



Focus on Sustainability

Lynne Reeves MBA, RDN, LD

NW Georgia Area Agency on Aging

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Program Objectives

- Expand fee-for service programs
- Develop minimum of 3 new fund sources to support service provision by 2019

Buying Time

- Combination of Case Management and Consumer Directed Services
- Initial face-to-face consultation to identify service recipient's needs, preferences and values and align those with available service options, includes:
 - Initial Consultation \$150
 - Person-centered , written care plan
 - Completion of the *Buying Time* handbook
 - A 30-day follow-up telephone call to ensure customer satisfaction
- Additional services are billed at \$25/hour

Buying Time

- New program to be integrated into existing staff positions
- Barriers: Charging for services, Marketing, Client demographics, Training/education
- Overcoming Barriers: Marketing with new partners and redefining existing partnerships:
 - Expanding services in the community: hospitals, private industry, faith based, civic groups, etc.
 - AAA/ADRC Webpage
 - Possible Marketing Consultant
 - Focus Group Pickens County: selected based on income, education and age distribution
 - Designated phone line for new services so these will not go through ADRC

Diabetes Self-Management Education Program

- 20 AAA's currently receive Medicare reimbursement
- 2 Part Process: Accreditation and Reimbursement
- Stanford's DSMP Program – Enhanced
 - Licensed Professional (Program Coordinator)
 - Initial In-Person Assessment, 6 week Stanford DSMP Program, Follow-up Plan
 - Diabetes Advisory Group

Timothy P. McNeill, RN, MPH
DSMT Consultant
Direct: (202) 344-5465

2017 Rate Changes

- Rates change every calendar year
- 2017 have been posted
 - Rates are retroactive to January 1, 2017
 - DSMT services are subject to coinsurance requirements.
 - All coinsurance and deductible requirements are waived for MNT services

CPT Code	Service	2016 Rate	2017 Rate	Delta
G0108	DSMT Indiv	\$53.54	\$54.19	\$0.65
G0109	DSMT Grp	\$14.32	\$14.71	\$0.39
97802	MNT Indiv	\$35.09	\$35.17	\$0.08
97804	MNT Grp	\$16.11	\$16.15	\$0.04

***Rates shown here are an average. Rates subject to change based on the Metropolitan Statistical Area (MSA) variation**

Anywhere AAA DSMT/MNT Program Revenue (Total Collected from Medicare for Services: 2017)

Program	Code	Reimburse ment	Qty	Total	Medicare Collection
DSMT (Ind)	G0108	\$54.19	Ea/30 min (2 Units)	\$108.38	80% = \$85.66
DSMT (Group)	G0109	\$14.71	Ea/30 min (18 Units)	\$264.78	80% = \$206.21
MNT (Ind)	97802	\$35.17	Ea/15 min (4 Units)	\$140.68	100% = \$140.36
MNT (Group)	97804	\$16.15	Ea/30 min (4 Units)	\$64.60	100% = \$64.44
<i>Grand Total (Ind.)</i>				\$578.44	\$503.81
<i>Total for Group (15)</i>				\$8,676.60	\$7,557.12



AREA AGENCY ON AGING

Gateway to Community Resources

For more information, please contact:

Lynne Reeves

706-295-6485

lreeves@nwgrc.org