



The Commonwealth of Massachusetts  
Executive Office of Elder Affairs  
One Ashburton Place, 5th Floor  
Boston, Massachusetts 02108

**CHARLES D. BAKER**  
Governor

**KARYN E. POLITO**  
Lieutenant Governor

**MARYLOU SUDDERS**  
Secretary, Executive Office of Health  
and Human Services

**ELIZABETH C. CHEN, PhD, MBA, MPH**  
Secretary

Tel: (617) 727-7750  
Fax: (617) 727-9368  
TTY/TTD: 1-800-872-0166  
[www.mass.gov/elders](http://www.mass.gov/elders)

**PROGRAM INSTRUCTION (PI)**

**EOEA PI -22- 01**

**TO:** Aging Service Access Points (ASAP)  
Executive Directors

**FROM:** Lynn C. Vidler, BSW, MBA, Director of Home & Community Programs

**DATE:** January 1, 2022

**RE: PROVIDER SERVICE RATES**

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**Purpose:**

This Program Instruction (PI) replaces PI 98-42 Provider Rate Determinations. The purpose of this PI is to provide guidance to Aging Service Access Points (ASAPs) on how rates are established for subcontracted provider services.

**Background and Program Implications:**

The ASAP network is responsible for procuring a network of direct service providers in accordance with 651 CMR 14.04(5), the terms of current ASAP contract, and any other instructions issued by the Executive Office of Elder Affairs (EOEA).

The ASAP must adhere to prohibitions on Direct Services by ASAPs found at 651 CMR 14.03(2) through (4) and M.G.L. c. 19 A § 4B, unless the Secretary of the Executive Office of Elder Affairs grants a waiver of this restriction. The ASAP must obtain approval from EOEA for the rate(s)

reimbursed to itself for any direct services the ASAP provides to Home Care Program Consumers under the approved direct service waiver, including Home Delivered Meals, in accordance with PI 94-11 and the ASAP Contract.

**Required Actions:**

The following chart provides guidance as to how the rate for certain ASAP services are established. For detailed service descriptions please refer to the service’s Attachment A description.

<b>Service</b>	<b>Rate</b>	<b>Additional Notes</b>
Adult Day Health Program (ADH)	MassHealth Rate set by Executive Office of Health and Human Services (EOHHS)	Transportation to ADH services is <u>not</u> included in the daily rate *ADH Transportation should be paid at the MassHealth Rate
Alzheimer’s Day Program	Negotiated between ASAP and Provider Agency	
Alzheimer’s/Dementia Coaching	Negotiated between ASAP and Provider Agency	
Behavioral Health	MassHealth Rate set by EOHHS	Includes: Diagnostic Services / Individual Therapy/ Couple/Family Therapy / Group Therapy / Case Consultation / Emergency Services / Reevaluation
Bill Payer/ Representative Payee	Negotiated between ASAP and Provider Agency	
Chore	Negotiated between ASAP and Provider Agency	
Companion	Negotiated between ASAP and Provider Agency	
Competency Evaluation	MassHealth Rate set by EOHHS for services provided through licensed, free-standing mental health clinics by a staff psychiatrist or consultant, a PhD psychologist or a licensed clinical social worker. ASAPs can negotiate rates whenever purchasing service	

	directly from a private practitioner.	
Electronic Comfort Pets (ECP)	ASAP may utilize available vendors of such equipment, including local and national retailers, existing vendors under contract with an ASAP, or approved vendors that may be listed on the Commonwealth's statewide contract.  Rate Range set by EOEA depending on the design and capabilities	Maximum Rate: \$600.00 per unit
Emergency Response Products with Fall Detection Feature	Negotiated between ASAP and Provider Agency	
Emergency Shelter	Negotiated between ASAP and Provider Agency	
Enhanced Technology/Cellular Personal Emergency Response System (PERS)	Negotiated between ASAP and Provider Agency	
Environmental Accessibility Adaptations	Negotiated between ASAP and Provider Agency	
Evidenced Based Education Programs (EBPs)	Provider will propose rate/rate structure  MassHealth & EOEA set maximum rate	Maximum Rate: \$100 per session
Financial Consultation	Negotiated between ASAP and Provider Agency	
Fiscal Intermediary (FI)	MassHealth Rate set by EOHS	
Goal Engagement Program	Provider will propose rate/rate structure  MassHealth & EOEA set maximum rate	Maximum Rate: \$4,000 per episode (inclusive of 10 visits by RN/OT and \$1,800 Home Repair limit)
Grocery Shopping and Delivery	Negotiated between ASAP and Provider Agency	

Home Based Wandering Response Systems	Negotiated between ASAP and Provider Agency	
Home Delivered Meals	Rate Approved by EOEA	
Home Delivery of Pre-packaged Medication	Negotiated between ASAP and Provider Agency	
Home Health Services	MassHealth Rate set by EOHHS	Includes: Complex Care Training and Oversight (formerly Skilled Nursing), Home Health Aide, Home Safety/Independence Evaluations (formerly Occupational Therapy), Physical Therapy, Speech Therapy
Homemaker/Personal Care/ Supportive Home Care Aide	Negotiated between ASAP and Provider Agency	
Laundry	Negotiated between ASAP and Provider Agency	
Legal Services	Negotiated between ASAP and Provider Agency	
Medication Dispensing System	Negotiated between ASAP and Provider Agency	
Nutritional Assessment	Negotiated between ASAP and Provider Agency	
On Call	Negotiated between ASAP and Provider Agency	
Orientation & Mobility (O&M)	Provider will propose rate/rate structure  MassHealth & EOEA set maximum rate	Maximum Rate: \$37.77 per 15-minute unit
Peer Support (Certified Older Adult Peer Specialists (COAPS))	Provider will propose rate/rate structure  MassHealth & EOEA set maximum rate	Maximum Rate: \$10 per 15-minute unit
Personal Emergency Response System (PERS)/ Enhanced PERS (EPERS)	PERS: MassHealth Rate set by EOHHS  EPERS: Negotiated between ASAP and Provider Agency	PERS - Installation & Monthly Fee

Respite Care	Negotiated between ASAP and Provider Agency  Skilled Nursing Facility- Documentation of Facility's current MMQ rate is submitted to ASAP	Includes: Adult Foster Care (AFC), Hospital, Rest Home, Skilled Nursing Facility, Assisted Living Residence, Adult Day Health
Supportive Day Program	Negotiated between ASAP and Provider Agency	Transportation to Supportive Day services is <u>not</u> included in the daily rate
Transitional Assistance	Negotiated between ASAP and Provider Agency	
Translation/Interpreting	Negotiated between ASAP and Provider Agency	
Transportation (medical)	MassHealth Rate set by EOHHS	Ambulance, Chair Car, and Medical Taxi
Transportation (non-medical)	Negotiated between ASAP and Provider Agency	Rates are established by local municipalities (meter rates for taxi service) and/or are negotiated.
Vision Rehabilitation	Negotiated between ASAP and Provider Agency	
Wanderer Locator	Negotiated between ASAP and Provider Agency	

**Effective Date:**

This PI is effective January 1, 2022

**Contact:**

If you have any questions regarding this PI, please contact Lynn C. Vidler, Director of Home & Community Programs, by email at [Lynn.Vidler@mass.gov](mailto:Lynn.Vidler@mass.gov)