

SBHC Program Contractor Post Award Meeting Welcome!

CDPHE

July 22, 2015

10 am–12 noon



Time	Topic	Presenter
10:00-10:15	Introductions/Roll Call/Housekeeping	Esperanza Ybarra
10:15-10:45	FISCAL UPDATES: <ul style="list-style-type: none"> • Financial Risk Assessment Management • Supporting documentation • Pre-populated invoice template • Budget flexibility 	Angela Simmons Francesca Isabelle
10:45-11:15	PROGRAM UPDATES: <ul style="list-style-type: none"> • CDPHE staff • SBHC Sustainability Analysis and Funding Model • New, Competitive, Multi-year RFA, January 2016 <i>(all sites must reapply)</i> • Program streamlining 	Esperanza Ybarra Grace Franklin
11:15-12:00	TECHNICAL ASSISTANCE and Q&A <ul style="list-style-type: none"> • Mid-Year and Final Reports • Check-in calls • Site visits • Evaluation • Quality Improvement and Technical Assistance 	Dr. Maureen Daly Grace Franklin

1:00 – 3:00	<p>This introductory training will focus on revenue cycle management in school-based health centers. With the implementation of the Affordable Care Act, all clinics need to enhance their clinical and business practices in order to remain viable and continue to provide important services in the era of health care reform. RT Welter has worked extensively with safety net clinics, including school-based health centers, in Colorado and across the country. RT Welter will share best practices and introduce methods for analyzing and improving total revenue cycle management. This training will also serve as a kick off for a series of sustainability activities and training supported by CDPHE in the coming year.</p>	RT Welter
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CDPHE Staff



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Primary Contact

School-based Health Centers (SBHC) Team OPERATIONAL STRUCTURE

July 2015



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SBHC Partners:

- SBHC contractors & sites
- SBHC Advisory Teams
- CASBHC
- Stakeholders
- Related state agencies



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Contract Basics

- Read your contract in its entirety.
- Reference your contract regularly ... we do!
- Know what is expected of you ... and us.
- Talk with us first before making any changes to confirm what is allowable.
- We are here to help if you have questions

SBHC Program Legislative Intent

C.R.S. 25-20.5-503

To provide access to primary, behavioral and oral health care for low-income, uninsured or under-insured, high-risk children and youth through school-based health centers.



SBHC Program Background

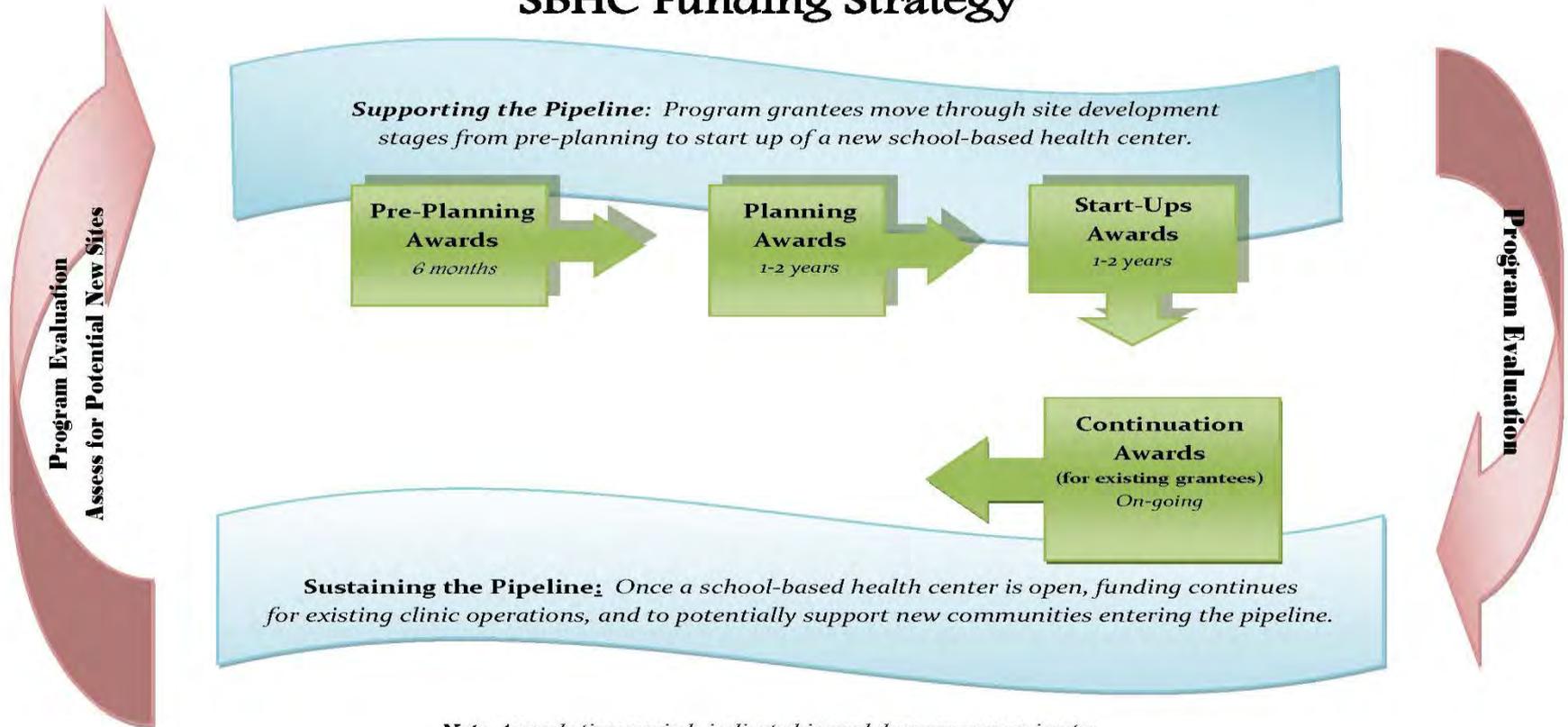
- ▶ Started in 1987 with Maternal and Child Health federal funding. From 1994 – 2001, the program was part of the Robert Wood Johnson Foundation's *Making the Grade* national program and was awarded a total of \$2.3 million.
- ▶ Also received a total of \$1 million from The Colorado Trust for 2008–2011.
- ▶ Established in state statute (C.R.S. 25–20.5–503) in 2006 and received an initial appropriation of \$500,000 (FY2006–07) and the following year it increased to just under \$1 million.
- ▶ Funding substantially increased in FY2013–14 to just over \$5.2 million.
- ▶ In FY2013–14, nearly 22,000 children and youth were served.

SBHC Program Investments



COLORADO
Department of Public
Health & Environment

SBHC Funding Strategy



Note. Awards time periods indicated in each box are approximates.

May 2015

SBHC Priority Investments

- ▶ **Quality of care** by providing funds for highly qualified primary care, behavioral health and dental care providers; by funding training and technical assistance to help SBHC sites meet the SBHC Quality Standards.
- ▶ **Quantity** by investing in existing SBHC centers to continue or expand their services and to serve more children and youth, and by providing funds for emerging and newly operational sites.
- ▶ **Sustainability** by investing in the infrastructure of SBHCs, including patient enrollment in Medicaid and CHP+, enhancements to physical space, and data and billing systems to capture health service information and to generate program revenue through Medicaid and private insurance billing.
- ▶ **Partnerships** by funding key partners, such as CASBHC for events such as their annual conference, dental home project, and others to provide quality training on important topics related to SBHC care, including Mental Health First Aid.

Sustainability Study

in partnership with The Colorado Health Foundation

Purpose of the study is to create a business model and financing strategy that:

- ▶ Incentivizes efficiency and movement toward financial and operational sustainability among SBHCs.
- ▶ Addresses the primary care needs (physical, behavioral and dental) of the target population.
- ▶ Supports SBHC growth statewide, in part, by increasing third-party payer revenue.
- ▶ Identifies opportunities for funders, including CDPHE, to maximize their return on investment in SBHCs.

Sustainability Study

The objectives include:

- ▶ • To identify the factors that best predict a high-quality, effective and sustainable SBHC business model in order to determine which factors to consider in a new, equitable funding allocation.
- ▶ • To develop a “best practice” financing strategy for Colorado SBHCs, including diversification of revenue sources and the appropriate and feasible distribution of revenue among the sources.
- ▶ • To identify weaknesses in existing operations and financing that make SBHCs vulnerable to contraction or closure in order to support stakeholders assessment of potential vulnerabilities, development of capacity building strategies, and evaluation of SBHC new starts.

New RFA – January 2016

- ▶ Sustainability Study will serve as the framework for the new Request for Applications (RFA) to be released January 2016.
- ▶ All sites must apply and compete for funding.
- ▶ Applications will be evaluated on new criteria, including long-term sustainability factors such as solid operational and staffing plans, strong community support, and stable 3rd party payer and other revenue sources.
- ▶ Selected grantees are expected to receive a 5-year contract from FY16-17 through FY20-21.
- ▶ Funding is not guaranteed and, as always, is contingent upon an annual appropriation.

Program Streamlining

- Revised SBHC Standards
 - Revised year-end reports
 - Hired Apex to modernize data collection, analysis and reporting
 - In process of selecting 4–6 performance measures to simplify work plan in 2016–17
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Quality Improvement & Technical Assistance

1. Help prepare for successful operation.
2. Assist with meeting state standards.
3. Support adoption of best practices.
4. Support data collection.
5. And...make your job easier!!



Quality Improvement & Technical Assistance

- ▶ Site Visits/QI Coaching
- ▶ Data Analysis and Reports
- ▶ Technology Support & Other Resources
- ▶ Facilitation of Shared Learning Opportunities



2015-16 Planning Awardee SOW

1. Assess Community Needs & Resources
 2. Establish Community Support
 3. Develop Business Plan/Start Up RFA Application
 - Facility
 - Governance/Management Structure
 - Collaborative Partnerships (MOUs)
 - Operational Plan
 - Marketing Plan
 - Evaluation Plan
 - Budget
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Planning Awardee Deliverables

- ▶ Technical Assistance Visit in November
- ▶ Check in Calls in December and April
- ▶ Mid-year Progress Report & Strategic Priorities (due 2/29/16)
- ▶ Business Plan (due 8/31/16)



2015-16 Start-Up Awardee SOW

1. Increase access to primary care.
2. Increase access to mental health.
3. Improve access to oral health services & education.

2015–16 Start-Up & Existing Awardee Deliverables

- ▶ Check in Calls in December and April
- ▶ Mid-year report (due 2/29/16)
- ▶ Final Progress Report & Service Data Report (due 8/31/16)
- ▶ Site Visits : Peak Vista, Pueblo, SCCC, APS, SW Health System



Apex Evaluation: Data Collection, Analysis & Reporting

WHY?

- Accountability for taxpayer dollars
- Quality improvement at practice level
- Policy development at state level



Apex Evaluation

- ▶ BAAs are signed and all contractors are on-board.
 - ▶ Data exchanges are underway with nearly all SBHC contractors.
 - ▶ All sites are well on the path to being fully functional in the data exchange and evaluation by July 1, 2016.
 - ▶ Great job, everyone! We appreciate efforts by all SBHC sites to join the evaluation.
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Apex Evaluation System

- ▶ Will eventually replace the current manual reporting method.
- ▶ Allows electronic exchange of data elements and operational plan for each SBHC site.
- ▶ Will inform quality improvement efforts.
- ▶ Will produce professional, high quality site-specific and state level, aggregate reports.

Data Field
Student ID
First Name
Last Name
Students Data of Birth
Gender
Race
Ethnicity
Date of Service
Provider of Service
Diagnoses Codes
Procedure Code
Insurance Name

Apex Evaluation Team

Colorado SBHC Core Evaluation Team



Carlos Romero, MBA
President



Shannon Morrison, Ph.D.
Senior Evaluation Specialist



Jamie Monske,
Data & Technical Support

Questions?

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Call/email us anytime!



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