



## ***One Size Doesn't Fit All! SBHC Planning and Operational Models***

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## **Workshop Objectives**

1. Explain the key steps in bringing partners together to plan a school health center
2. Identify various SBHC operational models and staffing patterns, including medical, mental health, and/or dental programs and staff
3. Develop a local school health center planning process using CSHC's toolkit and other resources



## Steps to Starting a School Health Center

1. Establish a planning group
2. Conduct needs assessment/analyze existing data
3. Identify funding mechanisms
4. Develop SBHC model: purpose and service design (e.g., services, staffing, hours, which population/s to serve)
5. Work with partner/s to develop SBHC: secure approvals, develop agreements, plan facility, IT, outreach, and more!



## Who runs school health centers?

*Usually, partnerships between two or more of the following:*

- School districts
- Federally Qualified Health Centers (FQHCs)
- Non-FQHC community health centers
- County health departments
- Hospitals
- Mental health providers
- Community-based organizations



School Health Centers

## School Health Center Models

- School-based health centers (on school campus)
- School-linked health centers (usually community clinics, sometimes *family practice* model)
- Mobile vans
- Wellness centers (often focus on mental health, health education/promotion)
- Student centers (may include after school, student employment, college readiness, etc)

### What services are provided by CA's 183 school health centers?

Service	% Centers
Medical Services	85%
Health Education	61%
Mental Health Services	59%
Reproductive Health - Screening and Education	59%
Reproductive Health - Clinical Care	47%
Nutrition and Fitness Programs	36%
Dental Services - Prevention	30%
Dental Services - Treatment	14%
Youth Engagement Programs	14%



## Briefly share with a partner...

- Where you work
- What you do
- Are you planning a school health center? If so, what stage are you in?
- You have 5 minutes!



## SBHC Collaborative Partnerships

A mutually beneficial and well-defined relationship among school/s and service provider/s to JOINTLY develop structure and share...

- *Responsibility*
- *Resources*
- *Authority*
- *Accountability*
- *Rewards*



## Establish a Planning Group: Composition

- Local health department
- Community clinic
- Community/teaching hospital
- Mental health, substance abuse, and social service agencies
- Private physicians
- University faculty
- Elected officials
- Business and community leaders
- Faith community
- School superintendent, board, or designee
- School staff and administration
- Students
- Parents

## Kerman's SBHC Planning Committee

### WHO:

#### KUSD

- Superintendent
- Board Member/Parent
- District Nurse
- Director of Curriculum, Instruction & Assessment
- SBHC Site Principal
- Facilities Representative

#### VHT

- CEO/Facilities
- COO
- Project Officer
- IT Director/Facilities
- Outreach Coordinator

#### CSHCA

- Regional Program Manager, also a Kerman resident & future student parent



KUSD - VHT Planning Committee celebrates official announcement of the future school-based health center.

# Kerman's SBHC Planning Committee



## WHEN:

- Established 1 year prior to projected opening
- Flexible monthly meetings
- Transition plan: Long-term community involvement

## WHAT:

- Construction
- Operations & Integration
- Sustainability & Utilization
- Data Collection & Quality Measures



## Lessons Learned from Collaborative Planning in Kerman

1. The Planning Committee is an educational and relationship building tool.
2. Address any concerns or expectations openly in the beginning before they become a crisis.
3. Engage the target population and community early in the planning process.
4. Project success is equally dependent on both the service provider and the school district.
5. It's important to meet the needs of not only the target population, but of the school district and service provider as well.



## Why Identify Needs and Resources?

- Better understand the community in which you will be working
- Become aware of and document needs
- Locate hidden strengths or underutilized resources that could be developed
- Develop SBHC that align with community interests
- Garner greater support, “give voice” to community members, and involve more people in subsequent action
- Convince outside funders and supporters



## What are existing data sources to examine?

- *CHKS Survey*
- *Fitnessgram*
- *Attendance and drop out rates*
- *Referrals/suspensions*
- *Test scores*
- *Free and reduced price lunch rates, Medi-Cal, uninsured*
- *County public health indicators*



## Service Design Components

- Location
- Services
- Staffing
- Hours of operation
- Parent, student, and school staff involvement
- Community, partner engagement



## SBHC Planning from the School District Perspective

- Key benefits to students
- Securing approval from the board
- Sensitive issues: reproductive health care
- How to select health care provider
- Building buy-in: bring key district representatives onto planning committee: board member/s, school nurse, principal, facilities personnel
- Visiting other SBHCs to learn about various models, hours of service, etc.
- Finding the best location for SBHC, security issues if SBHC will serve community





## How are school health centers financed?

- Space and utilities are typically contributed by the school
- Third-party reimbursement:
  - Child Health and Disability Program
  - Family PACT
  - Medi-Cal
  - Healthy Families
- Public and private grants
- In-kind staffing, equipment, and other contributions



## Why can't school health centers support themselves through existing reimbursement mechanisms?

- School health centers serve all students at a school even if they are:
  - Uninsured
  - Enrolled in a managed care plan that will not reimburse the school health center.
- Reimbursement rates do not cover actual costs.
- A significant portion of staff time is spent conducting education, outreach and case management which is not generally reimbursable.



## Federal Grant Opportunities

- SBHC Capital grants: new construction, alteration/renovation, equipment
  - Funding may be jeopardy
- New Access Point grants: new comprehensive community health centers, serving new community/population, may be school-based/linked
- Affordable Care Act - Health Center Planning Grant: to become an FQHC
- Service-specific grants: dental, mental health, substance abuse, community schools, etc



## Valley Health Team's SBHC Financing Approach

- HRSA SBHC Capital Grant
- Billing for services: serving whole community to increase "payer mix"
- Foundation grants



## SBHC Model

- Who will the SBHC serve?
- What will the staffing model include, and for what FTE? Possible roles:
  - Coordinator
  - Medical provider/s
  - Mental health clinicians
  - Receptionist/registration
  - Insurance/public benefits enrollment and outreach
  - Parent support/outreach
  - Youth leaders/peer educators
  - Health educator



## Successful Strategies for Building Strong Partnerships

1. Establish and maintain clear expectations and agreements (LOA/MOU)
2. Conduct joint fund development
3. Ensure data collection and “use” of data supports *all* agencies’ goals and anticipated outcomes
4. Foster “line staff” communication and partnership



School Health Centers

## Key Strategies for Success

- **PARTNERSHIP:** *Build & sustain an interagency, cross-sector collaborative*
- **FUND DEVELOPMENT:** *Draw down the \$\$\$*
- **COMMUNITY ENGAGEMENT:** *Foster youth and/or parent leadership*



School Health Centers

## *From Vision to Reality: How to Build a School Health Center from the Ground Up*

- Chapter 1: Overview
- Chapter 2: Community Planning
- Chapter 3: Youth Engagement
- Chapter 4: SBHC Structure and Staffing
- Chapter 5: Funding
- Chapter 6: Licensing and Regulations
- Chapter 7: Operations
- Chapter 8: Facilities
- Chapter 9: Evaluation and Data Collection



## CSHC Resources

1. Join CSHC for member benefits!
2. Trainings and technical assistance
3. Tools and Resources:

*From Vision to Reality...*

*HIPAA or FERPA? A Primer on School Health  
Information Sharing in California*

*Guidelines for California's School Health Centers*

*Third Party Billing: A Manual for California's School  
Health Centers*

*Ready Set Success! How to Maximize the Impact  
of School Health Centers on Student  
Achievement*



**Thank you! To contact us:**

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