Explaining Your Budget ***EFFECTIVELY*** to Policymakers

Budget Requests:

Requests should align with agency's statutory mission and the Statewide Enterprise Objectives:

- **Education, Training & Human Development**
- **Healthy and Safe Families**
- **Maintaining Safety, Integrity and Security**
- **Public Infrastructure and Economic Development**
- **Government and Citizens**

Budget Requests:

- IT requests must coincide with the priorities established in information technology and security plans submitted to the Department of Administration.
- Personnel requests must coincide with the priorities established in the Agency's human resources plan submitted to the Department of Administration.
- Funding requests related to artificial intelligence must be coordinated with the Department of Administration's AI Center of Excellence.

Budget Requests:

- Agency must justify that state funds requested are necessary, reasonable, and aligned with the mission of the agency.
- If request is an increase to existing program, include outcome measures for existing program.
- Requests must be transparent and address the question: "So *what*?" *What* is the expected return on investment (ROI)?
- If the investment is not made, what would be the consequences to the citizens of the State?

Budget Requests:

- Don’t use percentage increases without actual numbers.
- Example – One budget request was to “maximize the number of people served,” but no numbers on how many individuals are currently being served or how many would be served.

Budget Requests:

- Consolidate requests around key objectives
- Inflation – What inflation factor are you using?
- Usage Increases
- Loss of grant funds not sufficient argument

Budget Realignment:

- Can the agency realign existing state resources to better maximize outputs?
- Appropriation line items that consistently have cash balances will be scrutinized.
- Large carry forwards will be scrutinized.

Budget Presentations:

- Be Concise
- Don’t use acronyms
- Use DATA that summarizes the budget documents or provides additional clarification
- Identify other stakeholders to support budget request

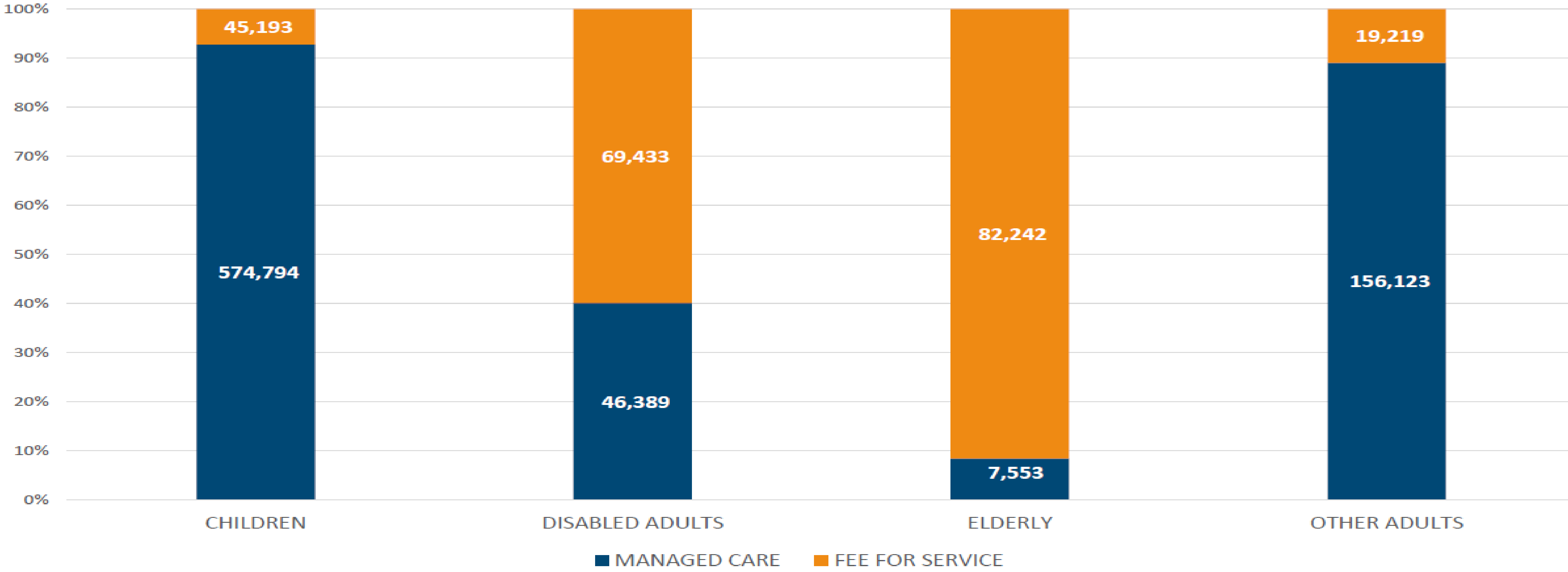
Example 1

Budget Request: DHHS

- **Medicaid Program – 3 requests totaling $203 million**
- **Maintenance of Effort -$102.7 million to keep reimbursements rates same for providers but increase in utilization and enrollment**
- **Federally Required Medicare Premiums -** $53.1 million for federally required Medicare Part A, Part B and Part D premium increases for individuals who are "dual eligible." Part B premium increase is $66 per month; Part B, $33 per month; and Part D, $12 per month so Medicare is primary payor for Part A&B expenses.
- **Home & Community-Based Services -** $47.3 million for home and community-based services waiver program – 40,000 people – allow persons who are eligible for nursing home care to receive care in community at less than half the cost of institutional setting

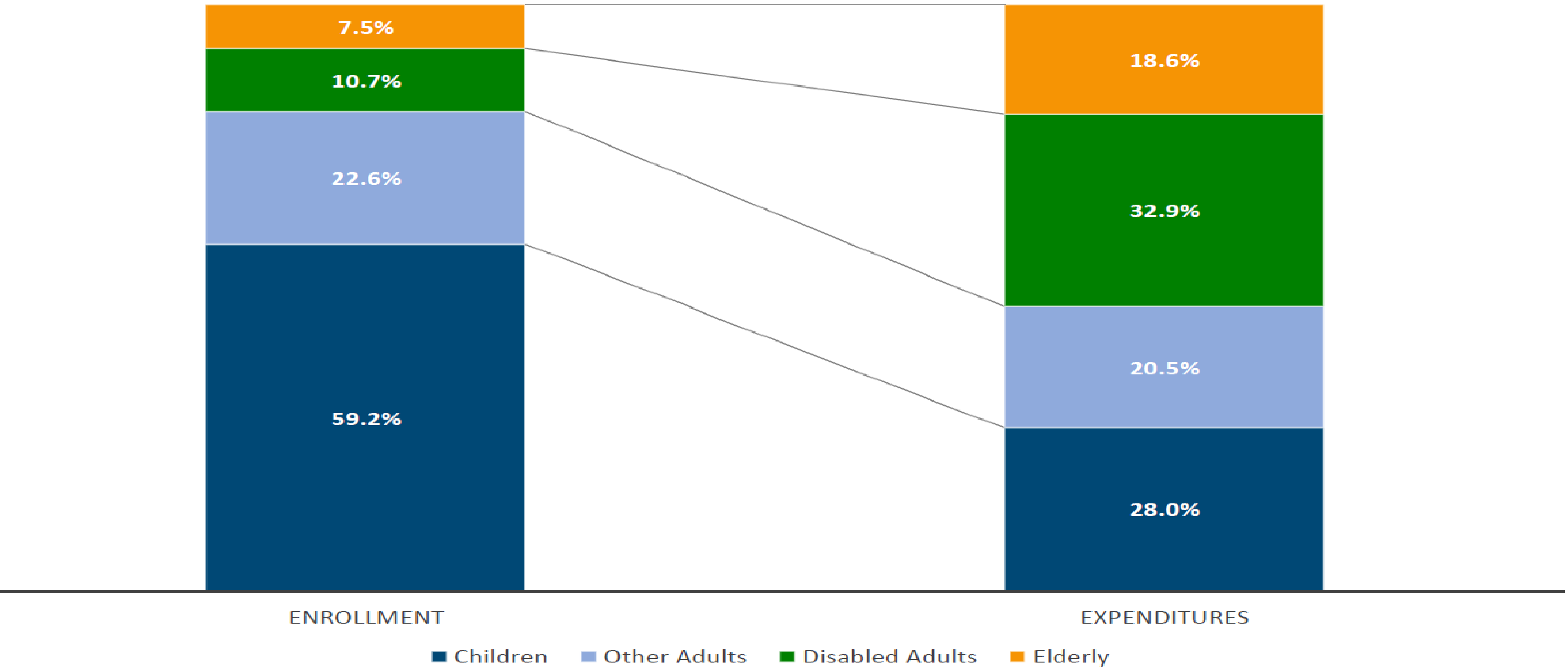
Full-Benefit Membership by Population

(as of September 30th, 2025)



SOUTH CAROLINA DEPARTMENT OF HEALTH AND HUMAN SERVICES
Healthy Connections MEDICAID

Asymmetric Resource Utilization



Actual Budget Increase: DHHS

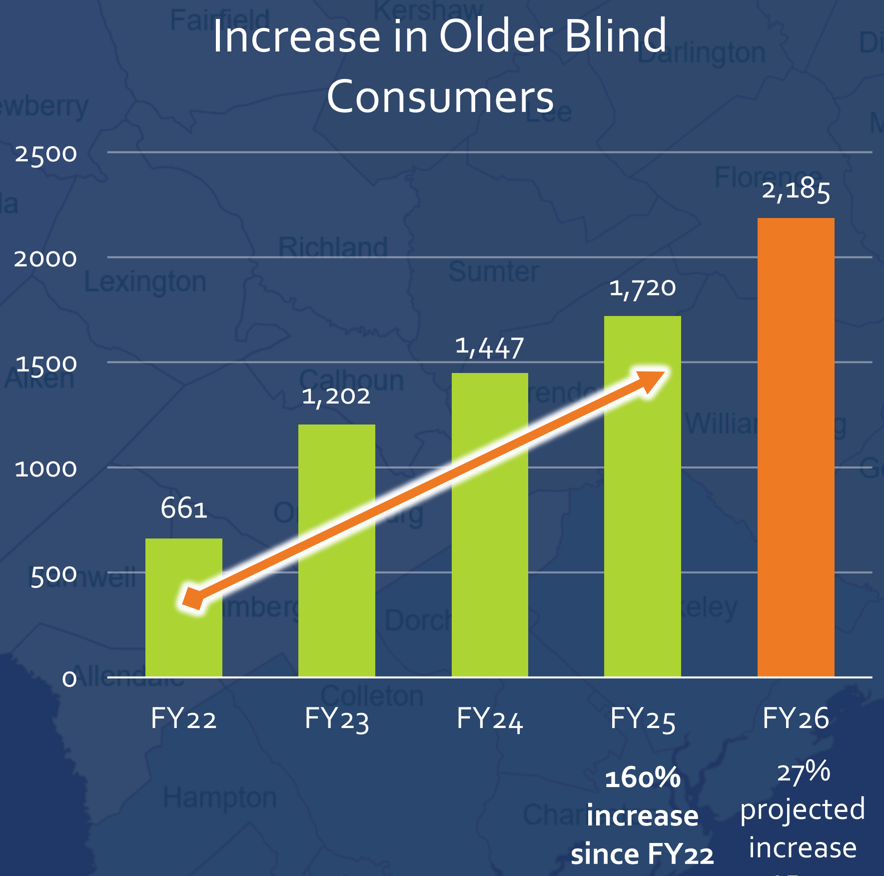
- $202.8 million – Three requests funded
- Plus additional monies for Children's Hospital Collaborative

Example 2

Older Blind

Increasing Older Population

- Vision and eye problems increase with age
  - Macular degeneration
  - Glaucoma
  - Diabetic retinopathy
  - Cataracts
- 1,720 consumers received Older Blind services in FY25
- 160% increase in consumers since FY22
- Most consumers of any SCCB program
- State assistance critical to help meet needs of increased consumers

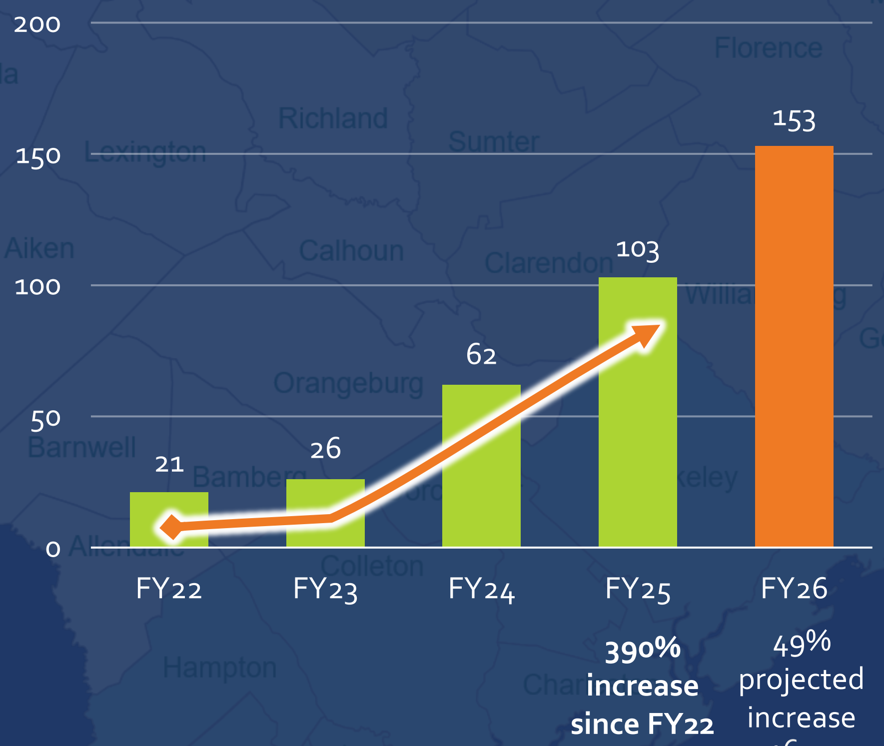


Prevention

Increase in Consumers

- Assists individuals who meet financial needs requirements in maintaining or improving their vision
  - Cataract removal
  - Retinal detachment repair
  - Other vision-related treatments
- 103 eligible South Carolinians received sight-saving procedures in FY25
- 66% increase in consumers since FY24

Increase in Prevention of Blindness Consumers



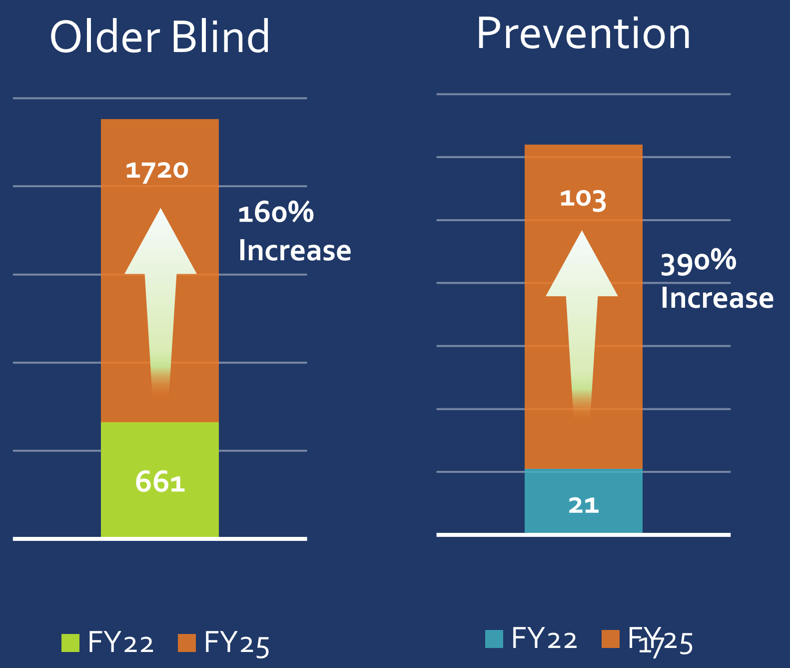
Older Blind & Prevention

Priority 1

- Additional program funds to help provide increased individualized services and assistive technology to Older Blind consumers
  - 160% increase in consumers since FY22
  - Expect to serve more than 2,100 consumers in FY26
- Additional program funds to help provide sight-saving / sight-restoring procedures/treatments for Prevention of Blindness consumers
  - 390% increase in consumers since FY22
  - Expect to serve more than 150 consumers in FY26

$553,301

Increase in Consumers



Actual Budget Increase: Commission for the Blind

- $553,301 for Older Blind and Prevention Funding, which was the exact amount requested.

Questions

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