HCA-DOH
Monthly Tribal Meeting

September 4, 2019
9:00 AM – 12:30 PM

Location: Sue Crystal Conference Rm, Cherry Street Plaza, 626 8th Avenue SE, Olympia, WA

Register for the webinar* here
https://attendee.gotowebinar.com/register/4285851638350652162

*If you prefer to just dial in to the webinar – register for the webinar to receive your dial in instructions
Opening

Webinar Check, Welcome and Acknowledgement, Blessing, Introductions
Agenda

9:00 AM   Welcome, Acknowledgement and Blessing, Introductions

Department of Health
9:10 AM Updates :
• Collaboration and Consultation
• DOH Dashboards for Data
• Dear Tribal Leader Letters
• Around the DOH

Health Care Authority
9:45 AM Rural Health Care Transformation
10:15 AM Behavioral Health Updates
• Tribal Evaluation & Treatment Workgroup
• Tribal Designated Crisis Responder (DCR) Training
• AI/AN Opioid Response Workgroup (ORW)
• Indian Nation Agreements

11:00 AM Other Updates
• Medicaid Transformation
• Care Coordination and Tribal FQHC Update: FAQ and Contract Template
• Regional Tribal Liaisons and HCA-Tribal Government-to-Government Planning, including MCOs, ASOs, ACHs and Providers
• Dental Health Aide Therapists (DHATs)
• Integrated Managed Care (IMC)
• Certified Public Expenditures (CPEs)
• Tribal Nursing Facility SPA
• Upcoming Meetings

12:00 PM Open Dialogue/Questions
12:30 PM Closing
Department of Health
Tamara Fulwyler
DOH Tribal Relations Director

Department of Health Updates
## Collaborations/Consultations

<table>
<thead>
<tr>
<th>UIHI Interns</th>
<th>Introductions; Epi Knowledge Network</th>
</tr>
</thead>
<tbody>
<tr>
<td>Roundtable on T21: Science &amp; Policy</td>
<td>Follow-Up Handout Provided at 9/4/19 Monthly Tribal Meeting</td>
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</tbody>
</table>
DoH Dashboards for Data

Marijuana and Tobacco Use Dashboards

https://www.doh.wa.gov/DataandStatisticalReports/HealthDataVisualization/MarijuanaandTobaccoDashboard/MarijuanaandTobaccoUseDashboards
Dear Tribal Leader Letters

<table>
<thead>
<tr>
<th>DATE</th>
<th>SUBJECT</th>
<th>CONTACT</th>
</tr>
</thead>
<tbody>
<tr>
<td>8/28/19</td>
<td>Behavioral Health Professions Rule Changes as part of Behavioral Health Integration</td>
<td>James Chaney</td>
</tr>
<tr>
<td>8/21/19</td>
<td>DoH 2020 Legislative Policy/Budget Proposed Package</td>
<td>Kelly Cooper</td>
</tr>
</tbody>
</table>
Around the DOH

- Tribal Marriage Licenses
- Maternal Mortality Review Panel Recruiting “Tribal Representative” (SSB 5425)
- Ongoing Training for DOH Staff, SBOH, and NWCPHP on Tribal Public Health Partnerships
Health Care Authority
Rural Health Care Transformation
Rural Health System Transformation

September 4, 2019
Washington’s transformation journey

- **Medicaid Transformation Project** (incentivizing community/clinical linkages)
  - 2017-2021

- **State Innovation Model grant** (VBP payments, transformation enablers)
  - 2014-2019

- **Rural Transformation Engagement** (sustaining access to care in rural communities starting with hospitals and health systems)
  - 2018 - 2019

- **CMS Announcement of a Rural Model** (rural community health system transformation)
  - September 2019 – 2025?
A new payment approach and care transformation support are the two main pillars of the model

<table>
<thead>
<tr>
<th>Fixed annual revenue</th>
<th>Care transformation support</th>
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<tr>
<td>Fixed annual payment paid out to hospitals monthly, providing a stable stream of revenue</td>
<td>Tailored assistance at no cost to the hospital</td>
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<tr>
<td>Stabilize cash flow, so hospitals can invest in care quality and sustainability</td>
<td>The objective of support is to minimize the burden of making transformation-related changes</td>
</tr>
<tr>
<td>Based on historic data adjusted for transformation-related service changes</td>
<td>Support across all transformation phases: data collection, plan creation, and implementation</td>
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</table>
The CMS Rural Model
Communities redesigning care

*Primary care, behavioral health, substance-use disorder, and long-term care*

- CMS will be focused on the rural community and intra/inter-local connections, partnerships, and re-orientation of services
- HCA is interested in stabilizing the rural hospital and community health system planning
  - Leveraging the CHNA and other tools for planning service and delivery, not just measurement
  - Rethinking where people get care to encourage care at the right place and the right time
- Rural communities will focus on 2-3 core transformation areas

NOTE: Based on early discussions with CMS
Opportunities to align for Tribal participation

*We are interested in opportunities that strengthen health care and the delivery system for Tribal members.*

• What do we not know? What do we need to know?
• Is there interest or an opportunity to collaborate?
  – Full participation, coordination of care, others opportunities?
  – Are there opportunities to build upon current planned activities?
• Can we create aligned incentives to meet Tribal member needs?
Potential process to respond to CMS

• Share information as we know it:
  – CMS proposal and expectations
  – Ongoing engagement with Tribal partners
• Build upon the current proposal for consideration and review
  – Care transformation and payment
  – May take the form of an RFP – Details are unknown and will be informed by the CMS request
• Solicit input from interested parties
  – Tribal partners, providers, payers, associations, etc.
Question and Answer

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## The CMS Rural Model
### Potential elements of a rural model

### Controls for Total Cost of Care
- The model will control for and be accountable to the TCOC
- The model may be based on the region or attributed population

### Potential global budget model

<table>
<thead>
<tr>
<th>Rural hospital</th>
<th>Hospital-based long term care (LTC)</th>
<th>Hospital-based behavioral health (BH)</th>
<th>Employed primary care providers (PCPs) and hospital-run RHC / FQHC</th>
<th>Affiliated PCPs and RHC / FQHC</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Payment stability for the rural hospital</td>
<td>• Potential inclusion of LTC and home and community based services</td>
<td>• Potential inclusion of hospital-based and non-hospital based facilities</td>
<td>• Included within the model</td>
<td>• Potentially included in the model</td>
</tr>
</tbody>
</table>

- Stabilize the rural hospital as point of access to care in rural communities
- Hospitals, along with LTC and BH, are a source of the majority of costs and potential savings in total cost of care (TCOC)
- LTC and BH are points of care providing opportunity to extend impact and care coordination across the continuum
- As part of the model, physicians have aligned incentives, but may have a different payment methodology in the model (CPC+, MD Primary Care Program)

NOTE: Based on early discussions with CMS
Background -
Past development on a rural multi-payer model
Rural Transformation Model

Proposed Goals & Approach

Primary Goal: Sustain access to essential care in rural communities

Secondary Goals:
- Improve health outcomes and quality of care for rural residents
- Incentivize rural health systems to provide services that meet the needs of their communities (in partnership with the state, federal gov’t and payers)
- Improve the financial state of participating rural hospitals by re-aligning incentives and through care coordination
- Reduce the growth of hospital expenditures across payers

Proposed Approach – 3 components:
1. Alternative Payment Model (Budget) for all rural hospitals (52 eligible)
2. Delivery system transformation strategy (detailed care transformation plans, annually)
3. Quality metrics

Justification for approach:
- Broad accountability for a population as condition of Medicare participation (vs. regional)
- Budget approach brings stability and predictability for rural health systems
- Allows for customized approach for each community (created by each community)
- Opportunity to address state and federal regulatory barriers, e.g., workforce, scope of practice
- Opportunity to synchronize with transformation efforts already underway (e.g., ACHs)
Improving Washingtonians’ health and preserving access to care by realigning financial incentives for CAHs and rural hospitals

- New payment arrangements to help sustain access to care, stabilize rural hospitals and health systems in all rural communities, incentivize efficiencies, address workforce and support innovative care models and partnerships
- Implementation customizable to meet each hospital and communities needs
- Work with Washington state's other transformation programs and Medicare
A new payment approach and care transformation support are the two main pillars of the model.

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<td>![Currency symbol] Fixed annual payment paid out to hospitals monthly, providing a stable stream of revenue</td>
<td>![Hospital icon] Tailored assistance at no cost to the hospital</td>
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<td>![Graph] Stabilize cash flow, so hospitals can invest in care quality and sustainability</td>
<td>![Cycle] The objective of support is to minimize the burden of making transformation-related changes</td>
</tr>
<tr>
<td>![Calculator] Based on historic data adjusted for transformation-related service changes</td>
<td>![Checklist] Support across all transformation phases: data collection, plan creation, and implementation</td>
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</table>
The global budget provides financial stability lacking under today’s system and incentives population health focused transformation.

**Fee for service reimbursement creates hurdles**

**Unstable and unpredictable financials**
- Decreasing revenues, increasing costs, and decreasing operating margins
- Outstanding payables, and unpredictable receivables

**Healthier populations hurt bottom line**
- Incentivized for inpatient admissions volume
- Dis-incentivized from investments without direct, substantial reimbursement (i.e. care management, outpatient/primary care, and healthier populations)

**Global budget model corrects incentives**

**Predictable and stable cash flows**
- Predictable, historically based annual revenues without in-year fluctuation
- Stable, dependable cash flows

**Incentives to invest in population health**
- Incentivized to transform to meet community needs and keep populations healthy
- Rewarded for identifying lower cost, higher quality delivery options like primary, urgent, and tele care

- **Investments in population health**
- **Decreased utilization**
- **Unsustainable operating margin**

- **Sustainable operating margin**
The rural multi-payer model builds upon Washington State’s other transformation efforts

- **Build on the foundation of Healthier Washington:**
  - Key alignment incentives with the Medicaid Transformation Project and the Accountable Communities of Health
    - Workforce
    - VBP
    - Health systems
  - Opportunities to expand upon foundational community supports and home and community based long-term care services, others....
  - Coordination with, and builds upon Integrated Managed Care
  - Alignment with value-based purchasing goals of HCA
  - Leverage opportunities for Shared Decision Making
  - WA State Common Measure Set

- **Department of Health – State Office of Rural Health**
  - Washington Rural Palliative Care Initiative
  - Flex Program and SHIP grants
52 Eligible Hospitals (CAH or in an OFM rural county)
The proposed model will open to 52 rural hospitals and all health plans

### Requirements for model participation

- Defined as a rural hospital by HCA (i.e., hospital is within a OFM-designated rural county or 39 critical access hospitals)

- Have a significant proportion (TBD, although likely greater than ~70%) of the hospital’s net patient revenue would be from insurer participants in the model

- Demonstrate interest and commitment to transformation
Hospitals can transform care, improve quality, and become financially stable under the model

How can providers succeed by adopting global budgets?

- **Reduce costs**
  - Improve quality
    - Reduce hospital care (e.g., reduce # of readmissions, # hospitalizations, length of stay) that is unplanned and can be prevented through **improved quality, care management, coordination and clinical operations**
  - Improve operational efficiency
    - Improve hospital’s ability to provide care in the most cost-effective manner (e.g., reduce operating expenses per admission) by optimizing processes and capabilities
  - Optimize service profile
    - Generate optimal revenue (e.g., by increasing appropriate outpatient and inpatient volume) from service lines and community programs that align with hospital and population needs and improve the patient care experience
- **Optimize revenues**
Profitability under global budget model

Revenue = Baseline + Planned prospective adjustments + Corrections for unplanned market shifts

Cost = Standard operating costs - 4

Profit = Revenue - Cost

1. Baseline
2. Planned prospective adjustments
3. Corrections for unplanned market shifts
4. Potentially avoidable utilization: fraction shared with insurers

As savings are generated, most of the related revenue remains in the budget (at a to-be-determined timeline and amount for sharing savings between providers and insurers).

Hospitals no longer pay for costs of providing care from avoided utilization (while keeping revenue).
Inclusions in the baseline are based on type of facility and type of service

**Included facilities in Year 1:**
- Acute care hospitals
- Critical access hospitals (CAH)
- Hospital-owned long-term care
- Hospital-owned behavioral health services
- Hospital-owned and operated clinics
- Hospital-employed PCPs

**Excluded facilities in Year 1:**
- Post-acute care institutions (e.g. skilled nursing facility)
- Dialysis facility
- Ambulatory surgery centers or other special facilities

**Included services in Year 1:**
- Inpatient hospital services
- **Outpatient hospital services** (e.g., ED, Lab, Imaging, E&M services, Same day surgery, Other OP services)
- Hospital-owned primary care
- Hospital-owned long-term care
- Hospital-owned behavioral health
- CAH swing beds
- Professional services

**Excluded services in Year 1:**
- Dental services
- Durable medical equipment
- Home health services
- All others

The global budget excludes operating revenue outside of NPR such as existing earned quality, value-based payments, or other supplemental payments (e.g., legislative programs, DSH)
Many internal processes will remain unchanged for providers

<table>
<thead>
<tr>
<th>Internal processes remaining the same</th>
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</thead>
<tbody>
<tr>
<td><strong>Claims processes</strong></td>
</tr>
<tr>
<td>Maintained through the same process to later be utilized during reconciliation and future global budget calculations</td>
</tr>
<tr>
<td><strong>Co-pay collection</strong></td>
</tr>
<tr>
<td>Continued co-pay collection from patients since co-pays not included within the global budget payments from insurers to hospitals</td>
</tr>
<tr>
<td><strong>Insurer contracts</strong></td>
</tr>
<tr>
<td>Currently effective agreements will be maintained except for payment terms – e.g. quality metrics and reporting, negotiated inflation rates, etc. will remain constant as agreed upon in negotiated insurer agreements</td>
</tr>
</tbody>
</table>

Are there internal processes about which you are uncertain – whether they would change or remain the same?
Participating hospitals would embark on a journey to ensure preparedness and readiness for care design under a new budget.

### Community & provider assessment
- Internal or external benchmarking on operational performance, access, and quality
- Understanding community needs by leveraging material (e.g., CHNA) and interviews

### Exploration
- Determine possibility with transformation areas/levers/interventions
- Model the impact of provider and insurer participation
- Produce examples of how to identify potential strategic priorities

### Evaluation
- Prioritization of strategic priorities
- Develop initiatives to help define year 1 expectations and interventions
- Consult with experts and communities for best practice sharing

### Plan
- Develop board-level briefing materials
- Develop transformation plan, including:
  - Community needs
  - Capabilities assessment
  - Strategic priorities (w/targets, financial plan etc.)
  - High-level action plan
- Consult with experts and communities for best practice sharing
- Prioritization of strategic priorities
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### Launch
- Launch global budget model
- Consider change management approach
- Provide guidance on detailed action plan and execution to organization
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- Consider change management approach
- Provide guidance on detailed action plan and execution to organization
Proposed Governance Approach

- A public/private board made up of providers, payers, national rural/payment experts
- Authority to approve and amend budgets within parameters set in state/federal agreement and provider and payer MOUs
- Potential models to emulate/learn from:
  - Maryland Health Services Cost Review Commission
  - Pennsylvania legislation
  - Bree Collaborative
Behavioral Health Updates
Update on DBHR Work:

Tribal Evaluation & Treatment Facilities Workgroup
- Change in structure
- New September meeting date

Tribal Designated Crisis Responder Training Discussion – Key Highlights

AI/AN Opioid Response Workgroup Update
Tribal Evaluation and Treatment Facilities Grant

- Funding Cycle for workgroup and report to legislature ended 6/30/19
- Report to Legislature in editing and approval process with HCA
- Funding for 2019-20 biennium to create “Hub” for referrals to inpatient facilities and back to Tribal/UIHP communities
- To move Tribal Evaluation and Treatment /Secure Withdraw Management Facilities forward there needs to be a decision making body in place- “Tribal Centric Behavioral Health Advisory Board”
  - Needs to be able to take advantage of land or building opportunities across the state
  - Needs to be able to support activities of individual Tribes and UIHPs, regional activities or statewide activities.
TCBH Advisory Board Meeting Dates:

Workgroup meetings have been the third Wednesday of each month from 10 am until noon.

September meeting conflicts with AIHC Electronic Health Records Workshop – September 18th at Muckleshoot Health and Wellness Center.

Propose Advisory Board continue to meet on the third Wednesday of each month, with a change in the September date to September 25th from 10 am to noon.
Training held August 21\textsuperscript{st}-23\textsuperscript{rd} at Yakama Legends Hotel

The intent of the training was for the Tribal staff to receive the same training as DCRs.

During the training many issues arose that were specific to Tribal staff.

Issues grid created for questions that could not be answered by WA DCR staff. Issues were reviewed on final day with recommendation for how to address them.

Affidavit vs Petition- better understanding of how IHCP assessments can be included in the petition of a non-tribal DCR.

Up to 29 attendee for the training (# varied by day)

- Up to 29 attendee for the training (# varied by day)
- Plus staff from Washington State DCR Academy, AIHC and HCA
AI/AN Opioid Response Workgroup Update

- **AUGUST IN PERSON MEETING CANCELLED DUE TO LACK OF REGISTRATION**
- **GRANT PERIOD EXTENDED ONE EXTRA YEAR**
- **SURVEY FOR TRIBAL AND UIHP LEADERS AND THEIR STAFF OUT SOON**
- **PLANS FOR COMMUNITY SURVEY IN FUTURE**
- **GAPS AND NEEDS IDENTIFIED BY SEPTEMBER 20TH**
Indian Nation Agreements

• Update from Jessie Dean
Other Updates

Jessie Dean
Tribal Affairs Administrator
Office of Tribal Affairs

Lena Nachand
Tribal Liaison – Medicaid Transformation
Office of Tribal Affairs
Medicaid Transformation

• Appreciation of everyone’s patience as this is the first time the IHCP-specific Projects are participating in Pay-for-Reporting (P4R)
• Total amount for the semi-annual period 1/1/19-6/30/19 is $1,862,500
  • Each IHCP to receive $60,080
• Process:
  1. Commission submits report/deliverable, which is required to pull down the total amount
  2. HCA invoices FE Portal to draw funds into the account from CMS
  3. Lena will individually email you to ask for your specific metrics
  4. You respond
  5. HCA distributes funds
• Funds can be distributed every two weeks
  • Week of: 9/2, 9/16, 9/30, 10/14, etc.
Care Coordination and Tribal FQHC Update

• We are working on an FAQ
  • Currently broken out into Care Coordination FAQ and Tribal FQHC FAQ
  • Current questions:
    • Where did the idea of a Tribal FQHC come from?
    • What authority does HCA have to implement this payment model?
    • What is the purpose of the Tribal FQHC model?
    • What are the benefits of becoming a Tribal FQHC? What are the drawbacks of becoming a Tribal FQHC?
    • How does a Tribal FQHC become a Tribal FQHC?
    • How is a Tribal FQHC related to a non-Tribal FQHC?
    • Can a tribal outpatient behavioral health program be a FQHC without being part of a tribal health clinic?
      • Other questions?????

• Additionally, we are getting close to a template contract that would be both a care coordination agreement and FQHC affiliate agreement – more to come
Regional Tribal Liaisons and HCA-Tribal Gov-to-Gov Planning

- Our first Regional Tribal Liaison started yesterday!!
  - Please welcome Raina Peone!
    - She will be working on the east side of the state, partnering with the Confederate Tribes of the Colville, Yakama Nation, The NATIVE Project, Kalispel Tribe of Indians, Spokane Tribe and the border Tribes.
  - Two more have accepted (North Sound region and Olympic region) and will start October 1

- One of the roles the Regional Tribal Liaisons is to work on establishing regional government-to-government planning meetings
  - HCA envisions these meetings to include ASOs, ACHs, MCOs, etc. to work on a single regional plan to address the priorities of the Tribes/IHCPs
  - HCA wants to establish a meeting cadence that would sometimes focus on administrative/operational staff and sometimes on decision makers
  - HCA is attempting to be responsive to meeting burden, clarity of audience and objective, as well as having all parties present to avoid confusion about who is responsible for what
  - HCA does not intend for this type of approach to undermine or take away from each Tribe/IHCP’s right to work directly and solely with HCA
Dental Health Aide Therapists (DHATs)

- The Washington State legislature approved general state funds to reimburse for DHATs
  - Fiscal year 2020 = $3,150,000
  - Fiscal year 2021 = $3,500,000

- This means you can now get reimbursed, through P1, for DHAT services
  - The billing guide has been updated to reflect this change and provide instructions on how to do it
Integrated Managed Care (IMC)

• The Office of Tribal Affairs (OTA) has been listening to Tribes and IHCPs on some of the challenges being faced with the implementation of integrated managed care.

• OTA is working on IMC managed care contracts with the IMC team internally, MCO tribal liaisons, ASOs, etc.

• OTA is thinking of hosting an event this fall regarding integrated managed care and contracting, which could spur roundtables/consultation on the contracts.
Certified Public Expenditures (CPEs)

- For Tribes that serve non-AI/AN clients for SUD services
  - 16 Tribes
  - The CPE process launched in July
    - For Q3/Q4 2018 attestations (the first round) -- 11 of 16 have submitted the CPE attestation
    - For Q1/Q2 2019 attestations (the current process) – 6 of 16 have submitted the CPE attestation
  - Mike plans on being in compliance before CY2019 ends
    - This means HCA would have sanctions set to do their thing beginning on or about 02/15/2020
Tribal Nursing Facility SPA

• Update from Jessie Dean
Upcoming Meetings

• September 9
  • OTA’s first attempt at a meeting for Tribes/IHCPs with HCA, MCOs, ASO and the ACH in the North Sound region

• September 23
  • Indian Nations Agreement Consultation
Open Forum

• Topics for discussion?
• Current questions?
• Feedback?
• Topics you would like us to work on in the future?
Closing/Adjournment
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