

**PEOPLE  
INCORPORATED**  
**MENTAL HEALTH SERVICES**

Representative Peter Fischer, Chair  
Behavioral Health Policy Division  
MN House of Representatives  
March 9, 2022

Dear Chair Fischer and Committee Members,

As the CEO of People Incorporated, I am writing to ask for your support of HF3737 – behavioral health homes rate structure.

People incorporated is an innovative and dedicated community-based provider of mental health services since 1969.

People Incorporated has been a certified Behavioral Health Home (BHH) since 2017. Our BHH team commits to a person-centered approach to help our clients meet their goals for recovery from co-occurring mental health and physical health conditions. We help our clients navigate the health care system, secure transportation to appointments, maintain housing and employment, and access medications – all which contribute to lower health care costs and enhance the quality of life for those we support.

People Incorporated supports this bill (SF 3737) because the reimbursement rate for BHH services has not changed in the last 5 years since we were initially certified, yet our operating costs have increased annually. For the past few years, we have seen a negative margin of close to 10% for our BHH service line, yet we have continued to fund this vital service because we truly believe in the impact of this integrated service model and are painfully aware of the need that exists for these vulnerable members of our community. Our operating costs continue to rise, and we are fast approaching a position where we will no longer be able to support these financial losses. To continue to support this vital work as a BHH provider, we need a reimbursement structure that acknowledges what the true cost is to coordinate this important model of care, including cost of living increases and a service rate that allows us to be competitive in a very challenging job market.

We believe the rate proposal in SF 3737 will improve BHH access to more clients each year and bring us closer to a sustainable rate that assures that this important integrated model will be available to those in need in the future. Please support SF 3737 and commit to improving the health and wellbeing of those in need.

Thank you for your consideration.

Sincerely,

Jill Wiedemann-West  
CEO

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