



THE ALLIANCE

OF COLORADO COMMUNITY HEALTH WORKERS
PATIENT NAVIGATORS & PROMOTORES DE SALUD

Alliance Fall 2024 Webinar Series: Session 2
Colorado SB 23-002: Medicaid Reimbursement for
Community Health Workers- What to know to prepare
for reimbursement implementation in 2025!

October 9, 2024

Alliance: Andrea (Andi) Dwyer and Elsa Staples

Guest presenter: Alaina Kelley, MPH

The purpose of The Alliance is to support the development of a financially sustainable model for all PN and CHW/PdS as well as promote the value that these professionals bring to population health and the healthcare delivery system.

The Alliance promotes policies, programs, and partnerships that: reduce and eliminate barriers to quality health care both within health systems and the community; reduce disparities in health outcomes; and foster ongoing health equity. The Alliance believes that every Coloradan has an equal opportunity to obtain healthcare that personally addresses their medical, dental, mental, emotional, social determinants, and spiritual health needs.



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Fall 2024 Webinar Series - Implementation of Reimbursement Mechanisms and Sustainability Support

- Session 3 – October 23 | 12pm-1pm:
**CHW/PN Workforce and Training
Development Opportunities – Impact
and Resources**
 - [Register for Session 3](#)
- Session 4 – November 6 | 1pm-2:15pm:
**Performance-Based and Quality-Based
Payment Approaches to Support
Sustainability of CHW/PN Work**
 - [Register for Session 4](#)

Community Health Worker, Patient Navigator, and Promotores de Salud Survey – **Deadline extended: October 15**

- The Alliance is conducting an assessment to better understand the roles and support needs.
- CHWs, PNs, PdS and similar roles, as well as direct supervisors and administrators for CHW/PN/PdS teams and programs are invited to complete this assessment.
- This survey will take 20-30 minutes to complete.
- 5 respondents will be randomly chosen to receive \$100 through Venmo or Zelle as a token of appreciation for completing the full survey.
- Please submit your responses by **October 15, 2024**.
- **Survey link:**
https://ucdenver.col.qualtrics.com/jfe/form/S_V_8HVNps3EEYJqSgK

Presenter:

Alaina Kelley, MPH
Community Health Worker and
Prevention Services Policy &
Benefit Specialist

Colorado Department of Health
Care Policy & Financing



Pulse Poll



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Community Health Workers in CO Medicaid

(Almost) everything you need to know for July 2025

Presented by: Alaina Kelley- HCPF



Our Mission:

Improving health care equity, access and outcomes for the people we serve while saving Coloradans money on health care and driving value for Colorado.



What We Do

The Department of Health Care Policy & Financing administers Health First Colorado (Colorado's Medicaid program), Child Health Plan *Plus* (CHP+) and other health care programs for Coloradans who qualify.

Agenda

Agenda Items	
1	Welcome & Introduction
2	Who is HCPF and What do we do?
3	Senate Bill 23-002 Overview
4	What is a CHW?
5	When you saw us last (Winter and Spring 2024 Stakeholder Engagement)
6	Where are we now (SPA updates, care coordination, procedure codes)
7	What is next (timeline leading up to implementation, new provider type, prepping for July 2025)
8	Technical Assistance and Discussion
9	Staying connected
10	Q & A

Senate Bill 23-002

- Passed with bipartisan support and signed into law on May 10, 2023
- Requires HCPF to:
 - Hold four public stakeholder meetings
 - Seek federal authorization to reimburse for CHW services from the Centers of Medicare and Medicaid (CMS) by July 1, 2024.
 - Leverage the voluntary CHW registry
 - Benefit go-live date: July 1, 2025
 - Report in Smart Act Hearing by January 31, 2026

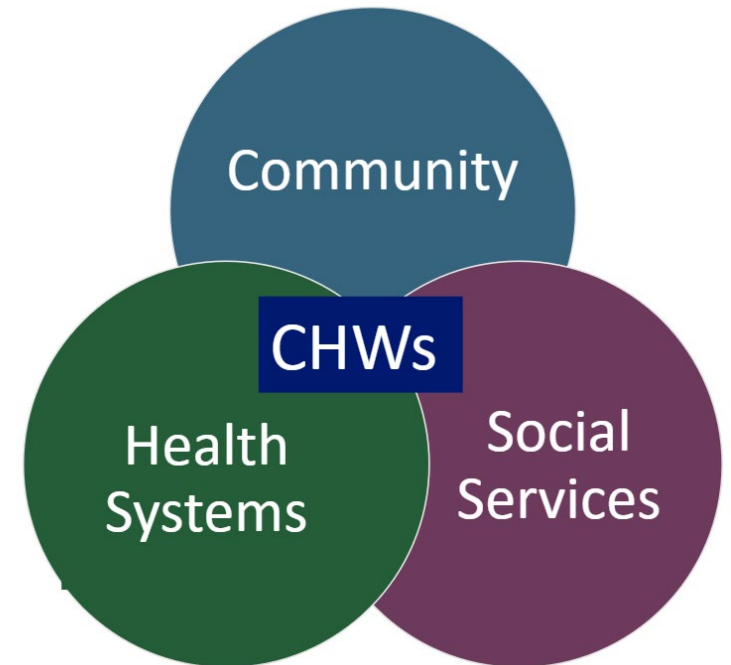


SB 23-002 Legislation

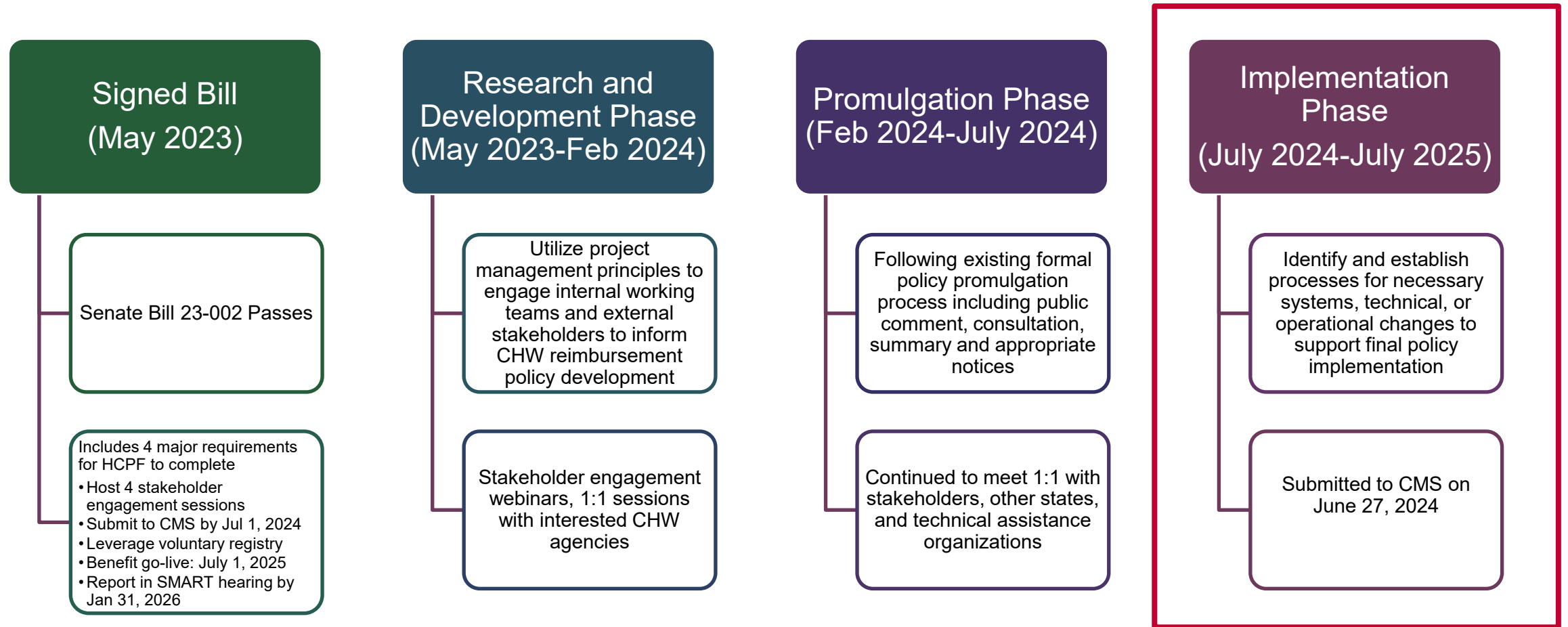
Community Health Workers in CO

The American Public Health Association (APHA) defines “community health worker” as a frontline public health worker who is a trusted member of, and has a close understanding of the community that worker serves. This trusting relationship enables the worker to serve as a liaison between health and social services and improve the quality and cultural competence of service delivery.

Community health worker = umbrella term

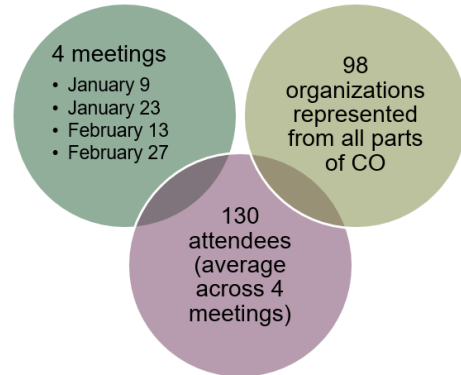
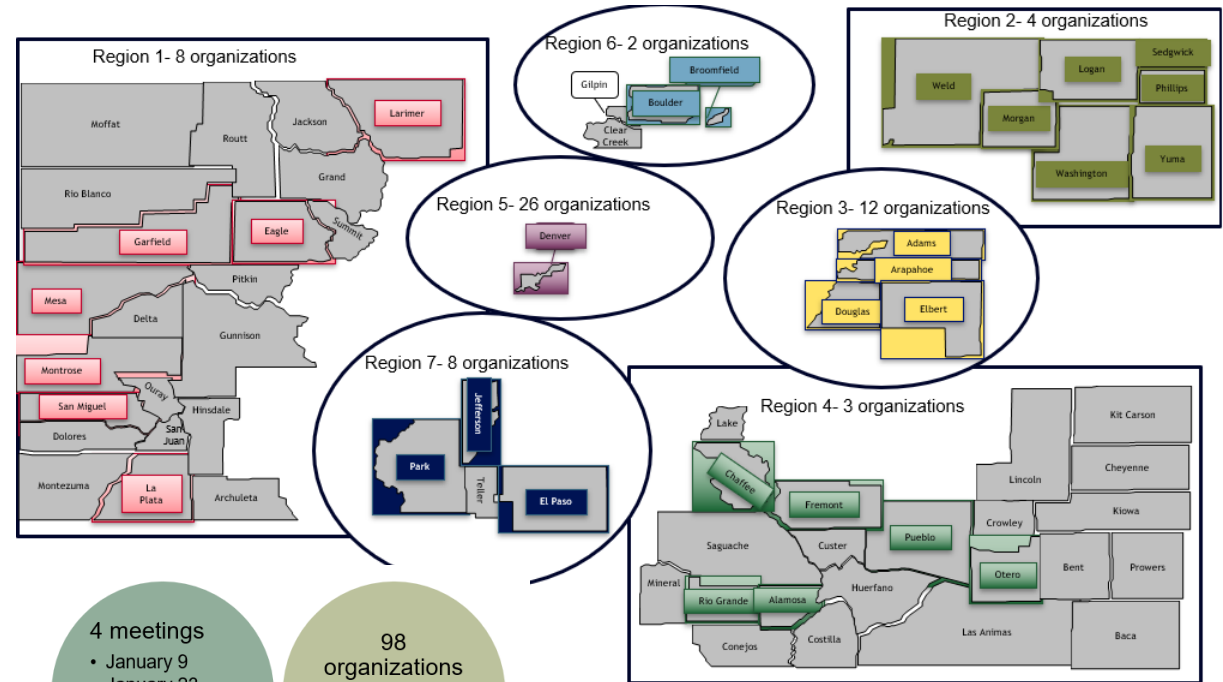


Project Timeline



When you saw us last...

CHW Winter & Spring 2024 Stakeholder Engagement



Want to learn more about the stakeholder engagement sessions? Please visit the [Stakeholder Findings Report](#) for more information.

Where are we now?

CO State Plan Amendment (SPA) for CHW Services

Approved!

- Includes:
 - Service Definitions
 - Provider Qualifications

Service Definitions

	Health System Navigation and Resource Coordination	Health Promotion and Health Coaching	Health Education and Training
Service Definition	Includes helping to engage, re-engage, or ensure member-led follow up in primary care, routine preventative care, adherence to treatment plans, and/or self- management of chronic conditions, including assisting beneficiaries to access covered services and other community resources necessary to promote health, address health care barriers and health related social needs	Provides information and training to member that enables them to make positive contributions to their health status. Health Promotion and Coaching includes screening for health-related social needs, setting goals and creating an action plan, and providing information and/or coaching.	Train and/or increase the member's awareness of methods and measures that have been proven effective in avoiding illness and/or lessening its effects. The content of education must be consistent with established or recognized health care standards.
Examples	<ul style="list-style-type: none"> Helping a member find the appropriate Health First Colorado provider to receive a recommended covered service. Helping a member make and keep an appointment for a Health First Colorado covered service. Helping a member find and access other relevant community resources. 	<ul style="list-style-type: none"> Improvement in nutrition choices, physical and/or mental health Promotion of preventative services, such as cancer screenings and immunizations Screening for health-related social needs to evaluate risks 	<ul style="list-style-type: none"> Control of health conditions (ex. heart disease, high blood pressure, dental disease, asthma) Pre-diabetes and diabetes prevention and control Chronic disease self-management Reduction in the misuse of alcohol or drugs

Provider Qualifications

Credentialing

Obtain credentialing through CDPHE based on core competencies

Training & Registry

Participate in CDPHE-recognized training and pass the state assessment

CHRs & Tribes

Obtain credentials suitable to their tribal requirements

What about Care Coordination and working with the RAEs?

- CHWs will be eligible to contract with the RAEs for care coordination related services.
- [ACC Phase 3 RFP](#)
 - Section 7 & Section 8
- HCPF will release guidance on working with the RAEs in the coming months once the RAE contracts are finalized.

Procedure Codes

Proposed CHW Related Codes

01	Self-Management Education	<ul style="list-style-type: none">• 98960-98962• Used to report educational and training services to an individual or group of members for the purpose of teaching the member or caregivers how to self-manage their condition or disorder
02	Preventive Medicine Counseling	<ul style="list-style-type: none">• G0310-G0315• Health First Colorado covers vaccine counseling visits in which healthcare providers talk to families about the importance of vaccination
03	Screening, Brief Intervention and Referral to Treatment (SBIRT) Program	<ul style="list-style-type: none">• 99408-99409 & H0049• SBIRT is designed to prevent members from developing a substance use disorder, for early detection of a suspected substance use disorder, or to refer members for treatment.

[HCPF Fee Schedule](#)



Procedure Codes

Codes we are still discussing & not including

Codes we are still discussing

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1

Smoking and Tobacco Cessation

- 99406 +99407
- Current reimbursement rate (\$12.58)
- Self-Management codes would cover these services
- Training/Credentialing Considerations

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2

Social Determinants of Health (SDOH) Risk Assessment

- G0136
- CMS guidance currently states that this code must be performed at an annual well visit.
- Request for more information

Codes we are not opening

0
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Community Health Integration (CHI)

G0019 & G0022

- Person-centered assessment, practitioner, home, and community based care coordination, health education, building patient self-advocacy skills, and health care access/health system navigation.
- Self-management education codes would cover these services or through the RAEs

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Principal Illness Navigation (PIN) + PIN- Peer Support (PIN-PS)

G0023, G0024, G0140, G0146

- PIN services that include auxiliary personnel, including care navigators or peer support specialists
- Peer support specialist are covered under our BH capitation

The SPA is approved, what comes next?

Implementation Timeline

What happens between now and July 2025

Now- End of 2024

January 2025- July 2025

Updates to existing provider resources

- FAQ updates
- Publishing of SPA
- Benefit fact sheet



Remaining Decisions

- Includes:
 - Procedure Codes & Rates
 - Place of Service
 - Limitations
 - Non-covered services



Systems Update

- Preparation for new provider type
- Begins January 2025



Medical Services Board (MSB)

- Final Policy Adoption and Supervision Changes
- Opportunity for Stakeholders to provide public testimony (March/April 2025)



Technical Assistance Planning

- Looking for stakeholder input/feedback

New Provider Type

- HCPF is currently exploring the avenue of a new provider type
- This means:
 - All CHW services would be reimbursed through the new "CHW agency" provider type.
 - Individual CHWs would need to affiliate with a CHW agency enrollment
 - Claims would be submitted directly to HCPF through the [provider portal](#)
 - Collaboration with referring clinics/practices for medical record updates

Prepping for July 2025

Training & Assessment- CDPHE

- Sign up for an upcoming approved training
- Take and pass the state assessment
- [CDPHE CHW Workforce Development Webpage](#)
- Questions?
 - Contact Becky DiOrio at becky.diorio@state.co.us

Medicaid Reimbursement- HCPF

- [HCPF Community Health Worker Webpage](#)
- Sign up for our [CHW newsletter](#) to receive updates about implementation and provider enrollment
- Continuing to be available for questions & 1:1 meetings
- Questions?
 - Contact HCPF_CHW_Benefit@state.co.us.



COLORADO

Department of Health Care
Policy & Financing

Technical Assistance & Discussion

What assistance does HCPF have for new providers?

- [For Our Providers webpage](#)-home base for everything provider related
- [Provider Resources Main Page](#)-resources for enrollment, trainings, quick guides, etc.
- [Provider Enrollment Resources](#)-everything you need to know to enroll as a provider with HCPF
 - [Provider Enrollment Manual](#)- step by step guide for enrolling as a provider

Provider Resources

ATTENTION: The Health First Colorado Fee Schedule for July 2024 is now posted to the Department's website. The new rates for dates of service beginning July 1, 2024 have been loaded into the Colorado InterChange. New claims submitted will reflect the new rates. As of August 30, 2024, some claims have been reprocessed and claim reprocessing will continue in the upcoming weeks. Additional communications will be sent when previous claims have been reprocessed.

Upcoming Holidays

Frances Xavier Cabrini Day - Monday, October 7, 2024 - State Offices and AssureCare will be closed. Gainwell Technologies, DentaQuest and the ColoradoPAR Program will be open.

Capitation cycles for managed care entities may potentially be delayed. The receipt of warrants and EFTs may potentially be delayed due to the processing at the United State Postal Service or providers' individual banks.



Does HCPF offer trainings for providers?

Yes!

All sessions are held via webinar on Zoom, and registration links can be found on the [Provider Training webpage](#).

Provider Trainings

Provider Enrollment

Provider enrollment training is designed for providers at various stages of the initial enrollment process with Health First Colorado.

- Provides an overview of the program and guidance on the provider application process, including enrollment types, common errors and enrollment with other entities.
- Also provides information on next steps after enrollment

Billing Trainings

Trainings include high-level overview of member eligibility, claim submission, prior authorizations, navigating the Department's website, and using the provider web portal

- Beginner Trainings (Professional and Institutional Claims)
- Intermediate Trainings (includes secondary billing, attachment requirements, timely filing, suspended claims, adjustments/voids, and more)

CHW Specific Training

We are working with our Medicaid Operations team to develop a training that is specific to CHWs.

- Includes an overview of CHWs, enrollment requirements, and billing and coding.
- Would stakeholder be interested this type of training?

[HCPF Provider Trainings Webpage](#)

What we have planned for TA-Billing Manual

Traditional HCPF Billing Manual

- Content differs depending on the benefit
- Content you can expect:
 - General Benefit Policies
 - Billing information (procedure codes, diagnosis codes, place of services)
 - Benefit limitations
 - Timely filing

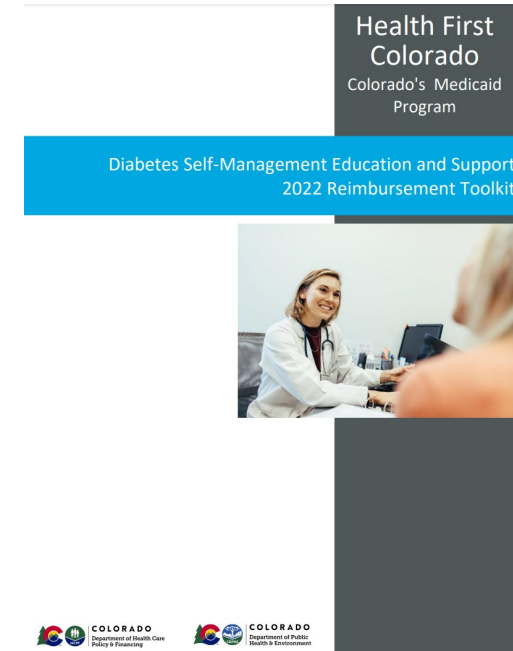
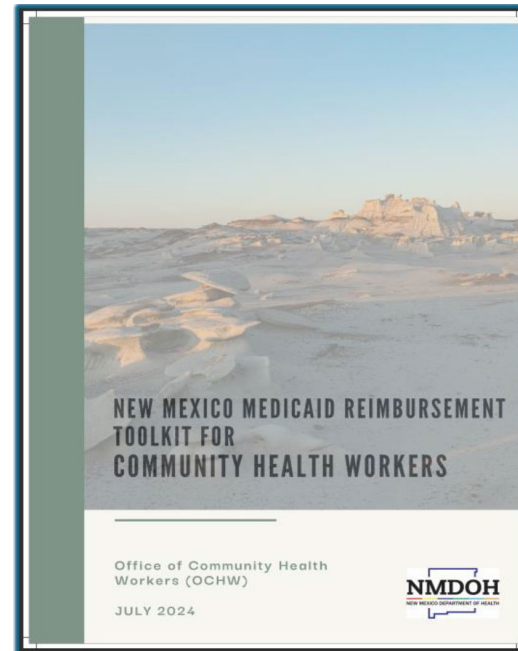
Interested in current billing manuals? Please visit [HCPF's billing manual web page](#) under the "CMS 1500 (Professional)" drop down

What we have planned for TA-Toolkit

Health First Colorado Reimbursement CHW Toolkit

Could include:

- Introduction
- Key Concepts
- Glossary
- CHW Scope of Work & Credentialing
- Steps for becoming a Medicaid-Reimbursable CHW (obtaining an NPI, enrollment with HCPF, working with the RAEs, etc.)
- Billing and Reimbursement Limitations



Samples: [New Mexico's CHW Toolkit](#),
[HCPF/CDPHE DSMES Reimbursement Toolkit](#)

TA Discussion

If you had a wish list of TA for CHW services, what would be on it?



Questions?



How do I stay connected to the CHW Medicaid work?

The best way to stay connected to the CHW implementation work is to sign up for the [newsletter](#).

Unable to sign up? Send an email to HCPF_CHW_Benefit@state.co.us.

Contact Info

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Benefit & Policy Specialist

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Thank you!