

SBHC 101: Making an Informed Decision About Starting a School-Based Health Center

September 25, 2014



Help Us Count!



If you are viewing as a group, please go to the chat window and type in the name of the person registered and the total number of additional people in the room, e.g., Tammy Jones, +3. This will help us with our final count.

Reminders

This presentation may be downloaded now. Please visit <http://www.sbh4all.org/webinars> to download the presentation.

All attendees are in listen-only mode.

We want to hear your questions! To ask a question during the session, use the chat tool that appears on the bottom right side of your control panel.

Attendees will receive an evaluation survey directly after the webinar. Please let us know how we are doing and new topics you would like us to cover.

Webinar Archives

Access previous webinars, sorted by topic:

- Clinical Services (Diabetes, ADHD)
- SBHC Operations (PCMH, HIT)
- Policy & Advocacy
- Quality Improvement
- Special Initiatives
- School-Based Health Alliance Tools

<http://www.sbh4all.org/webinars>



Objectives

1. Define the term school-based health center
2. Describe various models and characteristics of high-performing SBHCs
3. Decide if the school and community should move forward with planning an SBHC

Today's Presenter



Laura Brey
Sr. Training and Technical Assistance Specialist
School-Based Health Alliance

Poll Question

Who do you represent?

1. Potential Clinic
2. Potential SBHC Sponsor
3. School District/School Administrator
4. Community Member
5. School Nurse



**SCHOOL-BASED
HEALTH ALLIANCE**
Redefining Health for Kids and Teens





School-Based Health Alliance Offerings

Advocacy

- Policies
- Programs
- Funding

Training & Technical Assistance

- Webinars
- Free on-line content
- Professional Services

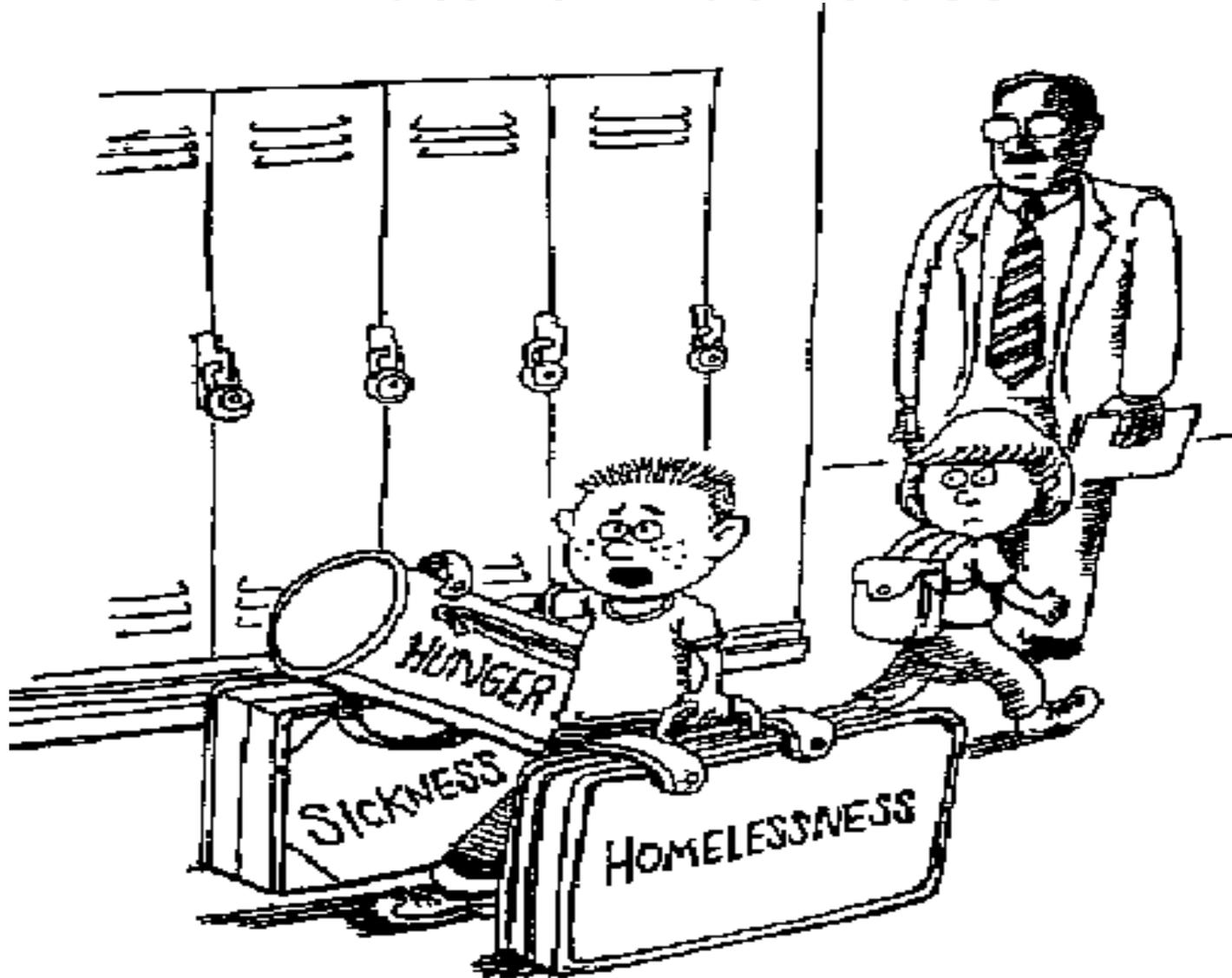
Membership

- Individual (\$100)
- Organizational (\$500)

Objectives

- Define the term school-based health center (SBHC)
- Describe various models and characteristics of high-performing SBHCs
- Decide if the school/community should move forward with planning an SBHC

*“Could someone help me with these?
I’m late for math class.”*

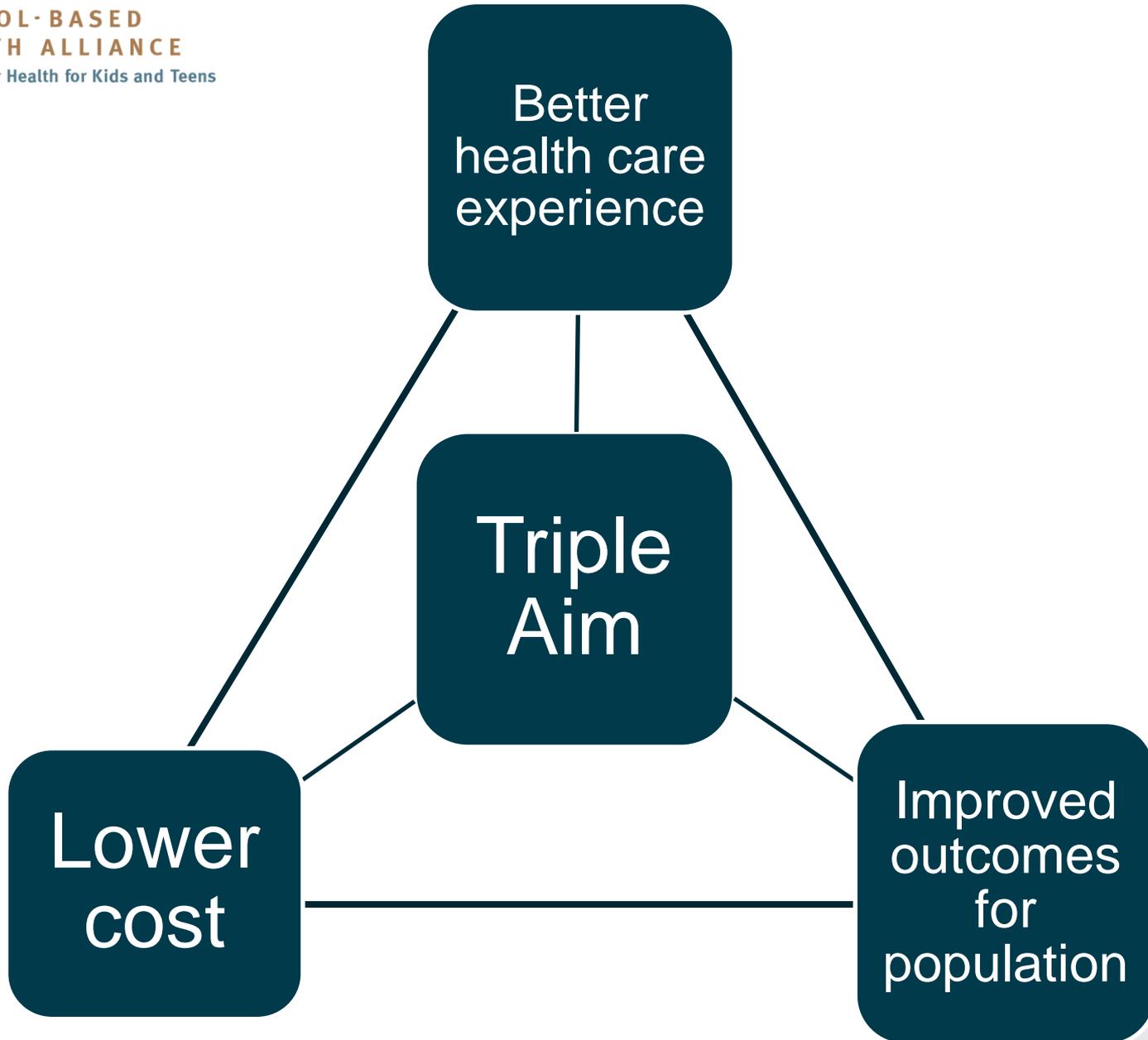


What is a school-based health center?

Trusted

Familiar

**Immediately
accessible**



Common Characteristics High-Performing SBHCs

COMMON CHARACTERISTICS

High-Performing SBHCs

- Provide quality, comprehensive health care services that help students succeed in school.
- Located in/near school and open during school hours.



COMMON CHARACTERISTICS

High-Performing SBHCs

- Organized through school, community, and health provider relationships in direct response to community needs.
- Staffed by qualified health care professionals.



COMMON CHARACTERISTICS

High-Performing SBHCs

- Focused on the prevention, early identification, and treatment of medical and behavioral concerns that can interfere with a student's learning.



SBHC Evidence Base



SBHCs: The Evidence Base

↑ use of primary care

↓ inappropriate
emergency room
use

- Greater than 50% reduction in asthma-related emergency room visits for students enrolled in NYC SBHCs



SBHCs: The Evidence Base

↓ hospitalizations

- \$3 million savings in asthma-related hospitalization costs for students enrolled in NYC SBHCs

↑ access for hard-to-reach populations - esp minorities and males

- Adolescents were 10-21 times more likely to come to a SBHC for mental health services than a CHC or HMO.

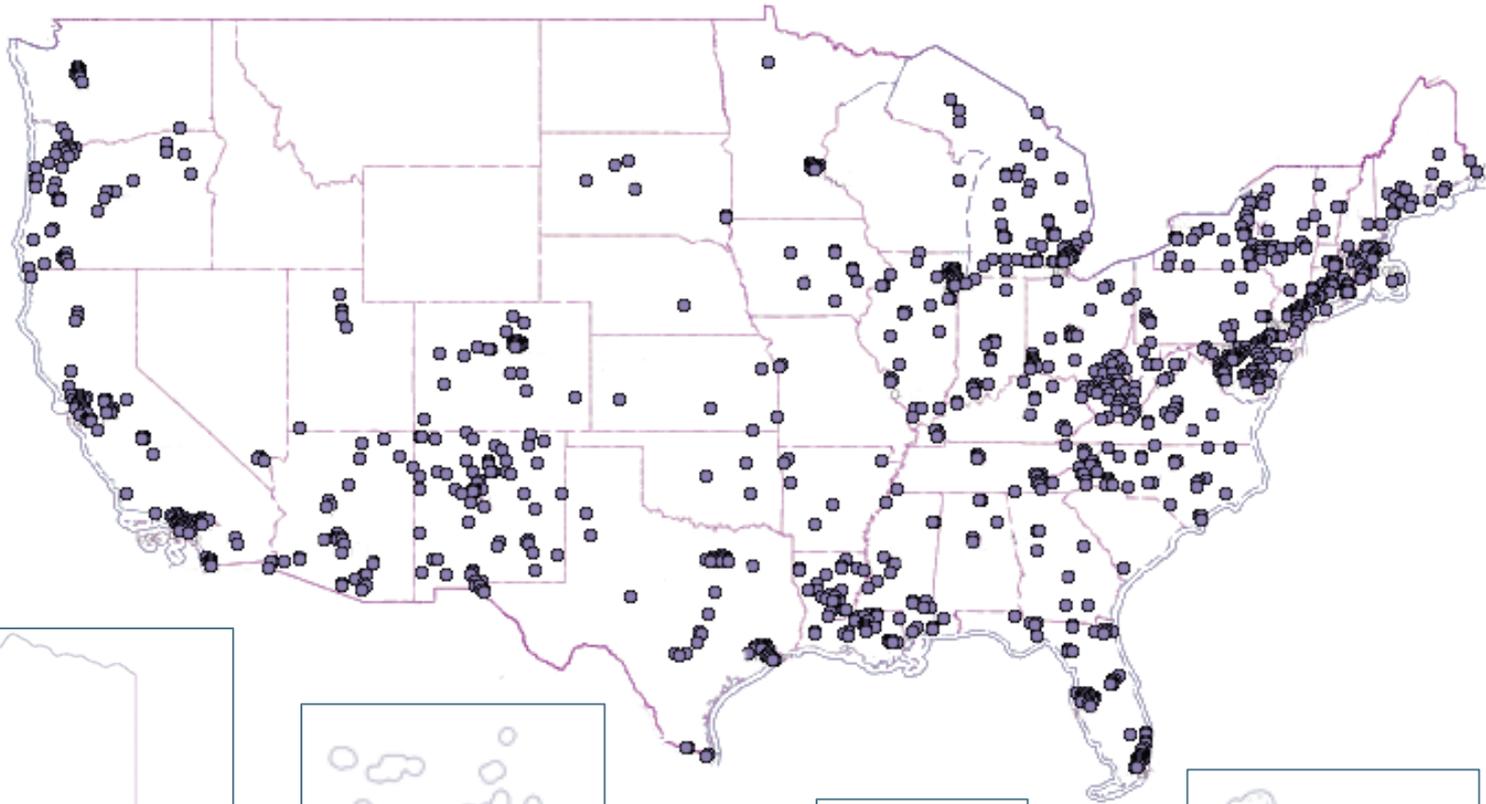


SBHCs & Academic Success

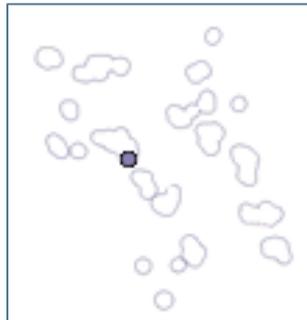
- ↓ absenteeism and tardiness
- ↑ attendance
- ↑ in GPA over time
- ↑ academic expectations, school engagement, and safety and respect



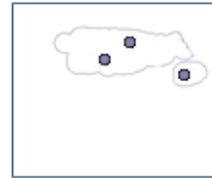
Locations of SBHCs Nationwide (n=1930)



Alaska



Marshall Islands



Puerto Rico &
Virgin Islands



Hawaii

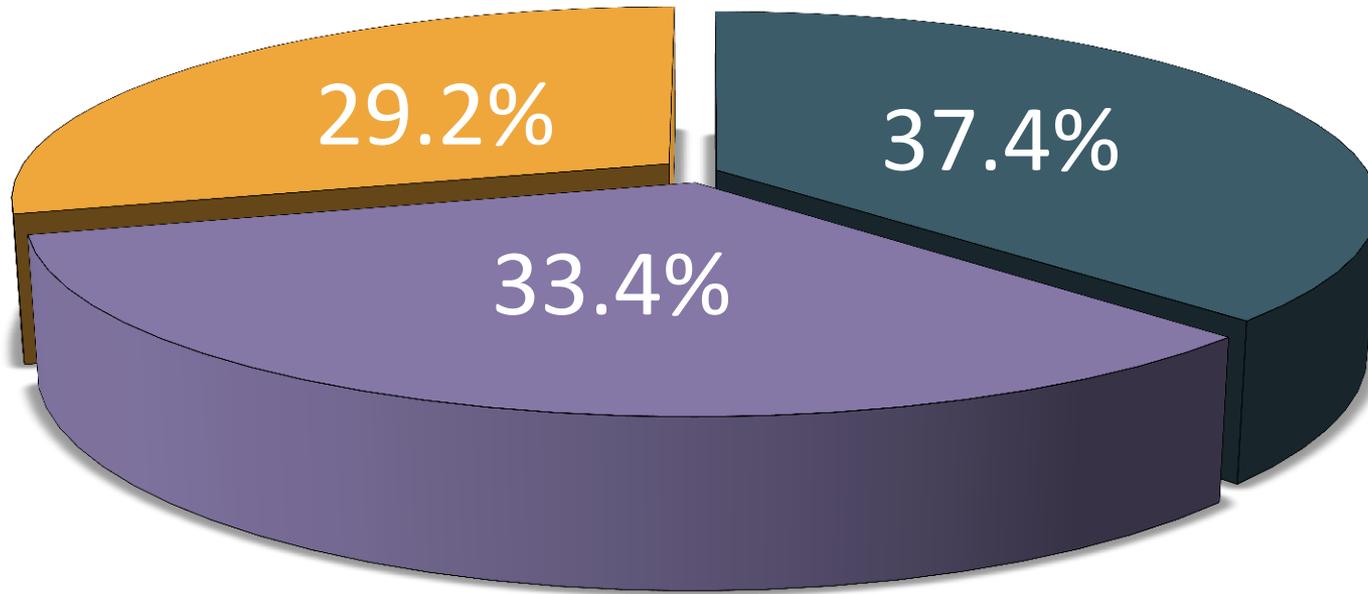
SBHC Models of Care

Select the Staffing Model

- Medical sponsoring organization
- Full-time or part-time staffing
- Primary care only
- Primary care and behavioral health
- Primary care, behavioral health, plus

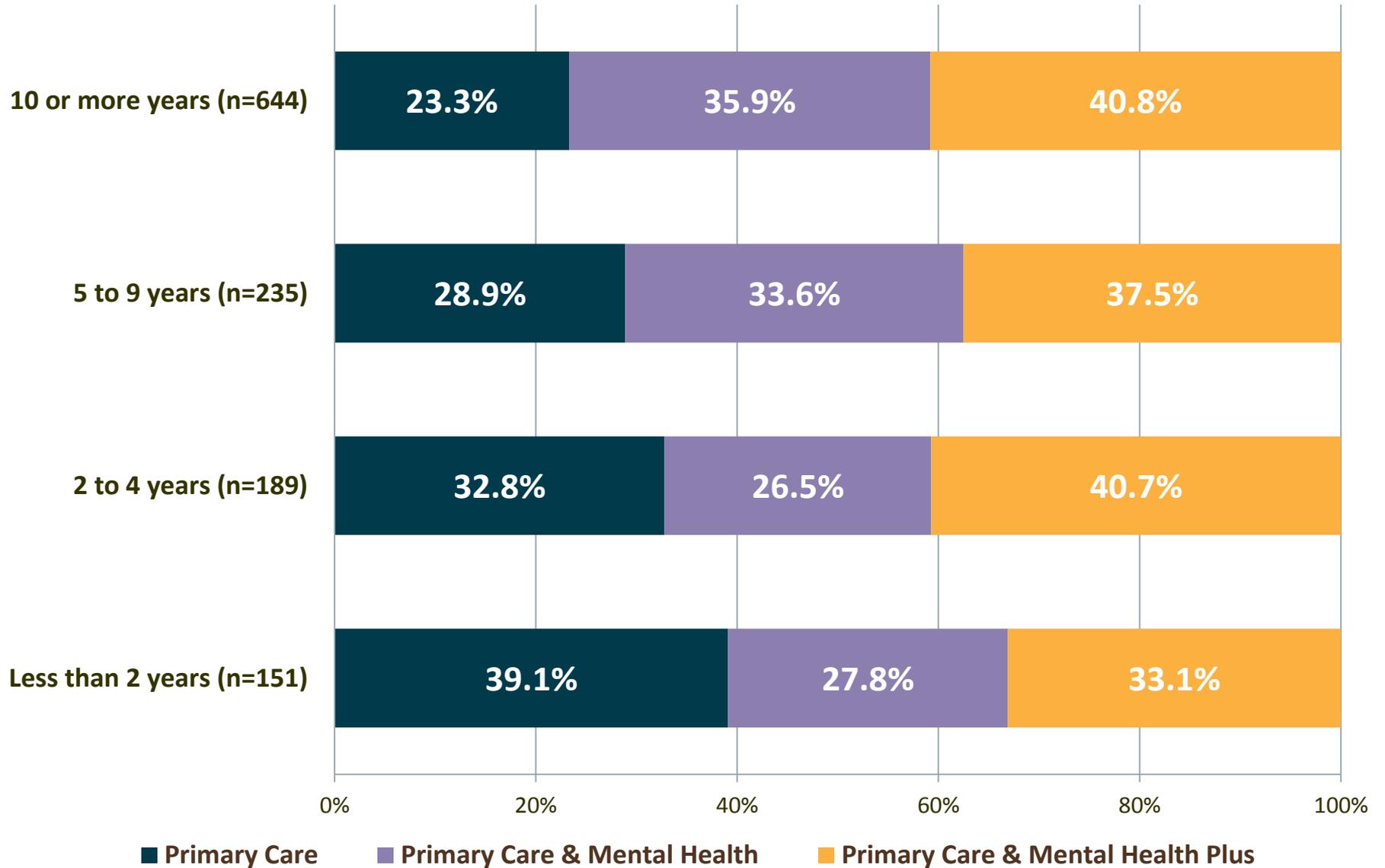


SBHC Staffing Profiles (n=1381)



- Primary mental health plus
- Primary care and mental health
- Primary care only

Staffing Profiles by Age of SBHC



Other School Staff

**School mental
health provider
(n=1302)**

36.1%

50.7%

13.2%

**School nurse
(n=1303)**

22.6%

42.5%

34.8%

0%

20%

40%

60%

80%

100%

■ **Not in school**

■ **In school, separate from SBHC**

■ **In school, co-located with SBHC**

The Role of the School Nurse

- Maintain school nurse mandated functions (vision and hearing screening, immunizations, special ed, etc.)
- Member of school-based health team
- Identify students for school-based health center services
- Provide follow-up
- Reach out to parents /guardians
- Serve as a liaison between the school-based health center and school staff

Provider Types in SBHCs

**Primary
Care**

100%
(n=1381)

**Nursing or
Clinical
Support**

85.8%
(n=1185)

**Mental
Health**

70.8%
(n=978)

**Oral
Health**

15.9%
(n=219)

**Health
Educator**

16.0%
(n=221)

Dietician

10.7%
(n=148)

> 31 HOURS/WEEK

66.6%



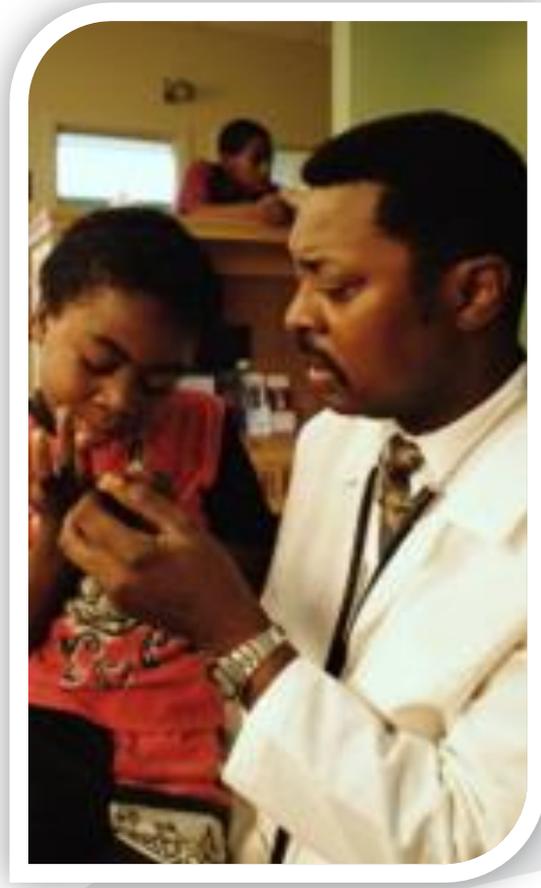
AFTER SCHOOL

73.1%



BEFORE SCHOOL

60.8%



76.8%

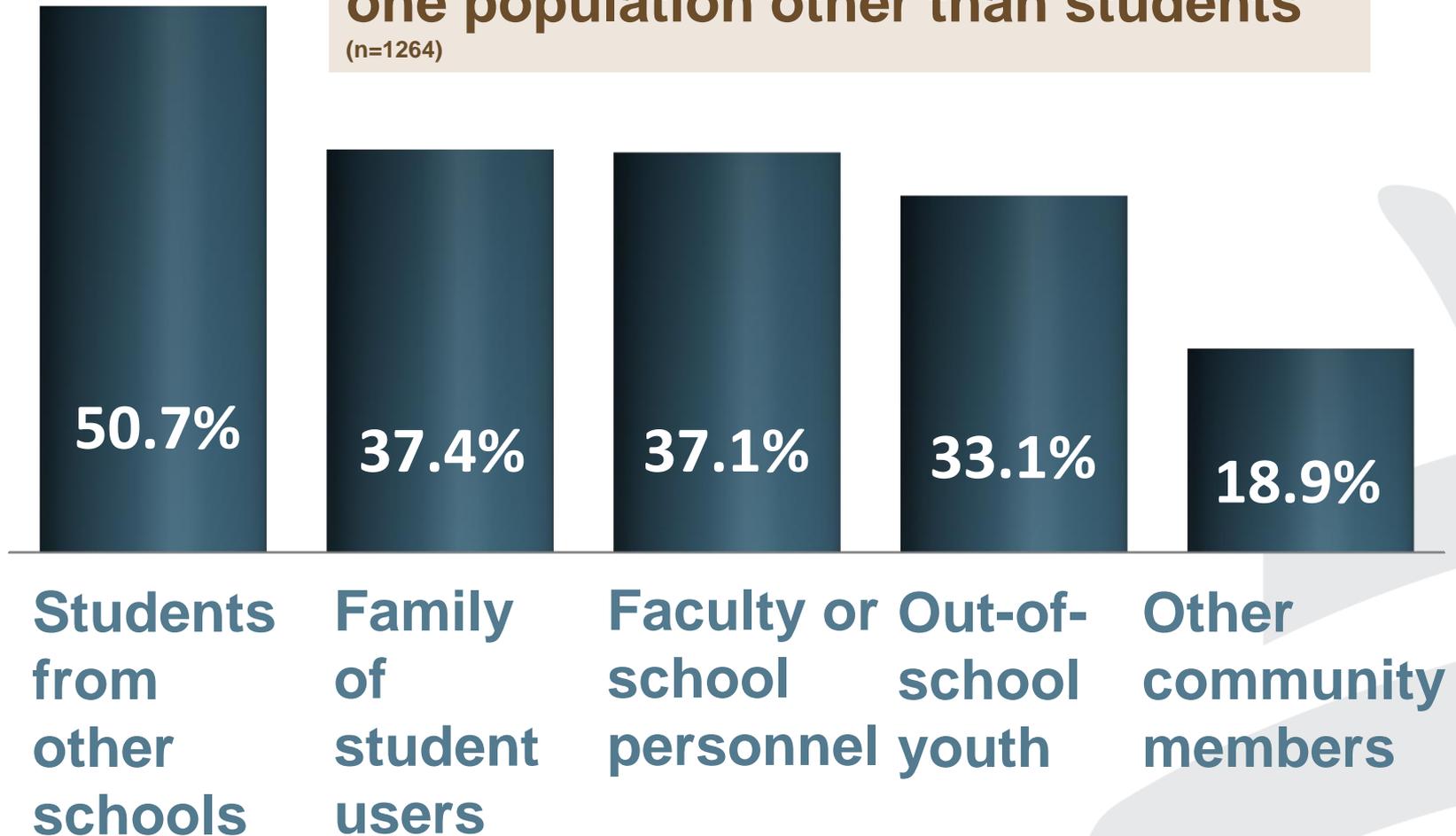
serve schools where
more than 50% of
students are eligible
for
free or reduced-
price lunch (n=1194)

67.7%

located in schools
characterized as
Title I
(n=1199)

Populations Eligible to Use SBHCs

2 of every 3 SBHCs serve at least one population other than students
(n=1264)



School/SBHC Integration & Collaboration

school wellness committee

68%

crisis management team

50%

school improvement team

31%

community school committee

28%

student-led groups: student
government and clubs

26%

after-school program team

19%

IDEA (Individuals with
Disabilities Education) Team

18%

**86% of
SBHCs
participate in
at least one
school team
or committee**

(n=1265)

Alternative Models

- School-Linked
- Mobile Units
- Telemedicine





SCHOOL-BASED
HEALTH ALLIANCE
Redefining Health for Kids and Teens

Nuts and Bolts



Nut and Bolt #1 Partnerships



Engineering Sustainable SBHCs: Strong Partnerships



School



**Local Health
Care Providers**



**Students &
Families**



**Sponsorship
Organization**

Why are Strong Partnerships Critical for Planning SBHCs?

Credibility & Image

More SBHC Users

SBHC Model and Service Selection

Sustainability and User Satisfaction

Enhanced Connections

Care Coordination

Expanded skills,
knowledge & experience

Better Quality Care

Potential Partners

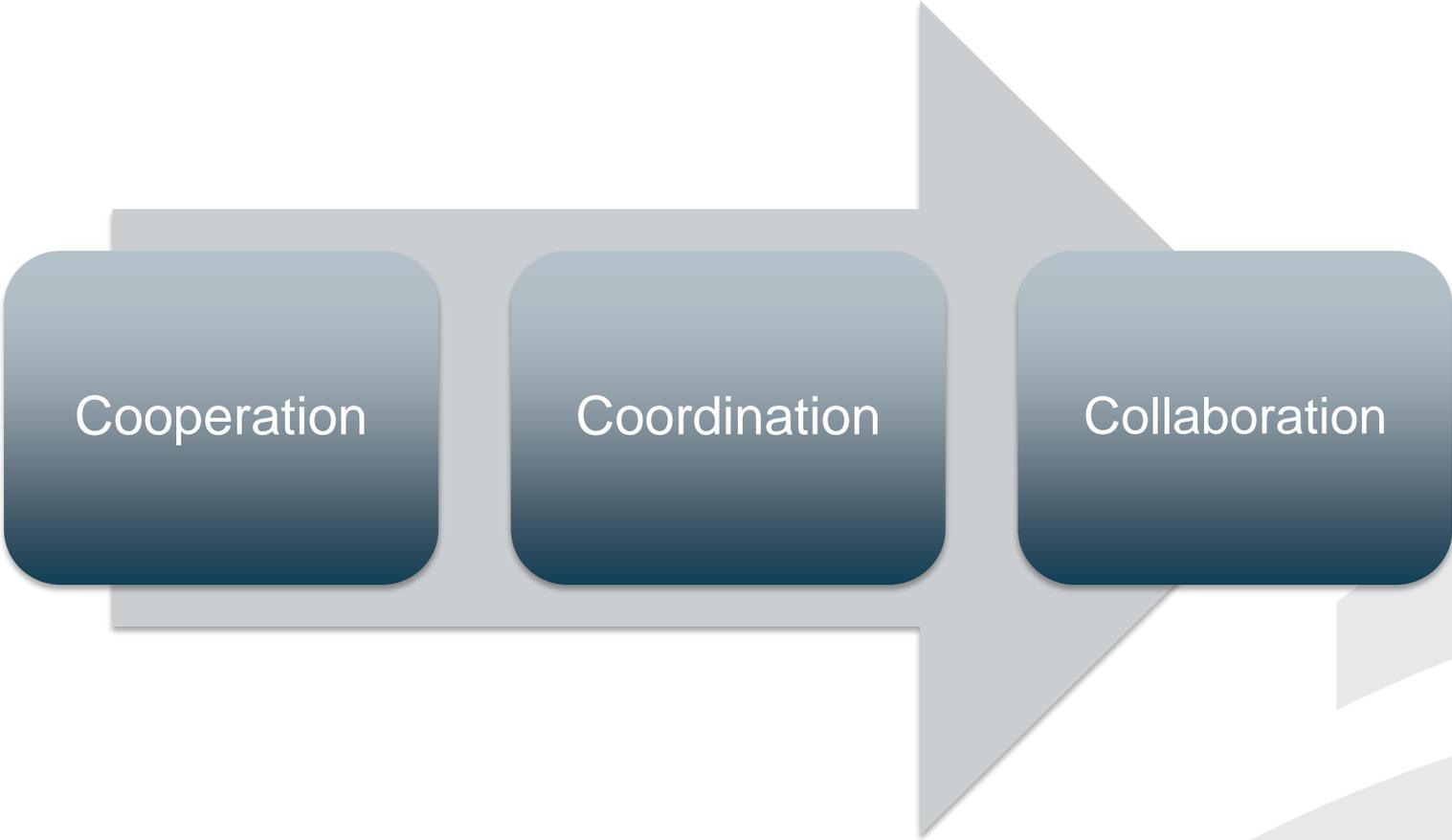
Community

- School - district, staff, students
- Parents/ guardians
- Community organizations/ foundations
- Faith community
- Colleges/ universities
- Local nonprofits
- Local businesses/ business associations

Health Care System

- Other SBHC-sponsors
- State /local health departments
- Hospitals
- Community health centers
- Pediatricians
- Behavioral health agencies
- Community dentists
- Medicaid MCOs
- Private insurers

The Partnership Continuum



Cooperation

Coordination

Collaboration

Steps to Building a Successful Collaboration

1. Define purpose & desired outcome
2. Identify Potential Partners
3. Clear roles and responsibilities
4. Well-defined leadership – core team
5. Concrete, achievable work plan and goals
6. Mutual respect of team member knowledge and expertise
7. Transparency and shared decision making

How Do Partnerships Result in Greater Financial Sustainability?

- ✓ In-kind contributions
 - Rent, utilities, vaccines, staff, etc.
- ✓ Referrals for SBHC
- ✓ Quality assurance
- ✓ SBHC advocacy & support
- ✓ Community benefit /Return on Investment (ROI)

Nut and Bolt #2: Unmet Needs and Service Delivery Model



Data Driven Planning

Needs Assessment

Who

Where

What

When

How

Data Driven Planning

Needs Assessment

Age/Grades

School/School
District

Sponsor

Services

Full/Part-time

SBHC Model

Staffing

Services for All Grade Levels

- Primary Care
- Immunizations
- Laboratory Services
- Medications
- Chronic Disease Management/Co-Management
- Telehealth
- Health Education
- Nutrition Counseling
- Behavioral Health
- Oral Health Services
- Vision Services
- Specialty Care Referrals
- Care Coordination
- Social Services

Services for Middle and High School

- Pregnancy testing
- STI/HIV testing, treatment, counseling, referral
- Reproductive health care
- Group counseling to address issues such as obesity, depression, substance abuse
- Individual behavioral health short-term counseling
- Linkage to community based sexual health services provider

Additional Nitty Gritty Items

Parental/Guardian
Engagement

Consent

Confidentiality
(HIPPA/FERPA)

Memorandums of
Understanding

Policies and
Procedures

Youth
Engagement

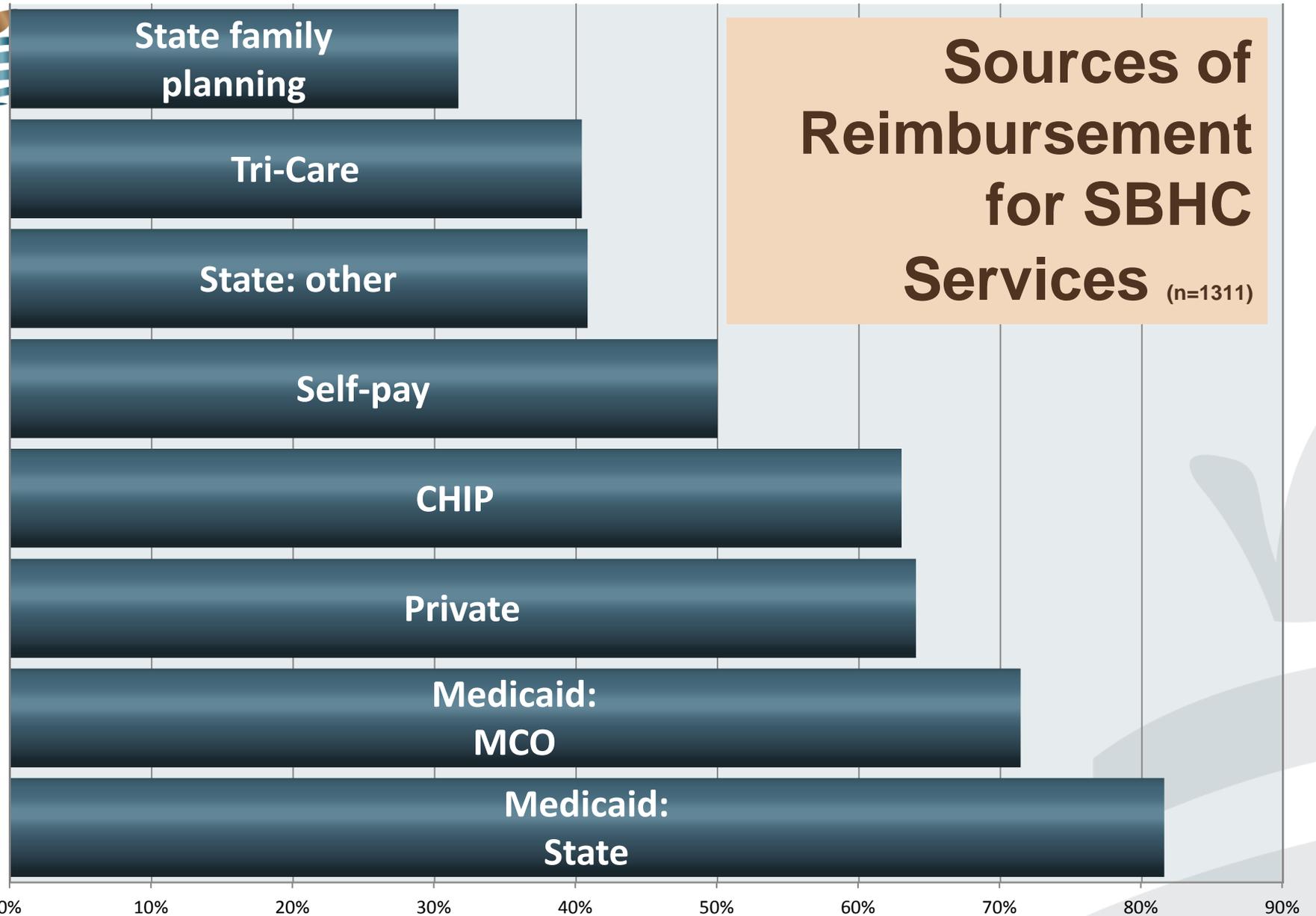
Integration

Nut and Bolt #3: Funding



Business Model

1. Maximize patient revenue
2. Maximize partner in-kind
3. Right-size role of grants to offset losses



Sources of Reimbursement for SBHC Services (n=1311)

State
Government
74.7%

Federal
Government
53.4%

Private
Foundations
40.4%

School/
District
33.1%

Hospital
32.6%

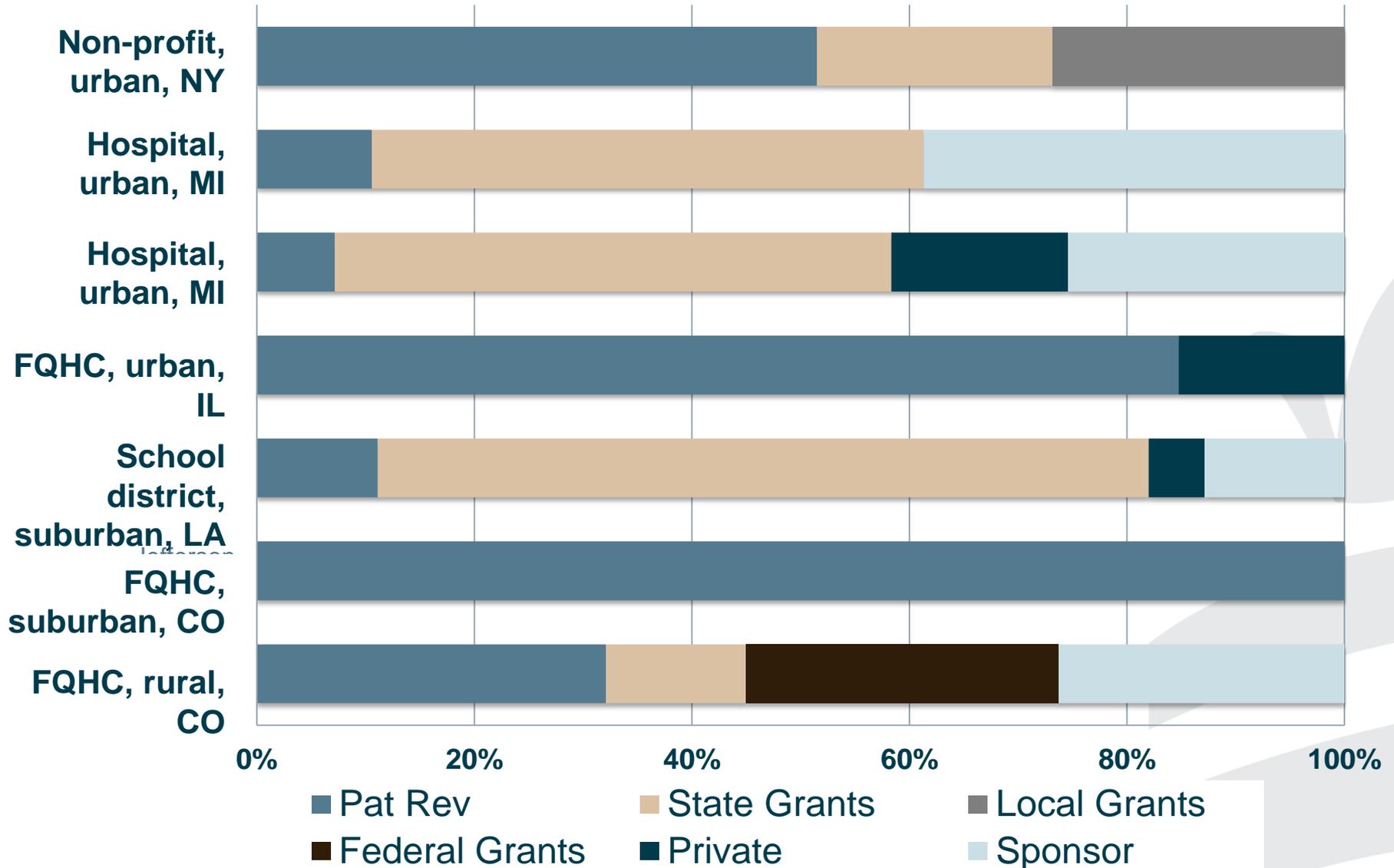
City/County
Government
32.3%

MCO/
Insurer
27.4%

Corporations
18%

Grants and
In-kind
Sources
for SBHCs
(n=1020)

SBHC Revenue by Source, as % of Total



Engineering Sustainable SBHCs: Sound Business Model



**Analysis of
Financial
Standing**



**Billing
Infrastructure**



**Insurance
Policy
Environment**



**Diversity
of
Portfolio**

Nut and Bolt #4: Case Statement



Pulling it all together

Case Statement

SBHC
Purpose

Service
Design

Project
Support

Proposed
Budget

Additional Technical Assistance Resources

Our website www.sbh4all.org

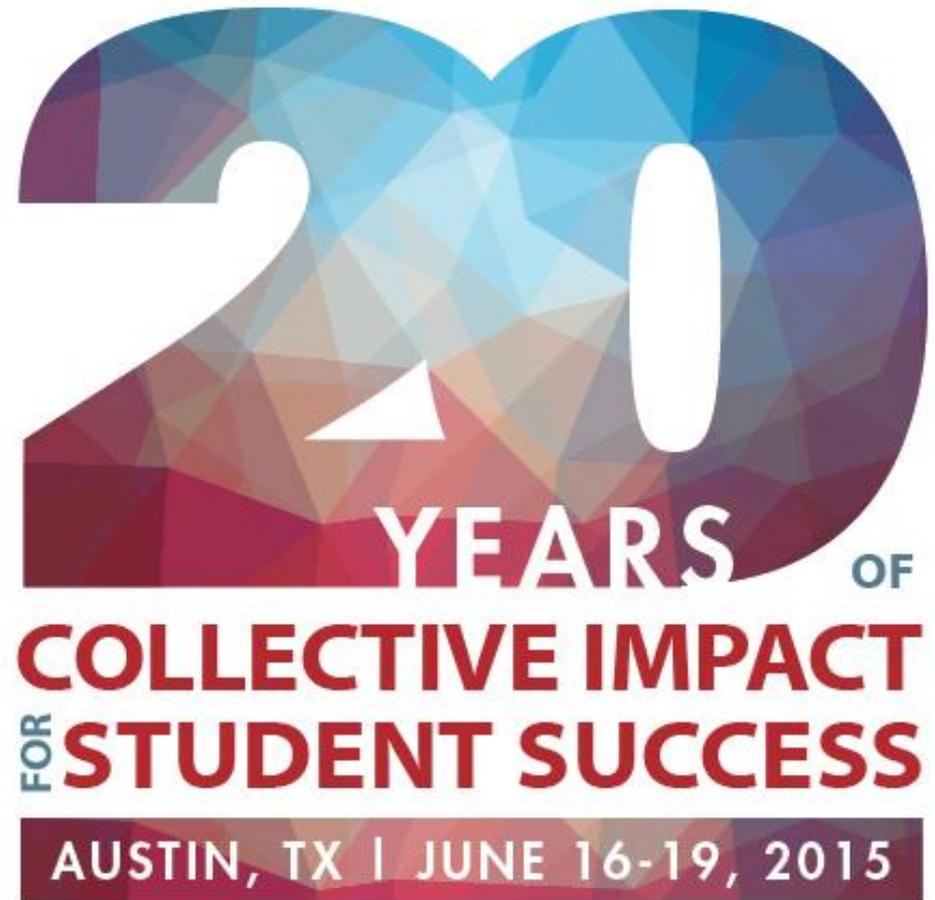
- ✓ SBHC Fact Sheets
- ✓ Monthly webinars and webinar archives
- ✓ SBHC 2010-2011- Census of School-Based Health Centers
- ✓ Blueprint subscription
- ✓ Sustainability Matrix and downloadable resources
- ✓ Professional Services
- ✓ Annual convention
- ✓ State Affiliates

Questions?

Save the Date

2015 Annual Convention
June 16 – 19
JW Marriott
Austin, Texas

Call for Abstract Submission
to open September 2014





SCHOOL-BASED HEALTH ALLIANCE

Redefining Health for Kids and Teens



Become a Member!

Membership

Individual - \$100

- A national voice advocating for SBHCs at the federal level
- Access to exclusive members-only content on the website (including archived resources)
- Monthly Federal Policy Updates

And many more.....

Organizational - \$500

- All individual member benefits
- Discounts on professional services and products
- Letters of support for grants

To learn more, visit:

www.sbh4all.org/membership

Closing Reminders

This presentation has been recorded and will be archived on the School-Based Health Alliance website within the next 2 days.

For more information and resources on SBHC Operations, please visit the Operations section under the Advance tab on the School-Based Health Alliance website at: www.sbh4all.org

To request support and technical assistance related to SBHC Operations please send us an e-mail at: programs@sbh4all.org

Take a moment to fill out three poll questions that will appear on your screen.

Please also fill out this survey: INSERT EVALUATION HYPERLINK

This survey will be sent out directly after this webinar.

Poll Question

Did this presentation meet your needs?

1) Yes

2) No



Poll Question

Did this presentation provide you with usable ideas and/or techniques?

- 1) Yes
- 2) No



Poll Question

Would you recommend this webinar series to others?

- 1) Yes
- 2) No

