



THRIVE homes

Helping Missourians Thrive In Their Homes



THRIVE homes

PROFESSIONAL BIOS

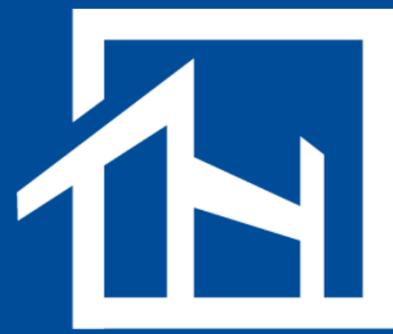
CHRISTIAN HILL

Christian has a lifelong commitment to serving individuals with disabilities. He began his career at a nonprofit providing Medicaid-related services and later founded a healthcare nonprofit to offer durable medical equipment and personal care services. Upon recognizing a shortage of Home Modification providers, he founded Thrive Homes and now serves as its CEO. He has extensive experience in both the nonprofit and for-profit sectors, bringing valuable insight to his current role.

LOGAN FORBIS

Logan is a seasoned professional with over a decade of experience in the financial services industry. He began his career as an intern at creative planning in 2012 and progressed to partner, leading the property & casualty insurance department as their senior risk manager. Logan brings a wealth of knowledge in business management and oversees operations at Thrive as its COO. In addition to his financial expertise, Logan is a Certified Aging-in-Place Specialist (CAPS) and holds a general contracting license.





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COMPANY TIMELINE

2020

- Thrive Founded

2021

- Kansas Medicaid Credentialed

2022

- Missouri Medicaid Credentialed



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2030 – WHAT’S ON THE HORIZON?

- More people will be aging in place by 2030 than at any point in history due to:
 - COVID-19 and avoidance of nursing homes
 - Wanting to maintain integration within the community
 - Demographic shifts; due to advancements in healthcare and lifestyle, people are living longer than ever before – the so-called “Gray Wave” will hit us by 2030
- Expect labor shortages in the future (both in the accessible home remodeling space & caregiving space)
- We are currently no longer in a labor shortage due to the construction market tightening up
 - As a result, Thrive can keep up with all jobs and execute within a matter of a couple of weeks (assuming no material delays)

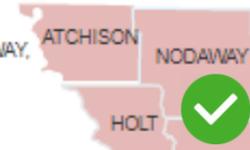


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SERVICE AREA

Northwest EMS Region

ANDREW, ATCHISON, BUCHANAN, DAVIESS, DEKALB, GENTRY, GRUNDY, HARRISON, HOLT, LIVINGSTON, MERCER, NODAWAY, WORTH



Central EMS Region

ADAIR, AUDRAIN, BENTON, BOONE, CALLAWAY, CAMDEN, CHARITON, CLARK, COLE, COOPER, DENT, GASCONADE, HOWARD, KNOX, LEWIS, LINN, MACON, MARIES, MARION, MILLER, MONITEAU, MONROE, MONTGOMERY, MORGAN, OSAGE, PETTIS, PHELPS, FULASKI, PUTNAM, RALLS, RANDOLPH, SALINE, SCHUYLER, SCOTLAND, SHELBY, SULLIVAN



Kansas City EMS Region

BATES, CALDWELL, CARROLL, CASS, CLAY, CLINTON, HENRY, JACKSON, JOHNSON, LAFAYETTE, PLATTE, RAY



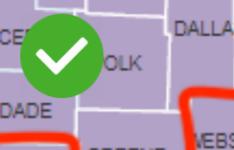
St. Louis EMS Region

FRANKLIN, JEFFERSON, LINCOLN, PIKE, ST. CHARLES, ST. LOUIS, WARREN, ST. LOUIS CITY



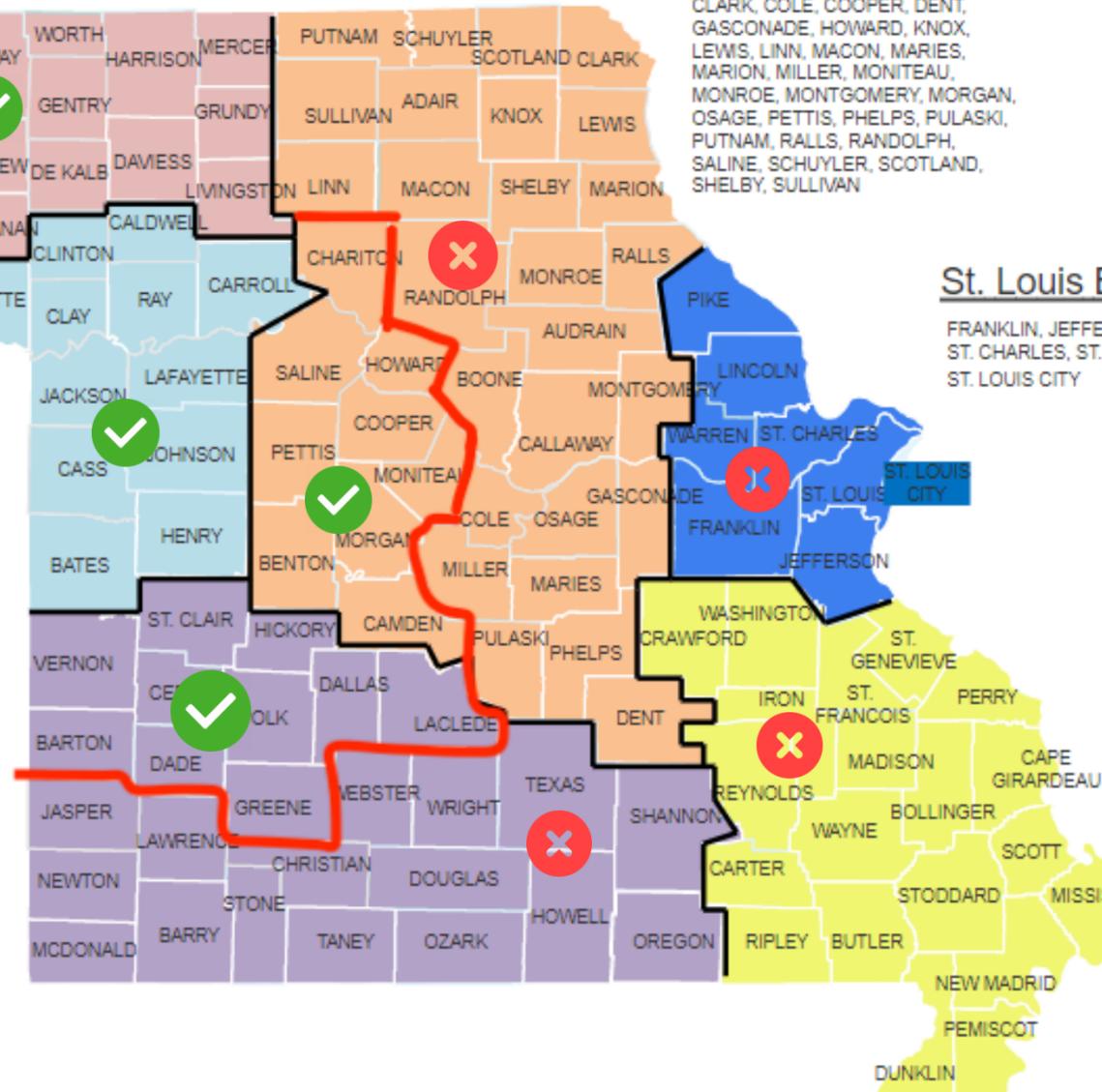
Southwest EMS Region

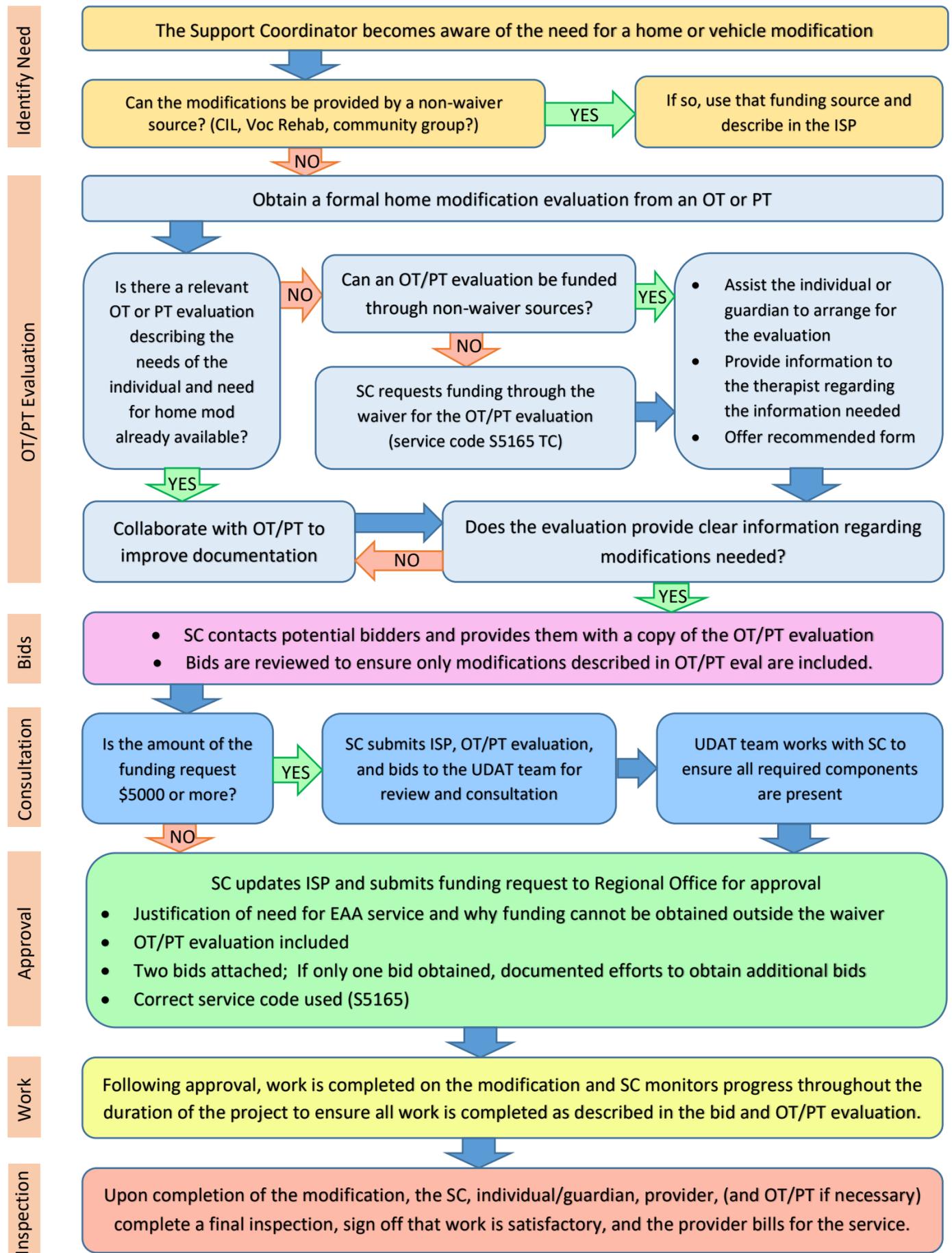
BARRY, BARTON, CEDAR, CHRISTIAN, DADE, DALLAS, DOUGLAS, GREENE, HICKORY, HOWELL, JASPER, LACLEDE, LAWRENCE, MCDONALD, NEWTON, OREGON, OZARK, POLK, ST. CLAIR, SHANNON, STONE, TANEY, TEXAS, VERNON, WEBSTER, WRIGHT



Southeast EMS Region

BOLLINGER, BUTLER, CAPE GIRARDEAU, CARTER, CRAWFORD, DUNKLIN, IRON, MADISON, MISSISSIPPI, NEW MADRID, FEMISCOT, PERRY, REYNOLDS, RIPLEY, SAINT FRANCOIS, SAINTE GENEVIEVE, SCOTT, STODDARD, WASHINGTON, WAYNE





Identify Need

OT/PT Evaluation

Bids

Consultation

Approval

Work

Inspection

The Support Coordinator becomes aware of the need for a home or vehicle modification

Can the modifications be provided by a non-waiver source? (CIL, Voc Rehab, community group?)

If so, use that funding source and describe in the ISP

Obtain a formal home modification evaluation from an OT or PT

Is there a relevant OT or PT evaluation describing the needs of the individual and need for home mod already available?

Can an OT/PT evaluation be funded through non-waiver sources?

- Assist the individual or guardian to arrange for the evaluation
- Provide information to the therapist regarding the information needed
- Offer recommended form

SC requests funding through the waiver for the OT/PT evaluation (service code S5165 TC)

Collaborate with OT/PT to improve documentation

Does the evaluation provide clear information regarding modifications needed?

- SC contacts potential bidders and provides them with a copy of the OT/PT evaluation
- Bids are reviewed to ensure only modifications described in OT/PT eval are included.

Is the amount of the funding request \$5000 or more?

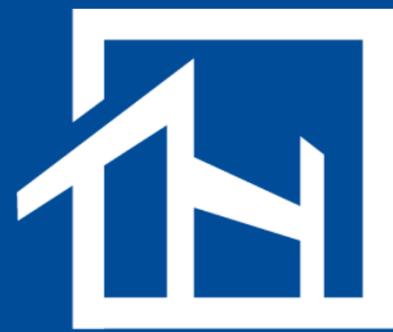
SC submits ISP, OT/PT evaluation, and bids to the UDAT team for review and consultation

UDAT team works with SC to ensure all required components are present

- SC updates ISP and submits funding request to Regional Office for approval
- Justification of need for EAA service and why funding cannot be obtained outside the waiver
 - OT/PT evaluation included
 - Two bids attached; If only one bid obtained, documented efforts to obtain additional bids
 - Correct service code used (S5165)

Following approval, work is completed on the modification and SC monitors progress throughout the duration of the project to ensure all work is completed as described in the bid and OT/PT evaluation.

Upon completion of the modification, the SC, individual/guardian, provider, (and OT/PT if necessary) complete a final inspection, sign off that work is satisfactory, and the provider bills for the service.



REFERRAL PROCESS

Occupational
Therapy Ax

- Performed via telehealth; however, can also perform in-person
- Reach out to us via MO.Medicaid@ThriveHomesLLC.com
- Goal is to return within 7-14 days

DME & EAA
QUOTE

- Following the completion (or receipt) of an OT Assessment, we will prepare a quote for whatever Home Mod that is necessary
- Goal is to prepare proactively for OT Assessments we perform and within 14 days for referrals with an already-completed Assessment

Completing
Work

- Upon confirmation of an approved bid, our current project completion timeline is approx. 21 days from approval of job (timeline varies depending on material/DME shipping)



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JOB APPROVAL/DECLINATION

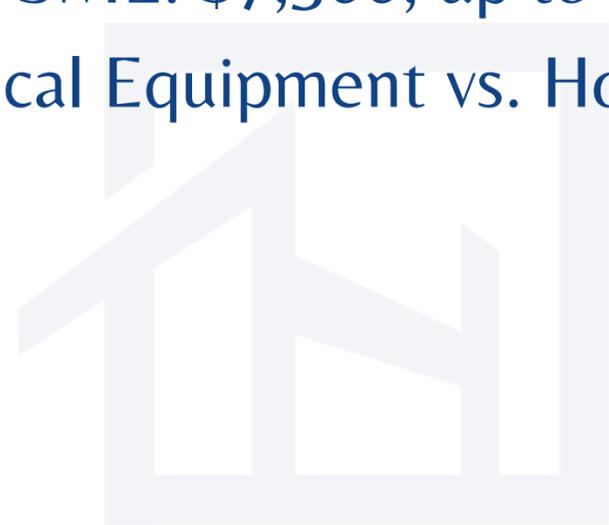
- We will follow up on our submitted bid approximately once every 3-4 weeks to ensure the job has not been declined
- Once Thrive is notified of an approved bid, we will immediately begin coordinating with the member or member's guardian to get the job on our calendar
- If our bid is declined, that is okay, please just let us know so we can mark it off our follow-up list
- Currently, we are pretty caught up but are about 4 weeks out at any given time
- If we go any further than this, we will hire additional employees to keep our turnaround times low
- Once we win the job, we will stay in communication regarding materials lead times
 - There are some items (ceiling track lifts) that are **very** behind due to manufacturer delays and shipping issues



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HELPFUL HINTS

- Medical Equipment & Supplies & Home Modifications (EAA) are separate funding sources
 - EAA \$20,000 cap (2 years of funding)
 - SME: \$7,500, up to \$10,000
- Medical Equipment vs. Home Modifications



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COVERED VS. NON-COVERED SERVICES

- Medicaid is the payor of last resort, after:
 - It is determined member cannot pay for the items out of pocket
 - No other funding sources can cover the item (Veterans Affairs, Grants, etc.)
 - Items justified as medically necessary to ensure member safety
- Medicaid will cover:
 - Items that are “medically necessary”
 - Builder grade materials (Example of builder grade on next slide)
- Medicaid will not cover:
 - Items that are not related to the accessibility of the home (e.g., paint, vanity, non-accessible toilets, etc.)
 - Non-builder grade materials



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COVERED VS. NON-COVERED SERVICES CONT.



Builder Grade

Builder Grade

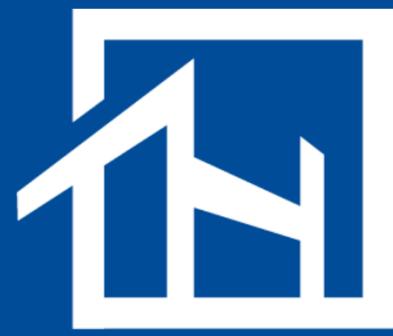
- Functional
- Quality
- Basic fixtures

Non-Builder Grade

- Cosmetic improvements
- Glass doors
- Nicer fixtures



Non-Builder Grade

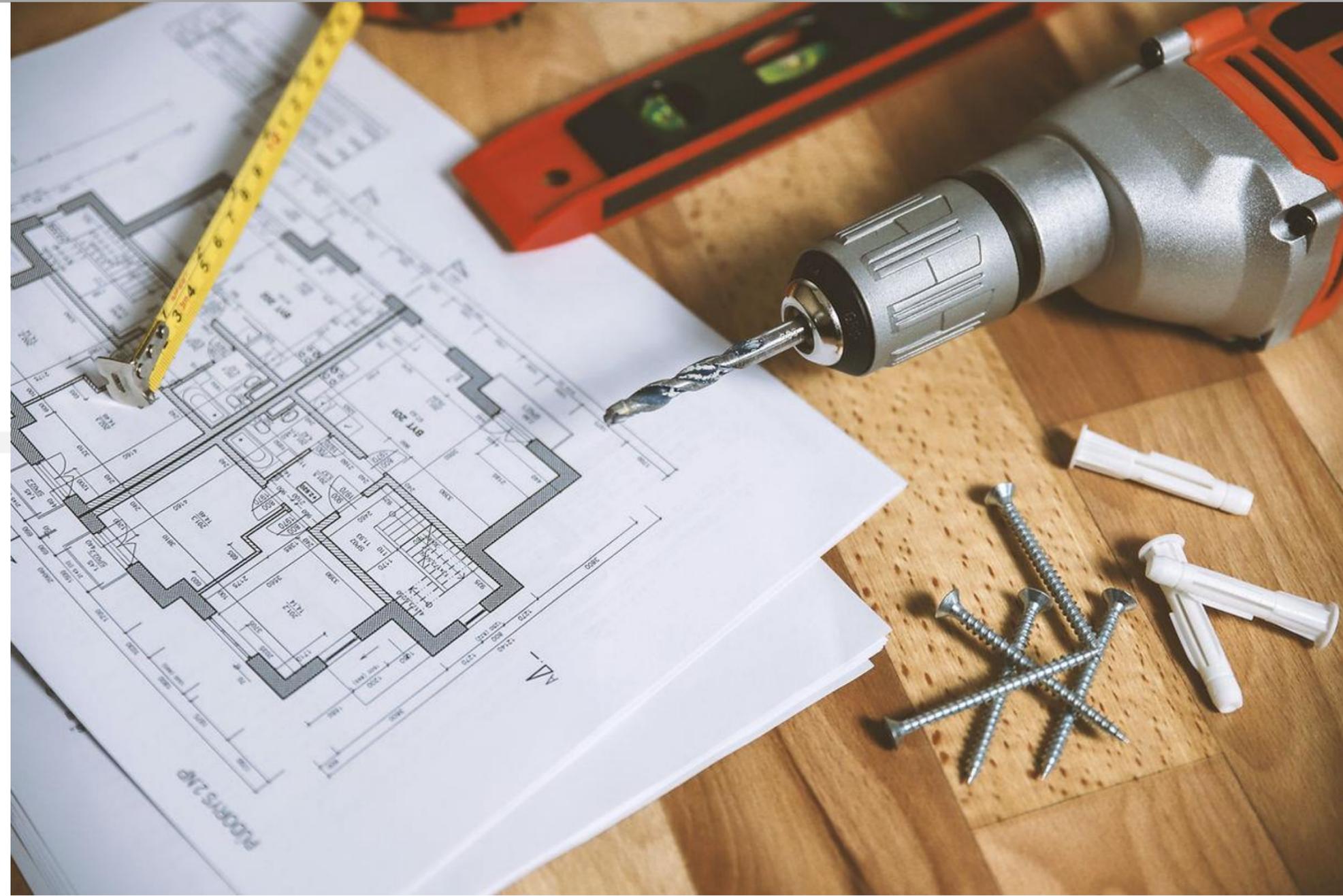


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OUR SERVICES

Our services include:

- Accessible bathroom remodels
- Grab bar and ADA toilet installations
- Zero & Low Barrier Showers
- Doorway widenings
- Stairlifts & vertical platform lifts
- Ceiling lifts
- Wooden & aluminum wheelchair ramps
- Medical Equipment & Supplies





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ACCESSIBLE BATHROOMS

- Total time from job approval to completion: 3 – 5 weeks
- Material lead time: 2 weeks
- Installation lead time: 1-3 Weeks
- Days of labor to complete job: 1-4
- Comments:
 - Grab Bars and ADA toilets can be installed easily on-site same-day





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ACCESSIBLE BATHROOMS: BEFORE & AFTER





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ACCESSIBLE BATHROOMS: BEFORE & AFTER





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DOORWAY WIDENINGS

- Easily done while on-site performing other services
- Modification to at least 32”s
- In many cases, we prefer to use a barn door style as it allows for the most efficient use of space



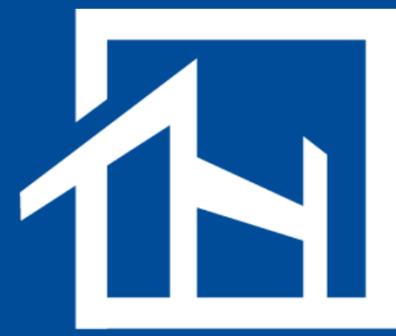


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WOODEN WHEELCHAIR RAMPS

- Total time from job approval to completion: 1-3 weeks
- Material lead time: NONE
- Installation lead time: 1-3 Weeks
- Labor to complete job: 2-4 Days
- Comments:
 - Exterior ramps must be done on a warm day so that concrete can set
 - More expensive than aluminum
 - Cannot be deconstructed and moved

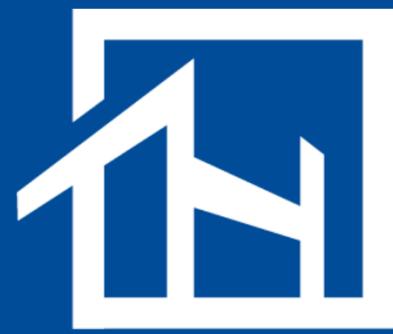




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WOODEN RAMPS: BEFORE & AFTER





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ALUMINUM WHEELCHAIR RAMPS

- Total time from job approval to completion: 3-6 weeks
- Material lead time: 2 -3 weeks
- Installation lead time: 1-3 Weeks
- Days of labor to complete job: 1
- Comments:
 - Unlike wooden ramps, aluminum ramps can be configured in many ways and can all be installed in one day
 - They can also be deconstructed and reconstructed in another location
 - They can be constructed in cold conditions, unlike wooden ramps



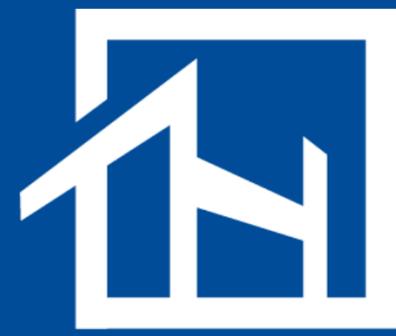


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ALUMINUM RAMPS CONT.

- Interior aluminum ramps allow for a wide range of modularity and the integration of Vertical Platform Lifts (VPLs)





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ALUMINUM RAMPS: BEFORE & AFTER





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THRESHOLD RAMPS

- Best for those small areas that are too large to get over with a wheelchair but don't require their own ramp
- Very durable
- Install in minutes
- Permanent or temporary



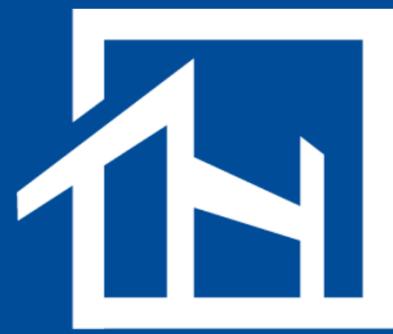


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PORTABLE SUITCASE RAMPS

- These ramps can be permanently mounted or removed and folded for easy storage
- Install in minutes
- Excellent solution for a small step(s)





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STAIRLIFTS

STRAIGHT STAIRLIFTS

- Total time from job approval to completion: 3-6 weeks
- Material lead time: 2-4 weeks
- Installation lead time: 1-2 Weeks
- Days of labor to complete the job: 1
- Comments: Easier to get, shorter lead times

CURVED STAIRLIFTS

- Total time from job approval to completion: 7-14 weeks
- Material lead time: 6-12 weeks
- Installation lead time: 1-2 Weeks
- Days of labor to complete job: 1
- Comments: Long manufacturer, shipment, & lead times





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CEILING LIFTS

- Total time from job approval to completion: 5-10 weeks
- Material lead time: 4-8 weeks
- Installation lead time: 1-2 Weeks
- Days of labor to complete the job: 1-2 days
- Comments:
 - Recent issues with chip shortages have delayed these lifts by months
 - Recommend a Hoyer lift in lieu of ceiling lift, when possible





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Vertical Platform Lifts (VPL)

- Total time from job approval to completion:
4-7 weeks
- Material lead time: 3 - 4 weeks
- Schedule lead time: 1 - 3 weeks
- Days of labor to complete job: 3-5 days
- Comments:
 - Sometimes can act as an alternative to an internal stairlift
 - VPLs are pricy, however, and generally require dedicated electrical and the pouring of concrete





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MEDICAL EQUIPMENT & SUPPLIES



Vibro Rockers



Specialty Beds/Beds By George



Hospital Beds



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MEDICAL EQUIPMENT & SUPPLIES



Shower Chair Commode Combo



Roll In Shower Chair W/Tilt



Hoyer Lift (Electric
or Hydraulic)



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QUESTIONS?



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LOCATION

Kansas City, MO



WEBSITE

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