



The Benefits of Becoming both 245d and VRS/SSB Service Providers

Today's Agenda



- I. An overview of E1MN
- II. Engage, Plan, Find, Keep Framework
- III. An overview of Vocational Rehabilitation Services/State Services for the Blind (DEED)
- IV. The importance of becoming a dually enrolled provider with both 245d and VRS/SSB
- V. Breakout Section (Presentation will end in breakout rooms – we are not returning as a group)
 - I. Providers new to 245d Services – An explanation of the enrollment process
 - II. Providers new to VRS/SSB Services – An explanation of the contracting process

Introductions

Today's Presenters:

Amanda Jensen-Stahl – Manager of Interagency Partnerships and Business Engagement - VRS

Angie Hart, Vice President, STAR Services, Inc.

Anne Paulson, MS, Rehabilitation Program Specialist – VRS

Eric Pederson, CEO, STAR Services, Inc.

Jennifer Beilke, MS, CRC, State Program Administrator – SSB

Ryan Merz, Employment Coordinator, Disability Services Division – DHS

Sara Sundeen, MS, CRC, Rehabilitation Program Specialist – VRS

Captioning and Sign Language Interpreters provided by American Sign Language Interpreting Services (ASLIS)



Upcoming

Today's webinar will not cover all details related to this change.

We encourage you to register for upcoming webinars:

- **E1MN Core Trainings: April 27th, 29th, and May 4th:** Attend one two-hour session (providers, lead agencies/case managers, VRS/SSB staff) to learn about E1MN
- **Coffee Chats:** 60-minute informal webinars for project updates and answer pre-received questions

Visit the [E1MN Trainings and Events](#) website for registration information for these and all upcoming trainings.

Slides from today and a recording of the webinar will be posted on this site.



What is our goal today?



Explain the changes that are coming to Employment Supports



Help providers understand how being enrolled with both 245d and VRS/SSB will help ensure the continuity of services in the future



Give you a better understanding of the enrollment process for 245d and VRS/SSB so that you can take action.





E1MN Overview

E1MN: A STATE-AGENCY PARTNERSHIP ADVANCING EMPLOYMENT FIRST

Minnesota Department
of Human Services (DHS)

Minnesota Department
of Education (MDE)

Minnesota Department of
Employment and Economic
Development (DEED)



**Working together to
deliver a more seamless
and timely employment
support system**

E1MN Background – why are we doing this?

- Changing Federal policy – new direction, new expectations
- Stakeholder engagement – what we learned
- Moving from an "MoU" to E1MN



Our shared vision.

We will work together to align our systems so that common customers who receive home and community-based service (HCBS) disability waivers and vocational rehabilitation service (VRS) from DEED-VRS or SSB get seamless and timely supports to make informed choice and meet competitive integrated employment goals.



E1MN works to deliver a more seamless and timely employment support system for people with disabilities.



This partnership, led by DEED-VRS/SSB, MDE, and DHS-DSD:

- Plans and improves coordinated services and Employment First approaches
- Removes barriers and confusion, making it easier for people to navigate employment services.
- Works with local and culturally-specific partners to improve access and equity
- Supports each other and bringing out the best our agencies have to offer

Shared values and principles



Employment First

The values and guiding principles found in Minnesota's Employment First Policy will serve as the foundation for our work.

Person centeredness

We will embed person-centered principles in our work to help people move toward meaningful work that builds on their unique interests, strengths and talents.

Collaboration

We will build coordinated and consistent communication, training and support.

Simplicity

We will develop a system that is easier to understand, implement and navigate.



Engage, Plan, Find, Keep

Engage, Plan, Find, Keep Framework



- **What is it:** A high level framework for how people receiving waiver services access employment supports across school, VRS/SSB, and waiver programs. Broadly, “who pays for what, when”
- **What will it be used for:** This framework will be a training resource and method to introduce how our programs work together to stakeholders
- **What’s next:** We will be conducting trainings and releasing guidance that equip support professionals to more deeply understand and work within this framework

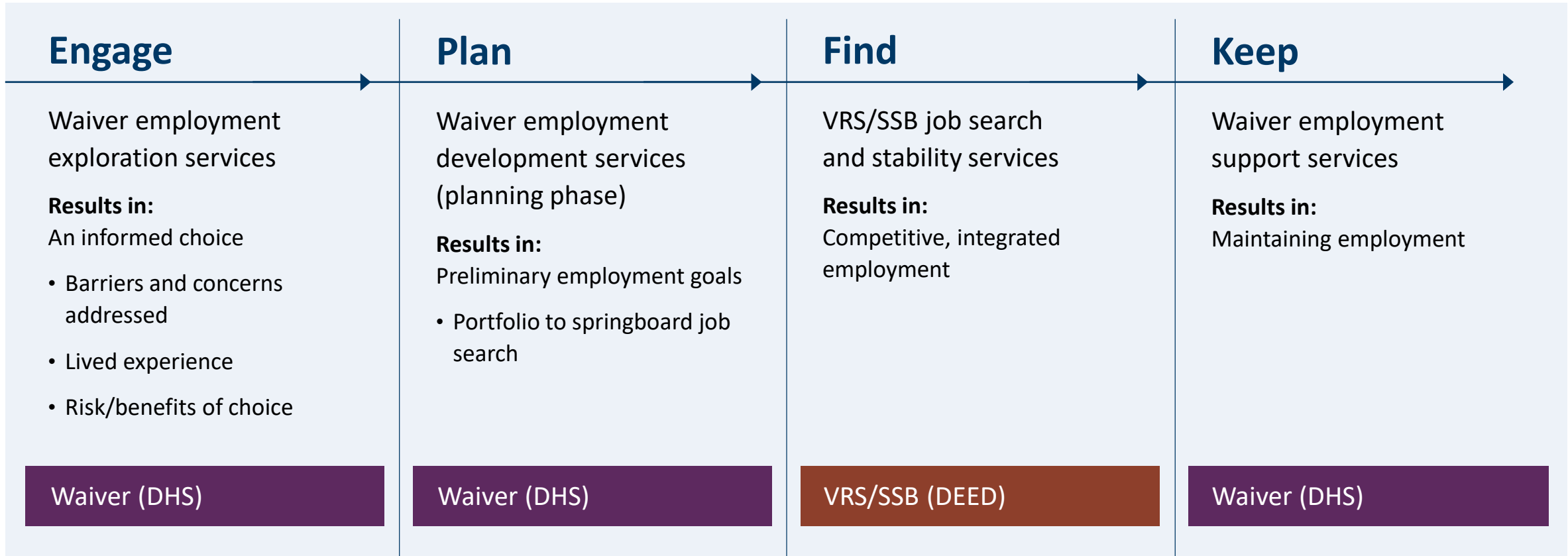
Adult Services

Primary funding source for people on waivers who are not enrolled in high school or age 18-21 transition programming

- Waiver (DHS)
- VRS/SSB (DEED)



ADULT



Engage vs. Plan: Who can benefit



ADULT

Engage

Waiver employment exploration services can help a person make an informed choice about pursuing competitive employment.

This service can help people who:

- are unsure about working in competitive integrated employment
- have said “yes” to a conversation about employment options during a WIOA 511 conversation
- have been working in noncompetitive employment (prevocational services, mobile work crews)

Plan

Waiver employment development services (planning phase) can help a person discover their interests, strengths and prepare for a job search.

This service can help people who are interested in pursuing employment, but:

- are not sure what it looks like, or what they want to do
- have barriers, or conditions for employment
- have little experience in competitive employment

Find and Keeping a Job



ADULT

Find

VRS/SSB job search and stability services help people obtain competitive, integrated employment

This service can help people who:

- Would like support in a job search

Keep

Waiver employment support services help people maintain/be successful in community-based employment

This service can help people who:

- Need supports (like job coaching) to maintain community employment

Student Services

Primary funding source for students on waivers:

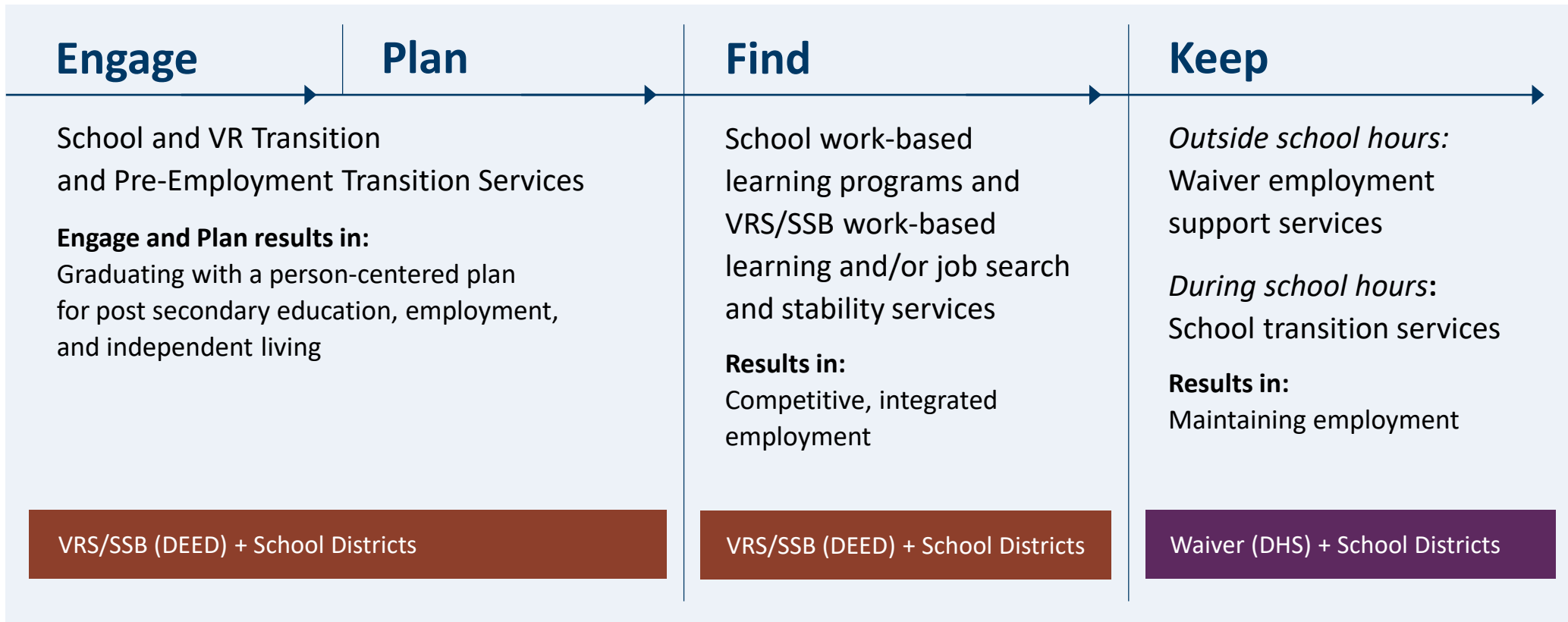
■ Waiver (DHS) + School Districts

■ VRS/SSB (DEED) + School Districts



YOUTH

Students enrolled in high school or age 18-21 transition programming



Timeline – Implementing Framework



- **July, 2021**
 - DHS replaces “[Interim Guidance](#)” CBSM page with updated guidance
 - DHS releases new “HCPC codes” and guidance specifying “plan” and “find” phases of employment development services. Case managers begin support planning under this guidance.
- **September, 2021**
 - Any new authorization of employment development services or change in authorization must use new HCPC codes and align to engage, plan, find, keep framework
- **Ongoing**
 - Technical assistance, training, tools/resources to support implementation of agreements
 - People currently receiving employment development services can continue receiving service (until end of service span or change in authorization)



An overview of Vocational Rehabilitation Services/State Services for the Blind (DEED)

Vocational Rehabilitation Services (VRS)



Vocational Rehabilitation Services (VRS), a division of the Minnesota Department of Employment and Economic Development (DEED), empowers people with disabilities to achieve their goals for competitive, integrated employment and career development.

VRS provides individualized, person-centered counseling, training, job skills, and job placement services.

VRS Professional and Technical (P/T) Contracts



- VRS purchases services from providers who have a P/T contract.
- Many of the providers that work with VRS are CARF accredited. Per state rule, those service providers that are CARF accredited have no maximum budget cap.
- Limited-Use Vendors (LUVs) are service providers that are not CARF accredited. VRS, per state rule, must limit the amount of business it does with LUVs. In 2020, VRS raised the amount for LUV's to \$100,000 per year.

VRS P/T contract rates of payment



- Providers develop an individualized contract that includes the services they provide and the rates they charge for each service.
- Job search services are paid through a Performance Based Agreement (PBA)
- VRS has two PBAs: General PBA (\$3,800) and E1 PBA (\$5,000)
- E1 PBA is for people on waivers.
- Some rates are negotiated with the provider and some rates are standardized statewide, like a PBA.

Developing a P/T contract with VRS



The first step to apply to be a community partner is to review and complete an application to be a provider of services with VRS. VRS will then review the application and work with new providers to ensure they have everything necessary and guide providers through the process of creating a P/T contract.

All information is located on our [website](#), but here are some of the main documents you would want to review and consider when applying to become a community partner:

- [Request for Proposal](#)
- View a [Sample P/T Contract](#)
- [Information and Instructions](#) for partner application to provide services
- [Partner Application](#) to provide services

Developing a P/T contract with VRS (cont.)



Any questions can be directed to VRS has Community Partnerships Program Specialist that are available for any questions a provider may have during the process.

For VRS questions:

- [Anne Paulson](#), VRS Rehabilitation Program Specialist, 651-259-7135, or
- [Sara Sundeen](#), VRS Rehabilitation Program Specialist, 651-247-9121

For SSB questions:

- [Jennifer Beilke](#), State Program Administrator, 651-539-2273

State Services for the Blind (SSB)



State Services for the Blind (SSB), a division of the Minnesota Department of Employment and Economic Development (DEED), mission is to facilitate the achievement of vocational and personal independence by Minnesotans who are blind, visually impaired or DeafBlind

- **Vocational Rehabilitation**
- **Senior Services**
- **Communication Center**

SSB Professional and Technical (P/T) Contracts



SSB purchases services from providers who have a P/T contract

No CARF requirement

No rule on Limited-Use Vendors (LUVs)

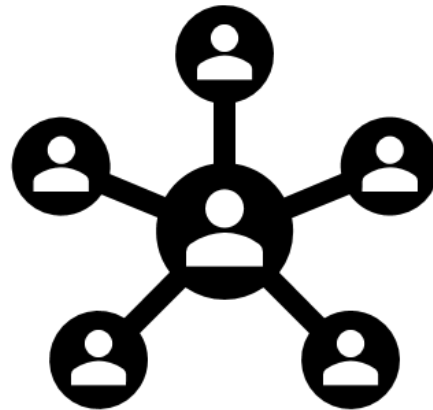


**Why becoming dually
enrolled with both 245d
and VRS/SSB is so
important**

Bringing it all Together



Being enrolled with both 245d Services and VRS/SSB will help ensure continuity of services for the people you support.



Benefits of being Dually Enrolled



Providers

- A more diversified source of funding
- An opportunity to expand the array of supports you provide
- New tools to support your employment services

Service
Recipients

- More continuity of services
- More choices of service providers
- Better employment outcomes

Scenario – Engage, Plan, Find, Keep

Engage

John is unsure about working. John wants some help in addressing his concerns and deciding if he wants a job.

John's case manager authorizes Employment Exploration Services to help John make an informed choice about employment.

Plan

John decides he wants to work but is still not sure what kind of job or what he has to offer an employer. He also has questions about transportation and his benefits.

John's case manager authorizes Employment Development Services. During the "Plan" phase, John will develop his initial employment goals, strengths/interests, and get ready for his job search.

Find

Now that he has a better idea of the type of job he wants and has addressed his concerns, he's ready to begin the search!

After meeting with John and his team, John's case manager connects John with VRS to start the Job Search, through the E1 PBA.

Keep

Through VRS, John finds a job! After a few weeks John, his boss, and his team verify that the job is a good fit. They agree that some ongoing support will be helpful in maintaining employment.

John's ongoing support is provided through Employment Support Services.



Waiver (DHS)

VRS/SSB (DEED)



Next Steps

1. Begin the process of enrolling as a 245d provider, or
2. Begin the process of establishing a contract with VRS/SSB Visit [enrollment page](#)
3. Visit the [E1MN Trainings and Events](#) website for registration information for all upcoming trainings.

Breakout Rooms



Breakout Room A: Overview of 245d Services

1. Process for obtaining a 245d License
2. Process for enrolling as a Home and Community Based Services (HCBS) Provider
3. Overview of the Designated Coordinator/Designated Manager (DC/DM) requirements
4. Staff Training Requirements
5. Summary of Paperwork/Meeting Requirements

Breakout Rooms 2



Breakout Room B: Contracting with VRS/SSB

1. Overview of VRS and SSB
2. Completing your VRS Application
3. Professional and Technical (PT) Contracting process and requirements