

SWBC Finance and Sustainability Workgroup

September 10, 2020 from 1:00pm to 2:30pm.

Attendees: Deanna Rigby, Connie Feeley, Tyneisha Jabbar-Bey, Kathryn Fiddler, Amanda Sipple, Stephanie Savini, John Cooper, Dwayne Parker, Joanne Landry, Denise Watson, Yvette Santiago, Leah Woodall and Josh Aidala (DMMA)

Shannon welcomed all members and mentioned a list of workgroup members will be sent to help the group if they need to communicate outside of meetings.

1. Review Workgroup Description and Research Questions

Shannon presented the workgroup charter and clarified that all meetings from the workgroup are public and as such non-voting members may attend.

The tasks to the workgroup as follows:

- Determine the financial operating model for SBWCs across elementary, middle and high schools
- Determine capital costs, operating costs, personnel costs for each SBWC including variances of costs across elementary, middle and high schools as student's needs change across age groups
- Develop a formula for determining queuing up the elementary, middle and high schools that will get a SBWC in each fiscal year's budget – this could include examining:
 - Health and behavioral health service needs
 - Racial-ethnic demographics of a school community
 - EverFarms rates and other poverty indicators
 - School enrollment, population health outcomes by census tracks, etc.
 - Fiscal projections for the State applied to each year
 - Other factors identified by the workgroup
- Recommend a protocol for applying the cost model in conjunction with the formula for the annual SBWC budgeting process (factoring in the expected annual two school expansion identified in the budget supplement language)
- Map public-private financing options given that the cost of establishing and sustaining ongoing operations of SBWCs is significant
- Recommend new collaborative financing strategies that leverage opportunities across sectors

HMA presented the research questions prepared by the workgroup:

- a. How do states work with federal guidelines in terms of reimbursement?
- b. Telehealth and remote learning during COVID-19/Plan to deliver health services via telehealth?
- c. Sustainability measures in the care coordination side?
- d. Managed care organizations' (MCOs) role?
- e. Process to be mapped out or to set up reimbursement to work with Medicaid and MCO's?

- f. Plans for expansion?
- g. Diversified funding options? Look at other models to know where they get their funding sources. 8. Can private insurances pay for the work with SBWC they may be interested in funding?
- h. Are there other funding models out there? Contracted vs. non contracted to have some type of yearly funding to help with sustainability?

2. Present Literature Review

Shannon presented the parts of the literature review document and showed the sections that will be tackled by the Finance and Sustainability Workgroup.

- Expenses & Sustainability
- Government Funding & Grants
- Third Party Billing & Reimbursement
- Uninsured Population
- Medicaid/MCO Contracting

Leah mentioned that looking at the document and the studies referenced in the document that the range of the start up costs is too large. She also mentioned that she must look into working with the FQHCs in Delaware.

3. Discuss Weekly Workplan

Shannon referred to the below workgroup weekly workplan (slide 9 of ppt)

- I. Review Subsection
 - a. Current Status in Delaware
 - b. Problems/Priorities in Delaware
 - c. Innovations from Other States
 - d. Policy Considerations
- II. Brainstorm in Response to Research Questions
 - a. Roundtable Brainstorm
- III. Draft Recommendations

Recommendation 1		Evidence/Rationale
Entity Accountable	Implementation Needs	Evaluation Considerations
...
Entity Accountable	Implementation Needs	Evaluation Considerations
Recommendation 2...		Evidence/Rationale
Entity Accountable	Implementation Needs	Evaluation Considerations

- IV. Executive Sponsor Steering Committee Update
 - a. Subsections Reviewed
 - b. Issues Discussed
 - c. Next Steps

On the chat someone asked about feedback from Insurance representatives to the literature review document. Shannon mentioned that the workgroup will follow the process as presented to make recommendations based on the workplan. Leah Woodall mentioned the need to take other workgroups into consideration when making recommendations and she also mentioned the ability to bring subject matter experts to the workgroup conversations (for example billing codes).

Kathryn Fiddler mentioned that if she had to describe the workgroup call to action in two sentences it would be that the state of DE is looking to expand SBWC and in order to do so has to check on sustainability.

Yvette Santiago suggested the following as the call to action of the workgroup: Innovating SBHCs through strategic planning & our group is charged with recommending the finance & sustainability model.

Jon Cooper suggested that the call to action in two sentences would be:

1. Putting the real costs of running SBWC on paper
2. Coming up with a recommendation to sustain these for our students.

Connie agreed with Jon's call to action and how this workgroup is the first time all the stakeholders get to work together.

Dwyane Parker indicated looking how his organization would play a role in this mission and how he can contribute to the weekly work of the workgroup.

Denise Watson indicated that once we can come up with the cost the workgroup can make suggestions with more knowledge on what is needed, coming up with a baseline and giving autonomy to the medical provider to value add pieces and letting the community dictate what that action item looks like. School wellness is valuable for every community.

Kathryn Fiddler indicated she felt there is a value proposition for insurers increasing the value of the payers.

Yvette Santiago mentioned that this work is an opportunity for insurers to represent their orgs input in helping the workgroup get to a sustainable financial model.

Tyneisha Jabbar-Bey mentioned it was very hard for her and her team to be able to discuss this at this point. As her organization has so many rules and regulations. For example, CMS is not likely to agree to have a different reimbursement methodology for each SBW center. And changes we make to the reimbursement has to changed and CMS must approve it.

Connie Feeley mentioned the need to understand what is doable and gaining a better understanding of rules and regulations would help the work of the workgroup.

Dwayne Parker mentioned that from the Medicaid perspective there are opportunities about services being rendered based upon what is needed by clients of the SBWCs.

Tyneisha Jabbar-Bey suggested to share the state website page so everyone can see the page. The State plan includes a lot of information on reimbursement. She will send it to the workgroup as foundational piece of information to have.

Leah mentioned there may be opportunities to work with Medicaid and get data to drive the work of the workgroup. Tyneisha Jabbar-Bey agreed and indicated that knowing what the workgroup is looking for, they can investigate and try to gather data.

4. Update on Stakeholder Interviews/Focus Groups

Interview Groups:

1. Behavioral Health for Youth
2. Legal Counsel
3. Parent Advocacy Groups
4. Private Insurers
5. Medicaid
6. MCOs
7. Community Pediatricians
8. School ecosystem (administrator, educator, school nurse, school psychologist)
 - New Castle County
 - Kent County
 - Sussex County
9. Medical Sponsors
10. Associations
11. In-State Models & Challenges
12. Data & IT
13. Out-Of-State Experts
 - Maryland
 - Colorado
 - Florida

Shannon presented the interview guides.

Connie Feeley asked if there were previous measures for the SBWC work. Leah indicated that DPH started using the National SBHC Alliance performance measures as a starting point and recently in their work to support some new elementary SBHCs, added some more relevant pediatric measures and shared the following link: <http://www.sbh4all.org/wp-content/uploads/2018/06/Quality-Counts-Standardized-Performance-Measure-Definitions-112717-1.pdf>

5. Homework & Next Steps

Jon Cooper suggested to think to maximize the work together to think about small group work and targeted questions. Shannon and Ana will think about how to make this happen to help the workgroup.

- Next week discussion: Expenses & Sustainability
- Read section of Literature Review
- Explore materials
- Prepare to discuss given perspective and experience
- Review materials on Virtual Binder

Next Meeting: September 17, 1:00 PM – 2:30 PM

Meeting was adjourned at 2:15pm