

Tennessee SUD Policy Consulting

Melissa Kilpatrick, LADAC II, QCS. Three engagement tiers for counties, coalitions, and grant-funded programs.

WHO I AM

I am a Tennessee-based addiction policy consultant and clinical supervisor with over a decade of experience in outpatient SUD treatment. I built the Tennessee County Cost Explorer at melissakilpatrick.com/counties, which translates Tennessee Department of Health fatal overdose data into county-level fiscal impact estimates for all 95 counties. My consulting work helps Tennessee counties, coalitions, and grant-funded programs turn that data into defensible funding decisions.

I work independently. I do not represent a treatment provider or sell beds. Every recommendation in my briefs is grounded in the federal evidence base and the Tennessee regulatory environment, not in steering revenue to a vendor.

ENGAGEMENT TIERS

Three structured products, each priced to be approvable within existing opioid settlement allocations or grant budgets. None require new tax revenue.

TIER 1. County Fiscal Impact Brief

\$500 to \$750 • Turnaround: One week

Best for: *A single Tennessee county preparing for a budget cycle, opioid settlement spending decision, or commission presentation.*

Deliverables:

- Two to three page PDF authored on county letterhead-style cover, suitable for direct distribution to commissioners
- Year-over-year cost comparison using current TDH data, formatted in the same structure as the sample Hamilton County brief
- Substance breakdown analysis with implications for naloxone, MOUD, and stimulant programming
- Three funding recommendations with estimated investment ranges, eligible funding sources, and outcome measures
- Methodology citation block defensible against budget officer scrutiny
- One round of revisions included

TIER 2. Multi-County or Grant Application Support

\$2,500 to \$3,500 • Turnaround: Two weeks

Best for: *A regional coalition, multi-county district, or grant-funded program assembling a competitive funding application or comparative analysis across jurisdictions.*

Deliverables:

- Five to eight page comparative analysis across up to 6 Tennessee counties, OR a fiscal modeling letter sized to fit a federal grant narrative section
- Customized methodology section tailored to the funder's evaluation criteria (SAMHSA SOR, HRSA, BJA, RWJF, state opioid settlement, etc.)
- ROI calculations applied to the specific intervention being proposed
- Stakeholder map identifying which Tennessee agencies, CMHCs, and providers should be cited as collaborators
- Editable .docx delivered alongside polished PDF for grant team integration
- Two rounds of revisions included

TIER 3. Workshop or Commissioner Presentation

\$5,000 and up • Turnaround: Booked four to eight weeks out

Best for: *A county commission, task force, conference panel, or board of directors needing a half-day deep dive with live Q&A. Travel included in middle Tennessee; East and West Tennessee at cost.*

Deliverables:

- Half-day session (three to four hours) delivered in person or via video conference
- Pre-session intake call to scope the audience, their decision context, and their political constraints
- Custom slide deck built on your county or region's actual data, not a generic template
- One-page leave-behind summarizing the recommendations from the session
- Thirty days of follow-up email support for questions that come up after the session
- Optional add-on: written summary memo for non-attendees (\$750)

INCLUDED IN EVERY ENGAGEMENT

- Independent authorship. My name and credentials are on the document. You can cite it in commission meetings, budget hearings, and grant applications.
- Defensible methodology. Every cost figure traces to a federal source (NIDA, SAMHSA, CDC, TDH) and a peer-reviewed model. No proprietary black boxes.
- Tennessee regulatory fluency. Recommendations account for TennCare reimbursement, TN OBOT Medical Director rules, BESMART access, and state opioid settlement Tier structures.
- Plain language. Written for elected officials and grant writers, not policy academics.
- Confidentiality. I do not share client engagements publicly without permission.

HOW TO ENGAGE

Step 1. Email melissa@melissakilpatrick.com with your county or organization and what you are trying to accomplish.

I respond within two business days. Scoping calls are free and typically take 20 minutes.

Step 2. I send a one-page scope of work with deliverables, timeline, and a flat fee.

No hourly billing. No surprise invoices.

Step 3. I deliver on the agreed timeline.

Payment due on delivery, by check or ACH. Invoices issued through Empower Health Solutions PLLC.

