



Formerly Lutheran Family Services

## **VENDOR RATES**

**EFFECTIVE JULY 1, 2021 TO JUNE 30, 2022**

### **RICHMOND**

4901 Dickens Road, Suite 115  
Richmond, VA 23230  
PH: 804-288-0122  
FAX: 804-288-0123

### **TIDEWATER**

11832 Rock Landing Drive, Suite 205  
Newport News, 23606  
PH: 757-722-4707  
FAX: 757-722-0898

Service Name	Unit of Service	Unit Cost	Service eligible for Medicaid	Location providing service
Treatment Foster Care				
Assessment	Day	\$153.00	Potentially eligible	Richmond Tidewater
Non-treatment foster care	Day	\$74.00	No	Richmond Tidewater
Level 1 TFC	Day	\$112.00	Potentially eligible	Richmond Tidewater
Level 2 TFC	Day	\$137.00	Potentially eligible	Richmond Tidewater
Level 3 TFC	Day	\$153.00	Potentially eligible	Richmond Tidewater
TFC – Case Management	Month	\$326.50 (or 17.50/day)	Potentially eligible	Richmond Tidewater
Independent Living Arrangements	Day	\$50	N/A	Richmond Tidewater
Visit Coaching/Guided Visitation for enCircle youth	Hour	\$35	N/A	Richmond Tidewater
Therapeutic support services (mentoring, IL coaching)	Hour	\$45	N/A	Richmond Tidewater
Intensive Placement and Treatment Coordination Services	Hour	\$45	N/A	Richmond Tidewater
Pre-placement overnight visits	Hour	\$60	N/A	Richmond Tidewater
Room & Board				
Ages 0 to 4	\$496	Ages 13 and older		\$735
Ages 5 to 12	\$580			
VEMAT				
4 Points	\$224	24 Points		\$1344
8 Points	\$448	28 Points		\$1568
12 Points	\$672	32 Points		\$1792
16 Points	\$896	36 Points		\$2016
20 Points	\$1120	New placement/emergency -20		\$1120
Adoption				
Home Study		\$1,400	N/A	Richmond Tidewater
Training		\$500	N/A	Richmond Tidewater
Application Fee		\$350	N/A	Richmond Tidewater
Post-Placement Supervision		\$300	N/A	Richmond Tidewater
Placement (out of state adoption)		\$3000	N/A	Richmond Tidewater
Finalization (out of state adoption)		\$3000	N/A	Richmond

Service Name	Unit of Service	Unit Cost	Service eligible for Medicaid	Location providing service
				Tidewater
Groups	Session	\$30	N/A	Richmond Tidewater
<b>Community Based Services</b>				
Visit Coaching/Guided Visitation for youth not in enCircle's care	Hour	\$65	N/A	Richmond Tidewater

**ALL Foster Care Placement Services receive the following:**

- Assessment including psychosocial history and a trauma screening
- Independent living assessment for youth age 14 and older
- Assessment and referral to medical, social and educational services
- Development and implementation of an individualized treatment plan
- Coordination and consultation with prior service providers
- Coordination of services for the child and regular contact with the referring agency and family to review progress toward goals
- 24/7 crisis support and safety planning
- Use of the Structured Analysis Family Evaluation (SAFE) Home Study Methodology to assess prospective adoptive parents and to develop a profile of the parent to match with children and youth
- Respite when they need it for all parents regardless of treatment level
- Quarterly treatment team meetings (at minimum)

<b>DETAILED SERVICE DESCRIPTIONS – TFC Services</b>	
<b>ASSESSMENT LEVEL</b> services provided to children and youth within the first 60 days of placement with the program. enCircle will facilitate monthly treatment team meetings and monthly written progress reports.	<b>Services to include:</b> <ul style="list-style-type: none"> <li>• Weekly face to face contact, with at least two contacts occurring in the home every month</li> <li>• Weekly contact with parents</li> </ul>
<b>NON-TREATMENT LEVEL</b> services are for children who are developmentally on target, demonstrate age appropriate behaviors, and able to participate in community activities without restriction. Youth at this level would have minimal to no emotional or behavioral challenge. This level is typically a step-down level for youth who have stabilized in their current Treatment Foster Care Home. <i>The agency does not accept referrals of children placed at a non-treatment level of care unless the child is part of a sibling group where at least one sibling is placed at treatment level.</i>	<b>Services to include:</b> <ul style="list-style-type: none"> <li>• One face to face contact every month</li> <li>• Bi-monthly contact with parents</li> </ul>

<b>DETAILED SERVICE DESCRIPTIONS – TFC Services</b>	
<p><b>LEVEL 1 TFC</b> are services designed for children in need of a therapeutic home setting due to emotional, behavioral, or mental health needs. Typical needs associated with children at this level would be on-going supervision and support to manage minimal behaviors and are successful in environments that provide a structured and nurturing treatment setting to maintain their placement in the community. Youth would require monitoring and may need to provide services to lessen the likelihood that identified needs will become more acute or return after being “resolved”.</p>	<p><i>Services to include:</i></p> <ul style="list-style-type: none"> <li>• Two face to face contacts, with at least one contact occurring in the home every month</li> <li>• Bi-monthly contact with parents</li> <li>• Medicaid pre-authorization</li> </ul>
<p><b>LEVEL 2 TFC</b> are services are designed for children in need of a therapeutic home setting due to emotional, behavioral, or mental health needs. Children at this level of care would exhibit moderate emotional and behavioral challenges requiring intervention to keep youth in a community-based setting. The child’s needs require that action (interventions, services, supports, etc.) be taken to address, remedy or ameliorate the needs.</p>	<p><i>Services to include:</i></p> <ul style="list-style-type: none"> <li>• Three face to face contacts, with at least two contacts occurring in the home every month</li> <li>• Weekly contact with parents</li> <li>• Up to 3 hours of therapeutic support services (i.e. mentoring or IL coaching) a week based on assessment of youth's needs &amp; availability</li> <li>• Medicaid pre-authorization</li> </ul>
<p><b>LEVEL 3 TFC</b> are services designed for children in need of a therapeutic foster home setting due to more intensive and frequent behavioral issues. The needs of a child served at Level 3 ongoing treatment foster care require intensive action (interventions, services, supports, etc.) be taken to address, remedy or ameliorate the needs. Without such intervention the child may be at risk of residential placement. This level is also appropriate for children who are stepping down from residential placements or psychiatric hospitalizations or who have diagnoses of developmental delays/autism spectrum disorders, or who are medically fragile.</p>	<p><i>Services to include:</i></p> <ul style="list-style-type: none"> <li>• Weekly face to face contact, with at least two contacts occurring in the home every month</li> <li>• Weekly contact with parents</li> <li>• Up to 5 hours of therapeutic support services (i.e. mentoring or IL coaching) a week based on assessment of youth's needs &amp; availability</li> <li>• Medicaid pre-authorization</li> </ul>
<p><b>INDEPENDENT LIVING ARRANGEMENTS</b> are services to help youth transition from a foster care placement to an independent living arrangement. Assistance will be provided to the youth and guardian to identify a suitable living environment.</p>	<p><i>Services to include:</i></p> <ul style="list-style-type: none"> <li>• Minimum of one face-to-face visit with youth per month (50% of the visits will be in the home)</li> <li>• Independent living skills assessment and creation of a youth driven plan for independence</li> <li>• One-on-one assistance with employment search and maintenance, budgeting,</li> </ul>

DETAILED SERVICE DESCRIPTIONS – TFC Services	
	<p>money management, and household management</p> <ul style="list-style-type: none"> <li>• Transition planning for adulthood to include identifying support systems</li> </ul>
<p><b>VISIT COACHING/GUIDED VISITATION</b> are services offered to families of children placed with enCircle to assist with reunification. The agency uses the Visit Coaching model to guide the case work practice. Visit coaching is a relationship based and trauma-informed method of providing supervised visitation.</p>	<p><i>Services to include:</i></p> <ul style="list-style-type: none"> <li>• Set in the home, community or office</li> <li>• Helping parents articulate their child's needs to be met in the visits and preparing parents for their children's reaction to the visits</li> <li>• Helping parents plan their visits to ensure full attention is given to their child</li> </ul>
<p><b>THERAPEUTIC SUPPORT SERVICES</b> include assessment and service planning with a focus on life skill challenges including independent living skills coaching and relationship building. Assistance with transition plans to help youth achieve independence. Services are provided by a therapeutic mentor in order to address behaviors that will assist the placement stability, help youth transition into adulthood and/or may reduce the risk of removal from their present placement.</p>	<p><i>Services to include:</i></p> <ul style="list-style-type: none"> <li>• 3 to 5 hours of mentoring and/or IL skill building</li> </ul>
<p><b>INTENSIVE PLACEMENT AND TREATMENT COORDINATION SERVICES</b> are supportive services provided to children who are transitioning into a placement with an enCircle treatment foster home. This service is billed when LFS support and coordination are requested for longer than one month from time of referral to time of placement and if more than 5 hours per month are provided.</p>	<p><i>Services to include:</i></p> <ul style="list-style-type: none"> <li>• Case coordination to assist with transition into home</li> <li>• Training of foster parents related to the child's specific needs and strengths</li> <li>• Participation in FAPT meetings and/or treatment team meetings</li> <li>• Direct work with youth and/or parents to facilitate the development of a relationship</li> </ul>
<p><b>PRE-PLACEMENT OVERNIGHT VISITS</b> are services provided for youth who have been matched with an enCircle home and overnight visits are being requested by the LDSS to determine suitability/matching of youth and resource families prior to placement. A daily rate will be charged for overnight visits to provide support and supervision to youth in the home.</p>	<p><i>Services to include:</i></p> <ul style="list-style-type: none"> <li>• Coordination of overnight visits and on-call support services to parents during visits</li> </ul>

<b>DETAILED SERVICE DESCRIPTIONS – Adoption Services</b>	
<b>HOME STUDY</b> includes preparation of documents required by the Virginia Department of Social Services to meet eligibility for certification.	<i>Services to include:</i> <ul style="list-style-type: none"> <li>• Three face to face interviews</li> <li>• Completion of the home study report</li> <li>• Use of the SAFE Home Study Methodology to assess prospective parents</li> </ul>
<b>TRAINING</b> services are designed to prepare families to adequately parent youth from the foster care system.	<i>Services to include:</i> <ul style="list-style-type: none"> <li>• 18 hours of comprehensive training includes 22 core-competencies required by VDSS licensing for individuals who want to adopt in the state of Virginia</li> </ul>
<b>APPLICATION FEES</b> are charged for families who are searching for out of state children.	
<b>POST-PLACEMENT SUPERVISION</b> fees are charged for families who have a child placed in the home from out of state and who need additional supervision beyond the six months included in the finalization fee.	<i>Services to include:</i> <ul style="list-style-type: none"> <li>• Post-placement home visit and supervisory report</li> </ul>
<b>PLACEMENT FEES FOR OUT OF STATE ADOPTIONS</b> include all of the preparation and documentation required to place a child from another state.	<i>Services to include:</i> <ul style="list-style-type: none"> <li>• 18 hours of comprehensive training includes 22 core-competencies required by VDSS licensing for individuals who want to adopt in the state of Virginia</li> <li>• Three face to face interviews</li> <li>• Completion of the home study report</li> <li>• Use of the SAFE Home Study Methodology to assess prospective parents</li> <li>• Completion of all paperwork required by the Interstate Compact on the Placement for Children (ICPC)</li> <li>• Coordination of pre-placement visits and placement of child</li> </ul>
<b>FINALIZATION</b> includes monthly post placement visits for six months, coordination with ICPC, placing agency, and the court for necessary forms for finalization	<i>Services to include:</i> <ul style="list-style-type: none"> <li>• Completion of post-placement supervision and supervisory reports for six months</li> <li>• Report of investigation</li> <li>• Services to support the placement</li> </ul>
<b>GROUPS</b> are services offered to families to help build connections with other prospective parents and to learn more about the life-long experience of adoption.	<i>Services include:</i> <ul style="list-style-type: none"> <li>• Coordination and development of group topics such as the core issues of adoption</li> </ul>

DETAILED SERVICE DESCRIPTIONS – Community Based Services	
<p><b>VISIT COACHING/GUIDED VISITATION</b> are services offered to families of children who are <u>not</u> placed in an enCircle treatment foster home. Services may be used to prevent a removal of a child from the home or to assist with a child reunifying with a family member. The agency uses the Visit Coaching model to guide the case work practice. Visit coaching is a relationship based and trauma-informed method of providing supervised visitation.</p>	<p><i>Services include:</i></p> <ul style="list-style-type: none"> <li>• Set in the home, community or office</li> <li>• Helping parents articulate their child's needs to be met in the visits and preparing parents for their children's reaction to the visits</li> <li>• Helping parents plan their visits to ensure full attention is given to their child</li> </ul>

Minnick Schools							
Harrisonburg, Roanoke, Wise, Bristol, and Wytheville							
Rates Effective July 1, 2021 to June 30, 2022							
Educational Services - Maximum Rates							
Type of Service	Site/Rate						Service Description
	Bristol	Harrisonburg	Roanoke	Wise	Wise Adaptive	Wytheville	
Tuition - Day School Services	\$219.30/day	\$214.20/day	\$214.20/day	\$219.30/day		\$214.20/day	Licensed and trained teachers and assistant teachers provide instruction based on Virginia's K-12 curriculum and the student's Individualized Education Program (IEP). Students work toward short term and long term goals that ultimately allow for placement back to the home school environment. A Functional Behavior Analysis is conducted on each student. The resulting data is used to create a Behavior Intervention Plan with the intent to reduce or replace negative behaviors with appropriate behaviors. Daily reports are sent to parents and the student is monitored twice during a grading period or as the IEP dictates. Parents are contacted weekly by phone, home visits, email, or at the school to maintain parent involvement.
Tuition - Day School Services Half-day	\$109.65/day	\$107.10/day	\$107.10/day	\$109.65/day		\$107.10/day	Minnick School offers prorated tuition rates to accommodate students who require instruction for a portion of the day. (Rate shown based on 1/2 day of attendance. All other partial days will be billed according to the portion of the day attended.)
Tuition - Day School Services Autism/Multi-Categorical		\$304.98/day	\$353.94/day	N/A	\$306.00/day	\$299.88/day	All educational staff members are trained in using Applied Behavior Analysis. Academic and behavioral skills are broken into small measurable units and are positively reinforced, helping students to continue the positive behavior in all environments. Each student has a prepared program book addressing various protocols used in instructing the student in zones of Academic, Leisure, Independent Activities, and Vocational Activities. Data is maintained on each student while in each zone. This data is used to adjust instruction and protocols. A Board Certified Behavior Analyst oversees all Autism and Multi-Categorical Services and collects data on educational staff so they maintain a desirable level of performance in working with students. The goal of the services is to return the student to the public school or to an agreed upon, supportive environment.
Tuition - Day School Services Autism/ Multi-Categorical Half-day		\$152.49/day	\$176.97/day	N/A	\$153.00/day	\$150.45/day	Minnick School offers prorated tuition rates to accommodate students who require instruction for a portion of the day. (Rate shown based on 1/2 day of attendance. All other partial days will be billed according to the portion of the day attended.)
Tuition - Vocational Program		N/A	\$289.68/day	N/A		N/A	Starkey Station Program: Vocational program serving students ages 15-22 providing instruction on academic, behavioral, leisure, independent activities, and vocational skills. Vocational skills include skills that are used in a community placement for supported employment. The program serves high functioning students on the spectrum as well as MD/ID students. Educational staff members are trained in using Applied Behavior Analysis. Data is collected and maintained on each student throughout the day. The goal of the service is to return student to the public school or to an IEP agreed upon, supportive environment to maintain above IEP goals and skills. This is a 205 day program for students.
Educational Aide		\$32.00/hour	\$32.00/hour	\$32.00/hour	\$32.00/hour	\$32.00/hour	Behavior support aides are required to implement a Behavior Intervention Plan. The Educational Aide takes data on behaviors indicated in the Behavior Intervention Plan. The Educational Aided support is typically required to maintain the student's placement with the goal of phasing the Educational Aide out of the student's educational program. Behavior Aides are trained in strategies based on the science of Applied Behavior Analysis and in de-escalation and physical management techniques.
Tuition - Extended School Year	\$112.20/day	\$132.60/day	\$137.70/day			\$112.20/day	Licensed and trained staff provide instruction in academics and behavior to prevent the regression of IEP goals as identified by the IEP team.



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Educational Services - Maximum Rates							
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	Bristol	Harrisonburg	Roanoke	Wise	Wise Adaptive	Wytheville	Service Description
Tuition - Extended School Year Autism-Multi-Categorical		\$153.00/day	\$168.30/day			\$137.70/day	Licensed and trained staff provide instruction in academics and behavior to prevent the regression of IEP goals as identified by the IEP team.
Community Based Employment Support			\$32/hour				<p>At the Minnick School at Starkey Station, we provide CBES (Community Based Employment Support) to our clients as an add-on to their educational services. The mission for CBES services is to help create real life solutions to maximize employment, independence, and full inclusion of our students within society. CBES services include the following:</p> <ul style="list-style-type: none"> <li>• Assistance with non-medical activities critical to employment, such as; dressing, hygiene, grooming, laundry, and food preparation.</li> <li>• Time management education</li> <li>• Self-advocacy in the workplace</li> <li>• Job skills processing with student</li> <li>• Collaboration with student's support system outside of school</li> <li>• Resume preparation</li> <li>• Application assistance</li> <li>• Interview preparation</li> </ul>
Note: Students in transition for 3 or more hours between the General and Autism Programs: Hourly rate based on the day rate for each program.							
Transition services back to home school: \$32.00 an hour for any staff accompanying the student in the transition, providing supports and services while in the public school.							
Day rate reduced by the number of hours the student is actually in attendance at the home school.							
*Minnick Schools follows the Public Schools Calendar of the local county or city in which they are located, and will bill for the projected number of instructional days of service in each month, regardless of inclement weather closings. Inclement weather days will be made up as determined by the county or city Public School Board, including the usage of make-up days or the application of instructional hours accrued in excess of the required 990 hours required by the Code of Virginia (8 VAC 21-521-10 et seq).							