

Minnesota  
**Community  
Health Worker**  
Alliance

**MAY 2**  
2019 STATEWIDE  
CONFERENCE

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*Nothing about us, without us.*

# CHWs: The Hub and Spokes of Community Health

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2019 Annual Conference

May 2, 2019

Minnesota Landscape Arboretum





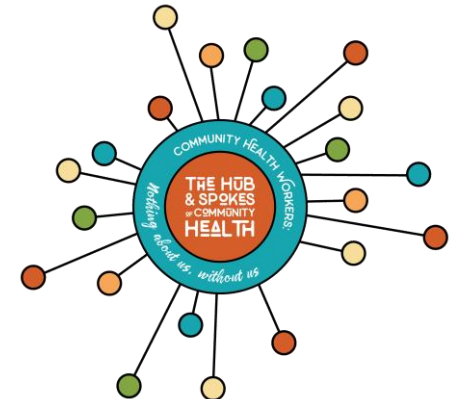
# CHW Solutions

Direct CHW  
Services

Clinical Oversight  
and Claims  
Submission

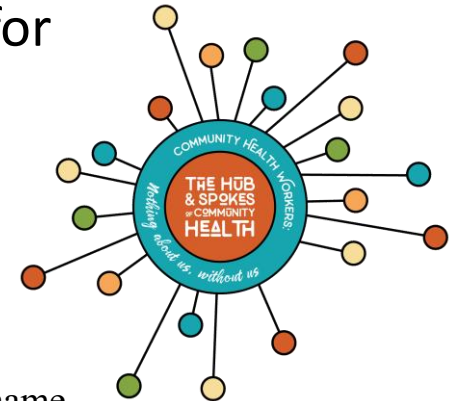
Technical  
Assistance and  
Consulting

- Owned by Community Health Workers
- Launched in 2016
- Based in St. Paul with a state-wide service area
- Dedicated to developing sustainable models for Community Health Worker (CHW) services
- [chwsolutions.com](http://chwsolutions.com)



# Building the Ship

- Establish reimbursement relationships
  - Enroll with DHS (both the organization and CHWs)
  - Contracts with Health Plans
- Design systems to incorporate DHS billing requirements
  - An order for services signed by a qualified MHCP-enrolled provider
    - Standing order
    - Patient-specific order
  - Documentation of the patient education plan or training program used by the CHW
    - Best Practices for each health topic that CHWs are delivering services for
    - Pathways
  - Documentation of periodic assessment of the recipient's progress and need for ongoing CHW services
  - Documentation
    - Date of service
    - Start and stop time of service
    - Individual or group service
      - if group, number of patients present, summary of the session's content, and the CHWs signature and printed name



# Building the Ship II

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- Focus on CHW activities that are billable from the beginning
  - GTCUW Healthy Communities Task Force Billable Services List
- Continue to build CHW competencies
  - CHW competencies materials on CHW Solutions website
  - Trainings (Motivational Interviewing, Health Coaching, condition-specific, etc)
- Additional HIPAA and IT considerations
  - EHR, databases and/or resource platforms
  - Programming Pathways templates
  - Office space, cell phones, secure email, file/paper storage, patient visit space considerations



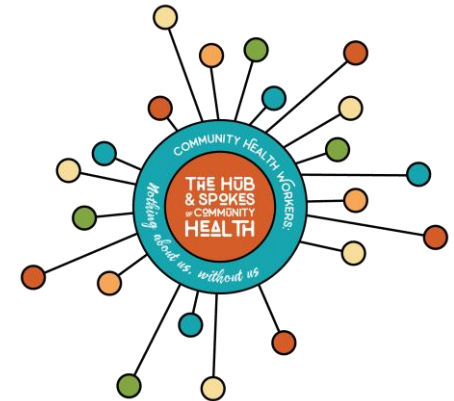
# Braided Funding Streams

## ■ CURRENT

- MA Reimbursement
  - Build up to 60-70% face-to-face services to get close to covering costs
- Prior-authorizations for non-MHCP pts
- Pilot projects
- Consulting
- Grants

## ■ FUTURE (to explore adding in)

- Outcome based payments for completed Pathways (including via Pathways Hubs)
- Value based payments



# CHW Solutions

Community Health Worker services made easy

## Thank You Friends!

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