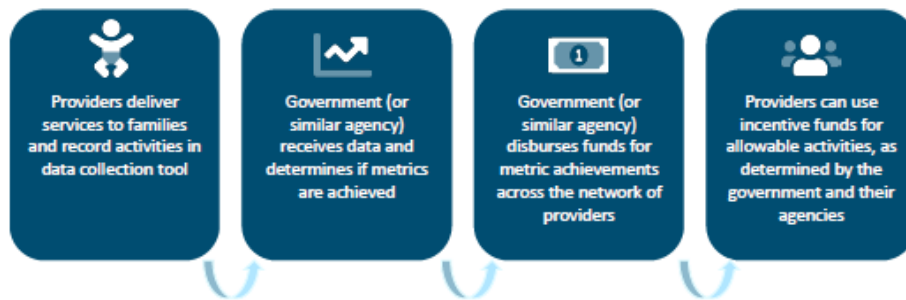


Statewide Outcomes Rate Card FAQ

For home visiting provider participants

What is an Outcomes Rate Card?

An outcomes rate card (ORC) isn't an actual card per se, but a sort of incentivized payment plan between CTF and your organization. CTF has identified metrics we believe will make the most impact, and we are paying you each time a given outcome is achieved. These payments then, of course, incentivize activities that lead to outcome achievement.

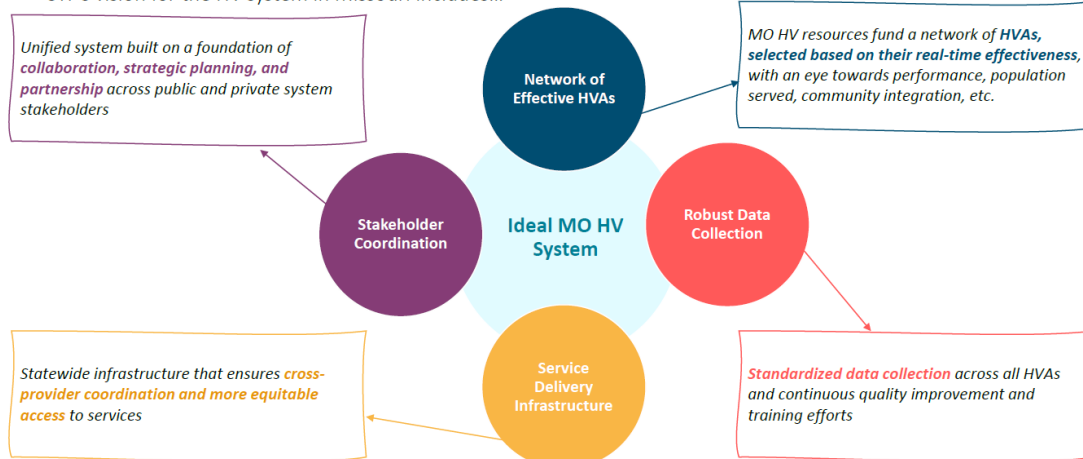


What are the main components of this initiative?

1. Incentivizing certain metrics/outcomes financially, perhaps most notably prenatal enrollment for teens in foster care and members of Black, Indigenous and other marginalized racial and ethnic groups.
2. Statewide Coordinated Referral & Intake System (CRIS), which will filter referrals from all over Missouri to the correct location. This will put families within reach of programs suited to their needs and location.
3. Home visiting evaluations through the University of Missouri to gauge impact and contribute to social and fiscal benefits for home visiting at a state level

BUILDING AN IDEAL HV SYSTEM IN MISSOURI

CTF's vision for the HV system in Missouri includes...



What are the metrics being incentivized?

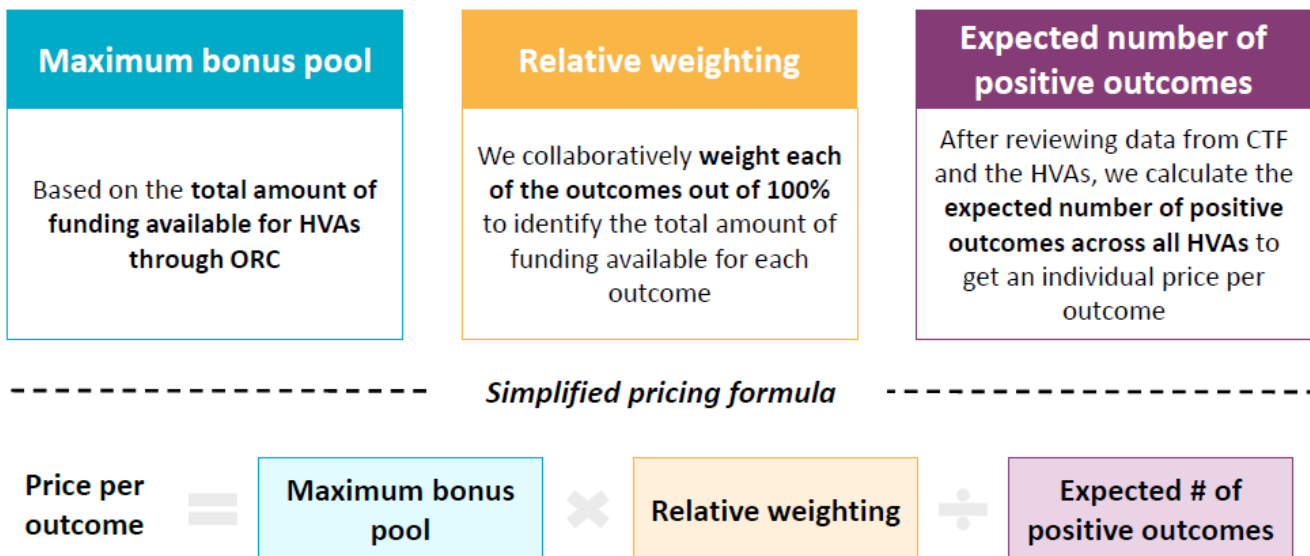
FULL IMPLEMENTATION PHASE: ORC METRIC PRICING

Estimated metric pricing for the full implementation phase starting in July 2023

Metric	% Incentive Pool	Price Range (illustrative)
Prenatal enrollment	40%	\$300-\$320
Prenatal enrollment of foster care teens		\$450-\$500
Prenatal enrollment of BIPOC populations		\$350-\$400
Home visiting engagement	60%	\$20-\$30
Home visiting retention (180 Days)		\$40-\$50
Home visiting retention (365 Days)		\$90-\$100
Attainment of family well-being goals		\$20-\$30
Completion of parent-child interaction survey		\$30-\$40
Completion of protective factor survey		\$20-\$30
Completed developmental screenings (ASQ3)		\$20-\$30

How much will we actually receive?

CTF has developed a pricing formula based on three inputs: maximum bonus pool, relative weighting, and expected number of positive outcomes. You will be eligible for a total incentive payment up to a maximum amount, which will be determined based on factors like the total available incentive payment pool amount, the number of participating HVAs, and the number of families served by a provider. HVAs can find the new maximum amount for FY24 in the upcoming ORC contract amendments.



When will I receive payment for metrics reported?

Home visiting agencies (HVAs) will submit quarterly reports and receive payment the following month based on achievement of outcomes.

What is the Coordinated Referral & Intake System?

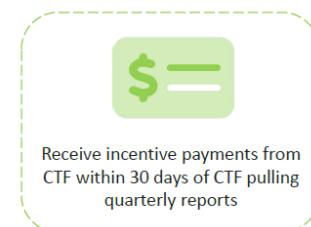
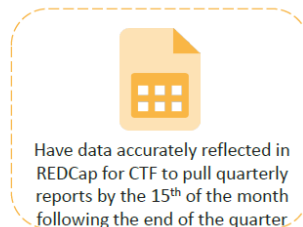
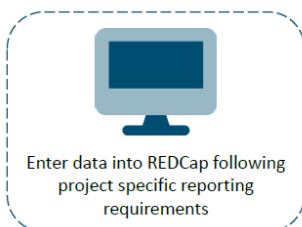
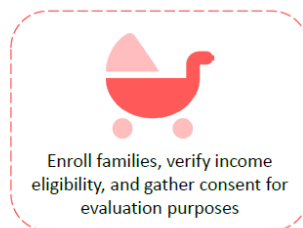
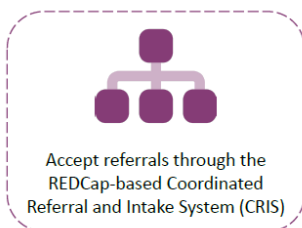
Essentially, each of our four currently funded collective impact sites will host and manage this leg of the program: Brighter Beginnings, Promise 1000, Generate Health, and Family Focused Network (previously Greene County Home Visiting Network). Through the statewide referral system, there will be one referral link that will filter referrals from anywhere in Missouri to the correct CRIS location listed above. Once the referral reaches its intended collective impact site, the referral will be sent to the program that is best suited to the family's needs and location.

One exception is for prenatal enrollments: CTF is partnering with Medicaid managed care organizations to generate prenatal referrals directly from Medicaid.

How will this initiative work logistically/realistically/in-practice?

Once you receive and accept a referral, you will verify income eligibility and have families sign consents for their data to be reported for evaluation purposes. Families who do not have their income verified (by viewing proof of their income or by viewing their Medicaid card) will not be able to be included for incentive payments to the agency. As a reminder, ALL families included in this data collection MUST sign a consent form with CTF.

Then, you will provide services to enrolled families and enter their data into REDCap, following project specific reporting requirements. Payments are based on data reporting for the specific reporting period (based on state fiscal quarters).



What are the requirements for participation?

1. Contract with CTF
2. Enter data into REDCap, following project-specific reporting requirements
3. Participate in project-specific REDCap training
4. Accept referrals through REDCap-based Coordinated Referral & Intake System (CRIS)
5. Have accurate and complete data entered into REDCap on a quarterly basis for CTF to pull reports

****All providers who are successfully on boarded will receive contract amendments in mid-June 2023 for FY24, which will include the full set of metrics and associated prices. Each amendment will also include the maximum amount of incentive payments to be received by each agency.*

How do I use/train for using REDCap?

We will have training available for you as soon as possible. We will let you know via email when the REDCap training for full implementation is ready for you. We will ask for all providers to complete the updated training prior to reporting data in FY24.

This is all very new/confusing/overwhelming. . .

Don't worry – Although we are excited and optimistic about this undertaking, it is new for us, too. Once we start receiving data in FY24, we will begin hosting regular engagement sessions to review data as a whole and discuss/address any of your needs, questions or concerns.

Am I eligible to take advantage of this initiative?

A HVA is eligible to participate if their program falls under one of the following two categories:

1. Implements a proven home visiting model as determined by an accrediting body (e.g., MIECHV, SAMSHA, Friends Network, FFPSA, HomeVEE, etc.) OR
2. Implements a home visiting program with Missouri state funding, and deliver year-round services, with a minimum of 1 visit per month

What if I miss the application deadline?

Open applications will take place each spring until 2026. The next open application cycle will open in the spring of 2024.