

Strengthening Families with **Comprehensive Home Visiting**

Legislative Finance Committee
Elizabeth Groginsky, Cabinet Secretary

August 21, 2024



NEW MEXICO
Early Childhood
Education & Care Department

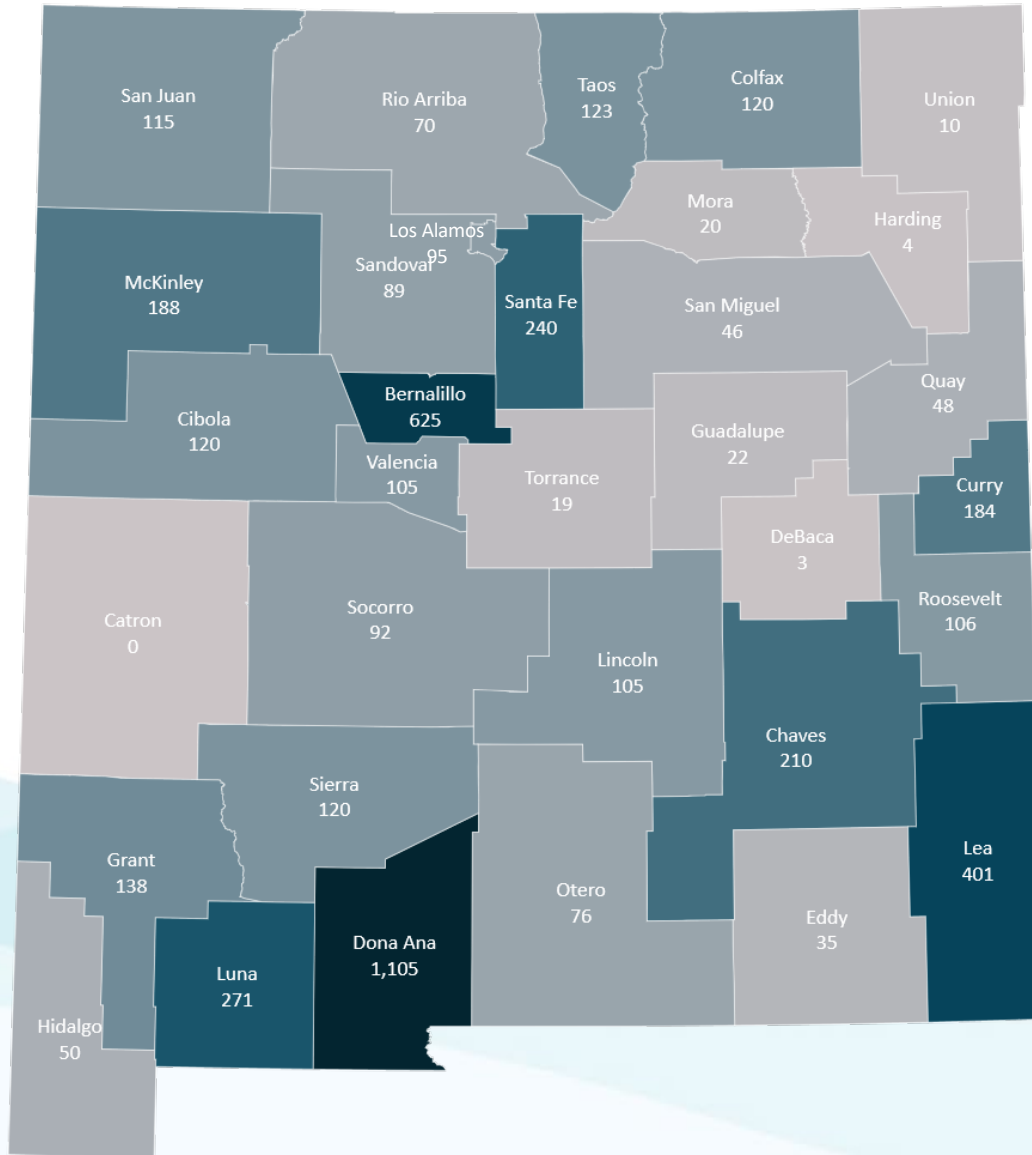
Improving New Mexico's Home Visiting System

- Improving outreach, recruitment, and enrollment activities
- Leverage Medicaid funding for all eligible families
- Enhancing the quality of the statewide home visiting system

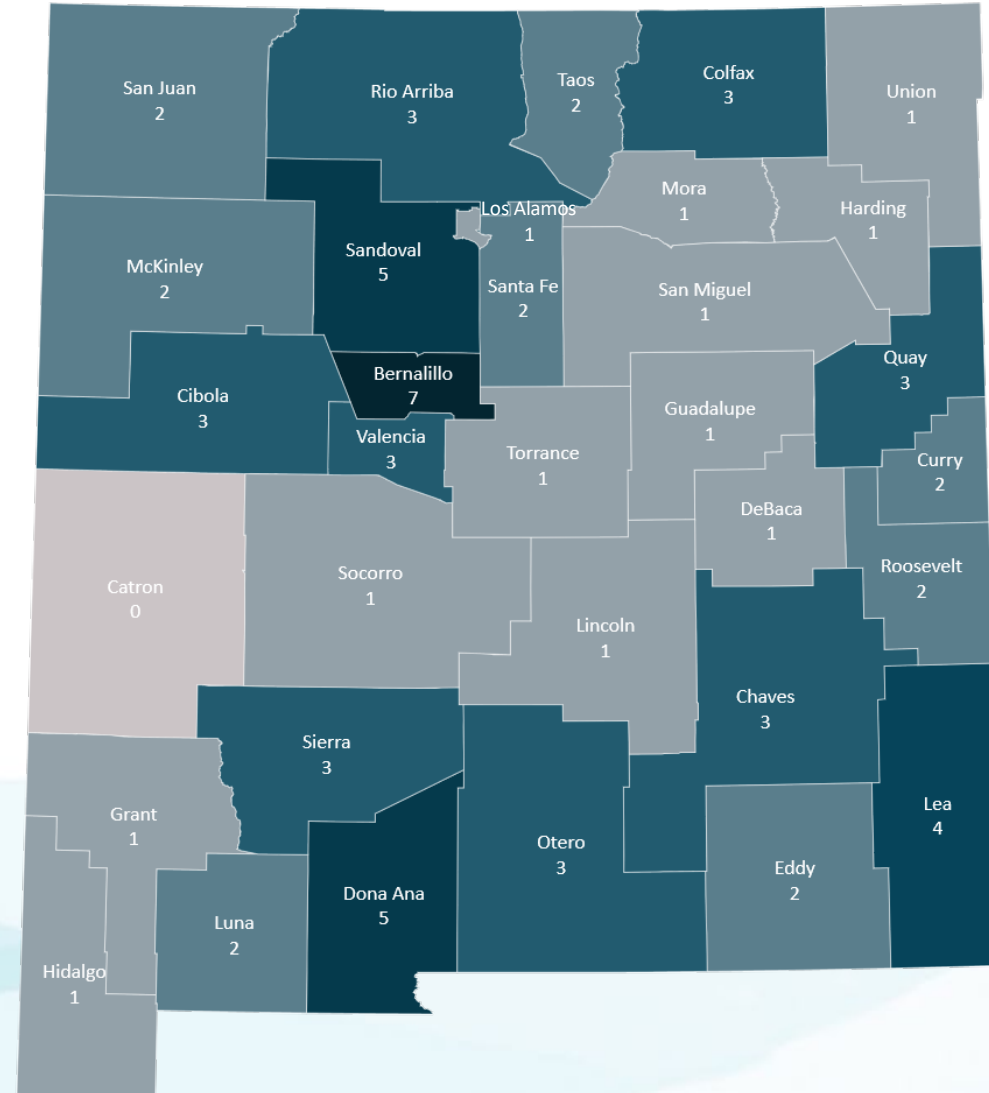


Home Visiting Funded Slots and Providers by County – FY24

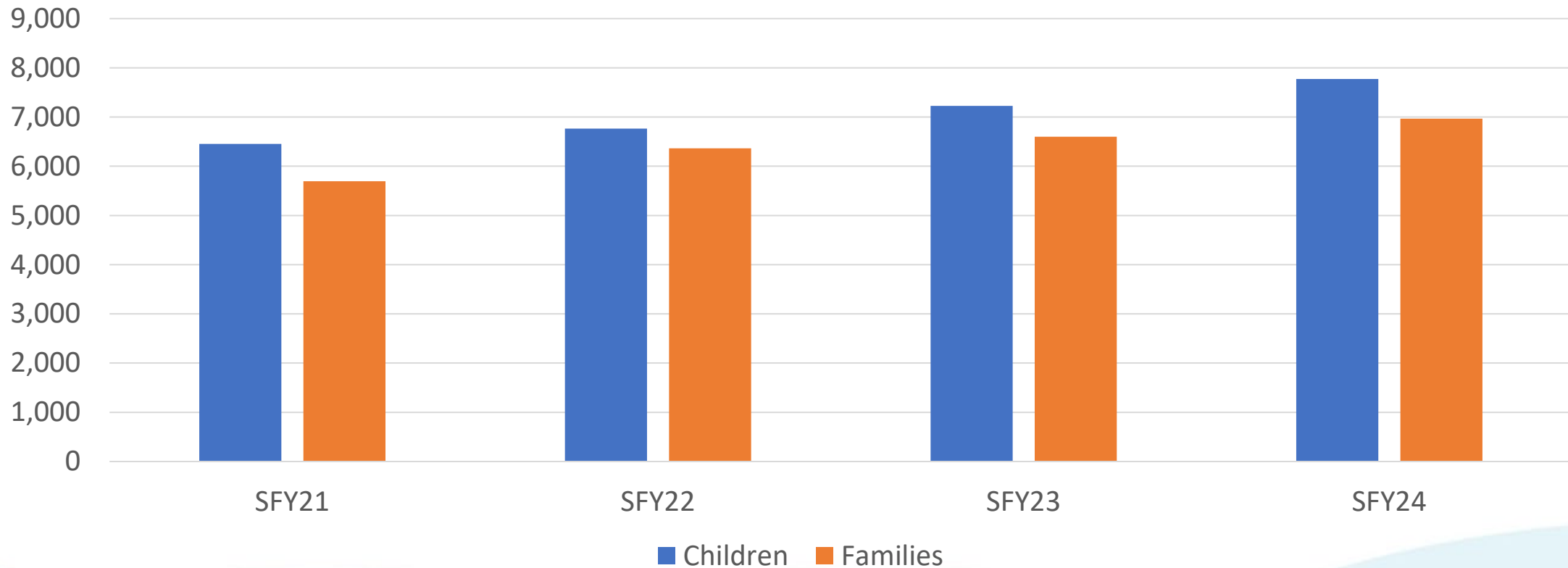
Number of Home Visiting Slots FY24



Number of Home Visiting Providers by County FY24



Home Visiting Children and Families Enrolled: FY21-FY24



	SFY21	SFY22	%YoY	SFY23	%YoY	SFY24	%YoY
Children	6,456	6,766	4.8%	7,226	6.8%	7,773	7.6%
Families	5,697	6,363	11.7%	6,598	3.7%	6,966	5.6%



**Improving Outreach,
Recruitment, and Enrollment**

New Home Visiting Referral Portal

- Integrates with “Am I Eligible,” ECECD’s one-stop-shop to apply for early childhood services
- Streamlines the referral process and reduces barriers to accessing services
- Improves transparency and distributes referrals more equitably among providers

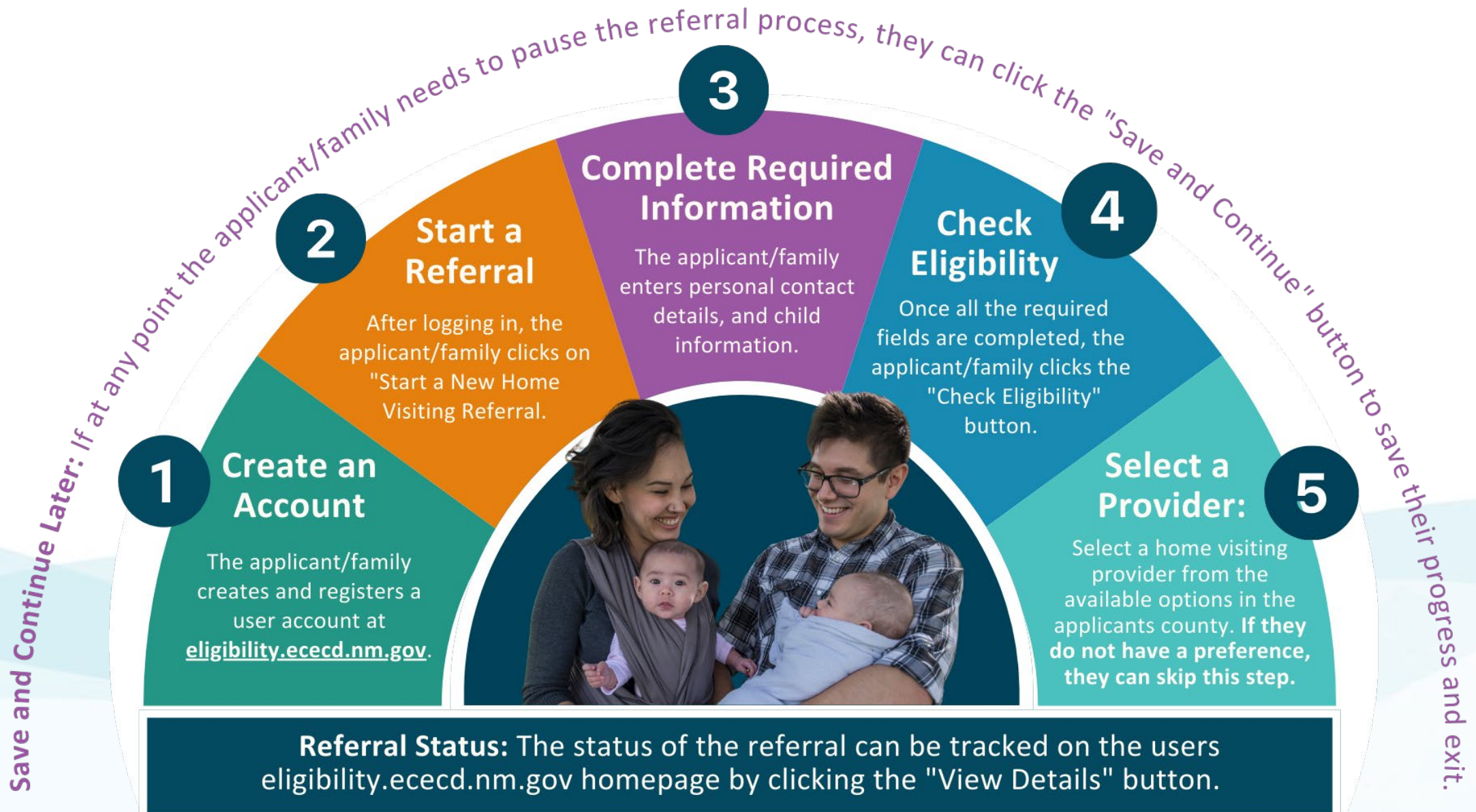


Applying for
free home
visiting is easier
than ever!

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nmeccd.org/home-visiting

Family Referral Steps



ECECD Healthcare Champions

- Selected Four NM healthcare Champions for inaugural award
- Represent diverse sectors of healthcare (physician, nurse practitioner, doula, and social worker)
- Nominated as outstanding advocates for home visiting and Family Infant Toddler (FIT) by their community
- Filmed video testimonials to use in outreach materials to healthcare providers, encouraging that they refer their patients to home visiting and FIT services
- Sponsor major medical conferences in New Mexico to promote greater awareness of home visiting



Additional Outreach Efforts

- Increase program awareness and engagement – regional **baby showers**
 - **366** families registered to attend, **626** adults/**456** children
 - **371** families referred to home visiting providers, **150** referred to other community resources
- **Family Connects New Mexico** earned certification for Bernalillo County through Family Connects International
 - Brings evidence-based, universal, light touch home visiting during first 12 weeks of life
- Local Early Childhood System Building Coalitions engaged in outreach efforts

MOMS • DADS • GRANDPARENTS • CAREGIVERS!



YOU'RE INVITED TO A
**COMMUNITY
baby
shower**

HONORING
NEW MÉXICO FAMILIES!

Home Visiting, from the New Mexico Early Childhood Education and Care Department is excited to host a community baby shower!

REGISTER to receive a diaper bag, filled with baby items, including bibs, onesies, a baby safety care set, receiving blanket, and more!

LIVE demonstrations include: Safe Sleep, car seat safety, and breastfeeding benefits! Children are welcome.

ENROLL for **Home Visiting** services and receive a free canopy wagon! **Limited quantities*

WHO: ALL CAREGIVERS ♥

WHEN:
5.12.23 | Española
5.26.23 | Albuquerque
5.31.23 | Roswell
6.13.23 | Farmington
6.16.23 | Las Cruces



REGISTER:
Limited spaces available!
nmeccd.org/babyshowers

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Increase the Number of Home Visits Paid by Medicaid

Leveraging Medicaid

- Monthly meetings between HCA and ECECD executive leadership to ensure coordination and collaboration
- Improved technical assistance manuals and support for home visiting providers to become Medicaid providers
- Built a Medicaid billing claim module in state home visiting database system to support providers in submitting Medicaid claims
- Added language to FY25 provider contracts outlining Medicaid claiming expectations.



Home Visiting Contract Language by Provider Category

Category 1: Credentialed with Managed Care Organizations (MCOs) as a Medicaid Provider

- Must submit all reimbursable direct services provided claims to each contracted Managed Care Organization for remittance of provided services.

Category 2: Offering Evidence-based Models but not credentialed with MCOs as a Medicaid provider

- Must enroll with New Mexico Medicaid to become a Medicaid Home Visiting provider by 12/1/2024.
- Contract with each contracted Managed Care Organization by 6/30/2025.
- Begin to bill Medicaid for all reimbursable direct services provided to families by 7/1/2025.

Home Visiting Contract Language by Provider Category

Category 3: Not offering an evidence-based or promising practice model

- Select, adopt, and begin implementation of an ECECD-approved promising practice model or an evidence-based model that is eligible for Medicaid reimbursement by 12/1/2024.
- Apply for model certification by 6/30/2025.
- Within a six-month period from the date of certification, Provider must enroll to become a Medicaid Home Visiting provider and contract with each Managed Care Organization to bill for all reimbursable direct services provided to families.
- Begin billing Medicaid for remittance of all direct services provided that are Medicaid eligible.

Home Visiting Contract Language by Provider Category

Category 4: Promising Practice – First Born and More

ECECD recognizes that the Statewide First-Born model is working toward obtaining evidence-based status. Once that evidence-based status has been achieved, within six months Provider shall:

- Ensure the model is fully implemented with staff certifications and trainings
- Become credentialed with Medicaid as a Home Visiting Provider to be eligible to bill for direct services
- Begin to bill Medicaid for all eligible services prior to billing ECECD



Enhancing Quality



Other Quality initiatives

- Expanded the number of evidence-based models to better meet the needs of families
- Transitioned to paying per-child, in alignment with national best practices
- Establishing direct relationships and written agreements with national model offices to strengthen quality of implementation
- Improving communications with home visiting providers through monthly leadership calls to discuss challenges and problem solve issues



Implemented Cost Modeling to Set Provider Rates

Home Visiting Models/Curriculum	Home Visitor Caseload (by child)	Typical Number of Annual Visits	Cost per child at 100% of cost
Child First	16	50	15,554.00
Family Connects	Up to 300	Up to 3 visits	1,449.00
First Born & More	22	36	6,498.00
Healthy Families America	15	36	9,661.00
Nurse Family Partnership	22	24	9,596.00
Parents as Teachers	18	36	9,376.00
Partners for a Healthy Baby	28	24	6,037.00
Safe Care	13 per cycle (18 weeks)	18 visits in a cycle	4,010.00

For more information about the New Mexico Early Childhood Education and Care Department Visit:

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Investing for tomorrow, **delivering today**