

<b>Model I</b>			
	<b>Salary</b>	<b>FTE</b>	<b>Expense</b>
<b>Management</b>	\$ 55,228	1.00	\$ 55,228
<b>Clinical</b>			
<b>Direct</b>	\$ 32,000	3.00	\$ 96,000
<b>Support</b>	\$ 31,006	0.25	\$ 7,751
<i>Sub-Total Staff</i>		4.25	\$ 158,979
<b>Sub-Total Staff</b>		<b>4.25</b>	<b>\$ 158,979</b>
<i>Taxes and Fringe</i>		21.71%	\$ 34,514
<b>Total Staffing Costs</b>			<b>\$ 193,493</b>
<i>Occupancy</i>	\$ 2,000		\$ 8,500
<i>Other Program Expenses</i>	\$ 2,520		\$ 10,710
<i>Specialty Consultations &amp; MAPS</i>			\$ 12,500
<i>Transportation</i>			\$ 23,000
<b>Total Reimbursable Exp. Excl. Admin.</b>			<b>\$ 248,203</b>
<i>Admin. Alloc. (M&amp;G)</i>		10.62%	\$ 26,359
<b>Annual Amount</b>			<b>\$ 274,563</b>
<b>CAF</b>		4.38%	<b>\$ 286,580</b>
<b>Per Monthly Unit</b>			<b>\$ 23,882</b>
Rate review CAF FY20		2.68%	<b>\$ 24,522</b>

<b>Master Look-Up Table</b>		
	<b>For Rate</b>	<b>Source</b>
<b>Salaries</b>		
Management	\$ 55,228	Weighted average (based off of FY17 Contracts)
Direct Care	\$ 32,000	Weighted average (based off of FY17 Contracts)
Support	\$ 31,006	Weighted average (based off of FY17 Contracts)
<b>FTE</b>		
Management	1.00	Purchaser Recommendation
Direct Care	3.00	Purchaser Recommendation
Support	0.25	Purchaser Recommendation
<b>Benchmark Expenses</b>		
Taxes & Fringe	21.71%	MA EOHHS C.257 Benchmark
Occupancy (Per FTE)	\$ 2,000	Purchaser Recommendation
Other Program Exp. (Per FTE)	\$ 2,520	Purchaser Recommendation
Specialty Consultations & MAP	\$ 12,500	Purchaser Recommendation
Transportation (Per Program)	\$ 23,000	Annual Cost of 2 Vans (ALTR Allocation)
Admin. Alloc. (M & G)	10.62%	Average of FY15 UFRs for proposed Day Services Programs
CAF	4.38%	Base year = FY 15, Prospective: 7/1/2017 - 6/31/2019

**MAP :**

101 CMR 350 has RN and LPN at \$69.59 for a 2 hour rate

\$69.59 x 5 units (10 hrs) = \$347.95 per month

\$347.95 x 12 months = \$4,175 per year

<b>Model II</b>			
	<b>Salary</b>	<b>FTE</b>	<b>Expense</b>
<b>Management</b>	\$ 55,228	1.00	\$ 55,228
<b>Clinical</b>	\$ 54,000	0.50	\$ 26,946
<b>Direct</b>	\$ 32,000	1.50	\$ 48,000
<b>Support</b>	\$ 31,006	0.20	\$ 6,201
<i>Sub-Total Staff</i>		3.20	\$ 136,375
<b>Sub-Total Staff</b>		<b>3.20</b>	<b>\$ 136,375</b>
<i>Taxes and Fringe</i>		21.71%	\$ 29,607
<b>Total Staffing Costs</b>			<b>\$ 165,982</b>
<i>Occupancy</i>	\$ 4,225	4,225	\$ 13,516
<i>Other Program Expenses</i>	\$ 4,000	4,000	\$ 12,796
<i>Specialty Consultations &amp; MAPS</i>			\$ 4,175
<i>Transportation</i>			\$ 19,367
<b>Total Reimbursable Exp. Excl. Admin.</b>			\$ 215,835
<i>Admin. Alloc. (M&amp;G)</i>		10.62%	\$ 22,922
<b>Annual Amount</b>			\$ 238,757
CAF		4.38%	\$ 249,207
<b>Per Monthly Unit</b>			\$ 20,767
Rate review CAF FY20		2.68%	<b>\$ 21,324</b>

<b>Master Look-Up Table</b>		
	<b>For Rate</b>	<b>Source</b>
<b>Salaries</b>		
Management	\$ 55,228	Weighted average (based off of FY17 Contracts)
Clinical	\$ 54,000	Purchaser Recommendation
Direct Care	\$ 32,000	Weighted average (based off of FY17 Contracts)
Support	\$ 31,006	Weighted average (based off of FY17 Contracts)
<b>FTE</b>		
Management	1.00	Purchaser Recommendation
Clinical	0.50	Purchaser Recommendation
Direct Care	1.50	Purchaser Recommendation
Support	0.20	Purchaser Recommendation
<b>Benchmark Expenses</b>		
Taxes & Fringe	21.71%	MA EOHHS C.257 Benchmark
Occupancy (Per FTE)	\$ 4,225	Purchaser Recommendation
Other Program Exp. (Per FTE)	\$ 4,000	Purchaser Recommendation
Specialty Consultations /MAP	\$ 4,175	Purchaser Recommendation
Transportation (Per Provider)	\$ 19,367	Annual Cost of 2 Minivans (ALTR Allocation)
Admin. Alloc. (M & G)	10.62%	Average of FY15 UFRs for proposed Day Services Programs
CAF	4.38%	Base year = FY 15, Prospective: 7/1/2017 - 6/31/2019

**MAP :**

101 CMR 350 has RN and LPN at \$69.59 for a 2 hour rate

\$69.59 x 5 units (10 hrs) = \$347.95 per month

\$347.95 x 12 months = \$4,175 per year

<i>Model IIIa</i>			
	Salary	FTE	Expense
Management	\$ 55,228	1.00	\$ 55,228
Clinical	\$ 54,000	1.00	\$ 54,000
Direct	\$ 32,000	1.00	\$ 32,000
Support	\$ 31,006	0.20	\$ 6,201
Sub-Total Staff		3.20	\$ 147,429
<b>Sub-Total Staff</b>		<b>3.20</b>	<b>\$ 147,429</b>
Taxes and Fringe		21.71%	\$ 32,007
<b>Total Staffing Costs</b>			<b>\$ 179,435</b>
Occupancy	\$ 7,590		\$ 24,288
Other Program Expenses	\$ 1,500		\$ 4,800
Specialty Consultations / MAP			\$ 4,175
Transportation			\$ 11,500
<b>Total Reimbursable Exp. Excl. Admin.</b>			<b>\$ 224,198</b>
Admin. Alloc. (M&G)	10.62%		\$ 23,810
<b>Annual Amount</b>			<b>\$ 248,008</b>
CAF	4.38%		\$ 258,863
<b>Per Monthly Unit</b>			<b>\$ 21,572</b>
Rate review CAF FY20	2.68%		<b>\$ 22,150</b>

<i>Model IIIb</i>			
	Salary	FTE	Expense
Management	\$ 55,228	1.00	\$ 55,228
Clinical	\$ 54,000	1.00	\$ 54,000
Direct	\$ 32,000	2.50	\$ 80,000
Support	\$ 31,006	0.20	\$ 6,201
Sub-Total Staff		4.70	\$ 195,429
<b>Sub-Total Staff</b>		<b>4.70</b>	<b>\$ 195,429</b>
Taxes and Fringe		21.71%	\$ 42,428
<b>Total Staffing Costs</b>			<b>\$ 237,856</b>
Occupancy	\$ 7,590		\$ 35,673
Other Program Expenses	\$ 1,500		\$ 7,050
Specialty Consultations / MAP			\$ 4,175
Transportation			\$ 19,366
<b>Total Reimbursable Exp. Excl. Admin.</b>			<b>\$ 304,120</b>
Admin. Alloc. (M&G)	10.62%		\$ 32,298
<b>Annual Amount</b>			<b>\$ 336,418</b>
CAF	4.38%		\$ 351,142
<b>Per Monthly Unit</b>			<b>\$ 29,262</b>
Rate review CAF FY20	2.68%		<b>\$ 30,046</b>

<i>Master Look-Up Table</i>		
	For Rate	Source
<b>Salaries</b>		
Management	\$ 55,228	Weighted average (based off of FY17 Contracts)
Clinical	\$ 54,000	Purchaser Recommendation
Direct Care	\$ 32,000	Weighted average (based off of FY17 Contracts)
Support	\$ 31,006	Weighted average (based off of FY17 Contracts)
<b>FTE</b>		
Management	1.0 / 1.0	Purchaser Recommendation
Clinical	1.0 / 1.0	Purchaser Recommendation
Direct Care	1.0 / 2.5	Purchaser Recommendation
Support	0.2 / 0.2	Purchaser Recommendation
<b>Benchmark Expenses</b>		
Taxes & Fringe	21.71%	MA EOHHS C.257 Benchmark
Occupancy (Per FTE)	\$ 7,590	Average based off FY15 UFRs for similar programs
Other Program Exp. (Per FTE)	\$ 1,500	Purchaser Recommendation
Specialty Consultations / MAP	\$ 4,175	Purchaser Recommendation
Transportation (Per Provider)	\$11,500 / \$19,366	Annual cost of 1 Van/Annual Cost of 2 Minivans (ALTR Allocation)
Admin. Alloc. (M & G)	10.62%	Average of FY15 UFRs for proposed Day Services Programs
CAF	4.38%	Base year = FY 15, Prospective: 7/1/2017 - 6/31/2019

**MAP :**  
 101 CMR 350 has RN and LPN at \$69.59 for a 2 hour rate  
 \$69.59 x 5 units (10 hrs) = \$347.95 per month  
 \$347.95 x 12 months = \$4,175 per year

<i>Model IV A</i>			
	Salary	FTE	Expense
Management	\$ 55,228	0.50	\$ 27,614
Clinical	\$ 54,000	0.75	\$ 40,500
Direct	\$ 32,000	1.00	\$ 32,000
Support	\$ 31,006	0.20	\$ 6,201
<i>Sub-Total Staff</i>		2.45	\$ 106,315
<b><i>Sub-Total Staff</i></b>		<b>2.45</b>	<b>\$ 106,315</b>
<i>Taxes and Fringe</i>		21.71%	\$ 23,081
<b><i>Total Staffing Costs</i></b>			<b>\$ 129,396</b>
<i>Occupancy</i>	\$ 12,500		\$ 30,625
<i>Other Program Expenses</i>	\$ 1,500		\$ 3,675
<i>Specialty Consultations / MAP</i>			\$ 4,175
<i>Transportation</i>			\$ 9,683
<b><i>Total Reimbursable Exp. Excl. Admin.</i></b>			<b>\$ 177,554</b>
<i>Admin. Alloc. (M&amp;G)</i>		10.62%	\$ 18,856
<i>Annual Amount</i>			\$ 196,410
CAF		4.38%	\$ 205,007
<b>Per Monthly Unit</b>			\$ 17,084
Rate review CAF FY20		2.68%	<b>\$ 17,542</b>

<i>Model IV B</i>			
	Salary	FTE	Expense
Management	\$ 55,228	1.00	\$ 55,228
Clinical	\$ 54,000	2.00	\$ 108,000
Direct	\$ 32,000	0.75	\$ 24,000
Support	\$ 31,006	0.25	\$ 7,751
<i>Sub-Total Staff</i>		4.00	\$ 194,979
<b><i>Sub-Total Staff</i></b>		<b>4.00</b>	<b>\$ 194,979</b>
<i>Taxes and Fringe</i>		21.71%	\$ 42,330
<b><i>Total Staffing Costs</i></b>			<b>\$ 237,309</b>
<i>Occupancy</i>	\$ 20,000		\$ 80,000
<i>Other Program Expenses</i>	\$ 1,500		\$ 6,000
<i>Specialty Consultations / MAP</i>			\$ 4,175
<i>Transportation</i>			\$ 9,683
<b><i>Total Reimbursable Exp. Excl. Admin.</i></b>			<b>\$ 337,167</b>
<i>Admin. Alloc. (M&amp;G)</i>		10.62%	\$ 35,807
<i>Annual Amount</i>			\$ 372,974
CAF		4.38%	\$ 389,299
<b>Per Monthly Unit</b>			\$ 32,442
Rate review CAF FY20		2.68%	<b>\$ 33,311</b>

<i>Master Look-Up Table</i>		
	For Rate	Source
<b>Salaries</b>		
Management	\$ 55,228	Weighted average (based off of FY17 Contracts)
Clinical	\$ 54,000	MA EOHHS C.257 Benchmark
Direct Care	\$ 32,000	Weighted average (based off of FY17 Contracts)
Support	\$ 31,006	Weighted average (based off of FY17 Contracts)
<b>FTE</b>		
Management	0.5 / 1.0	Agency Recommendation
Clinical	0.75 / 2.0	Agency Recommendation
Direct Care	1.0 / .75	Agency Recommendation
Support	0.20 / 0.25	Agency Recommendation
<b>Benchmark Expenses</b>		
Taxes & Fringe	21.71%	MA EOHHS C.257 Benchmark
Occupancy (Per FTE)	\$12,500 / \$20,000	Purchaser Recommendation
Other Program Exp. (Per FTE)	\$ 1,500	Purchaser Recommendation
Specialty Consultations / MAP	\$ 4,175	Purchaser Recommendation
Transportation (Per Provider)	\$ 9,683	Annual cost of a mini van/Annual cost of a van (ALTR Allocation)
Admin. Alloc. (M & G)	10.62%	Average of FY15 UFRs for proposed Day Services Programs
CAF	4.38%	Base year = FY 15, Prospective: 7/1/2017 - 6/31/2019

MAP :  
101 CMR 350 has RN and LPN at \$69.59 for a 2 hour rate  
\$69.59 x 5 units (10 hrs) = \$347.95 per month  
\$347.95 x 12 months = \$4,175 per year

Clinician Add On (1 FTE)		
Salary	\$	54,000
Taxes and Fringe	21.71% \$	11,723
Admin. Alloc. (M&G)	10.62% \$	5,735
	\$	71,458
CAF	4.38%	
Annual	\$	<b>74,586</b>
Monthly	\$	6,216
Rate review CAF FY20	2.68%	<b>\$ 6,383</b>

Clinician Add On (.75 FTE)		
Salary	\$	40,500
Taxes and Fringe	21.71% \$	8,793
Admin. Alloc. (M&G)	10.62% \$	4,301
	\$	53,594
CAF	4.38%	
	\$	<b>55,939</b>
Monthly	\$	<b>4,662</b>
Rate review CAF FY20	2.68%	<b>\$ 4,787</b>

Clinician Add On (.5 FTE)		
Salary	\$	27,000
Taxes and Fringe	21.71% \$	5,862
Admin. Alloc. (M&G)	10.62% \$	2,867
	\$	35,729
CAF	4.38%	
	\$	<b>37,293</b>
Monthly	\$	<b>3,108</b>
Rate review CAF FY20	2.68%	<b>\$ 3,191</b>

Clinician Add On (.25 FTE)		
Salary	\$	13,500
Taxes and Fringe	21.71% \$	2,931
Admin. Alloc. (M&G)	10.62% \$	1,434
	\$	17,865
CAF	4.38%	
	\$	<b>18,646</b>
Monthly	\$	<b>1,554</b>
Rate review CAF FY20	2.68%	<b>\$ 1,596</b>

Master Look-Up Table		
	For Rate	Source
<b>Salaries</b>		
Clinical	\$ <b>54,000</b>	Purchaser Recommendation
Taxes & Fringe	<b>21.71%</b>	MA EOHHS C.257 Benchmark
Admin. Alloc. (M & G)	<b>10.62%</b>	Average of FY15 UFRs for proposed Day Services Programs
CAF	<b>4.38%</b>	Base year = FY 15, Prospective: 7/1/2017 - 6/31/2019
Rate review CAF FY20	2.68%	Base year = FY 19Q4 Prospective: FY20 & FY21

Direct Care / Peer Add On (1 FTE)			
Salary		\$	32,000
Taxes and Fringe	21.71%	\$	6,947
Admin. Alloc. (M&G)	10.62%	\$	3,398
		\$	42,346
CAF	4.38%		
		\$	<b>44,199</b>
Monthly		\$	<b>3,683</b>
Rate review CAF FY20	2.68%	\$	<b>3,782</b>

Direct Care / Peer Add On (.75 FTE)			
Salary		\$	24,000
Taxes and Fringe	21.71%	\$	5,210
Admin. Alloc. (M&G)	10.62%	\$	2,549
		\$	31,759
CAF	4.38%		
		\$	<b>33,149</b>
Monthly		\$	<b>2,762</b>
Rate review CAF FY20	2.68%	\$	<b>2,836</b>

Direct Care / Peer Add On (.5 FTE)			
Salary		\$	16,000
Taxes and Fringe	21.71%	\$	3,474
Admin. Alloc. (M&G)	10.62%	\$	1,699
		\$	21,173
CAF	4.38%		
		\$	<b>22,100</b>
Monthly		\$	<b>1,842</b>
Rate review CAF FY20	2.68%	\$	<b>1,891</b>

Direct Care / Peer Add On (.25 FTE)			
Salary		\$	8,000
Taxes and Fringe	21.71%	\$	1,737
Admin. Alloc. (M&G)	10.62%	\$	850
		\$	10,586
CAF	4.38%		
		\$	<b>11,050</b>
Monthly		\$	<b>921</b>
Rate review CAF FY20	2.68%	\$	<b>945</b>

Master Look-Up Table		
	For Rate	Source
<b>Salaries</b>		
Direct Care	\$ <b>32,000</b>	Weighted average (based off of FY17 Contracts)
Taxes & Fringe	<b>21.71%</b>	MA EOHHS C.257 Benchmark
Admin. Alloc. (M & G)	<b>10.62%</b>	Average of FY15 UFRs for proposed Day Services Programs
CAF	<b>4.38%</b>	Base year = FY 15, Prospective: 7/1/2017 - 6/31/2019
Rate review CAF FY20	2.68%	Base year = FY 19Q4 Prospective: FY20 & FY21

**Rate-to-rate CAF**

**Assumption for Rate Reviews that are to be promulgated July 1, 2019**

Base period: FY19Q4									<u>Average</u>	
<b>CY19Q2</b>									2.798	
2.798										
Prospective rate period: FY20 and FY21										
	<b>2019Q3</b>	<b>2019Q4</b>	<b>2020Q1</b>	<b>2020Q2</b>	<b>2020Q3</b>	<b>2020Q4</b>	<b>2021Q1</b>	<b>2021Q2</b>		
	2.810	2.831	2.849	2.866	2.883	2.899	2.915	2.931	2.873	
									<b>CAF: 2.68%</b>	