

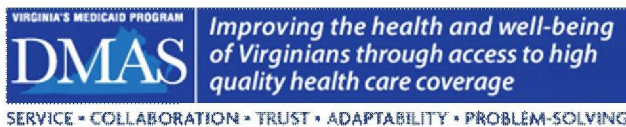
**From:** Stevens, Lisa (DMAS) <Lisa.Stevens@dmass.virginia.gov>  
**Sent:** Wednesday, March 13, 2024 12:39 PM  
**To:** McCormick, Brian (DMAS) <Brian.McCormick@dmass.virginia.gov>  
**Cc:** Roberts, Cheryl (DMAS) <Cheryl.Roberts@dmass.virginia.gov>; Gordon, Chris (DMAS) <Chris.Gordon@dmass.virginia.gov>; Fegans, Adrienne (DMAS) <Adrienne.Fegans@dmass.virginia.gov>  
**Subject:** Re: Fishingpoint

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Thank you Brian for your feedback. I am sure that we will be monitoring the activity. With the high flat reimbursement and the allowable multiple encounters in 1 day, there is an incentive to possibly over utilize services. I trust that will not happen, but something to monitor.

Thank you again for your reply. L

Lisa Price Stevens MD, MPH, MBA, FACP, CHIE  
Chief Medical Officer | Department of Medical Assistance Services  
Availability: M-F 9 a.m. - 6 p.m. |



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**From:** McCormick, Brian (DMAS) <Brian.McCormick@dmass.virginia.gov>  
**Sent:** Wednesday, March 13, 2024 12:27 PM  
**To:** Stevens, Lisa (DMAS) <Lisa.Stevens@dmass.virginia.gov>  
**Cc:** Roberts, Cheryl (DMAS) <Cheryl.Roberts@dmass.virginia.gov>; Gordon, Chris (DMAS) <Chris.Gordon@dmass.virginia.gov>; Fegans, Adrienne (DMAS) <Adrienne.Fegans@dmass.virginia.gov>  
**Subject:** Re: Fishingpoint

Lisa:  
I wanted to follow up with you, now that I've had time to address this issue. I've concluded that federal law permits Tribal providers to provide services to anyone enrolled in a federal health care program, which would include Medicaid, Medicare, Veterans Services, etc. For the feds this is a matter of access not just for Tribal members, but also as a means to ensure that Tribal providers have a sufficient patient base to support their business. It's an authorized expenditure of federal dollars from multiple federal programs to help Tribes sustain access to health care for both their own Tribal members and the community at large. This is especially the case because Tribal providers tend to be located in rural or other underserved areas. I'm happy to answer any questions you many have, so just let me know.  
Brian

Brian McCormick, Director  
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Va. Dept. of Medical Assistance Services  
600 East Broad Street  
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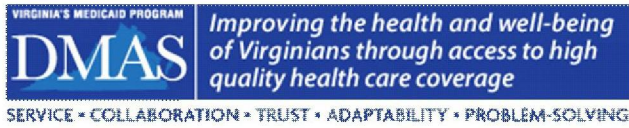
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**From:** Stevens, Lisa (DMAS) <Lisa.Stevens@dmass.virginia.gov>  
**Sent:** Tuesday, February 20, 2024 8:11 AM  
**To:** McCormick, Brian (DMAS) <Brian.McCormick@dmass.virginia.gov>  
**Cc:** Roberts, Cheryl (DMAS) <Cheryl.Roberts@dmass.virginia.gov>; Gordon, Chris (DMAS) <Chris.Gordon@dmass.virginia.gov>; Fegans, Adrienne (DMAS) <Adrienne.Fegans@dmass.virginia.gov>  
**Subject:** Re: Fishingpoint

Thank you, L

Lisa Price Stevens MD, MPH, MBA, FACP, CHIE  
Chief Medical Officer | Department of Medical Assistance Services

Availability: M-F 9 a.m. - 6 p.m. |



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**From:** McCormick, Brian (DMAS) <Brian.McCormick@dmass.virginia.gov>  
**Sent:** Tuesday, February 20, 2024 8:06 AM  
**To:** Stevens, Lisa (DMAS) <Lisa.Stevens@dmass.virginia.gov>  
**Cc:** Roberts, Cheryl (DMAS) <Cheryl.Roberts@dmass.virginia.gov>; Gordon, Chris (DMAS) <Chris.Gordon@dmass.virginia.gov>; Fegans, Adrienne (DMAS) <Adrienne.Fegans@dmass.virginia.gov>  
**Subject:** Re: Fishingpoint

Lisa:  
Thank you for identifying the potential issue. I'll be looking into that once I have a little more space within my GA work.  
Brian

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**From:** Stevens, Lisa (DMAS) <Lisa.Stevens@dmass.virginia.gov>  
**Sent:** Tuesday, February 20, 2024 7:58 AM  
**To:** McCormick, Brian (DMAS) <Brian.McCormick@dmass.virginia.gov>  
**Cc:** Roberts, Cheryl (DMAS) <Cheryl.Roberts@dmass.virginia.gov>; Gordon, Chris (DMAS) <Chris.Gordon@dmass.virginia.gov>; Fegans, Adrienne (DMAS) <Adrienne.Fegans@dmass.virginia.gov>  
**Subject:** Re: Fishingpoint

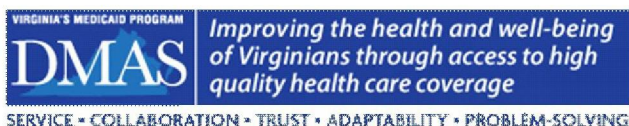
Brian,  
Thank you for this great summary. As stated in a previous email, I had an amazing visit at Fishing Point.

Would you be able to provide clarity regarding the patients they see?

Does the flat rate and encounters per day apply to any Medicaid patient seen at Fishing Point or is the assumption that this enhanced support is for tribe members?

I ask because the staff indicated to me that they are accepting all Medicaid patients and the patient did not need to be a member of a tribe.  
Thank you, L

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Chief Medical Officer | Department of Medical Assistance Services  
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**From:** McCormick, Brian (DMAS) <Brian.McCormick@dmass.virginia.gov>  
**Sent:** Tuesday, February 13, 2024 3:22 PM  
**To:** Stevens, Lisa (DMAS) <Lisa.Stevens@dmass.virginia.gov>  
**Cc:** Roberts, Cheryl (DMAS) <Cheryl.Roberts@dmass.virginia.gov>  
**Subject:** Re: Fishingpoint

Lisa:

Thank you for writing - I'm the Agency's Tribal Liaison, so I'm always happy to talk about the Tribes. You asked about our contract with the Tribal providers; they signed the same provider agreement as all of our other providers, so I'll focus on the unique aspects of DMAS' relationship with the Tribal providers. So far, we have two Tribal providers. The first was Aylett Family Wellness in King William County, which is owned and operated by the Mattaponi Tribe. The second is Fishing Point Healthcare, located in Portsmouth, owned and operated by the Nansemond Tribe. Both Tribes began with a primary care center, offering labs, pharmacy and x-rays. They have also expanded to offer home health services, dental services, and behavioral health services. The Nansemond in particular are signing contracts with local school districts to provide TDT and (soon) other behavior health services in local schools. Both providers serve Tribal members and other Native Americans Aylett in the Tappahannock/King William area, and Fishing Point covering the Tidewater area.

Each Tribe is recognized as a sovereign nation within the Commonwealth. They all have their own forms of Tribal government, which oversees their providers. Tribal members enrolled in Medicaid, and Tribal providers are subject to the majority of the rules that apply to the Medicaid program, with some important exceptions. Tribal members are not subject to cost sharing and have expanded provider choice options - Unlike all other MCO enrollees, Tribal members in managed care are free to choose both MCO and Tribal providers for their care. Tribal providers are also paid differently than other Medicaid providers. They bill Medicaid based upon patient encounters and are paid a federally set All Inclusive Rate (AIR currently \$719) for each encounter, up to five encounters per patient per day. Because each Tribe is a sovereign nation in itself, they have more flexibility with respect to staffing and licensure. Licensed staff are not required to be licensed by Virginia; they may provide services as long as they are licensed by any state. Also, their facilities are not required to be officially licensed, but must be able to document that they meet all the requirements for licensure required by the Medicaid program. While this option is open to them, the facilities for both Tribes are licensed in Virginia.

DMAS has separate, bi-weekly meetings with each of the Tribe's representatives. Representatives from Program Operations, LIA, OCMO, and Fiscal on these calls to address any issues with the Tribes. These calls typically center around billing and payment, as well as expanding the scope of Tribal-provided services, and legal/compliance issues. DMAS has a very good working relationship with both the Mattaponi and the Nansemond Tribes. We provide them notice of every state plan and waiver amendment. DMAS also provides significant guidance and resources to both Tribes to directly assist them in claims, compliance, and expanding the services that they offer in their communities.

Please let me know if you have any additional question or need anything further, and I'll be happy to provide whatever you need.

Brian

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**From:** Stevens, Lisa (DMAS) <Lisa.Stevens@dmass.virginia.gov>  
**Sent:** Monday, February 12, 2024 9:27 AM  
**To:** McCormick, Brian (DMAS) <Brian.McCormick@dmass.virginia.gov>  
**Cc:** Roberts, Cheryl (DMAS) <Cheryl.Roberts@dmass.virginia.gov>  
**Subject:** Fishingpoint

Hello Brian,  
Hope all is well. I cannot recall if you were on the call last week with FishingPoint- however Suzzie invited me to visit their new location in Portsmouth.

Cheryl, indicated that you were the lead and

1. May want to also attend
2. Provide me with information about the contract and other specifics that I should know about our relationship with the Tribe groups.

Happy to meet to discuss. The visit is for this Thursday. L

Lisa Price Stevens MD, MPH, MBA, FACP, CHIE  
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**Virginia Medicaid**

Department of Medical Assistance Services



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