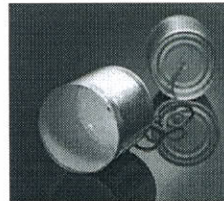


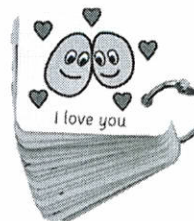
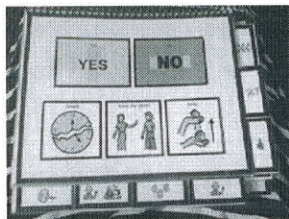
Augmentative & Alternative Communication

People with severe speech or language problems rely on AAC to supplement existing speech or replace speech that is not functional. Special augmentative aids, such as picture and symbol communication boards and electronic devices, are available to help people express themselves. This may increase social interaction, school performance, and feelings of self-worth. (American Speech-Language Hearing Association)

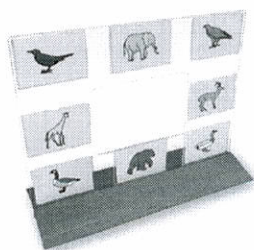
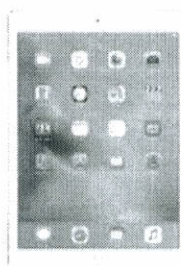


AUGMENTATIVE & ALTERNATIVE COMMUNICATION

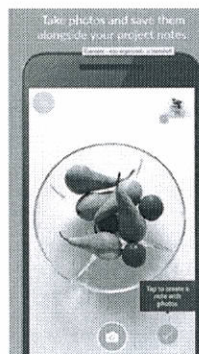
Augmentative and alternative communication (AAC) includes all forms of communication (other than oral speech) that is used to express thoughts, needs, wants, and ideas.



“Low Tech” to “High Tech”



In the palm of our hands
we hold an assistive
technology device.



FUNDING

The Regional Center is the funding source of last resort. We must first access Private insurance, Medicaid (Medi-cal), Medicare, and CCS. In certain situations exhausting generic resources equates to advocating during the IEP process. For almost all items denials are required for VMRC funding to be considered.

Home and vehicle modifications and almost always, secondary seating devices are not a covered benefit by insurance or CCS. These are funded by the Regional Center with OT justification.

OTHER WAYS FUNDING JUSTIFIED

With clinical justification provided by the Physician/Specialist as documented in Chart notes and reports items may also be funded.

- Discharge OT/PT reports from Rehabilitative stay or Hospital stay.
- Replacement/Repair of documented item ie; helmets, braces, lift slings.

INSURANCE REQUIREMENTS FOR WHEELCHAIRS

HealthNet/Health Plan San Joaquin

- Chart Notes showing history of non-ambulation/need for mobility device. Face to Face within the last 6 months to a year.
- Insurance plans are more often sending their own OT/PT or another clinician to complete an evaluation to determine if the need for a mobility device. Sometimes the recommendations are not the same.

Medicare

- Face to Face, Chart Notes, Written order, Legible signature, Assessment, Continued Medical Need.

INSURANCE REQUIREMENTS FOR DME

- **Medicare** is the federal health insurance program for people who are 65 or older, certain younger people with disabilities, and people with End-Stage Renal Disease (permanent kidney failure requiring dialysis or a transplant, sometimes called ESRD).

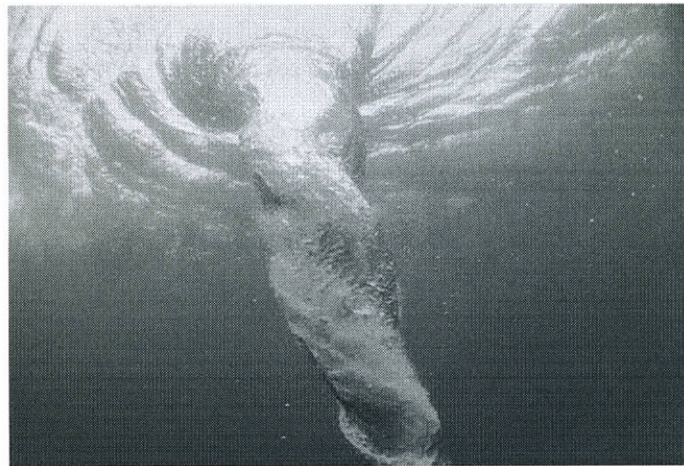
Medicare.gov

Competitive Bidding Program

Medicare's Durable Medical Equipment, Prosthetics, Orthotics, and Supplies (DMEPOS) Competitive Bidding Program changes the amount Medicare pays for certain DME POS items. Under this program, suppliers submit bids to provide certain medical equipment and supplies to people with Medicare living in, or visiting, competitive bidding areas. Medicare uses these bids to set the amount it pays for each item. All suppliers are thoroughly screened to make sure they meet Medicare requirements (like eligibility and financial, quality, and accreditation standards) before they're awarded contracts.

Medicare.gov

WHAT IS THIS WHIRLPOOL WE ARE STUCK IN???



COMPETITIVE BIDDING

- The DMEPOS Competitive Bidding Program was mandated by Congress through the Medicare Prescription Drug, Improvement, and Modernization Act of 2003 (MMA). The statute requires that Medicare replace the current fee schedule payment methodology for selected Durable Medical Equipment, Prosthetics, Orthotics and Supplies (DMEPOS) items with a competitive bid process. The intent is to improve the effectiveness of the Medicare methodology for setting DMEPOS payment amounts, which will reduce beneficiary out-of-pocket expenses and save the Medicare program money while ensuring beneficiary access to quality items and services.

Consumer asks,
"Am I going to
get billed?"

A. Notifier: _____
B. Patient Name: _____ C. Identification Number: _____

Advance Beneficiary Notice of Noncoverage (ABN)

NOTE: If Medicare doesn't pay for D. _____ below, you may have to pay. Medicare does not pay for everything, even some care that you or your health care provider have good reason to think you need. We expect Medicare may not pay for the D. _____ below.

D. Power/Wheelchair	E. Reason Medicare May Not Pay:	F. Estimated Cost

WHAT YOU NEED TO DO NOW:

- Read this notice, so you can make an informed decision about your care.
- Ask us any questions that you may have after you finish reading.
- Choose an option below about whether to receive the D. _____ listed above.

Note: If you choose Option 1 or 2, we may help you to use any other insurance that you might have, but Medicare cannot require us to do this.

G. OPTIONS: Check only one box. We cannot choose a box for you.

☐ **OPTION 1.** I want the D. _____ listed above. You may ask to be paid now, but I also want Medicare billed for an official decision on payment, which is sent to me on a Medicare Summary Notice (SMN). I understand that if Medicare doesn't pay, I am responsible for payment, but I can appeal to Medicare by following the directions on the SMN. If Medicare does pay, you will refund any payments I made to you, less co-pays or deductibles.

☐ **OPTION 2.** I want the D. _____ listed above, but do not tell Medicare. You may ask to be paid now as I am responsible for payment. I cannot appeal if Medicare is not billed.

☐ **OPTION 3.** I don't want the D. _____ listed above. I understand with this choice I am not responsible for payment, and I cannot appeal to see if Medicare would pay.

H. Additional Information:

This notice gives our opinion, not an official Medicare decision. If you have other questions on this notice or Medicare billing, call 1-800-MEDICARE (1-800-633-4227/TTY: 1-877-486-2044). Signing below means that you have received and understand this notice. You also receive a copy.

I. Signature: _____ J. Date: _____

According to the Paperwork Reduction Act of 1995, we cannot do a request to a collection of information unless we display a valid OMB control number. The valid OMB control number for this information collection is 0938-0106. The time needed to review this information collection is estimated to average 15 minutes per response, including the time to review instructions, search existing data sources, gather the data needed, review and collect the information, and complete and review the collection of information. If you have any comments concerning this notice or the time needed to respond to this notice, please write them on this notice and send them to: OMB, Paperwork Reduction Project (0938-0106), Washington, DC 20503.

Form CMS-563 (03-11) (03-11) Form Approved (OMB No. 0938-0106)

If signature other than the client signature, then the entire form must be filled out.

Printed Name of Signer OR Witness: _____ Signature of Signer: _____
Full Address of Signer: _____ City: _____ State: _____ Zip: _____
Reason Claim Denied (if any): _____

CONTACTS



**NATIONAL SEATING
& MOBILITY**

Lydia Aceves
(209)954-9311 X206

ACRONYMS

CCS – California Children Services
DME- Durable Medical Equipment
ENV- Environmental (Evaluation)
HPSJ – Health Plan of San Joaquin
NM- Non Mobile or Non ambulatory
NSM – National Seating and Mobility
OT- Occupational Therapist
PT- Physical Therapist
PWC- Power Wheelchair
SPM- Seating Positioning and Mobility
SI- Sensory Integration
WC – Wheelchair

QUESTIONS??



Valley Mountain Regional Center
Contracts due for Board Approval
Expiring in the month of January 2018

Vendor Name	Vendor #	Service Code	Vendor Category	Current Contract	Proposed Contract	Dollar Increase	% Rate Increase	Reasons for Increase
Service First of Northern CA SLS	S29440	896	Supported Living Service	\$ 750,000	\$ 1,312,654	\$ 562,654	75.02%	rate increase in 7/16 effected only 4 months last year but all 12 months this year; 26.6% increase in the number of consumers; 43.9% in the units provided to each consumer.

Contracts with no change from previous year:					
Vendor Name	Vendor #	Service Code	Vendor Category	Current Contract	
Alternative Learning Center SLS Modesto	S29420	896	Supported Living Services	\$ 812,228	
Kavere Services SBT Home	HV0250	113	Specialized Residential Facility (Habititation)	\$ 543,486	
Kavere Services Bridgeton	HV0317	113	Specialized Residential Facility (Habititation)	\$ 988,996	
Kavere Services Monique	HV0318	113	Specialized Residential Facility (Habititation)	\$ 659,331	
Kavere Services- Pinetown Crisis Step-Down	HV0473	113	Specialized Residential Facility (Habititation)	\$ 817,418	

Finance and Personnel Report

December 11, 2017

Valley Mountain Regional Center Report
Human Resources Report
December 6th F&P Meeting
Data through November 28th

Personnel Activity

Calendar YTD Hired	48
Calendar YTD Termed	26
Prior YTD Hired	30
Prior YTD Termed	26

Total VMRC Employees

Current at 11/28/17	328
Prior Year 12/31/16	301
Growth rate (rolling 12 months)	9.0%
Growth rate at 10/31/16 (rolling 12 months)	4.9%
Turnover rate (rolling 12 months)	8.9%
Turnover rate at 10/31/16	6.8%
Average Tenure in years	8.9
Average Tenure at 10/31/16	9.2

Employees by Location

Stockton	223
Modesto	85
San Andreas	20

Total Vacancies

Clinical Psychologist	1
Service Coordinators Replacement	2
Clinical Manager of Nursing	1
Coordinator of Autism	1

Valley Mountain Regional Center
Contracts due for Board Approval

Expiring in the month of January 2018

Kavere Services- Princeton	HV0450	113	Specialized Residential Facility (Habilitation)	\$ 988,996
Kavere Services- Pine Brook	HV0413	113	Specialized Residential Facility (Habilitation)	\$ 818,160
Kesher House	HV0412	113	Specialized Residential Facility (Habilitation)	\$ 859,089
Service First of N. CA. Option Learning Center	HV0092	55	Community Integration Training Program	\$ 424,876
Villa Teresa Memory Care	HV0441	113	Specialized Residential Facility (Habilitation)	\$ 507,805

OPS Contracts		
Vendor Name	Contract Amount	Contracted Service
Nothing to report		

Valley Mountain Regional Center
Financial Information

Valley Mountain Regional Center Contracts Current and Past Two Years

	OPS	OPS CPP	POS	POS C PP	FG/SC
Current Fiscal Year 2018 Contract Year D-1 Unspent	28,910,038	397,247	180,619,751	422,500	224,373
	21,126,751	298,007	134,463,776	408,999	190,985
Last Fiscal Year 2017 Contract Year C-2 Unspent	28,050,790	476,820	168,263,354	344,693	462,758
	2,001,440	(11,799)	1,781,058	315,222	43,928
Second Prior Fiscal Year 2016 Contract Year B-4 Unspent	23,916,805	389,266	145,893,328	859,432	448,744
	(25,797)	(0)	4,924,958	509,635	43,261

Revenue

	YTD
State Income Current Year	64,171,615
Foster Grandparents/Senior Companion	133,515
Interest Income	22,049
Other Income	8,584
Vendorization Training	2,462
ICF-SPA Income	1,607,053
ICF-SPA Fee	24,084
Total Income	\$ 65,969,363

Cash, Accounts Receivable and Due to State as of October 31, 2017

Cash Balance	\$ 32,121,745
Poppelwell Fund	\$ 3,362
Accounts Receivable:	
Current Year	\$ 17,175,279
Prior Years	2,008,061
SPA	2,031,686
Total	\$ 21,215,026
Due to State	\$ 52,893,583

Valley Mountain Regional Center
Expenditure Report for the month of October 2017

POS EXPENDITURES

Category	Expense YTD	Expense Last YTD	Variance YTD from last YTD	Expense Budget YTD	Expense Budget Last YTD	Variance from Budget Current Year	Variance from Budget Last Year	% from Budget Current Year	% from Budget Last Year	% Change in Expense from Last YTD	% Change in Budget from Last Year
Community Care Facility	18,376,925	16,951,864	1,425,061	18,156,016	16,954,841	(220,909)	2,977	-1.2%	0.0%	8.4%	7.1%
ICF/SNF FACILITY	4,200	-	4,200	14,396	-	10,196	-	70.8%	#DIV/0!	#DIV/0!	#DIV/0!
Day Care	411,433	396,208	15,225	541,652	455,170	130,219	58,962	24.0%	13.0%	3.8%	19.0%
Day Training	12,184,068	12,204,579	(20,510)	12,294,362	12,186,823	110,294	(17,756)	0.9%	-0.1%	-0.2%	0.9%
Supported Employment	557,502	523,778	33,724	532,800	538,461	(24,702)	14,684	-4.6%	2.7%	6.4%	-1.1%
Work Activity Program	187,267	217,897	(30,630)	303,316	254,888	116,049	36,990	38.3%	14.5%	-14.1%	19.0%
Non-Medical Services-Professional	164,701	134,629	30,072	221,437	152,782	56,736	18,153	25.6%	11.9%	22.3%	44.9%
Non-Medical Services-Programs	7,196,685	6,034,367	1,162,318	6,847,923	6,058,455	(348,762)	24,088	-5.1%	0.4%	19.3%	13.0%
Home Care Services-Programs	186,295	152,039	34,256	214,933	163,966	28,638	11,927	13.3%	7.3%	22.5%	31.1%
Transportation	719,883	719,702	181	826,727	734,465	106,844	14,763	12.9%	2.0%	0.0%	12.6%
Transportation Contracts	5,528,227	5,432,934	95,293	5,726,398	5,428,233	198,171	(4,701)	3.5%	-0.1%	1.8%	5.5%
Prevention Services	4,147,336	3,540,266	607,070	4,252,815	3,567,662	105,479	27,396	2.5%	0.8%	17.1%	19.2%
Other Authorized Services	5,792,041	4,751,414	1,040,626	5,877,301	4,758,137	85,260	6,723	1.5%	0.1%	21.9%	23.5%
P&I Expense	15,688	10,935	4,753	15,997	11,485	309	550	1.9%	4.8%	43.5%	39.3%
Hospital Care	153,750	-	153,750	166,500	-	12,750	-	7.7%	#DIV/0!	#DIV/0!	#DIV/0!
Medical Equipment	116,856	57,550	59,307	124,139	64,359	7,283	6,809	5.9%	10.6%	103.1%	92.9%
Medical Care Professional Services	940,252	888,676	51,576	947,905	893,968	7,653	5,292	0.8%	0.6%	5.8%	6.0%
Medical Care-Program Services	13,737	16,185	(2,448)	25,819	21,697	12,082	5,512	46.8%	25.4%	-15.1%	19.0%
Respite-in-Home	3,078,419	2,959,890	118,529	2,792,871	2,957,040	(285,548)	(2,850)	-10.2%	-0.1%	4.0%	-5.6%
Respite Out-of-Home	186,100	166,110	19,989	233,100	173,182	47,000	7,072	20.2%	4.1%	12.0%	34.6%
Camps	15,050	13,896	1,154	29,970	4,915	14,920	(8,981)	49.8%	-182.7%	8.3%	509.8%
Total POS expenses	59,976,415	55,172,918	4,803,497	60,146,377	55,380,529	169,962	207,611	0.3%	0.4%	8.7%	8.6%

Valley Mountain Regional Center
Expenditure Report for the month of October 2017

OPERATIONS EXPENDITURES

Category	Expense YTD	Expense Last YTD	Variance YTD from last YTD	Expense Budget YTD	Expense Budget Last YTD	Variance from Budget Current Year	Variance from Budget Last Year	% from Budget Current Year	% from Budget Last Year	% Change in Expense from Last YTD	% Change in Budget from Last Year Budget YTD.
Salaries and Wages	4,902,265	4,542,420	359,845	5,161,500	5,332,628	259,235	790,208	5.0%	14.8%	7.9%	-3.2%
Temporary Help	-	1,219	(1,219)	1,998	3,996	1,998	2,777	100.0%	69.5%	-100.0%	-50.0%
Fringe Benefits	1,739,098	1,674,498	64,600	2,497,500	1,895,496	758,402	220,998	30.4%	11.7%	3.9%	31.8%
Contracted Employees	25,382	13,020	12,362	43,290	21,645	17,908	8,625	41.4%	39.8%	94.9%	100.0%
Salaries and Benefits Total	6,666,744	6,231,157	435,587	7,704,288	7,253,765	1,037,544	1,022,608	13.5%	14.1%	7.0%	6.2%
Equipment Contract leases	11,709	9,948	1,762	13,320	11,988	1,611	2,040	12.1%	17.0%	17.7%	11.1%
Facilities Rent	536,454	529,240	7,215	566,100	781,085	29,646	251,845	5.2%	32.2%	1.4%	-27.5%
Facilities Maintenance	206,178	109,616	96,561	233,100	139,860	26,922	30,244	11.5%	21.6%	88.1%	66.7%
Telephone	51,918	39,823	12,095	61,938	42,564	10,020	2,741	16.2%	6.4%	30.4%	45.5%
Postage and Shipping	38,969	27,828	11,142	46,620	34,432	7,651	6,604	16.4%	19.2%	40.0%	35.4%
General Office Expense	146,932	30,503	116,429	153,180	31,968	6,248	1,465	4.1%	4.6%	381.7%	379.2%
Insurance	26,409	26,026	384	33,300	41,776	6,891	15,750	20.7%	37.7%	1.5%	-20.3%
Printing	5,956	-	5,956	6,660	14,918	704	14,918	10.6%	100.0%	#DIV/0!	-55.4%
Utilities	76,096	65,429	10,667	58,275	122,944	(17,821)	57,515	-30.6%	46.8%	16.3%	-52.6%
Information Technology	337,952	256,271	81,681	199,800	331,801	(138,152)	75,530	-69.1%	22.8%	31.9%	-39.8%
Bank Fees	9,488	19,085	(9,597)	19,106	27,306	9,618	8,221	50.3%	30.1%	-50.3%	-30.0%
Legal Fees	2,713	17,475	(14,763)	16,650	29,304	13,938	11,829	83.7%	40.4%	-84.5%	-43.2%
Board of Director Expense	6,688	4,317	2,371	8,325	6,660	1,637	2,343	19.7%	35.2%	54.9%	25.0%
Accounting Fees	-	-	-	19,980	19,980	19,980	19,980	100.0%	100.0%	#DIV/0!	0.0%
Equipment Purchases	113,011	46,399	66,612	229,770	83,250	116,759	36,851	50.8%	44.3%	143.6%	176.0%
Consultants	77,445	23,875	53,570	99,900	23,976	22,455	101	22.5%	0.4%	224.4%	316.7%
Travel Administration	20,792	8,398	12,393	24,975	11,655	4,183	3,257	16.7%	27.9%	147.6%	114.3%
Travel Consumer Services	130,145	108,761	21,384	124,875	126,540	(5,270)	17,779	-4.2%	14.1%	19.7%	-1.3%
Dues and Subscriptions	-	-	-	350	932	350	932	100.0%	100.0%	#DIV/0!	-62.4%
Consumer Medical Record Fees	1,911	3,126	(1,215)	3,397	3,197	1,486	71	43.7%	2.2%	-38.9%	6.3%
ARCA dues	80,458	64,471	15,987	26,973	21,469	(53,485)	(43,002)	-198.3%	-200.3%	24.8%	25.6%
Advertising	583	-	583	1,166	2,664	583	2,664	50.0%	100.0%	#DIV/0!	-56.2%
Interest expense	14,506	-	14,506	22,394	-	7,888	-	35.2%	#DIV/0!	#DIV/0!	#DIV/0!
Fees, licenses and miscellaneous	790	152	638	930	10,656	140	10,504	15.1%	98.6%	420.0%	-91.3%
Non Payroll related operating expenses	1,897,102	1,390,743	506,360	1,971,084	1,920,925	73,982	530,182	3.8%	27.6%	36.4%	2.6%
Total Operating Expenses	8,563,846	7,621,900	941,946	9,675,372	9,174,690	1,111,526	1,552,790	11.5%	16.9%	12.4%	5.5%

Closed Session

December 11, 2017

(Handouts Provided in Closed Session)

Closed Session

December 11, 2017

