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NEW JERSEY LEAD & MANAGER,
HEALTHYSTEPS SUSTAINABILITY



PEDIATRIC CARE • SUPPORTING • PARENTING
A Program of ZERO TO THREE



What is HealthySteps?

An evidence-based, interdisciplinary pediatric primary care program that promotes nurturing parenting and healthy development for babies and toddlers, particularly in areas where there have been persistent inequities for families of color or with low incomes.

HealthySteps Specialists are integrated into the pediatric team to provide short-term behavior/development consultation and referrals, intensive services when needed, and support practice screening efforts.

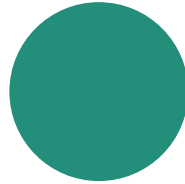
Tiers of Service Delivery

SERVICES INCLUDE

TIER 3

COMPREHENSIVE
SERVICES

FAMILIES MOST AT RISK

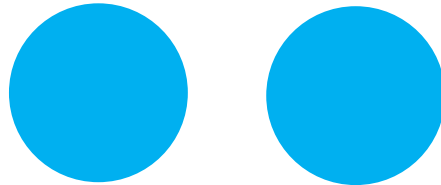


Ongoing, preventive team-based well-child visits

TIER 2

SHORT-TERM
SUPPORT

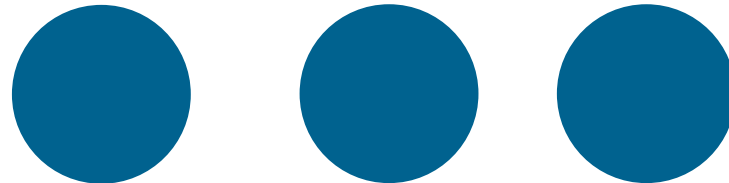
MILD CONCERNS



Child development & behavior consults
Care coordination & systems navigation
Positive parenting guidance & information
Early learning resources

TIER 1

UNIVERSAL SERVICES



Child developmental, social-emotional & behavioral screenings

Screening for family needs

- MATERNAL DEPRESSION
- OTHER RISK FACTORS
- SOCIAL DETERMINANTS OF HEALTH

Family support line

- PHONE, TEXT, EMAIL, ONLINE PORTAL



HealthySteps Advances Health Equity



Ensures More Frequent Screenings, Creates More Opportunities for Prevention



Provides Age-Appropriate Nutritional Guidance



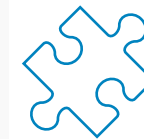
Strengthens Early Social-Emotional Development



Connects Families to Early Intervention Services



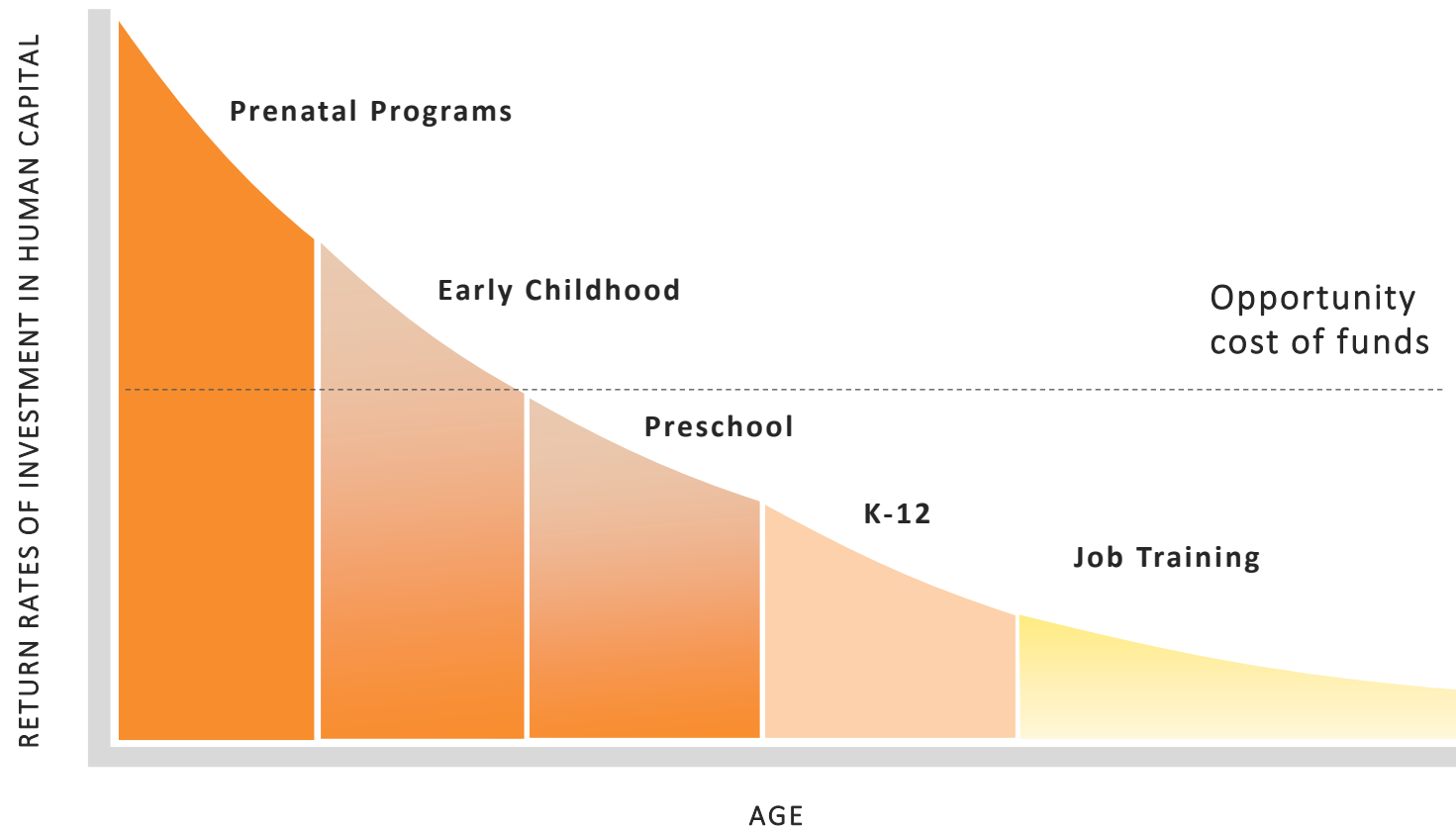
Helps Mothers Find Success with Breastfeeding



Ensures Timely Screenings and Referrals for Autism

Early Investments, Greatest Gains

Rates Of Return To Human Capital Investment



Benefits of Early Investment

INCREASES IN

- Children's cognitive and social-emotional development
- Educational performance and graduation rates
- Parental involvement
- Job training and earnings

REDUCTION IN

- Juvenile and adult crimes
- Cases of abuse and neglect
- Intimate partner violence
- Welfare dependency
- Special education

Adapted from Heckman, J., "Return on Investment in Birth-to-Three Early Childhood Development Programs", September 6, 2018.

Short-Term Medicaid Cost Savings



CHILD-FOCUSED INTERVENTIONS

- Oral health
- Asthma*
- Appropriate use of care for ambulatory sensitive conditions
- Flu vaccine



ADULT-FOCUSED INTERVENTIONS

- Breastfeeding
- Postpartum maternal depression
- Intimate partner violence
- Healthy birth spacing
- Smoking cessation

Annual Savings to Medicaid

163% AVERAGE ANNUAL ROI

Includes analyses at state, health system, and site levels with both well-established and new sites, leveraging the HealthySteps cost savings model developed by Manatt Health.

For every \$1 invested in HealthySteps, an estimated \$2.63 in savings is realized by state Medicaid agencies each year.

*Asthma is a *recently* added cost savings intervention and therefore is not captured in the 163% annual ROI calculation.

For the First Time Ever, States are Beginning to Pay for Behavioral Health Prevention

Shifting the Paradigm: Continuum of Behavioral Health Services and Supports for Children in Select States

Prevention:
Increasingly covered

Problems:
Provided and covered

The HealthySteps National Office is helping payers design new preventive behavioral health benefits that help young children AND their caregivers at the same time

The Road to Scaling HealthySteps in NJ

SECURING PHILANTHROPIC SUPPORT TO BRING HEALTHYSTEPS TO NJ

- ✓ Secured funding to support:
 - Finance training and implementation at initial sites
 - National Office and local partner sustainability activities
 - Hackensack research on impact of HealthySteps

IDENTIFYING SUSTAINABLE FUNDING

- ✓ Engaging relevant community partners and potential payers to explore partnership opportunities
- ✓ Development of recommendations submitted to NJ Medicaid
- ✓ Public investment in growing the HealthySteps footprint
- ✓ Identification of HealthySteps Champions within state government

SCALING THE MODEL ACROSS NJ

- Ongoing access to sustainable financing
- Financial support for new site implementation
- Ongoing partnership with state agencies and payers to integrate model into existing service delivery systems
- Setting a new standard for pediatric primary care in NJ

WE ARE
HERE

Maryland Enhanced Payment to Support HealthySteps

Payment Model

- \$15 enhanced payment paid through Medicaid MCOs for every E/M visit (well child and sick visits) for all children age birth through three – regardless of HS Specialist participation in the visit
- The E/M service is coded with H0025

Practice Eligibility

- The HealthySteps National Office provides an annual letter to the State Medicaid agency identifying HS sites on track to or meeting model fidelity
- The State Medicaid agency created a service category for HealthySteps in the provider enrollment system to differentiate HS sites for payment eligibility. The practice selects the service category in the provider enrollment system and uploads the letter from the National Office.
- Promotes workforce equity and covers HS costs

HealthySteps Alignment with California's Dyadic Benefit

SERVICES INCLUDE

TIER 3

COMPREHENSIVE SERVICES

FAMILIES MOST AT RISK

Dyadic Behavioral Health Well-Child Visits (H1011)

Ongoing, preventive team-based well-child visits

TIER 2

SHORT-TERM SUPPORT

MILD CONCERNS

Comprehensive Community Supports (H2015)
Family Training & Counseling for Child Development (T1027)
Psychoeducational Services (H2027)
Psychotherapy when risk factors present (Dx code Z65.9)*

Child development & behavior consults
Care coordination & systems navigation
Positive parenting guidance & information
Early learning resources

TIER 1

UNIVERSAL SERVICES

FFS reimbursement for screenings on top of well child visit payment (i.e., Developmental, ACES, Substance Misuse, Depression)

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