

**SOUTH CAROLINA COMMISSION ON DISABILITIES AND SPECIAL NEEDS**

**NOTICE OF "INFORMATIONAL" COMMISSION MEETING**

**South Carolina Department of Disabilities and Special Needs  
3440 Harden Street Extension  
Conference Room 251  
Columbia, South Carolina**

**November 21, 2019**


**10:00 A.M.**

1. Call to Order *Chairman Gary Lemel*
2. Welcome - Notice of Meeting Statement *Commissioner Lorri Unumb*
3. Agenda
4. Invocation *Commissioner Robin Blackwood*
5. Introduction of Guests
6. Public Input
7. Commissioners' Update *Commissioners*
8. Legislative Committee Update *Committee Chairman Lorri Unumb*
9. Finance and Audit Committee Update *Committee Chairman Robin Blackwood*
10. Palmetto Able Presentation
11. Video Preview of Supported Employment  
Public Service Announcement *Ms. Debra Leopard  
Ms. Lynn Sigg*
12. Old Business:
  - A. Case Management Update *Ms. Lori Manos*
  - B. DDSN Holiday Market Square *Mr. Robb McBurney*
13. New Business:
  - A. Financial Update *Mr. Chris Clark*
  - B. Mercer Report *Mr. Patrick Maley*
  - C. Quarterly Quality Management Report *Ms. Ann Dalton*
14. State Director's Report *Director Mary Poole*
15. Next Regular Meeting (December 12, 2019)
16. Closing



**DDSN Executive Memo**

**TO: EXECUTIVE DIRECTORS, DSN BOARDS  
CEOS, CONTRACTED SERVICE PROVIDERS**

**FROM: SUSAN KREH BECK, ED.S., LPES, NCSP, ASSOCIATE STATE DIRECTOR, POLICY** 

**DATE: NOVEMBER 12, 2019**

**RE: Market Rate Case Management Issue – October 2019 Billing Report**

For the past 15 months, DDSN has been issuing Billing Efficiency Reports to providers comparing market rate revenue to the previously issued monthly prospective payment for Waiver individuals. As we have moved forward into fee for service (FFS) billing for all case management types, DDSN has adjusted revenue reporting to providers to issue more meaningful metrics to the provider agencies. The new metrics provide data on both waiver and non-waiver individuals.

Attached you will find the “Case Management Review by Provider” report for October 2019. The reports include the average monthly revenue per waiver individuals, the average revenue per non-waiver individuals (MTCM/SFCM) and a total average revenue per individual. This data will allow a provider to evaluate, over time, the average monthly revenue being generated per individuals so that the provider can determine the appropriate number of case managers/supervisors needed based on the total number of cases served by the agency. The statewide average revenue per individual is outlined in the chart for October.

Average Revenue Per Individual by Category			
	WCM	MTCM/SFCM	TOTAL
October	\$ 108.44	\$ 83.69	\$ 104.53

*Average Revenue per Individual by Category*

Additionally, of the individuals enrolled in the waiver on October 31<sup>st</sup>, 320 of them did not have a reportable note submitted during the Month of August despite the WCM requirement to do so. This represents 2.7% of the waiver individuals in the system. This is an improvement over September (4.7%) but still represents a lost opportunity to serve and connect with individuals as well as potential revenue being dropped.

**New Invoices**

As part of the new invoice for WCM and MTCM there are units paid and potentially recoupable from providers due to Medicaid eligibility concerns. There are units not paid this month but can possibly be corrected and resubmitted next month. Please see the memo that went out on September 9<sup>th</sup> regarding [Invoice Report Analysis Guidance](#) for instructions on how to take action on the invoice issues. A review of the October 2019 invoices for Medicaid ineligible and not paid are reflected in the charts below:

Description	WCM	MTCM
% of units that were paid but Medicaid Ineligible	0.07%	0.20%
% of units not paid due to wrong template	0.16%	4.17%
% of units not paid - other	0.01%	0.00%

If you have questions, please contact Ben Orner at [borner@ddsn.sc.gov](mailto:borner@ddsn.sc.gov) or (803) 898-3520 or Lori Manos at [lmanos@ddsn.sc.gov](mailto:lmanos@ddsn.sc.gov) or (803) 898-9715.

October 2019 Case Management Revenue by Provider					
Provider Name	Provider Size	Average Waiver Revenue per Consumer	Average MTCM/SFCM Revenue per Consumer	TOTAL Average Revenue per Consumer	25% Quartiles
Provider 13	Very Small	\$ 218.46	\$ 137.00	\$ 209.10	Top Quartile \$123.86 - \$209.10
Provider 31	Very Small	\$ 129.37	\$ 266.00	\$ 155.65	
Provider 34	Very Small	\$ 148.48	\$ 145.00	\$ 148.31	
Provider 35	Very Small	\$ 140.29	\$ 163.75	\$ 142.11	
Provider 3	Large	\$ 140.54	\$ 80.85	\$ 134.83	
Provider 8	Small	\$ 133.62	\$ 129.00	\$ 133.33	
Provider 33	Small	\$ 131.73	\$ 111.21	\$ 129.23	
Provider 15	Very Small	\$ 125.61	\$ 155.00	\$ 127.60	
Provider 2	Very Small	\$ 143.23	\$ 87.68	\$ 125.95	
Provider 1	Large	\$ 139.16	\$ 96.74	\$ 125.82	
Provider 10	Large	\$ 124.79	\$ 118.16	\$ 123.86	
Provider 32	Medium	\$ 125.41	\$ 91.43	\$ 122.50	
Provider 11	Small	\$ 119.06	\$ 222.86	\$ 122.19	Upper Middle Quartile \$108.16 - \$122.50
Provider 16	Large	\$ 123.70	\$ 65.21	\$ 117.26	
Provider 41	Medium	\$ 122.66	\$ 66.51	\$ 116.36	
Provider 23	Small	\$ 116.48	\$ 69.00	\$ 115.16	
Provider 6	Medium	\$ 113.14	\$ 127.40	\$ 114.92	
Provider 21	Small	\$ 113.90	\$ 70.78	\$ 108.57	
Provider 4	Medium	\$ 132.65	\$ 68.28	\$ 108.16	
Provider 46	Very Small	\$ 96.85	\$ 215.00	\$ 106.81	
Provider 26	Very Small	\$ 98.72	\$ 100.83	\$ 98.99	Lower Middle Quartile \$82.24 - \$106.81
Provider 18	Medium	\$ 93.44	\$ 140.00	\$ 98.80	
Provider 12	Small	\$ 94.54	\$ 145.88	\$ 97.49	
Provider 36	Very Small	\$ 99.41	\$ 37.50	\$ 95.94	
Provider 7	Very Small	\$ 118.48	\$ 56.33	\$ 95.18	
Provider 17	Small	\$ 102.24	\$ 63.85	\$ 94.40	
Provider 22	Large	\$ 99.27	\$ 44.41	\$ 92.49	
Provider 39	Very Small	\$ 87.01	\$ 103.93	\$ 88.62	
Provider 14	Small	\$ 91.86	\$ 56.25	\$ 88.06	
Provider 25	Very Small	\$ 93.64	\$ 67.35	\$ 87.26	
Provider 9	Very Small	\$ 96.95	\$ 54.64	\$ 85.56	
Provider 29	Small	\$ 87.05	\$ 49.06	\$ 83.41	
Provider 24	Medium	\$ 71.73	\$ 196.45	\$ 82.24	
Provider 5	Medium	\$ 99.22	\$ 55.63	\$ 80.80	Bottom Quartile \$36.98 - \$80.80
Provider 38	Small	\$ 76.39	\$ 93.33	\$ 77.38	
Provider 20	Medium	\$ 79.30	\$ 51.45	\$ 77.01	
Provider 45	Very Small	\$ 69.87	\$ 83.33	\$ 70.50	
Provider 40	Small	\$ 71.60	\$ 34.74	\$ 68.33	
Provider 44	Very Small	\$ 65.82	\$ 48.33	\$ 64.92	
Provider 19	Large	\$ 61.77	\$ 61.64	\$ 61.76	
Provider 42	Small	\$ 57.70	\$ 85.83	\$ 59.56	
Provider 30	Very Small	\$ 49.42	\$ 7.50	\$ 48.84	
Provider 47	Very Small	\$ 35.85	\$ 37.12	\$ 36.98	
<b>Total</b>		<b>\$ 108.44</b>	<b>\$ 83.69</b>	<b>\$ 104.53</b>	

Size	Number
Large	500+
Medium	300-499
Small	150-299
Very Small	0-149



**Mary Poole**  
*State Director*  
**Patrick Maley**  
*Deputy Director*  
**Rufus Britt**  
*Associate State Director*  
*Operations*  
**Susan Kreh Beck**  
*Associate State Director*  
*Policy*  
**W. Chris Clark**  
*Chief Financial Officer*



**COMMISSION**  
**Gary C. Lemel**  
*Chairman*  
**Lorri S. Unumb**  
*Secretary*  
**Robin B. Blackwood**

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**Home Page: [www.ddsn.sc.gov](http://www.ddsn.sc.gov)**

### **DDSN Executive Memo**

**TO: Executive Directors, DSN Boards & QPLs**

**FROM: Robb McBurney, Legislative Liaison and Public Information Officer** 

**DATE: October 31, 2019**

**SUBJECT: 2019 DDSN Holiday Market Square**

### **2019 DDSN Holiday Market Square**

On December 12<sup>th</sup> 2019, DDSN will hold its first ever Holiday Market Square in conjunction with the December DDSN Commission Information Session. The information session has been moved to this date in part, to facilitate the first ever Holiday Market Square at DDSN's Central Office. The Central Office will be decorated for the season and tables will be provided to each business who would like to participate.

If your agency has a business run and staffed by your consumers, we would love to host that business here at DDSN on Thursday, December 12<sup>th</sup> from 9:00 am - 2:30 pm. Tables can be reserved using the attached form. Setup will begin at 8:00 am on that day.

DDSN Central office employees, Commission session attendees and guests, and the employees of our neighboring agencies will be invited to come and shop for gifts!!!

We look forward to showcasing the entrepreneurial spirit of our consumers!

Please return the reservation form by reply email to me no later than close of business on Friday, November 15, 2019 if you would like to participate.

# HOLIDAY MARKET SQUARE AT DDSN

## Thursday, December 12, 2019

### RESERVATION ORDER FORM

Questions? Contact Robb McBurney at (803) 898-9723

<b>Board</b>	
<b>Representative</b>	
<b>Address</b>	
<b>City</b>	
<b>State/Province</b>	
<b>Postal code</b>	
<b>Phone</b>	
<b>Email Address</b>	

<b>Arrival Time</b>	
<b>Person at Table</b>	
<b>Description of Product(s)</b>	
<b>Additional Information</b>	
<b>Requirements</b>	

*Thank you for your Support!*



# HOLIDAY MARKET SQUARE

THURSDAY, DECEMBER 12, 2019

Come shop the dazzling array of products that DDSN providers operate in their communities!!!

This will be a great time to get your Christmas gifts for friends and family, housewarming and party gifts, and

Things to make your holidays a little brighter!

A statewide event  
right next door to  
DDSN's Commission  
Session!

Can't Miss It!

Coffee, Cookies,  
Crafts, and Such  
and Such for your  
Holiday Gift List

Bring the family

Orders are also  
taken

SC DEPARTMENT OF  
DISABILITIES AND SPECIAL  
NEEDS

3440 Harden Street  
Extension  
Columbia, SC 29203

(803) 898-9723

[www.ddsn.sc.gov](http://www.ddsn.sc.gov)



SOUTH CAROLINA DEPARTMENT OF  
**Disabilities and Special Needs**

FY 19/20 Legislative Authorized & Spending Plan Budget VS Actual Expenditures (as of 10/31/2019)

Funded Program - Bud	Original Budget	Adjustments	Adjusted Budget	YTD Actual Expense	Remaining Budget	Percent Expended - Target %
						33.33%
ADMINISTRATION	\$ 8,256,999	\$ 156,200	\$ 8,413,199	\$ 2,394,304	\$ 6,018,895	28.46%
PREVENTION PROGRAM	\$ 657,098		\$ 657,098	\$ 12,500	\$ 644,598	1.90%
GREENWOOD GENETIC CENTER	\$ 15,185,571		\$ 15,185,571	\$ 4,075,460	\$ 11,110,111	26.84%
CHILDREN'S SERVICES	\$ 24,889,594	\$ (220,400)	\$ 24,669,194	\$ 3,028,246	\$ 21,640,948	12.28%
IN-HOME FAMILY SUPP	\$ 91,285,431	\$ 74,303	\$ 91,359,734	\$ 16,036,019	\$ 75,323,714	17.55%
ADULT DEV&SUPP EMPLO	\$ 83,355,338	\$ 3,600	\$ 83,358,938	\$ 31,906,731	\$ 51,452,207	38.28%
SERVICE COORDINATION	\$ 22,656,140	\$ 11,800	\$ 22,667,940	\$ 6,437,411	\$ 16,230,530	28.40%
AUTISM SUPP PRG	\$ 26,355,826	\$ 13,400	\$ 26,369,226	\$ 3,951,873	\$ 22,417,353	14.99%
HD&SPINL CRD INJ COM	\$ 5,040,532		\$ 5,040,532	\$ 2,364,648	\$ 2,675,884	46.91%
REG CTR RESIDENT PGM	\$ 89,945,948	\$ 2,051,817	\$ 91,997,765	\$ 24,941,298	\$ 67,056,467	27.11%
HD&SPIN CRD INJ FAM	\$ 29,296,050	\$ 5,000	\$ 29,301,050	\$ 5,761,894	\$ 23,539,156	19.66%
AUTISM COMM RES PRO	\$ 29,739,084	\$ 25,000	\$ 29,764,084	\$ 5,656,524	\$ 24,107,560	19.00%
INTELL DISA COMM RES	\$ 335,315,273	\$ 5,685,691	\$ 341,000,964	\$ 125,591,987	\$ 215,408,978	36.83%
STATEWIDE CF APPRO			\$ -		\$ -	
STATEWIDE PAY PLAN			\$ -		\$ -	
STATE EMPLOYER CONTR	\$ 35,392,850	\$ 1,135,443	\$ 36,528,293	\$ 9,563,716	\$ 26,964,577	26.18%
SC GENOMIC MED-TGEM		\$ 2,000,000	\$ 2,000,000	\$ 2,000,000	\$ -	100.00%
<b>Legislative Authorized Total</b>	<b>\$ 797,371,734</b>	<b>\$ 10,941,854</b>	<b>\$ 808,313,588</b>	<b>\$ 243,722,611</b>	<b>\$ 564,590,977</b>	<b>30.15%</b>
Legislative authorization capacity above actual spending plan budget			\$ (37,483,345)			
DDSN spending plan budget			\$ 770,830,243	\$ 243,722,611	\$ 527,107,632	31.62%
Percent of total spending plan budget			100.00%	31.62%	68.38%	REASONABLE
% of FY completed (expenditures) & % of FY remaining (available funds)			100.00%	33.33%	66.67%	
Difference			0.00%	-1.72%	1.72%	

Carry Forward + Cash Flow Analysis Indicates Sufficient Cash to Meet FY 20 Estimated Expenditure Commitments: YES X ; At-Risk     ; NO    

Expenditures categorized to provide insight into direct service consumers costs vs. non-direct service costs:

Expenditure	FY 19 - % of total	FY 18 - % of total
Central Office Admin & Program	2.35%	2.37%
Indirect Delivery System Costs	1.22%	1.56%
Board & QPL Capital	0.07%	0.14%
Greenwood Autism Research	0.03%	0.03%
Direct Service to Consumers	96.33%	95.90%
<b>Total</b>	<b>100.00%</b>	<b>100.00%</b>

NOTE: Prior FY data will be calculated and presented to provide assurance as to the consistent pattern of direct service & non-direct service expenditures and explanation for increases/decreases