW
 - Variation in selected occupations
- Supervisor staffing ratio: 1:6 for Supported Employment in ID/A and 1:8 in AAW
- ERE levels in the recent AAW fee modeling are lower than the FY 17/18 ID/A fee modeling
- FT/PT percentage: 30% FT for ID/A and 100% FT for AAW
- Training days: 5 days for ID/A and 3 days for AAW
- Productivity: 6.5 and 5.5 hours for ID/A; 6.66 hours for AAW
- Transportation: 15 miles/day for ID/A and 40 miles/day for AAW
- Supply costs and employee training costs are slightly higher amounts for AAW

Please let us know if we should schedule some time to discuss and confirm the assumptions.

Thanks,
Holly

Holly Brown

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A business of Marsh McLennan

From: Smith, Rick [REDACTED]
Sent: Friday, October 01, 2021 3:15 PM
To: Wahlman, Jason <jason.wahlman@mercer.com>
Cc: Brown, Holly M <holly.brown@mercer.com>; Tillis, Brent <brent.tillis@mercer.com>
Subject: RE: [External] FY21-22 AAW fee range documents

sender.

Good afternoon,

We noticed that the supported employment and career planning ranges are well below IDA for essentially the same service. Can you give us some perspective in differences on the assumptions?

Thanks

From: Wahlman, Jason <jason.wahlman@mercer.com>

Sent: Friday, September 24, 2021 5:53 PM

To: Smith, Rick [REDACTED] >

Cc: Brown, Holly M <holly.brown@mercer.com>; Yale, Jeremy [REDACTED] >; Mochon, Julie [REDACTED] >; Tillis, Brent <brent.tillis@mercer.com>

Subject: [External] FY21-22 AAW fee range documents

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Rick,

Based on our discussion earlier this week, we have finalized the fee ranges for Day Habilitation and Residential Ineligible Community Homes for the Adult Autism Waiver. We have included all AAW services in the attached documents for your reference. Our understanding is that ODP will select a fee within these ranges to implement prior to 1/1/22. Note that all of the ranges in the attached exhibit reflect FY 2021/2022 fees.

I have attached the following documents:

- Comprehensive AAW FY 2021/2022 fee range exhibit
- Updated AAW assumption log
- These documents reflect the following changes:
 - ◊ Addition of the “Day Habilitation” service
 - ◊ Removal of the “Community Participation Service,” as ODP indicated this service would not be implemented in AAW for this current waiver renewal
 - ◊ Removal of the “Residential Habilitation Ineligible Fee for Life Sharing Homes,” as ODP does not plan to carry this fee forward in this current renewal

The fees reflect the day habilitation assumption changes we discussed on Wednesday’s call: adjusting the training assumption to \$375 per year and 60-70 square feet for occupancy.

Below we have listed the **next steps** for AAW based on your feedback earlier this week, but please let us know if any of these items are inaccurate:

- ODP will send Mercer the final selected fees for all AAW services (week of 9/27)
- Mercer will incorporate the selected fees into the fiscal impact (we will confirm date of delivery with ODP based on when selected fees are provided)
- Mercer will provide an AAW rate summary report (October)

Please let us know if you have any questions about the fee ranges as you review the attached materials.

Thank you,
Jason

Jason Wahlman, MPH

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