A healthcare professional, likely a nurse practitioner, is examining a young boy's ear with an otoscope. The professional is wearing glasses and a dark headband. The boy is wearing a blue and orange patterned zip-up jacket. The background shows a clinical setting with a white wall and a piece of medical equipment. A green diagonal graphic is overlaid on the left side of the image.

INTERACT FOR HEALTH

A Catalyst for Health and Wellness

School-Based Health Center Planning

Request for Proposals

December 2019

GENERAL INFORMATION

Background

Children and youth from lower-income households often experience challenges accessing health care (Kreider et al., 2016). In Ohio, Kentucky and Indiana, only about 4 in 10 people ages 12 to 22 and on Medicaid have had a well-care visit in the past year (Center for Medicaid & Medicare Statistics, 2018). Lower-income children are also more likely to experience social challenges that may affect both health and educational attainment, such as food insecurity, unstable housing and high levels of stress (Centers for Disease Control and Prevention, 2018).

Providing health services in schools increases access to health care for students and the school community (Gibson, Santelli, Miguez, Lord & Schuyler, 2013). School-based health centers are a powerful tool for closing the health equity gap. There is strong evidence that SBHCs improve both health and educational outcomes, particularly for low-income students and students of color (Community Preventive Services Task Force, 2015). In these communities, co-located services can reduce and eliminate barriers to receiving health care such as transportation and finding time to attend appointments.

A school-based health center is a partnership between a health provider and a school or school district. The health provider delivers health services, runs the health center and bills for services. The school or school district provides access to the patient population, support for patient engagement, and space and utilities for the health center.

More than 35 SBHCs currently operate in Interact for Health's service area. All provide primary medical care. All also provide mental and behavioral health care, either directly or in collaboration with a partner organization. Some provide dental care, vision care and resources to address the social determinants of health such as food insecurity. The services provided are based on a local needs assessment and are approved by the

school, parents and community. Each community develops programs based on identified needs and gaps in services. Therefore, each SBHC's services are unique to the community.

All SBHCs are expected to align with the SBHC Core Competencies (School-Based Health Alliance, n.d.) developed by the national School-Based Health Alliance:

- **Access:** The SBHC assures students' access to health care and support services to help them thrive.
- **Student-Focus:** The SBHC team and services are organized explicitly around relevant health issues that affect student well-being and academic success.
- **School Integration:** The SBHC, although governed and administered separately from the school, integrates into the education and environment to support the school's mission of student success.
- **Accountability:** The SBHC routinely evaluates its performance against accepted standards of quality to achieve optimal outcomes for students.
- **School Wellness:** The SBHC promotes a culture of health across the entire school community.
- **Systems Coordination:** The SBHC coordinates across relevant systems of care that share in the well-being of its patients.
- **Sustainability:** The SBHC employs sound management practices to ensure a sustainable business.

All regional SBHCs are invited to participate in Growing Well, a regional collaborative of school-based health center health partners, education partners and stakeholders. Its mission is to create an integrated, coordinated and sustainable system of providers that ensures access to quality health and wellness services for students and their families. Growing Well meets monthly to review best practices in SBHCs, discuss challenges to SBHC clinical and business operations and share data. For more information about Growing Well visit <http://growingwell.org>.

RFP Goal

- To educate and inform potential SBHC health providers and school representatives throughout Interact for Health’s service area about the benefits, responsibilities and opportunities of having a school-based health center.
- To provide funding and support to established and qualified SBHC Partnerships¹ that are ready to enter the operational planning phase.

RFP Overview

Interact for Health will provide funding, resources and support for high-need² Pre-K through 12th grade schools and health provider partners to plan and open school-based health centers.

SBHC development usually happens in three phases:

1. **Partnership Development.** The health provider or school/district has not yet confirmed a partner, but is exploring the possibility of an SBHC. Organizations spend this phase assessing assets and needs, building internal support and networking with possible partners.

*Organizations in this phase should apply for the **SBHC Learning Group (details on page 4)**. Representatives from schools and health providers who are not currently in an SBHC partnership are invited to participate in the learning group. Participants will learn more about SBHCs, network to find a partner and prepare for future funding opportunities.*

2. **Operational Planning:** A health provider and school have committed to work together as an SBHC partnership to plan a new center, and have completed the preliminary work of identifying potential patients, services and

locations. In this phase they will develop a comprehensive operational business plan for the SBHC.

*SBHC Partnership organizations in this phase should apply for **SBHC Operational Planning Grants (details on page 5)**. Established SBHC partnerships that include both a health provider and a school district representative that have completed the Partnership Development phase are invited to apply for SBHC planning grants.*

3. **Implementation.** This phase extends through the opening of the SBHC and the first few years of service delivery.

*SBHC Partnerships that have successfully completed the Operational Planning phase may be invited to apply for Implementation funding from Interact for Health. **Implementation grants are not part of this Request for Proposals.** For more information, contact Susan Sprigg.*

¹ An SBHC Partnership requires a health provider and at least one school or school district.

² High need is defined as having *either* more than 50% of the district or more than 1,000 students eligible for free or reduced lunch *or* a demonstrated lack of health care access within the SBHC’s projected service area.



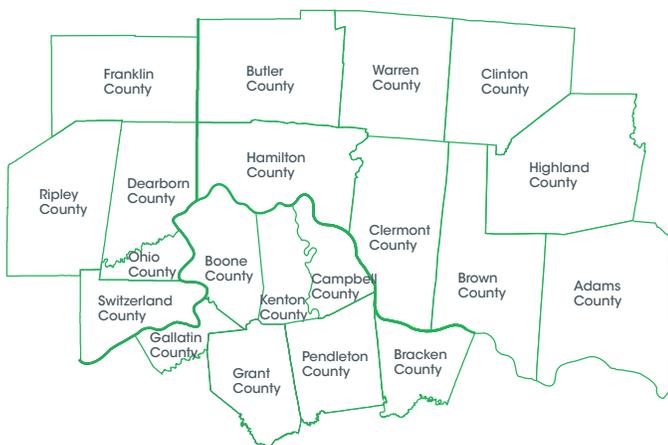
SBHC LEARNING GROUP

School or district representatives, health care providers and community members who may be interested in a future school-based health center can participate in the SBHC Learning Group. Applications for this group are noncompetitive and will be accepted on a rolling basis. Interested parties are invited to participate even if they have not yet developed or formalized an SBHC partnership. Participants in this education and networking group will learn more about school-based health centers and have access to resources to help them find a health or education partner and become competitive for future funding.

Participants in the SBHC Learning Group will **not** receive grant dollars. *The SBHC Learning Group is not required in order to be eligible for future Interact for Health planning grants and does not guarantee future funding.* Applications will be reviewed on a rolling basis.

Eligibility Criteria

Participants must be interested in providing SBHC access in at least one county of Interact for Health's 20-county service area (see below).



Goals and Expectations

Participants in the SBHC Learning Group will complete the SBHC Learning Group application available at <https://www.interactforhealth.org/sbhc-rfp>.

The SBHC Learning Group will meet quarterly. Membership in the group will last for two years; after this time participants may be asked to update their application to renew their membership. Activities at the quarterly meetings will address the following goals:

- Learn various models for school-based health centers.
- Learn what services may be available through a school-based health center.
- Understand the opportunities and responsibilities for health providers interested in opening a school-based health center.
- Understand the opportunities and responsibilities for education partners interested in hosting a school-based health center.
- Learn best practices for SBHCs.
- Identify resources for SBHC planning.
- Connect with partners to explore a possible future SBHC partnership.
- Learn how to become competitive for future SBHC funding.



SBHC OPERATIONAL PLANNING GRANT

SBHC Partnerships that have completed the Partnership Development phase are eligible to apply for an Operational Planning Grant. It is anticipated that one to four competitive operational planning grants will be awarded in 2020, with future RFP releases planned annually through 2022. The average Operational Planning Grant is anticipated to be \$25,000 (range of \$10,000 to \$60,000) and last 6 to 12 months. Operational Planning Grant applications must include both a health provider and a school or district in partnership; the application should be completed by the health provider, and funding will be awarded to the health provider. SBHC partnerships that complete the requirements of the Operational Planning Grant may be invited to apply for Implementation funding. *Implementation funds are typically \$150,000 to \$350,000 and last from 24 to 36 months, depending on the scope of the project.*

Eligibility Criteria

- Nonprofit or government health providers willing to assume a leadership role in this SBHC partnership are eligible to apply for funding. Health departments, hospitals and community health centers are examples of eligible applicants.
- The school or district partner must be located within Interact for Health's 20-county service area (see map on page 4).
- The health provider must be able to provide services within Interact for Health's 20-county service area (see map on page 4), and be able and willing to bill Medicaid and private insurance for services delivered.
- The application must include a letter of intention signed by both the health partner and education partner that indicates willingness to collaborate on SBHC operational planning.
- The planned SBHC must include primary medical care.

Commitment to equity, diversity and inclusion

Interact for Health is committed to expanding equity, diversity and inclusion among the grantees it funds. Interact for Health values organizations that have experience working in communities of color and low-income communities, and whose potential staffing of the project is representative of the community they are serving.

Expected Work of the Operational Planning Phase

Meeting attendance

During the period of the Operational Planning Grant, the health and education partners are expected to meet regularly to design the potential SBHC. The health provider is also required to participate in monthly meetings of the Growing Well Primary Care Group; the number of meetings required will be determined by the length of the grant.

SBHC plan

At the end of the operational planning period the health provider, with input from the school or district, must submit an SBHC Plan. Templates and resources to complete the SBHC Plan will be provided.

The operational planning process should include:

- Designing the SBHC:
 - Conduct needs assessment: students, school and community
 - Complete model design: determine the services to be provided, facility and location, staffing plan, and schedule
 - Develop policies and procedures
 - Plan to collect utilization and quality metrics
 - Apply for Medicaid/Medicare billing number
- Creating the SBHC operational business plan, including:
 - Three-year budget
 - Revenue projections and barriers
 - Sustainability plan
 - Niche analysis

- Developing the SBHC community engagement plan:
 - Determine messages for students, faculty, parents and community
 - Plan for and begin collection of student consent forms
 - Communicate with other local health providers
 - Develop communication and marketing plan

Proposal Submissions

Interact for Health is moving to an online application process. The link to the application portal will open Jan. 1, 2020, at www.interactforhealth.org/sbhc-rfp/. In the meantime, please visit this site to download a PDF of required application questions. After the application portal is activated, if you have questions please email Senior Grants Manager Kristine Schultz at kschultz@interactforhealth.org.

Timeline

RSVP deadline for proposal workshop	Dec. 12, 2019
Proposal workshop	1-2 p.m., Dec. 17, 2019
Application portal opens	Jan. 1, 2020
Proposal deadline	Noon, Jan. 24, 2020
Site visits	Feb. 12-26, 2020
Notification of grant award	March 16, 2020

Proposal Workshop

A proposal workshop to answer questions about the RFP concept and application process will be held 1-2 p.m. Tuesday, Dec. 17, 2019, at Interact for Health, 3805 Edwards Road, Ste. 500, Cincinnati, OH 45209. Attendance at the workshop is not required in order to submit a proposal. Please contact Administrative Assistant Lucrezia Taylor at ltaylor@interactforhealth.org to **register by Dec. 12, 2019**. A map and parking information can be found at www.interactforhealth.org/location-directions.

Site Visits

Before selecting projects for funding, Interact for Health staff will conduct a site visit at the potential SBHC site with both partners. Representatives from collaborating organizations are required to attend the site visit. Interact for Health staff will conduct site visits **Feb. 12-26, 2020**.

Questions

For any questions regarding the proposal please contact Susan Sprigg at ssprigg@interactforhealth.org or 513-458-6609.

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