

EXAMPLE OF COMMUNITY NURSING REIMBURSEMENT UNDER BEHAVIORAL HEALTH REDESIGN

SCENARIO 1: Provider Modeling Example (Blended Rate)

Provider Community Nursing Example	
Wage & Benefit (\$38.94/hour)	\$81,000
Travel	\$12,000
Other (cell phone, med supplies, etc.)	<u>\$13,000</u>
Total	\$106,000
Blended Rate - Evaluation and Maintenance, Therapeutic Behavior Services (TBS), Psychiatric Services and Rehabilitation (PSR)	
Assume 1,000 productive hours	<u>\$31.70</u>
	\$31,700
Difference	(\$74,300)

SCENARIO 2: One-to-One Comparison (Proposed Rates)

Registered Nurse	
Wage & Benefit (\$38.94/hour)	\$81,000
Travel	\$12,000
Other (cell phone, med supplies, etc.)	<u>\$13,000</u>
Total	\$106,000
TBS Rate for RN (\$32.52/15 minutes)	\$130.08
Assume 1,000 productive hours	<u>1,000</u>
Revenue	\$130,080
Difference	\$24,080

Licensed Practical Nurse	
Wage & Benefit (\$38.94/hour)	\$81,000
Travel	\$12,000
Other (cell phone, med supplies, etc.)	<u>\$13,000</u>
Total	\$106,000
PSR Rate for LPN (\$22.39/15 minutes)	\$89.56
Assume 1,000 productive hours	<u>1,000</u>
Revenue	\$89,560
Difference	(\$16,440)

SCENARIO 3: More Complete Blend of Services (Proposed Rates)

Registered Nurse Plus CPST	
Wage & Benefit (\$38.94/hour)	\$81,000
Travel	\$12,000
Other (cell phone, med supplies, etc.)	<u>\$13,000</u>
Total	\$106,000
TBS Rate for RN (\$32.52/15 minutes)	\$130.08
Assume 1,000 productive hours	<u>1,000</u>
Revenue	\$130,080
CPST Rate (\$19.54 /15 minutes)	\$78.16
Assume 8 hours a week	<u>\$625.28</u>
Revenue	\$48,872
Difference	\$72,952

Licensed Practical Nurse Plus CPST	
Wage & Benefit (\$38.94/hour)	\$81,000
Travel	\$12,000
Other (cell phone, med supplies, etc.)	<u>\$13,000</u>
Total	\$106,000
PSR Rate for LPN (\$22.39/15 minutes)	\$89.56
Assume 1,000 productive hours	<u>1,000</u>
Revenue	\$89,560
CPST Rate (\$19.54 /15 minutes)	\$78.16
Assume 8 hours a week	<u>\$625.28</u>
Revenue	\$48,872
Difference	\$32,432

SCENARIO 4A: Modeled Using BLS Wage Data for Ohio from May 2015 (50th percentile)

Registered Nurse Plus CPST	
Wage (\$32.45/hour median 50th percentile)	\$67,490
Employee Related Expenses @33%	<u>\$22,272</u>
Wage & Benefits	\$89,762
Travel	\$12,000
Other (cell phone, med supplies, etc.)	<u>\$13,000</u>
Total	\$114,762
TBS Rate for RN (\$32.52/15 minutes)	\$130.08
Assume 1,000 productive hours	<u>1,000</u>
Revenue	\$130,080
CPST Rate (\$19.54 /15 minutes)	\$78.16
Assume 8 hours a week	<u>\$625.28</u>
Revenue	\$48,872
Difference	\$64,190

Licensed Practical Nurse Plus CPST	
Wage (\$20.76/hour median 50th percentile)	\$43,170
Employee Related Expenses @33%	<u>\$14,246</u>
Wage & Benefits	\$57,416
Travel	\$12,000
Other (cell phone, med supplies, etc.)	<u>\$13,000</u>
Total	\$82,416
PSR Rate for LPN (\$22.39/15 minutes)	\$89.56
Assume 1,000 productive hours	<u>1,000</u>
Revenue	\$89,560
CPST Rate (\$19.54 /15 minutes)	\$78.16
Assume 8 hours a week	<u>\$625.28</u>
Revenue	\$48,872
Difference	\$56,016

SCENARIO 4B: Modeled Using BLS Wage Data for Ohio from May 2015 (Mean Wage Rate)

Registered Nurse Plus CPST	
Wage (\$34.14/hour mean)	\$71,000
Employee Related Expenses @33%	<u>\$23,430</u>
Wage & Benefits	\$94,430
Travel	\$12,000
Other (cell phone, med supplies, etc.)	<u>\$13,000</u>
Total	\$119,430
TBS Rate for RN (\$32.52/15 minutes)	\$130.08
Assume 1,000 productive hours	<u>1,000</u>
Revenue	\$130,080
CPST Rate (\$19.54 /15 minutes)	\$78.16
Assume 8 hours a week	<u>\$625.28</u>
Revenue	\$48,872
Difference	\$59,522

Licensed Practical Nurse Plus CPST	
Wage (\$21.17/hour mean)	\$58,560
Employee Related Expenses @33%	<u>\$19,325</u>
Wage & Benefits	\$77,885
Travel	\$12,000
Other (cell phone, med supplies, etc.)	<u>\$13,000</u>
Total	\$102,885
PSR Rate for LPN (\$22.39/15 minutes)	\$89.56
Assume 1,000 productive hours	<u>1,000</u>
Revenue	\$89,560
CPST Rate (\$19.54 /15 minutes)	\$78.16
Assume 8 hours a week	<u>\$625.28</u>
Revenue	\$48,872
Difference	\$35,547

SCENARIO 4C: Modeled Using BLS Wage Data for Ohio from May 2015 (75th percentile)

Registered Nurse Plus CPST	
Wage (\$39.66/hour 75th percentile)	\$82,490
Employee Related Expenses @33%	<u>\$27,222</u>
Wage & Benefits	\$109,712
Travel	\$12,000
Other (cell phone, med supplies, etc.)	<u>\$13,000</u>
Total	\$134,712
TBS Rate for RN (\$32.52/15 minutes)	\$130.08
Assume 1,000 productive hours	<u>1,000</u>
Revenue	\$130,080
CPST Rate (\$19.54 /15 minutes)	\$78.16
Assume 8 hours a week	<u>\$625.28</u>
Revenue	\$48,872
Difference	\$44,240

Licensed Practical Nurse Plus CPST	
Wage (\$24.12/hour 75th percentile)	\$50,160
Employee Related Expenses @33%	<u>\$16,553</u>
Wage & Benefits	\$66,713
Travel	\$12,000
Other (cell phone, med supplies, etc.)	<u>\$13,000</u>
Total	\$91,713
PSR Rate for LPN (\$22.39/15 minutes)	\$89.56
Assume 1,000 productive hours	<u>1,000</u>
Revenue	\$89,560
CPST Rate (\$19.54 /15 minutes)	\$78.16
Assume 8 hours a week	<u>\$625.28</u>
Revenue	\$48,872
Difference	\$46,719