Chair, Supervisors,

Thank you for the opportunity to speak today.

I want to acknowledge that there has been considerable discussion regarding Journey's historical financial information and the losses we have incurred operating CSP and Crisis Services. I am happy to answer questions about those financials and provide additional detail if that would be helpful.

However, I do not believe the most important question before us today is what happened in prior years.

The question before us is much simpler:

Is Dane County committed to funding the approved cost of operating its state-mandated CSP and Crisis Services programs?

Journey's position is straightforward:

- These are state-mandated services that Dane County is responsible for ensuring are available.
- Journey is fully meeting its contractual obligations and delivering the services required under our contracts.
- Program budgets are reviewed and approved each year by County program staff. Journey works within those approved budgets and, in fact, is currently projected to finish under budget in both CSP and Crisis Services.
- The challenge is not the approved cost of the services. The challenge is the reimbursement structure.

The concern is that a provider can fully meet the requirements of the contract, deliver the services as expected, and operate at or below the approved budget, yet still not be fully reimbursed for the approved cost of the program.

A provider should not be placed in that position.

The responsibility of the provider is to deliver services efficiently and effectively. The responsibility of the funding structure is to ensure that the approved cost of those services are reimbursed.

Journey is not asking for an increase to the overall contract amount. We are not asking the County to approve higher program budgets. We are asking for a funding model that reliably reimburses the approved cost of providing these services.

Today, the contracts rely heavily on projected contingent Medicaid revenue. While Journey is maximizing every available funding source, that revenue has not materialized at the levels assumed when the contracts were developed.

Journey cannot continue to subsidize state-mandated services through reserves and philanthropic dollars. That approach is not sustainable.

Going forward, Dane County must determine what revenue projections are realistic and achievable and ensure that the funding model aligns with those projections. Providers should not be expected to absorb the difference when projected revenues fail to materialize.

In that context, I encourage your support of Supervisor Wegleitner's proposed amendment to add $400,000 in GPR funding. The amendment recognizes the reality that contingent Medicaid revenue has not materialized at the levels assumed in the contract and helps bring contract revenue assumptions closer to actual experience. While additional work will still be needed to address the underlying contract structure, this is an important step in the right direction.

Our goal is to work collaboratively with Dane County to develop a reimbursement structure that aligns approved program costs with dependable revenue so these services remain available to the individuals and families who rely on them.

Thank you, and I would be happy to answer any questions.