

Planning for Sustainability

Grants, Funding Sources, and Medicaid Services

2024 Colorado Perinatal & SUD Care Integration Conference



Practice Innovation Program
UNIVERSITY OF COLORADO
ANSCHUTZ MEDICAL CAMPUS



INTEGRATED CARE
FOR WOMEN AND BABIES

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Objectives

- I. Identify grant opportunities for your organization
- II. Learn current and upcoming funding opportunities for sustainability
- III. Understand the landscape of possibilities for Medicaid around perinatal health services
- IV. Co-imagine success stories of sustainability with other organizations



Outline

- I. Medicaid Benefits
 - A. Perinatal Health at HCPF
 - B. Perinatal Benefits and Coverage for Medicaid Members
 - C. Additional Perinatal Programs at HCPF
 - D. Behavioral Health Treatment: Peer Services
- II. Grant Funding for Perinatal Services
- III. Long-Term and Sustainable Funding
 - 1. El Pomar Regional Partnerships
 - 2. Fund Distribution Structure and Leverage as Match Dollars
 - 3. Maintain relationships with city council, county commissioners, etc.
 - 4. Local Tax Initiatives: Example: Larimer County and Denver Tax Initiatives



Presenters

Anoushka Millear is the Reproductive Health Equity Team Lead at the Colorado Department of Health Care Policy and Financing (HCPF)

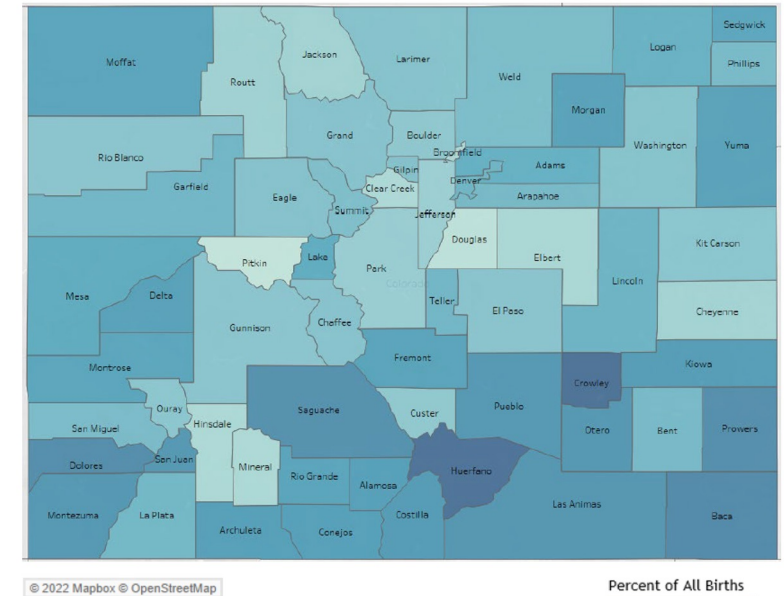
JK Costello is the Director of Behavioral Health Consulting at the Steadman Group, a woman-owned, B Corp health care consulting firm

José Esquibel is the director of the Colorado Consortium for Prescription Drug Abuse Prevention at the University of Colorado Anschutz Medical Campus



Perinatal Health at HCPF

- HCPF designated as Colorado's single state Medicaid agency
- Responsible for supervision and oversight of Colorado's public insurance programs
- ~42% of Colorado births
- One year postpartum coverage
- 2021-2025: Expanding benefits and coverage



Perinatal Benefits and Coverage for Medicaid Members

- Specific care-coordination for high-risk pregnant people (2021 onward)
- 12 months postpartum coverage (2022)
- Expanded family planning benefits (2022, 2023)
- Enhanced lactation services (2023, 2024); donor breast milk (2025)
- Implementation of doula coverage (July 2024!)
- Adding Certified Professional Midwives to provider list, allowing birth center and home birth coverage (2024)
- Cover non-citizen prenatal/postpartum care, child benefits (HB22-1289) (2025)

Additional Perinatal Programs at HCPF

- Prenatal Plus: team-based model that provides specialized support to members with increased risk factors during perinatal period
 - Offered in addition to obstetric services through local public health agencies, obstetric care clinics or home visitation
- Nurse-Family Partnership: home visitation for first-time parents
 - Education on parenting, sharing resources, at-home health checks
- Special Connections: residential SUD treatment program for pregnant/postpartum; co-administered with the Behavioral Health Administration
 - Specialized gender-responsive, trauma-informed services
- *You may already be providing these services – contact hcpf_maternalchildhealth@state.co.us for more information*

Behavioral Health & SUD Treatment: Peer Services

- Behavioral Health or Substance Use Disorder Treatment providers, Recovery Support Services Organizations (RSSOs)
 - Steps to billing for peers
 - Acquire any necessary licenses, certifications
 - Become a Health First Colorado-enrolled provider
 - Contract with the Regional Accountable Entity/Entities (RAEs) for the members you serve, specifying the services to be delivered
 - RAEs will be your main contact and are responsible for payment to BH providers
 - Peer Services Office Hours

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Sustainability with Medicaid

- Harness the work you're already doing and become a Prenatal Plus or Nurse-Family Partnership provider!
- Incorporate peers (or community health workers) into your practice
- Partner with behavioral health, substance use disorder, or perinatal physical health providers in your community
- Make connections with your RAE to discuss RAE-specific perinatal SUD services and care coordination



Current and upcoming Grants: Federal



Bureau	Focus	Example Grants
<u>Health Resources and Services Administration (HRSA)</u>	Rural and Underserved Areas, Health Centers	Rural Community Opioid Response Program-Neonatal Abstinence Syndrome
<u>Substance Abuse and Mental Health Services Administration (SAMHSA)</u>	SUD and Mental Health	Building Communities of Recovery (BCOR)
<u>Center for Medicare and Medicaid Services</u>	State Medicaid Agencies	Maternal Opioid Misuse Grant (MOMs)

Benefits of utilizing federal grant dollars:

Boost Organizational Profile

Expand Services Regionally

Improve Collaboration

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Current/Upcoming Grants: Colorado

- **ARPA funds end in 2026– most are already allocated!**

State Agency	Focus	Example Grants
<u>Behavioral Health Administration (BHA)</u>	Mental Health and Substance Use	Workforce Development, State Opioid Response (from SAMHSA)
<u>Colorado Department of Public Health and Environment (CDPHE)</u>	Harm Reduction, Workforce	Harm Reduction Grant Program
<u>Health Care Policy and Finance (HCPF)</u>	Medicaid	Integrated Behavioral Health Care

- **CURRENT OPPORTUNITY: 1287 grants from Managed Services Organizations!**
- **Upcoming opportunity: Contingency Management Grants from BHA? (Fall 2024)**



Prospecting Current Colorado Grants: Philanthropic

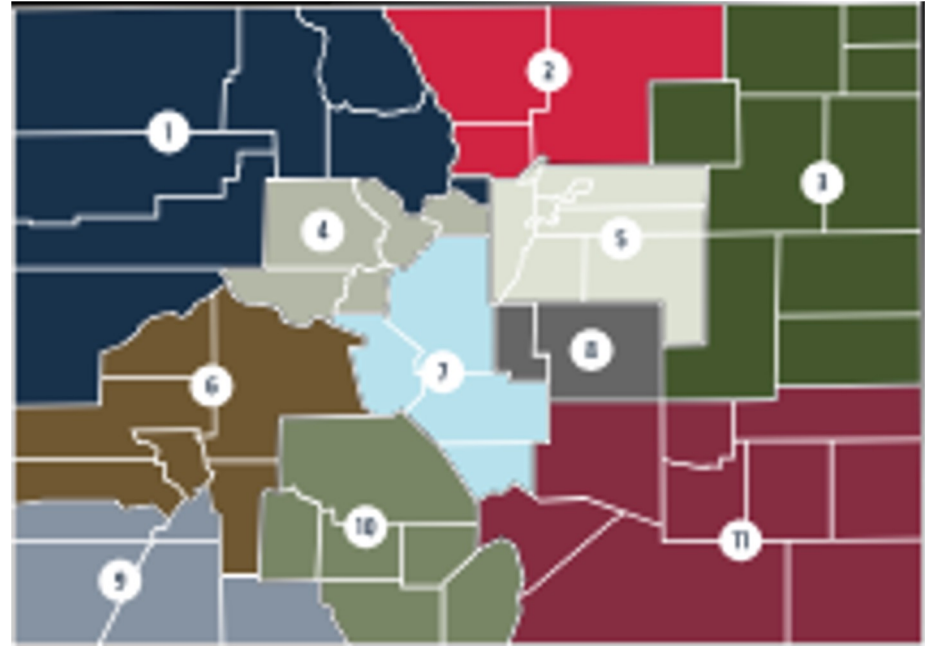
Foundation	Areas of Focus
<u>Colorado Health Foundation</u>	Substance Use, Mental Health, Homelessness, Workforce Development
<u>Colorado Trust</u>	Health Equity
<u>Caring for Colorado</u>	Youth Development
<u>Caring for Denver</u>	Substance Use and Mental Health, Denver County ONLY
<u>Daniels Fund</u>	Substance Use, Homelessness
<u>Anschutz Foundation</u>	Health Equity, Youth Development
<u>Anschutz Family Foundation</u>	Homelessness, Youth Development, Elderly Programs
Various Regional Community Foundations (<u>Weld Trust</u> , <u>Colorado Gives</u> , <u>Yampa Valley</u> , et al)	Health Equity, Substance Use and Mental Health, Community-level Health and Wellness

El Pomar Regional Partnership Councils

Place-based grant making program.

11 Regional Council

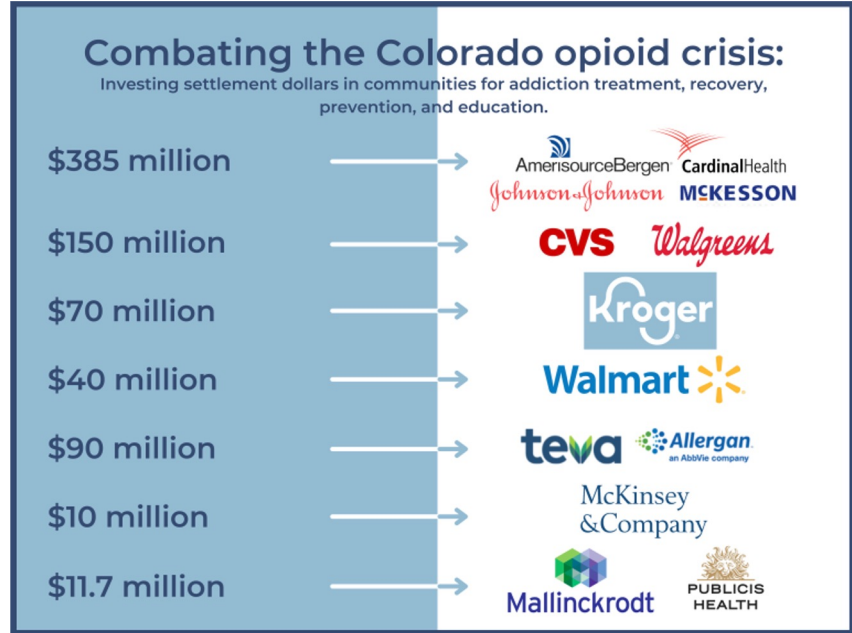
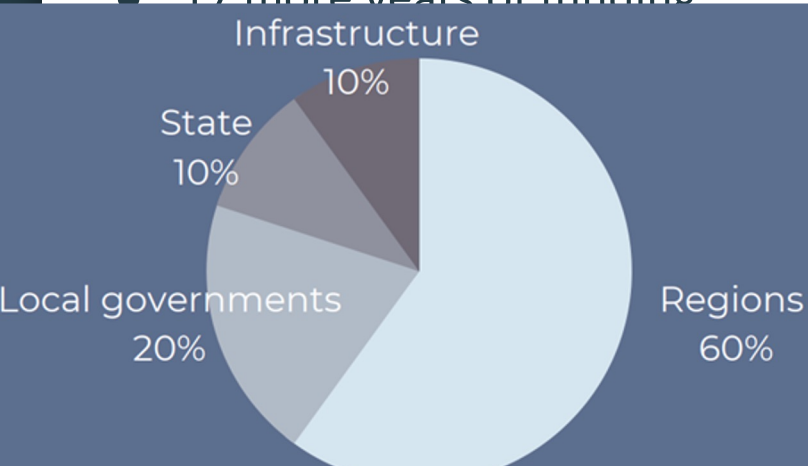
Seeks to help communities address local needs through community-informed grant making.



Sustainability: Funding Options

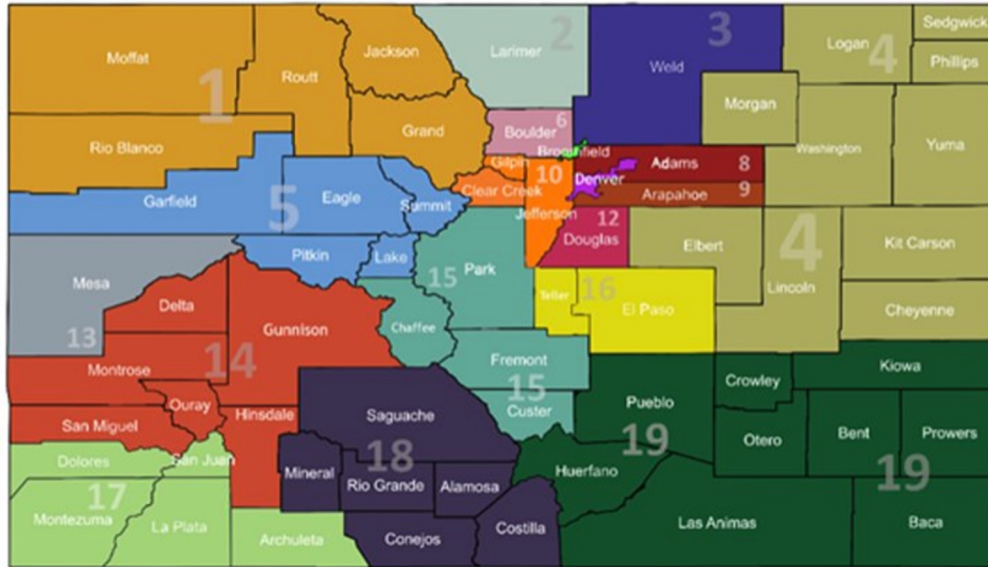
Opioid Settlement Funds

- Over \$750 million
- 17 more years of funding



Regional Opioid Abatement Council

Regions for the distribution of opioid settlement funds



Generate your priorities for multi-year funding

Get to know Abatement Council Members

Speak with County Commissioner Candidates

Leverage settlement funds as match dollars for federal or

Local Tax Initiatives: Planning and Advocacy

Develop a multi-year plan based on data (need), identified priorities, evidence-based approaches, and desired outcomes

Advocate for an allocation from a lodger's tax (tourism/resort communities)

Advocate for a percentage of gross receipts tax

Examples:

- Larimer County Tax Initiative: .25% sales tax increase for behavioral health services
- Denver Tax Initiative: .25% sales tax increase for mental health services
- City of Santa Fe Children and Youth Services: 3% of gross receipt taxes = \$1.2 million)

Breakout Activity (20 m)

1. *What are barriers to sustainable funding re: grants? Billing?*
2. *What is a success story re: grants? Billing?*
3. *What has been your organizations experience with obtaining funding from private foundations, state departments, and federal grants? What are the pros and cons of receiving funding from any of those sources?*
4. *What ideas do you have for sustainable funding?*

Thank you!

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