**REQUEST FOR APPLICATIONS**

STATEWIDE HOME VISITING OUTCOMES RATE CARD

The Missouri Children's Trust Fund (CTF) is seeking Home Visiting Agencies (HVAs) who are interested in participating in a statewide home visiting (HV) outcomes rate card (ORC) that provides incentive funding to high performing HVAs who are providing year-round services to low-income Missouri families. The statewide ORC will distribute up to $4.35 million to HVAs for the achievement of high-priority outcome metrics over the course of 4.5 years. Beginning as a pilot in January 2023, the statewide ORC entered full implementation in July 2023 and will remain through June 2027.

**OVERVIEW OF MISSOURI’S HOME VISITING OUTCOMES RATE CARD**

CTF’s statewide ORC initiative aims to improve outcomes for Missouri’s most vulnerable mothers and babies, while also advancing critical systems change. This initiative has three main overarching objectives:

1. Improve access and outcomes in health, safety, education, and economic mobility for Missouri’s most vulnerable mothers and babies;
2. Equitably scale MO home visiting services by utilizing a coordinated referral system and sharing standard data processes; and
3. Drive higher-quality data and collaboration across funders, HVAs, and stakeholders

An ORC outlines a menu of high-priority outcome metrics with associated metric prices, for payment to be received incrementally based on the number of outcomes achieved during an identified reporting period. Key components of Missouri’s ORC include:

* Prioritization of enrolling prenatally and serving Medicaid eligible families
* Utilization of a Coordinated Referral and Intake System (CRIS) to increase prenatal referrals and raise awareness of home visiting services across the state; and
* Aligning data collection practices across HVAs and models to enhance learning, incorporate community voice, promote collaboration, and integrate continuous improvement into home visiting.

**OUTCOMES RATE CARD: HOW IT WORKS**

The ORC provides quarterly incentive dollars to participating HVAs who enter data and report on outcome metrics identified through this outcomes rate card, to be reinvested in the HVA’s home visiting program. To receive payment, project-specific data must be entered into a CTF-approved REDCap database for each state fiscal quarter by the 15th of the month following the end of each quarter. The amount of incentive dollars received by participating HVAs is dependent on the number of outcomes achieved and subsequently entered in a complete and timely manner.

**TARGET POPULATION FOR HOME VISITING SERVICES**

* Primary Caregivers (PCGs): PCGs who are enrolled in or eligible for Medicaid, with a strong focus on prenatal enrollment, youth in foster care, and people of color in an effort to more fully address disproportionately negative outcomes in maternal and infant health.[[1]](#footnote-1)
* Children: Includes all children (prenatal to 3 years) that qualify for home visiting (i.e., not just index children).

**METRICS and PAYMENTS**

* **Onboarding Payments**: CTF will disburse an initial one-time onboarding payment for the completion of onboarding activities related to formally agreeing to participate in the ORC. Onboarding activities and associated payments are as follows:

|  |  |  |  |
| --- | --- | --- | --- |
| **Onboarding Metrics** | **Definition** | **Payment Prompt** | **Payment Range**  *(illustrative)* |
| **Execution of ORC contract** | Home visiting agency signs ORC contract, followed by CTF providing a final signature for execution. | **One-time** payment based on final execution of contract with CTF | $900-$1100 |
| **Complete ORC readiness activities** | Participating HVA:   * Completes project-specific virtual training on REDCap data entry and reporting; * Completes and submits readiness checklist to CTF (once all activities are complete), acknowledging readiness to participate in data collection and receive home visiting referrals through regional coordinated referral and intake system (CRIS). Checklist will be provided by CTF. | **One-time** payment for verified completion of all ORC readiness activities | $2,700-$3,300 |

* **Quarterly Incentive Payments:** HVAs will receive quarterly payments based on the entry of project-specific data into an approved REDCap database by the 15th of the month following each state fiscal quarter, based on the achievement of the following metrics:

|  |  |  |  |
| --- | --- | --- | --- |
| **ORC Metrics** | **Definition** | **Payment Prompt** | **Payment Range**  *(illustrative)* |
| **Prenatal enrollment** | Enrollment of mothers in home visiting that are <= 37 weeks gestation and are enrolled in, or eligible for, Medicaid at the time of program enrollment | **Quarterly payment** based upon number of mothers enrolled prenatally during reporting period | $500-$600 per enrollment |
| **Prenatal enrollment of BIPOC populations (BIPOC: Black, Indigenous, and people of color)** | Enrollment of BIPOC (Black, Indigenous, and People of Color) mothers in home visiting that are ≤37 weeks gestation and are 1) enrolled in, or eligible for, Medicaid or 2) have a household income that is at or below 195% FPL at time of program enrollment. | **Quarterly payment** based upon number of BIPOC mothers enrolled prenatally during reporting period | $600-$700 per enrollment |
| **Prenatal enrollment of youth in foster care** | Enrollment of mothers in home visiting that are ≤37 weeks gestation and are 1) under the age of 21 years, 2) have been in OR are currently in the care, custody, and control of the state of Missouri with an active or inactive legal status 1 (LS1), 5 (LS5), or 9 (LS9) case with Missouri Department of Social Services, 3) are enrolled in, or eligible for, Medicaid and 4) have a household income that is at or below 195% FPL at the time of program enrollment.  Note: Foster youth with an active legal status are automatically financially eligible for Medicaid. | **Quarterly payment** based upon number of foster care mothers enrolled prenatally during reporting period | $750-$900 per enrollment |
| **Prenatal enrollment of BIPOC youth in foster care (BIPOC: Black, Indigenous, and people of color)** | Enrollment of BIPOC mothers in home visiting that are ≤37 weeks gestation and are 1) under the age of 21 years, 2) have been in OR are currently in the care, custody, and control of the state of Missouri with an active or inactive legal status 1 (LS1), 5 (LS5), or 9 (LS9) case with Missouri Department of Social Services, 3) are enrolled in, or eligible for, Medicaid and 4) have a household income that is at or below 195% FPL at the time of program enrollment.  Note: Foster youth with an active legal status are automatically financially eligible for Medicaid. | **Quarterly payment** based upon number of foster care BIPOC mothers enrolled prenatally during reporting period | $1,350-$1,600 per enrollment |
| **Home visiting engagement** | Enrolled family who has received at least 3 home visits during the reporting period. | **Quarterly payment** based upon the number of active families who meet the associated metric definition. | $35-$50 per family |
| **Home visiting retention**  **(180 days)** | Active family who has been enrolled for at least 180 days during the reporting period, and has received at least one home visit during the reporting period. | **Quarterly payment** based upon the number of active families who meet the associated metric definition. | $60-$75 per family |
| **Home visiting retention**  **(1 year)** | Active family who has been enrolled for at least 365 days (1 year) during the reporting period, and has received at least one home visit during the reporting period. | **Quarterly payment** based upon the number of active families who meet the associated metric definition. | $115-$155 per family |
| **Attainment of family well-being goals** | Active family who has achieved at least one self-developed SMART goal during the reporting period. | **Quarterly payment** based upon the number of active families who meet the associated metric definition. | $30-$40 per family |
| **Completion of parent-child interaction survey** | Active family who received an observation of caregiver-child interaction by their home visitor during the reporting period. | **Quarterly payment** based upon the number of active families who received an interaction survey during the reporting period. | $40-$55 per family |
| **Completion of protective factor survey** | Active family who completed the protective factors survey II during the reporting period. | **Quarterly payment** based upon the number of active families who completed a protective factors survey during the reporting period. | $30-$40 per family |
| **Completed developmental screenings (ASQ3)** | Enrolled child who received a developmental screening during the reporting period. | **Quarterly payment** based upon the number of active children who received a developmental screening (ASQ3) during the reporting period. | $30-$40 per child |
| **Complete and valid REDCap reporting** | HVAs will receive a **quarterly payment for complete and valid reporting** for all enrollment metrics | **Quarterly payment** based upon quarterly reports being >95% complete and valid | $215-$295 per quarterly report |
| **Timely submission of quarterly reports to CTF** | HVAs will receive a **quarterly payment** for timely submission of project-specific data, due by the 15th of the month following the end of each fiscal quarter | **Quarterly payment** based upon submission of quarterly ORC data by the 15th of the month following the end of each fiscal quarter | $215-$295 per quarterly report |

**FUNDING AVAILABLE**

The total amount of incentive dollars to be disbursed in state fiscal year (FY) 2025, across all participating ORC providers, may not exceed the appropriated amount of $1,000,000 (one million dollars). HVAs will be eligible for incentive payments based on the completion of outcome metrics as identified in table above. Metric prices are subject to change over the entire project period, based on variables such as the number of participating providers. Additionally, participating providers may earn bonus payments above and beyond quarterly payments, as funds are available. Fiscal year 2025 metric prices will be finalized prior to contract execution.

**HVA ELIGIBILITY**

All HVAs in Missouri are eligible for this outcomes rate card, provided that they:

* Implement a home visiting model as determined by a recognized program registry and/or clearinghouse (e.g, FFPSA, HomeVEE, California Clearinghouse, etc.) ***OR*** implement a home visiting program with Missouri state funding, **AND**;
* Deliver year-round services, providing a minimum of 1 visit per month.

**\*Currently enrolled ORC participants do not need to re-enroll for FY 2025 participation.**

**PARTICIPATION REQUIREMENTS**

Over the course of the program, participating HVAs agree to:

* Contract with CTF, formally agreeing to participate in the ORC;
* Report project-specific data on families enrolled and served who receive, or are eligible for, Medicaid (families at or below 185% of the Federal poverty threshold, 195% if prenatal);
* Enter project-specific data into an approved REDCap database using guidelines provided by CTF;
* Participate in project-specific REDCap training;
* Accept referrals through the REDCap-based Coordinated Referral and Intake System (CRIS); and
* Annually report on how ORC incentive dollars were spent during a fiscal year, using a template provided by CTF

**USE OF FUNDS & REPORTING**

* HVAs can use incentive funds for activities and expenses related to the implementation of their home visiting program.
* HVAs will be required to report on how incentive dollars are spent by July 30th following the end of each state fiscal year, on a template provided by CTF.

**CONTRACTING**

* CTF will contact applicants by April 30, 2024 to initiate the contracting process.
* Contracts must be executed prior to receiving payment.
* Newly onboarded FY25 HVAs will have the option to begin participating in the ORC by entering data beginning July 1, 2024.

**APPLICATION INSTRUCTIONS**

The ORC application process is designed to be as low of an administrative burden as possible, primarily seeking confirmation that each applicant is eligible given the criteria listed above. CTF has developed an application form (included below) **to be completed and submitted to** [**ctf@oa.mo.gov**](mailto:ctf@oa.mo.gov) **no later than midnight on April 15th, 2024**, in order to be eligible for FY25 ORC participation. HVAs will be contacted by April 30, 2024 to begin the contracting process.

**\*Currently enrolled ORC participants do not need to re-enroll for FY 2025 participation.**

**ORC INFORMATIONAL MEETING:** Thinking about applying but have questions and/or want to learn more? Join our ORC informational meeting on **March 12th, 2024 at 10:00 am:**

Zoom registration link: <https://us06web.zoom.us/j/89444439122>

**CTF CONTACT**

Please send questions regarding this request for applications to [tara.goins@oa.mo.gov](mailto:tara.goins@oa.mo.gov).

**Missouri Home Visiting Outcomes Rate Card (ORC) Application**

**Section A: Agency Information**

1. **Agency Name:** Click or tap here to enter text.
2. **Federal tax ID#:** Click or tap here to enter text.
3. **Agency Address:** Click or tap here to enter text.
4. **Contact Information:** Click or tap here to enter text.
5. **Home Visiting Program Contact Information:** Click or tap here to enter text.
6. **Home Visiting Service Area (counties served):** Click or tap here to enter text.

**Section B: Applicant Eligibility**

*Note: All HVAs in Missouri are eligible for this outcomes rate card, provided that they:*

* *Implement a home visiting model as determined by a recognized program registry and/or clearinghouse (e.g, FFPSA, HomeVEE, California Clearinghouse, etc.)* ***OR*** *implement a home visiting program with Missouri state funding,* ***AND****;*
* *Deliver year-round services, providing a minimum of 1 visit per month.*

1. **Please enter the home visiting model(s) implemented by your agency:** Click or tap here to enter text.
2. **What is the evidence status of the home visiting model(s)your agency implements, and what program registry assigned this status? If the program is not supported or well-supported, what state funding does your program receive?** Click or tap here to enter text.
3. **Does the agency’s home visiting program(s) deliver year-round services?** Choose an item.
4. **Does the agency’s home visiting program(s) deliver 1-2 home visits per month?** Choose an item.
5. **Is your agency currently using REDCap to enter home visiting program data?** Choose an item.
6. **If yes, which REDCap database do you use?** Choose an item.
7. **If your agency is *not* currently using REDCap, is your agency willing to use REDCap to enter home visiting data?** *(Please note that REDCap use is required for participation.)* Choose an item.
8. **Is your agency willing to participate in REDCap data entry and reporting training?** Choose an item.
9. **Does your agency currently participate in a home visiting collective impact project?** Choose an item.
10. **If yes, which home visiting collective impact project do you participate in?** Click or tap here to enter text.
11. **If no, does your agency plan to participate in a home visiting collective impact project?** Choose an item.
12. **If your agency is *not* currently participating in a home visiting collective impact project, is your agency willing to accept referrals from the Missouri home visiting coordinated intake and referral system (CRIS)?** Choose an item.
13. **Please provide the following data from the most recent state fiscal year for applicant’s home visiting program:**
    1. **The number of new prenatal enrollments: Click** or tap here to enter text.
    2. **The number of new postnatal enrollments: Click** or tap here to enter text.
    3. **The total number of unduplicated families served: Click** or tap here to enter text.

**Section C: Agency Documentation**

*Please attach the following supporting documentation to the application upon submission:*

* *Documentation verifying the agency’s affiliation, and accreditation as applicable, to implement the identified home visiting model.*

1. Petersen EE, Davis NL, Goodman D, et al. Racial/Ethnic Disparities in Pregnancy-Related Deaths — United States, 2007–2016. MMWR Morb Mortal Wkly Rep 2019;68:762–765. DOI: http://dx.doi.org/10.15585/mmwr.mm6835a3. [↑](#footnote-ref-1)