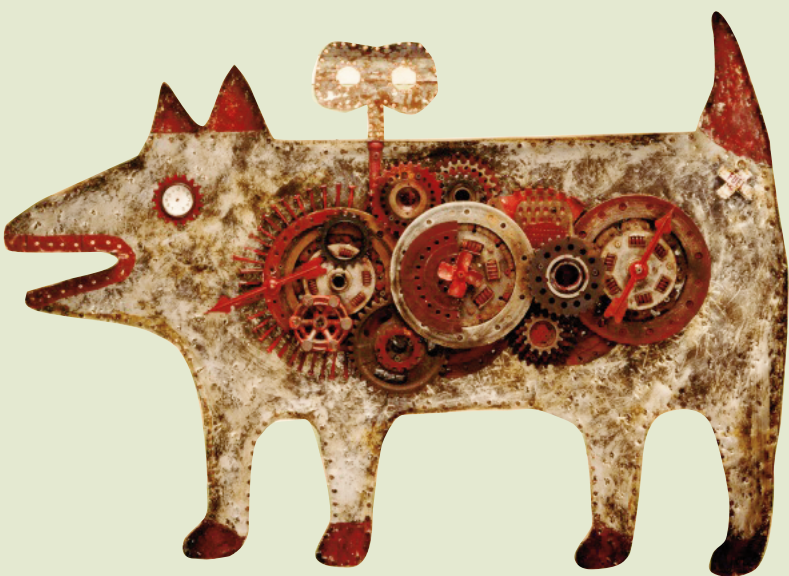


THE TAIL THAT WAGS THE DOG:

THE IMPACT OF INSURANCE ON BEHAVIORAL HEALTH



JANUARY 14, 2010 • 10 AM TO 5PM

**Sponsored by The Coalition of
Behavioral Health Agencies**

**Venue: The Association of the Bar of the
City of New York**

For more information go to: www.coalitionny.org



The Coalition of Behavioral Health Agencies
90 Broad Street
8th Floor
New York, NY 10004

REGISTER EARLY! Go to www.coalitionny.org

The Tail that Wags the Dog: The Impact of Insurance on Behavioral Health

Even as the country waits for the realization of health care reform, New York State is poised to bring about the biggest transformation to the behavioral health sector in 30 years. In 2010, the New York State Office of Mental Health (SOMH) will implement new Article 31 clinic regulations designed to restructure the way the State delivers and reimburses mental health services.

Fundamental to the reform is that the Medicaid add-on known as COPS (Comprehensive Outpatient Programs) will be phased out over three years. This will have a huge and potentially negative impact on providers, and by extension consumers of mental health services.

Despite the projected higher base rate for Medicaid fee-for-service, many agencies will be forced to either close their clinics or drop their commercial and/or Medicaid managed care plans.

For the past twenty years, COPS add-ons, have subsidized the low rates paid by Medicaid and commercial managed care plans. As documented by the SOMH in their 3/11/2009 Clinic Restructuring Implementation Plan, "Medicaid managed care, Family Health Plus and Child Health Plus plans underpay for mental health clinic services. The average managed care payment for clinic services is approximately one-third to one-half of actual cost. This is significant because Medicaid managed care alone, (not including CHP), represents 12% of clinic visits. This percentage is expected to grow as the state expands mandatory managed care enrollment." Unless this issue is addressed, transformation of the behavioral health sector will only benefit Medicaid fee for service recipients.

This conference is intended to explore all sides of a very complicated issue. Please join our **keynote speaker, Wendell Potter**, a Senior Fellow on Health Care at the Center for Media and Democracy, who after a 20-year career as a corporate public relations executive, left his job as head of communications for one of the nation's largest health insurers to try his hand at helping socially responsible organizations — including those advocating for meaningful health care reform — achieve their goals.

In addition, our panel of New York State officials, **Troy Oechsner**, Deputy Superintendent for Health, State of New York Insurance Department; **Gregory Allen**, Director, Division of Financial Planning and Policy, New York State Department of Health; **Bruce E. Feig**, Deputy Executive Commissioner, New York State Office of Mental Health, will respond to Mr. Potter's keynote and offer their perspective of how the sector can survive transformation and continue services to all consumers.

Our afternoon presenters will include a provider panel consisting of the following organizations, the **Institute for Community Living**, the **Puerto Rican Family Institute** and the **Staten Island Mental Health Society**, to discuss their experiences with managed care plans. A panel of Managed Care Organizations, including **Emblem Health, ValueOptions and Amerigroup** and invited guest **OptumHealth**, will have an opportunity to respond and lay out their own vision. Together we might find solutions acceptable to all parties but all affected parties must be at the table.

To add to the discourse, **Senator Neil D. Breslin**, Insurance Committee Chair, and Assemblyman **Joseph D. Morelle**, Chair, Committee on Insurance have also been invited.

Finally, **Fred Scaglione, the Editor of New York Nonprofit Press**, a monthly trade newspaper and daily E-Newsletter serving the nonprofit human services community in New York City, Long Island and the lower Hudson Valley, will be our facilitator for the day.

Who should attend?

- Agency executives, administrators and financial officers.
- Government Officials
- Public Policy advocates and analysts

Registration

For all information regarding registration, please visit The Coalition's website www.coalitionny.org. Payment can be made online, by mail or fax. The cost of the conference is \$150.00 for Coalition members; \$200.00 for non-members. A coffee service and a sit down lunch is included. A government and consumer rate is also available.

The conference will be held at the New York City Association of the Bar of the City of New York; 42 West 44th Street. Travel directions are also available on our website.

Please note: No shows will be billed. Cancellations must be received in writing by January 8th, 2010. A service charge of \$50.00 will be withheld.

For more information regarding the government and consumer rate, or other questions, please contact Negri Management resources, LLC at jackie@nycap.rr.com or call 518-436-8712.

AGENDA

January 14, 2010, 10 am-5 pm
York City Association of the Bar of the City of New York, 42 West 44th Street

9:30 Registration and Coffee Service

10:00 WELCOME

Phillip Saperia
Executive Director, The Coalition of Behavioral Health Agencies, Inc.

10:15 KEYNOTE ADDRESS

Wendell Potter
Senior Fellow on Health Care Center for Media and Democracy

11:15 BREAK

11:30 The New York Perspective

Troy Oechsner
Deputy Superintendent for Health, Executive Bureau, NYS Insurance Department

Gregory Allen
Director of Financial Planning and Policy, Office of Health Insurance Programs, NYS Department of Health

Bruce Feig
Deputy Executive Commissioner, New York State Office of Mental Health

12:30 LUNCH

**1:30 Provider Presentation –
Voices from the Field**

Peter Campanelli, Ph.D.
President/CEO, ICL

Milta Vega-Cardona, M.SA
CASAC, Director of Billing and Claims Puerto Rican Family Institute

Fern Zagor
Executive Vice-President and COO Staten Island Mental Health Society

2:30 BREAK

2:45 Managed Care Plans Respond

4:15 CLOSING REMARKS

Phillip A. Saperia
Executive Director, The Coalition of Behavioral Health Agencies, Inc.

**Go to www.coalitionny.org
for full registration.**