

WEBVTT

1 "Shelly Brown" (2018063616)

00:00:00.805 --> 00:00:12.955

Welcome you, and we, thank you for coming to attend today, because we want to use these lunch and learn sessions to clarify and educate on anything that's related to assistive technology and home modification or vehicle modification.

2 "Shelly Brown" (2018063616)

00:00:13.345 --> 00:00:19.675

So, in the past, we have seen some assistive technology providers come on board to kind of give a little more detail about the.

3 "Shelly Brown" (2018063616)

00:00:20.000 --> 00:00:26.985

That they provide or the processes and systems they use and so we wanted to open that up to our EA providers as well.

4 "Shelly Brown" (2018063616)

00:00:27.225 --> 00:00:39.975

So, today we have Christian Hill who is with us from thrive homes, and they are a contracted eBay provider and he's going to go through and talk about some of the home modifications that they have completed within their areas. Um, some of the options.

5 "Shelly Brown" (2018063616)

00:00:40.000 --> 00:00:50.075

That are available out there as well as talk about some of the processes that they followed to ensure that they have a successful completion for all those jobs. So I'm going to go ahead and turn it over to Christian.

6 "Shelly Brown" (2018063616)

00:00:50.345 --> 00:00:57.425

And as always, we will try to answer some questions at the end is able or we'll follow up with our program. So, Christian, it's all yours.

7 "Christian Hill" (330706176)

00:00:57.690 --> 00:01:08.125

Sounds great thanks so much Shelley and thank you again for the time to be able to speak today to everyone and I hope you all find it useful and hopefully enjoyable as well.

8 "Christian Hill" (330706176)

00:01:08.815 --> 00:01:17.605

So, as Shelly said, we are an provider in Missouri, and we're also a provider in Kansas too, but obviously we're going to be talking about things that are specific to.

9 "Christian Hill" (330706176)

00:01:17.690 --> 00:01:32.235

Today I'm a little bit more about me and my business partner, if you hadn't heard a 2nd ago who is overseas right now, uh, having a great

time. So he is not going to be able to be on the call, but a little bit more about myself.

10 "Christian Hill" (330706176)

00:01:32.265 --> 00:01:37.245

I come from the world. I've, I've been in the space for a really long time. Uh.

11 "Christian Hill" (330706176)

00:01:37.690 --> 00:01:40.740

Obviously, in a past life on the non for profit side.

12 "Christian Hill" (330706176)

00:01:40.740 --> 00:01:54.925

Um, specific to services or consumer directed services so, personal care and home health and things of that nature. I dabbled briefly in medical equipment. Uh, but nevertheless, I've spent my entire career in that space.

13 "Christian Hill" (330706176)

00:01:55.255 --> 00:02:00.415

Um, I did then had a brief stand in the for profit sector, working for an investors.

14 "Christian Hill" (330706176)

00:02:00.740 --> 00:02:14.565

Companies, kind of doing some finance and admin stuff for him, and then opened up thrive homes and have ever since been trying to just continue to grow our services and your organization. So a little bit about thrive.

15 "Christian Hill" (330706176)

00:02:14.745 --> 00:02:20.655

We were founded initially back in 2020. we became Kansas. Medicaid credential. 1st, uh, and. first uh and

16 "Christian Hill" (330706176)

00:02:20.740 --> 00:02:29.370

It took us a little while to get our paperwork done for to become a provider. Then, uh, in 2022 we became Missouri, Medicaid provider as well.

17 "Christian Hill" (330706176)

00:02:29.370 --> 00:02:43.950

So a little bit about why we founded thrive, and kind of what's on the horizon looking forward and a lot of people are aware of this. But by 2030, we're going to have for the 1st time in history, more people over the age of 65.

18 "Christian Hill" (330706176)

00:02:43.950 --> 00:02:55.585

Then under the age of 18, and so our organization, we founded the organization primarily to start providing services for those individuals and not just the,

19 "Christian Hill" (330706176)

00:02:55.615 --> 00:03:03.715

the individuals who are aging in place but also people with intellectual and physical disabilities as well. And so the goal would thrive is to.

20 "Christian Hill" (330706176)

00:03:03.950 --> 00:03:17.295

We'll just provide all of the services necessary to keep someone in their home and keep them aging in place prior before. It's kind of too late. And I think there will be a lot of providers that pop up over the next decade, kind of filling the needs.

21 "Christian Hill" (330706176)

00:03:17.295 --> 00:03:23.805

And filling the gaps here, but but that's kind of what we started thrive for. And and and why we do we do.

22 "Christian Hill" (330706176)

00:03:23.950 --> 00:03:30.665

Day so, once that happens, and there's a lot of organizations and state organizations and private organizations.

23 "Christian Hill" (330706176)

00:03:30.665 --> 00:03:43.595

A bunch of people getting together to try to determine how to get ahead of a lot of these issues specific to the caregiving space and then the home remodelling space and with the labor shortages that have gone traditionally in the past.

24 "Christian Hill" (330706176)

00:03:43.950 --> 00:03:54.325

That's 1, kind of competitive edge that we have is we always try to keep our staff pretty large so that we can, uh, get the modifications done as quickly as possible. Once we do get them.

25 "Christian Hill" (330706176)

00:03:54.655 --> 00:04:00.475

Um, but 1 thing that we are noticing as well, is that even though there's still a shortage in the caregiving space.

26 "Christian Hill" (330706176)

00:04:00.690 --> 00:04:15.300

The home remodelling space, and the kind of the contractor and construction world has been a little, a little different recently due to the rising inflation and the interest rates. Um, the new construction, and just construction generally is not as.

27 "Christian Hill" (330706176)

00:04:15.300 --> 00:04:22.705

Um, busy as it was, you know, during coven, when people had funds to spend on bathroom models and things of that nature.

28 "Christian Hill" (330706176)

00:04:22.945 --> 00:04:32.695

So, we're actually noticing things kind of loosening up a little bit in the labor market and hopefully, that will be a benefit to other organizations outside of just ours with their turnaround times.

29 "Christian Hill" (330706176)

00:04:33.954 --> 00:04:47.184

So, diving in a little more specifically about, you know, what, where we can reach right now. So we are a Kansas City based provider. Um, and so with that said, we can kind of go out into mostly central Missouri.

30 "Christian Hill" (330706176)

00:04:47.694 --> 00:04:52.764

We do, we actually have a job going on right now, South of job 1. so.

31 "Christian Hill" (330706176)

00:04:52.969 --> 00:05:01.799

K instances like that every now and then we will kind of go outside of the service area, but this is kind of the 1. we, we like to go off of.

32 "Christian Hill" (330706176)

00:05:01.799 --> 00:05:12.564

Um, and we use the EMS regions, because those are kind of clearly defined and I know they're used in a couple of different organizations as well to break out different regions of Missouri,

33 "Christian Hill" (330706176)

00:05:12.564 --> 00:05:21.774

but suffice it to say that pretty much anything west of Columbia and north of Joplin, we should be able to get to so kind of in that that Western Northwestern.

34 "Christian Hill" (330706176)

00:05:21.799 --> 00:05:23.039

Part of the state.

35 "Christian Hill" (330706176)

00:05:23.784 --> 00:05:33.654

So, talking a little bit more about the process specifically and a lot of you are probably already aware of this, but I'd be remiss if I didn't just touch on it briefly.

36 "Christian Hill" (330706176)

00:05:33.834 --> 00:05:42.954

So, this is the process for the IAE service flowchart from request through to approval. And I won't go dive into old intricacies.

37 "Christian Hill" (330706176)

00:05:43.039 --> 00:05:50.594

This flow chart specifically, but this is available online and I'm sure it could be distributed again if you don't have a copy of it.

38 "Christian Hill" (330706176)

00:05:50.894 --> 00:06:02.954

We also send these out a lot of times whenever we get someone reaching out to us, whether it's a service coordinator with a targeted case management organization, or otherwise that we kind of have this on hand that we can provide it and give it.

39 "Christian Hill" (330706176)

00:06:03.039 --> 00:06:17.434

A resource, but the way that we kind of suffice it to say is everything starts kind of with the occupational therapy assessment, uh, from there. You know, the occupational therapist will make recommendations for either a home modification that's necessary.

40 "Christian Hill" (330706176)

00:06:17.674 --> 00:06:23.014

A piece of medical equipment or supplies and then, um, any assistive technology that's needed as well.

41 "Christian Hill" (330706176)

00:06:23.039 --> 00:06:27.744

So, everything kind of starts from the occupational therapy assessment, and then flows down from there.

42 "Christian Hill" (330706176)

00:06:28.044 --> 00:06:42.954

And then following the occupational therapy assessment, we then go through to, like I said, a 2nd ago home modifications of things that nature we actually do at thrive, provide occupational therapy assessments. That's a relatively new thing that we just.

43 "Christian Hill" (330706176)

00:06:43.039 --> 00:06:50.084

Doing recently, and we perform those primarily through telehealth. However, we also can do in person if if necessary.

44 "Christian Hill" (330706176)

00:06:50.774 --> 00:07:02.984

So, if there is a case that you're not for sure if they need a, an occupational therapy assessment, or if maybe they, um, you can't find 1 or whatnot, reach out to us. If there isn't 1 file.

45 "Christian Hill" (330706176)

00:07:03.039 --> 00:07:13.564

We can queue it up, or if you already have an occupational therapy assessment, and you need some medical equipment or a home modification feel free to send that over to us as well. And we'll kind of go from there.

46 "Christian Hill" (330706176)

00:07:13.564 --> 00:07:22.684

So, once we get a request, if if an occupational therapy assessment is needed, once we get that request, we tried to return it within about 2 weeks.

47 "Christian Hill" (330706176)

00:07:23.039 --> 00:07:36.054

Since it is a newer service that we're adding, we're still working through our process a little bit to turn to get the turnaround time shorter but nevertheless, uh, like I said, send it over, we can get it taken care of as far as the home modifications go.

48 "Christian Hill" (330706176)

00:07:36.084 --> 00:07:42.954

Uh, once we get an occupational therapy assessment completed, or once 1 is sent over to us, we try to get a, uh.

49 "Christian Hill" (330706176)

00:07:43.039 --> 00:07:55.154

Did turned around within about 14 days from the date of the request. That can be sometimes quicker. If we have something, you know, another bid may be in the same area or if we have a job in the same area.

50 "Christian Hill" (330706176)

00:07:55.184 --> 00:08:03.014

Um, but we try to keep them within about 2 weeks following the bid and then kind of going back to the flowchart for a 2nd, once.

51 "Christian Hill" (330706176)

00:08:03.039 --> 00:08:15.509

The bit is provided, then it goes to the committee for review, and there may be a 2nd contractor bid required at that point too. Um, and then once it's approved and sent back to us.

52 "Christian Hill" (330706176)

00:08:15.509 --> 00:08:20.454

We then turn around and get the job scheduled to get completed.

53 "Christian Hill" (330706176)

00:08:20.754 --> 00:08:35.484

The timeline will vary pretty drastically, depending on what it is we're doing, and we'll talk about timelines here later on the presentation, but we try to keep it to about 3 to 5 weeks. And that also again depends primarily.

54 "Christian Hill" (330706176)

00:08:35.534 --> 00:08:40.874

On materials, and then also how many jobs we have scheduled for that time, but, yeah,

55 "Christian Hill" (330706176)

00:08:40.904 --> 00:08:55.424

so I know there's a lot of complexity with this process and for those of you who don't work and I was just talking with a service coordinator last night actually, and she hadn't had a request in quite a while so.

56 "Christian Hill" (330706176)

00:08:55.509 --> 00:09:09.304

In the event that you do get 1, I know that this is not the primary thing that y'all do and, you know, this is kind of a minor part of what you do.

So, as you have questions, we invite you, we'll have our contact information at the end of the PowerPoint. You have questions.

57 "Christian Hill" (330706176)

00:09:09.304 --> 00:09:15.364

This is what we do every day, all day, every day. So we're kind of subject matter experts on the space or, you know, we can.

58 "Christian Hill" (330706176)

00:09:15.509 --> 00:09:29.519

A lot of questions, whether it's something that we provide, or something that we need to refer off to another provider to provide, um, we're happy to just be here as a resource and kind of walk you through the process wherever you may be at inside of this part of the flowchart.

59 "Christian Hill" (330706176)

00:09:29.904 --> 00:09:42.594

So, once we submit our bid, generally, uh, takes a few weeks like I said, a minute ago to get the 2nd bid and then to, you know, sometimes there's questions that will come back, you know,

60 "Christian Hill" (330706176)

00:09:42.594 --> 00:09:49.164

we may need to clarify part of the bid and resubmit it. But generally, and I'm not gonna speak necessarily to exactly what the.

61 "Christian Hill" (330706176)

00:09:49.519 --> 00:10:02.084

Teams turnaround time is, but I think they've said they tried to keep it to about 3 to 4 weeks, but once once it is, once we send off our bid, we're going to follow up proactively with the service coordinator, and potentially with you dad, if necessary.

62 "Christian Hill" (330706176)

00:10:02.084 --> 00:10:09.494

So just know once you reach out to us, we've got a system to ensure that we constantly follow back up on it. And I kind of covered a couple of these.

63 "Christian Hill" (330706176)

00:10:09.519 --> 00:10:21.394

Points already, but, uh, I guess 1 point that I didn't is if we do lose the bid and you're made aware of that, just let us know, and we'll take it off our list and we'll stop following back up on you.

64 "Christian Hill" (330706176)

00:10:21.394 --> 00:10:29.494

But generally, you know, we'll follow up once we submit the bid initially about every 3 to 4 weeks. Also, like I said, a minute ago, we're pretty caught up.

65 "Christian Hill" (330706176)

00:10:29.519 --> 00:10:36.479

Right now we're at about 4 to 6 weeks right now on our turnaround, once the job is approved on getting it scheduled for completion.

66 "Christian Hill" (330706176)

00:10:38.244 --> 00:10:49.764

Next is a couple of just kind of high level, uh, things to mention regarding the program. And this is also in the, uh, the service manual as well.

67 "Christian Hill" (330706176)

00:10:49.764 --> 00:10:56.454

But on the, the home modifications, uh, there's a 20,000 dollar cap on those funds. And if you weren't. weren't

68 "Christian Hill" (330706176)

00:10:56.504 --> 00:11:10.664

Made aware of that that was a recent change that allowed us to lump 2 years worth of the 10,000 dollar cap funding into 1 year. And that's been very helpful to allow us to do some of those larger jobs that may have both the bathroom model.

69 "Christian Hill" (330706176)

00:11:10.694 --> 00:11:16.454

And a wheelchair ramp, or a doorway widening, and a couple of other things like that. Additionally on the medical. medical

70 "Christian Hill" (330706176)

00:11:16.479 --> 00:11:28.414

Equipment that's a separate bucket of funding and I wanted to make a point of that because I've had a few people ask me about that recently. And there, the 7,500 dollars is kind of the initial threshold that that doesn't require additional approval.

71 "Christian Hill" (330706176)

00:11:28.414 --> 00:11:36.454

Anything over 7,500 dollars would require an approval up to 10,000 dollars. an approval up to ten thousand dollars

72 "Christian Hill" (330706176)

00:11:36.479 --> 00:11:46.434

It's worth of funding and that's a renewing annual funding as well for the medical equipment and on this on the home modifications that is for 2 years worth of funding.

73 "Christian Hill" (330706176)

00:11:46.584 --> 00:11:56.454

So if there, if we exhaust all of those funds, there will be additional funds in the future. It's not a 1 time funding also. There were some questions about medical equipment.

74 "Christian Hill" (330706176)

00:11:56.479 --> 00:12:11.354

And what the difference is between medical equipment and home modifications, usually, it's specific to ramps and the way that we kind

of. And this is not a, a, a clearly defined maybe or maybe a specifically defined definition.

75 "Christian Hill" (330706176)

00:12:12.014 --> 00:12:16.394

But what we kind of like to say is if it's mounted to the home, or if it's not movable.

76 "Christian Hill" (330706176)

00:12:16.479 --> 00:12:30.664

So, if it's a bathroom modification, or like a, a shower, as an example, that would be a home modification. But if it's something that could be removed and carried around, like a wheelchair ramp, as an example, that folds out that would fall under the medical equipment.

77 "Christian Hill" (330706176)

00:12:30.664 --> 00:12:36.274

So, I guess just to clearly define that again, if it's something that's like, mounted and a fixed.

78 "Christian Hill" (330706176)

00:12:36.479 --> 00:12:48.299

It's a modification if it's something that can be picked up and moved to a different side of the home, like a 1 of those foldable wheelchair ramps, that would be medical equipment. So wanted to provide some background on that, too.

79 "Christian Hill" (330706176)

00:12:48.744 --> 00:13:02.754

Next I wanted to talk a little bit about covered versus non covered services. We get questions on this quite a bit. And, uh, so I wanted to kind of drop anchor here for a 2nd, talk about, you know, some of the differences between things. That are covered. And things that are not covered.

80 "Christian Hill" (330706176)

00:13:03.234 --> 00:13:07.944

Um, so, uh, Medicaid, obviously, as we all know, is, is the payer.

81 "Christian Hill" (330706176)

00:13:08.834 --> 00:13:19.664

After it's determined, the member can't pay for this out of pocket or there's not another funding source available. That can cover this in Kansas a little different.

82 "Christian Hill" (330706176)

00:13:19.664 --> 00:13:28.064

They're required to go and I need to ask Shelly if this is the case on the Missouri side as well. But the Kansas side, at least everyone's required to go.

83 "Christian Hill" (330706176)

00:13:28.299 --> 00:13:42.784

Search for community funding 1st, and and I know I don't think that's required in Missouri, but still, you know, once they're once the kind of general funding sources have been exhausted, that's when we're going to look to Medicaid to fill the gaps here.

84 "Christian Hill" (330706176)

00:13:42.784 --> 00:13:48.274

And, uh, Medicaid is going to cover things that are medically necessary and are not going to be covering.

85 "Christian Hill" (330706176)

00:13:48.324 --> 00:14:01.854

Things that are like, cosmetic 1, kind of commonly asked about cosmetic item would be things like flooring. So, wood flooring is is, you know, throughout the house. It's not going to be something that's that's covered.

86 "Christian Hill" (330706176)

00:14:01.854 --> 00:14:08.274

And then things that are not builder grade materials. And I've got an example of that we'll touch on here in a 2nd, um, are not going to be covered.

87 "Christian Hill" (330706176)

00:14:08.324 --> 00:14:18.704

As well and things that they will cover Medicaid things that Medicaid will cover are things that are going to be medically necessary. And things that are build are great.

88 "Christian Hill" (330706176)

00:14:18.704 --> 00:14:28.154

And so, 1, distinction between that, is that just because it's builder grade, does that mean it's not durable or? It doesn't look good it just means it's not going to be.

89 "Christian Hill" (330706176)

00:14:28.299 --> 00:14:42.244

Those premium finished items and so a lot of times individuals, especially if there was a picture included, potentially on, like, an occupational therapy or report or something or if they see it online, when they Google, a, a,

90 "Christian Hill" (330706176)

00:14:42.274 --> 00:14:48.094

an example of a 0 barrier shower or something along those lines they may get an idea of this is the, you know.

91 "Christian Hill" (330706176)

00:14:48.299 --> 00:15:01.554

This is what I'm going to be getting, but then that's not really the case. There's an example of that. So, on the left hand side, these are both bathrooms that we have done at thrive but on the left hand side, we'll see the builder grade. Example.

92 "Christian Hill" (330706176)

00:15:01.794 --> 00:15:08.154

This is again, it's, it's still a good looking shower. It's just not, you know, the black finishes and the sliding glass.

93 "Christian Hill" (330706176)

00:15:08.299 --> 00:15:22.424

Door and the premium type of showerhead and things of that nature. So that's going to be an example of something that's a little more premium. Whereas on the left hand side, the this is going to be something. That's that's just builder grade. It's quality.

94 "Christian Hill" (330706176)

00:15:22.904 --> 00:15:26.894

There's still stainless. You know, uh, appliances and things, uh.

95 "Christian Hill" (330706176)

00:15:27.239 --> 00:15:41.249

Fixtures, but they're just not going to be quite as premium as the non builder grade side. So, just an example of that, to keep in mind if if members were ever asking you or if they have a question or something along those lines.

96 "Christian Hill" (330706176)

00:15:41.784 --> 00:15:47.184

So a little bit more about and I've touched on this already, but a little more about what our services are,

97 "Christian Hill" (330706176)

00:15:47.724 --> 00:16:01.164

we kind of wanted to dive into some examples of pictures that we've done and then also provide some turnaround times and things of that nature just to keep in mind as you're having conversations with families, or if you just need as a point of reference. So, 1 thing that's on.

98 "Christian Hill" (330706176)

00:16:01.249 --> 00:16:11.144

This list is the occupational therapy assessments we did just add that pretty recently. So if you have any for 1, like I said, send us a request and we can, we can talk about that.

99 "Christian Hill" (330706176)

00:16:11.174 --> 00:16:21.104

But outside of that, we're, we're really specialists in the accessible, the whole accessible modeling space, but we do a lot of bathroom models that seems to be.

100 "Christian Hill" (330706176)

00:16:21.249 --> 00:16:24.994

1 of the 1 area that there's a lot of need in, but we can provide the bathroom models.

101 "Christian Hill" (330706176)

00:16:24.994 --> 00:16:38.704

We can do grab bars ADA, toilet installations 0, and low barrier, showers, door, widening, stairlift, vertical platform lifts and then the wheelchair ramps and then the final component would be the medical equipment and supplies.

102 "Christian Hill" (330706176)

00:16:38.974 --> 00:16:41.134

Um, so we can also provide that if there's.

103 "Christian Hill" (330706176)

00:16:41.544 --> 00:16:55.284

You know, and we'll go into some examples here in a minute, but wheelchairs hospital beds, anything of that nature as well as the actual supplies too, we can provide. Um, so, Here's an example, kind of an accessible bathroom that we've done.

104 "Christian Hill" (330706176)

00:16:55.404 --> 00:17:01.224

Um, the, uh, our lead time from job approval to completion is about 5.

105 "Christian Hill" (330706176)

00:17:01.249 --> 00:17:16.064

5 weeks, right now we're on the kind of the tail or the higher end of their turnaround, because we've gotten booked up pretty far, but this is a, you know, both of these are pictures of bathrooms that we've redone very simple very in, and out and, uh, yeah,

106 "Christian Hill" (330706176)

00:17:16.064 --> 00:17:21.224

we can usually, if it's a low barrier, we can usually get it done within 1 day. If it's a.

107 "Christian Hill" (330706176)

00:17:21.454 --> 00:17:33.424

0 barrier it usually takes 2 to 3 days because we've got to do a bit more work. And then obviously, this is all just an estimate, but wanted to give you all a turnaround or kind of like an example of how long that will take once.

108 "Christian Hill" (330706176)

00:17:33.424 --> 00:17:37.024

We do get, um, or once we do go on site to complete it.

109 "Christian Hill" (330706176)

00:17:38.064 --> 00:17:45.744

This is another example of kind of a before and after just to show the capabilities of some of the things that we can do, and just to keep this in mind.

110 "Christian Hill" (330706176)

00:17:46.254 --> 00:17:57.324

So, if you'll notice here, we actually, we actually took the wall out here and then moved it over a couple of feet to make more room inside of.

111 "Christian Hill" (330706176)

00:17:57.349 --> 00:18:10.604

The bathroom, so, in the event that, you know, there's this tiny bathroom, we do have the capability to kind of extend this, this wall out and, um, and and, you know, make some more room in the bath in the bathroom, uh,

112 "Christian Hill" (330706176)

00:18:10.634 --> 00:18:17.174

to make it more accessible. But 1 note on that, is that this wall here is not an exterior.

113 "Christian Hill" (330706176)

00:18:17.349 --> 00:18:28.924

Using wall, so we're not actually adding any square footage to the home. We're just going into another room and taking some square footage from I think it was a living room on the other side of this, and adding it into this.

114 "Christian Hill" (330706176)

00:18:28.924 --> 00:18:37.324

So, Medicaid will not cover the addition of more square footage onto the home, but they, in this case, obviously would cover us extend.

115 "Christian Hill" (330706176)

00:18:37.349 --> 00:18:46.134

The room out a little bit to the left, or, you know, into this direction and taking from another room as long as it's not, you know, adding an addition onto the house.

116 "Christian Hill" (330706176)

00:18:46.584 --> 00:18:57.204

Um, another point too is that, uh, you know, we can add in a bathroom in the in an area there isn't a bathroom. Um, so if there, we get a lot of times.

117 "Christian Hill" (330706176)

00:18:57.349 --> 00:19:09.704

Uh, in multi level homes, if there is not a bathroom on the main level, what we can do is we can go into, like, a half bath and then bust out the wall and, you know, kind of reframe off the wall and add in a shower.

118 "Christian Hill" (330706176)

00:19:10.304 --> 00:19:17.234

So just know that even if there isn't a bathroom on the level, that's 1 is needed we can add it in regardless of if there's 1 there or.

119 "Christian Hill" (330706176)

00:19:17.349 --> 00:19:28.619

But this is kind of a simple example here and then also this, next 1 here where we can just rip out a bath tub and put in a roll in shower pretty easily.

120 "Christian Hill" (330706176)

00:19:29.544 --> 00:19:37.464

The other thing is pretty common is doorway widening. Most of the, I mean, we get these every single day.

121 "Christian Hill" (330706176)

00:19:37.464 --> 00:19:48.564

These are requested, because homes that were initially built weren't built with universal design or universal design, ready in mind. And so a lot of doorways are not going to.

122 "Christian Hill" (330706176)

00:19:48.619 --> 00:20:01.754

Accommodate a wheelchair going through them, but we can do these pretty easily. What we like to do is, especially when we're widening this out to, like, a 36 inch 88 door. So we like to put in a barn door here.

123 "Christian Hill" (330706176)

00:20:01.754 --> 00:20:08.384

That slides out of the way, just to ensure that we're making the best use of the space and that, you know, we don't have a massive. a massive

124 "Christian Hill" (330706176)

00:20:08.619 --> 00:20:19.379

Kind of swing out and taking up more room into a hallway or something like that or a bedroom. We can also put in regular doors as well. But again, we prefer to stick to kind of a barn doors.

125 "Christian Hill" (330706176)

00:20:20.304 --> 00:20:32.784

Wouldn't wheelchair ramps is another thing we, we try to avoid using these ex on extra homes just because they are, they're not as cost effective as aluminum wheelchair ramps,

126 "Christian Hill" (330706176)

00:20:32.964 --> 00:20:39.234

but whenever it comes to things like a garage in this picture case here, um, they're pretty easy.

127 "Christian Hill" (330706176)

00:20:39.379 --> 00:20:50.954

To add in and get done and we, we like to do these inside of garages with a wooden ramps inside of garages, but extra. We like to do aluminum. So just some of the, like, kind of pros and cons with these.

128 "Christian Hill" (330706176)

00:20:50.954 --> 00:20:54.464

They are, wouldn't ramps are generally more expensive than aluminum ramps.

129 "Christian Hill" (330706176)

00:20:54.659 --> 00:21:00.834

They also can't be deconstructed and moved and then, um, they also have to be done on warm days.

130 "Christian Hill" (330706176)

00:21:00.834 --> 00:21:14.484

So, in our bipolar weather that we were talking about before the beginning of the call, or the beginning of the call, um, it makes it difficult, you know, to to get the weather just right sometimes to get the concrete port and get everything done the other component to this is.

131 "Christian Hill" (330706176)

00:21:14.659 --> 00:21:29.564

And 1 of the reasons why it's more expensive is it just takes a lot longer to install a wooden ramp than it does and aluminum ramp. So, that's not to say, we can't do a wooden ramp. We certainly can, but we, we prefer to do, um, aluminum ramps when possible.

132 "Christian Hill" (330706176)

00:21:29.834 --> 00:21:34.004

So here's an example of kind of a before and after of a wooden ramp that we installed.

133 "Christian Hill" (330706176)

00:21:35.584 --> 00:21:47.194

You know, it looks great. Um, but again, it there was a lot of work to get this to get this, this ramp installed, versus I'll show you another example here on our next slide of an aluminum ramp.

134 "Christian Hill" (330706176)

00:21:47.374 --> 00:21:54.574

This was a 1 day job, and almost every single aluminum wheelchair ramp is gonna be cheaper than the wooden ramps.

135 "Christian Hill" (330706176)

00:21:55.314 --> 00:22:09.564

Just given the fact that they are just 1 day worth of labor, and the lead time is generally pretty quick to they're all custom made to order. So we go out in our bid process and take a bunch of measurements and we have a system that tells us exactly.

136 "Christian Hill" (330706176)

00:22:09.869 --> 00:22:12.084

Exactly what we're going to need down to the screw.

137 "Christian Hill" (330706176)

00:22:12.114 --> 00:22:19.584

Um, so that that allows us when we get on site to be able to rapidly construct it and kind of move on, um, another component to this,

138 "Christian Hill" (330706176)

00:22:19.584 --> 00:22:29.664

too that I wanted to point out and I touched on a 2nd ago as far as it being able to be removed and either repurposed in a different part of the house, or taken to a new residents.

139 "Christian Hill" (330706176)

00:22:29.894 --> 00:22:34.664

Needed, but the other component is, they're actually this is surprising,

140 "Christian Hill" (330706176)

00:22:34.664 --> 00:22:48.824

but they're actually they have better grip on the surface of it than a wooden ramp does or less slick and that's because there's ridges and everything inside of the inside of the walking area that actually pull away of water,

141 "Christian Hill" (330706176)

00:22:48.974 --> 00:22:49.784

especially in the.

142 "Christian Hill" (330706176)

00:22:49.894 --> 00:23:03.994

Older months, when it freezes, they're significantly more durable, so they're going to last a lot longer and they're also they have a lot more grip on them versus like a wooden ramp, which, as soon as it gets wet and it gets remotely cold,

143 "Christian Hill" (330706176)

00:23:03.994 --> 00:23:09.364

it's gonna become very slick, so that's another consideration to keep in mind as well. Especially if.

144 "Christian Hill" (330706176)

00:23:09.869 --> 00:23:24.594

1 of the individual is, is gonna be walking on it versus being in a wheelchair. Is there quite a bit safer than a wooden ramp is? Um, I think I touched on all the points on this, but, uh, yeah, that's pretty much it for the aluminum ramps.

145 "Christian Hill" (330706176)

00:23:25.044 --> 00:23:29.784

1, other important note too is, is for the most part, we will do a.

146 "Christian Hill" (330706176)

00:23:29.869 --> 00:23:41.504

Wouldn't ramp inside of a garage, but in the event that there's a lift needed, for whatever reason, like, in this case here, we can do a modular aluminum ramp instead of garage and attach a lift system onto it.

147 "Christian Hill" (330706176)

00:23:41.534 --> 00:23:49.784

And we just installed 1 of these, um, a couple of weeks ago, and really, really liked the outcome. The member loved it as well.

148 "Christian Hill" (330706176)

00:23:50.724 --> 00:24:03.504

But it allows us to get to have quite a bit more modularity with what we do, especially if we're going to be incorporating a lift system or something into it as well. And if we are incorporating that lift system into it lifts are not cheap.

149 "Christian Hill" (330706176)

00:24:03.504 --> 00:24:09.354

And, you know, trying to stick within that, that cap that I mentioned earlier on the services.

150 "Christian Hill" (330706176)

00:24:10.099 --> 00:24:15.464

Whenever we can do aluminum like this, and, and couple it with a lift system, we can make,

151 "Christian Hill" (330706176)

00:24:15.494 --> 00:24:29.624

we can stretch those dollars a little further and also have some potential funds leftover to utilize in other areas of the house for a bathroom model or doorway widening or something like that so here's an example too of of another job that we did with a.

152 "Christian Hill" (330706176)

00:24:30.099 --> 00:24:42.154

An aluminum ramp, just to keep in mind the capability and the modularity of these pretty much every home that we go out to we're going to be able to find a way to put a ramp on it in some form or fashion to make it accessible.

153 "Christian Hill" (330706176)

00:24:42.634 --> 00:24:50.074

So, in the areas, once we get the aluminum ramp, bolted onto the house, there's generally a threshold to.

154 "Christian Hill" (330706176)

00:24:50.099 --> 00:25:00.894

That we've got to overcome at the same time and this is an example of something that we usually include in with our aluminum, or wouldn't wheelchair ramps out front that we can throw down.

155 "Christian Hill" (330706176)

00:25:00.924 --> 00:25:10.074

They are significantly heavier than they look, they're made a very, very dense rubber material and, uh, they, they weren't great and we can also size them down to exactly.

156 "Christian Hill" (330706176)

00:25:10.099 --> 00:25:21.074

The exact height that we need, and then also in the homes, that there's not an exact level threshold as compared to the ramp.

157 "Christian Hill" (330706176)

00:25:21.074 --> 00:25:29.684

We can also kind of customize them and make 1 size slightly, slightly higher than the other. If needed to. Uh, but they're very durable. And very easy to install.

158 "Christian Hill" (330706176)

00:25:30.099 --> 00:25:44.494

This is an example a minute ago, like, I was explaining between the difference between a medical equipment and home modification services of a of something that kind of falls under the medical equipment services given that these are portable.

159 "Christian Hill" (330706176)

00:25:44.494 --> 00:25:50.074

So, if you look, it's kind of accomplishing the same thing that this is but this is something.

160 "Christian Hill" (330706176)

00:25:50.099 --> 00:26:02.159

That easily can be folded up and taken inside of a vehicle or, you know, utilized on more than 1 threshold if necessary to, uh, to get the member inside the home.

161 "Christian Hill" (330706176)

00:26:02.484 --> 00:26:11.124

But this is a simple, simple thing to add on to a bid that has a lot of uses both in home and outside of home too.

162 "Christian Hill" (330706176)

00:26:12.024 --> 00:26:22.074

So, with regard to stairlifts, these are the turnaround times on these stairlifts have kind of gone up recently primarily due to some acquisitions that are going on.

163 "Christian Hill" (330706176)

00:26:22.159 --> 00:26:33.524

Within the lift market of companies buying 1, another and acquiring 1 another and then also just the, the chip shortage to affected this industry pretty hard.

164 "Christian Hill" (330706176)

00:26:33.854 --> 00:26:42.134

But straight stairlift, um, is approximately it's probably going to be pushing closer to the 6 week turnaround time.

165 "Christian Hill" (330706176)

00:26:42.159 --> 00:26:50.734

Time from approval to completion, just do primarily to the material lead times and then once you get into the curve stair list,

166 "Christian Hill" (330706176)

00:26:50.764 --> 00:27:02.044

it goes even further out than that curve stairlifts are closer to that 14 week turnaround time right now. And that's just true across across the industry. We've talked to multiple.

167 "Christian Hill" (330706176)

00:27:02.159 --> 00:27:12.954

Providers of stairlifts, and they're all kind of that far out. Um, so we can still do them and, you know, and if you think 1 is needed, definitely reach out to us, we can talk you through that.

168 "Christian Hill" (330706176)

00:27:13.344 --> 00:27:22.014

But just know, you know, just as far as setting expectations, just kind of having an awareness of how long it takes. You're gonna be pushing out to probably the 14 week timeframe or.

169 "Christian Hill" (330706176)

00:27:22.184 --> 00:27:34.724

Longer with the curves and a little bit less long, 6 weeks or so out for the for the straight stairlifts. The primary reason for that, too, is just the straight stairlifts they don't have to do anything custom necessarily to them.

170 "Christian Hill" (330706176)

00:27:34.724 --> 00:27:41.984

They have the straight track material in stock and then the curve stairlifts obviously they're all.

171 "Christian Hill" (330706176)

00:27:42.159 --> 00:27:46.109

And so that takes, you know, even longer than the straight ones do.

172 "Christian Hill" (330706176)

00:27:47.064 --> 00:28:00.864

Ceiling lifts, or another thing we do a lot of these have the turnaround times are closer to probably the 5 week timeframe right now just due to some of the materials and things that we use for them becoming more available.

173 "Christian Hill" (330706176)

00:28:02.184 --> 00:28:05.454

But, yeah, we, we can get these done.

174 "Christian Hill" (330706176)

00:28:06.109 --> 00:28:19.304

Pretty quickly I need to update the slide. This specific slide actually, but what we like to look at, in addition to just a ceiling lift, it may be something where we use medical equipment in, in addition to a ceiling lift or in lieu of a ceiling lift.

175 "Christian Hill" (330706176)

00:28:19.304 --> 00:28:25.694

Depending on the exact need, and this is something that the occupational therapy assessment will help us kind of determine.

176 "Christian Hill" (330706176)

00:28:26.109 --> 00:28:34.984

But we like to look at, you know, and recommend generally trying to use a higher lift if we can, for multiple reasons.

177 "Christian Hill" (330706176)

00:28:35.194 --> 00:28:46.084

Um, but there are some instances in which a ceiling lift is going to be required, or recommended specifically instead of a, a lawyer lift when it comes to vertical platform lift. This is a picture.

178 "Christian Hill" (330706176)

00:28:46.109 --> 00:28:59.904

When we just did a couple of weeks ago, our turnaround times on these are pretty long as well and they are also pretty expensive. Just due to the, in this case, we had to pour the concrete that this is sitting on as well.

179 "Christian Hill" (330706176)

00:28:59.904 --> 00:29:05.844

And then run dedicated electrical over to it and then the actual, uh, equipment that the platform.

180 "Christian Hill" (330706176)

00:29:06.109 --> 00:29:12.824

Self is pretty expensive, so there's generally a alternative that we can use, but in some homes, this 1 was a good example.

181 "Christian Hill" (330706176)

00:29:12.974 --> 00:29:23.234

There was no alternative just due to the fact that those stairlifts were not, uh, a viable solution in this case and.

182 "Christian Hill" (330706176)

00:29:23.489 --> 00:29:37.644

Uh, just, you know, kind of took a little bit longer to, uh, to get this in than we anticipated. But generally we're looking at about 4 to 7 weeks to get these done. Um, and, uh, they are in the instances that they're needed.

183 "Christian Hill" (330706176)

00:29:37.674 --> 00:29:43.464

Uh, and that is a stairlift isn't, uh, uh, isn't going.

184 "Christian Hill" (330706176)

00:29:43.489 --> 00:29:46.439

To be a good solution. These are a great solution.

185 "Christian Hill" (330706176)

00:29:47.334 --> 00:30:01.404

So, on the medical equipment side, we, this is just kind of a brief example there's a lot of different types of medical equipment and supplies that could be used here. I wanted to highlight a couple of the really common ones that we get pretty often the rockers.

186 "Christian Hill" (330706176)

00:30:01.404 --> 00:30:06.414

Obviously, that's something that we get requested often and then the beds by George is another really often.

187 "Christian Hill" (330706176)

00:30:07.034 --> 00:30:17.804

Requested item, hospital beds is also, you know, another example, but, um, pretty much any type of medical equipment that you could consider. If you have questions on it, reach out to us.

188 "Christian Hill" (330706176)

00:30:17.834 --> 00:30:26.414

We can walk you through what's needed and provide feedback or maybe even alternatives as well. The other, uh, supplies that we get asked about pretty free.

189 "Christian Hill" (330706176)

00:30:26.439 --> 00:30:38.194

Currently are shower chairs and commode combos. So we do these we sell these pretty often as well and they're really easy to get a hold of very customizable.

190 "Christian Hill" (330706176)

00:30:38.524 --> 00:30:46.414

So the left item there is a Rift and showers here stands for hygiene toileting system. So, it kind of encompasses.

191 "Christian Hill" (330706176)

00:30:46.439 --> 00:30:56.454

There's a commode shower chair, everything all at once and then we can add in things like the seat belts, the head supports the lateral supports.

192 "Christian Hill" (330706176)

00:30:56.574 --> 00:31:06.384

It's a very, very customizable piece of equipment and then the shower with a, with a tilt and space option to the center picture is another thing that.

193 "Christian Hill" (330706176)

00:31:07.364 --> 00:31:21.674

You know, we've provided from time to time and these go really well and work very well in conjunction with the home modifications. So, I think that is 1 thing as a provider that we try to do is be just kind of a 1 stop shop for people.

194 "Christian Hill" (330706176)

00:31:21.854 --> 00:31:26.294

So, if you do have a need where you're not sure if it falls between the medical.

195 "Christian Hill" (330706176)

00:31:26.644 --> 00:31:39.544

Or the home odd space, or if it's somewhere in between and you're just needing a consultation. Maybe even prior to an occupational therapy assessment, reach out to us. And we can kind of walk you through, uh, you know, our recommendation from a high level.

196 "Christian Hill" (330706176)

00:31:39.754 --> 00:31:46.414

And then if we need, we can get an occupational therapist to kind of reach out and then, you know, to to provide more.

197 "Christian Hill" (330706176)

00:31:46.439 --> 00:32:00.234

Of an in depth and specific assessment, but we really try to provide both sides of the service from both the, um, the home modification component, and then filling gap, any other gaps that are needed with the medical equipment too.

198 "Christian Hill" (330706176)

00:32:00.594 --> 00:32:05.424

And then, like I said, a minute ago, the higher lift, either electric or hydraulic, depending on the needs.

199 "Christian Hill" (330706176)

00:32:05.639 --> 00:32:13.769

Is another great alternative and kind of bridges the gaps between sometimes home modifications and medical equipment, or the ceiling track lift.

200 "Christian Hill" (330706176)

00:32:14.814 --> 00:32:26.334

So, I know we kind of covered a lot of varying things and there was a bunch of different rabbit holes we could have gone down, but I wanted to provide kind of a high level, and then open it up for questions and answers.

201 "Christian Hill" (330706176)

00:32:26.334 --> 00:32:33.444

And we can do that here in a 2nd, but 1st on our website dot com, we have a contact page there.

202 "Christian Hill" (330706176)

00:32:33.769 --> 00:32:41.833

You have any questions, or after the after the presentation today that maybe we didn't get to, or if something comes to mind down the road,

203 "Christian Hill" (330706176)

00:32:42.074 --> 00:32:53.744

feel free to reach out our phone number's on there on our email address as well as that contact form we try to respond to everyone within the same day. So we'll try to have an answer to you pretty quickly. Um, again, thank you so much.

204 "Christian Hill" (330706176)

00:32:53.769 --> 00:33:08.554

For the time and attentiveness, and then for the just the ability for us to present today, and we're very grateful to be able to talk about what we can provide the services we can provide and hope that you took something away from it. Outside of everything.

205 "Christian Hill" (330706176)

00:33:08.554 --> 00:33:13.744

We talked about today. Um, I guess we'll turn it back over to you, Shelley and see if there are any questions that came.

206 "Shelly Brown" (2018063616)

00:33:13.769 --> 00:33:18.054

Up in the chat. That's great. Perfect. Thank you. Christian.

207 "Shelly Brown" (2018063616)

00:33:18.054 --> 00:33:29.064

And I, we do have a couple of questions in the chat and 1 is specific to you in regards to if you would provide that evaluation via Tele, health outside of your service area.

208 "Christian Hill" (330706176)

00:33:29.364 --> 00:33:43.764

Great question. Yes the answer to that is, yes, we are working on and I need to meet with Jason to discuss. It's actually shut off an email to him yesterday, but we're working on providing the, uh, assessments statewide and right now we, we will be doing that.

209 "Christian Hill" (330706176)

00:33:43.794 --> 00:33:49.314

Um, we need to add, I think, and this is a separate conversation probably Shelly, but we need to add.

210 "Christian Hill" (330706176)

00:33:49.339 --> 00:33:59.669

Our name to the provider list and those different regions just so that there that they are aware that we can provide it, but as of right now, yes, we can provide them statewide.

211 "Shelly Brown" (2018063616)

00:33:59.669 --> 00:34:13.194

And we had another question in regards to evaluations and the funding and so I can go ahead and answer that the OT evaluations for are funded through that. Tc, modifier. And that does come out of your overall EA funds.

212 "Shelly Brown" (2018063616)

00:34:13.524 --> 00:34:19.464

If you feel that there needs to be an evaluation for something for another service, such as, let's say, assistive technology or.

213 "Shelly Brown" (2018063616)

00:34:19.669 --> 00:34:33.944

To me or something, that where that that is not required there is still some avenue to use that general service code in order to provide that service. So I'm not sure if I answered that entirely.

214 "Shelly Brown" (2018063616)

00:34:33.944 --> 00:34:39.614

But if you do have additional questions on that, please send those to me and I'll try to be more specific in my response.

215 "Shelly Brown" (2018063616)

00:34:39.669 --> 00:34:44.489

Um, let me take a quick look and see if we had anything else come in.

216 "Shelly Brown" (2018063616)

00:34:47.699 --> 00:34:58.349

Okay, I don't see any other questions and I believe Kat has provided your email address through the chat as well. So if there's no other questions, we will go ahead and.

217 "Shelly Brown" (2018063616)

00:34:59.574 --> 00:35:13.584

In this section of the lunch and learn and we hope that this was information that was valuable to each of you and as Christian said, if you have questions feel free to reach out to myself for Christian. And we'll be sure to provide that clarification and those additional follow ups.

218 "Shelly Brown" (2018063616)

00:35:13.734 --> 00:35:18.144

So we appreciate you taking the time to visit with us today and we hope you all have a.

219 "Shelly Brown" (2018063616)

00:35:18.349 --> 00:35:25.008

Day Thank you. Thanks, Dan. Everyone.