

The Secret Sauce for Starting Rural SBHCs

**Chris Kjolhede, MD, MPH and Jane Hamilton, RN
Bassett Healthcare Network
Cooperstown, New York**



The Secret Sauce for Starting Rural SBHCs

- Neither presenter has a conflict of interest
- Neither presenter has anything to disclose



The Secret Sauce for Starting Rural SBHCs

Chris Kjolhede:

former Peace Corps Volunteer where the needs to be addressed were identified by the community

Jane Hamilton:

former school nurse which provided a unique perspective on the complex unmet health needs of children and families



Learning Objectives

Attendees will be able to...

- Identify a resource at the state or federal level to assist them in planning a rural SBHC.
- Describe strategies for collecting germane data for their planning process.
- Identify the appropriate stakeholders to involve in their planning process.





Poll Questions

- **Do you presently operate any SBHCs?**
- **Do you presently operate a rural SBHC?**
- **Are you interested in opening a SBHC in a rural area?**
- **What state are you from?**

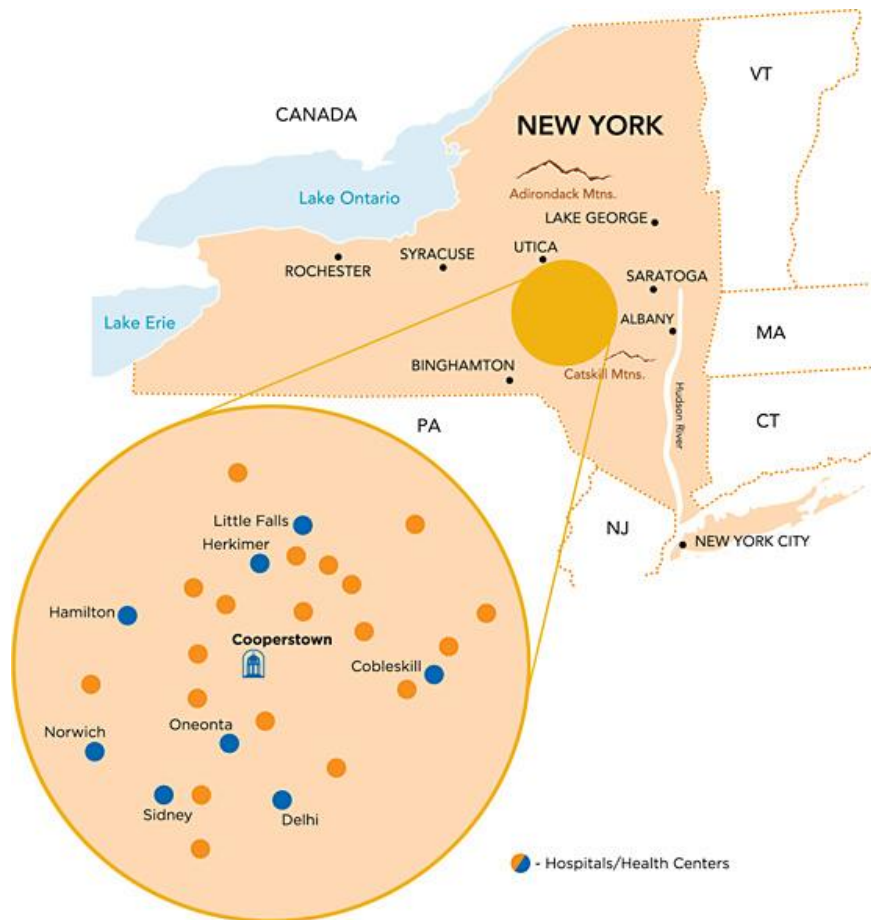


Bassett Healthcare Network: we are rural!



Bassett Healthcare Network
School-Based Health

Bassett Healthcare Network



Bassett Healthcare Network

- **20 communities over 5,600 square miles**
- **9 counties**
- **6 hospitals, acute care facilities or 24/7 emergency care facility**
- **30 community-based, outpatient centers**
- **21 School-Based Health Centers (19 recognized by NCQA as Patient Centered Medical Homes)**
- **2 Ambulatory surgical centers**
- **400 physicians and APCs in primary and specialty care**



Bassett Healthcare Network Service Area Facts

- **Economy**
 - Agriculture, mostly dairy, and tourism
- **Health and mental health care access**
 - Delaware, Chenango, Otsego and Schoharie: HPSAs in Primary Care and Mental Health
- **Poverty**
 - Median HH income is \$47,884 (NYS = \$58,687)
 - 16.4% are below the poverty level
 - Otsego County is the northern most county in Appalachia



Bassett Healthcare Network Pediatric Service Line

- **15 pediatricians/med-peds**
- **5 outpatient clinical sites**
- **Numerous APCs**
- **> 1100 deliveries/year**
- **1 Child and adolescent psychiatrist**
- **Several child and adolescent therapists**
- **3 LCSW-R, Healthy Steps specialist**

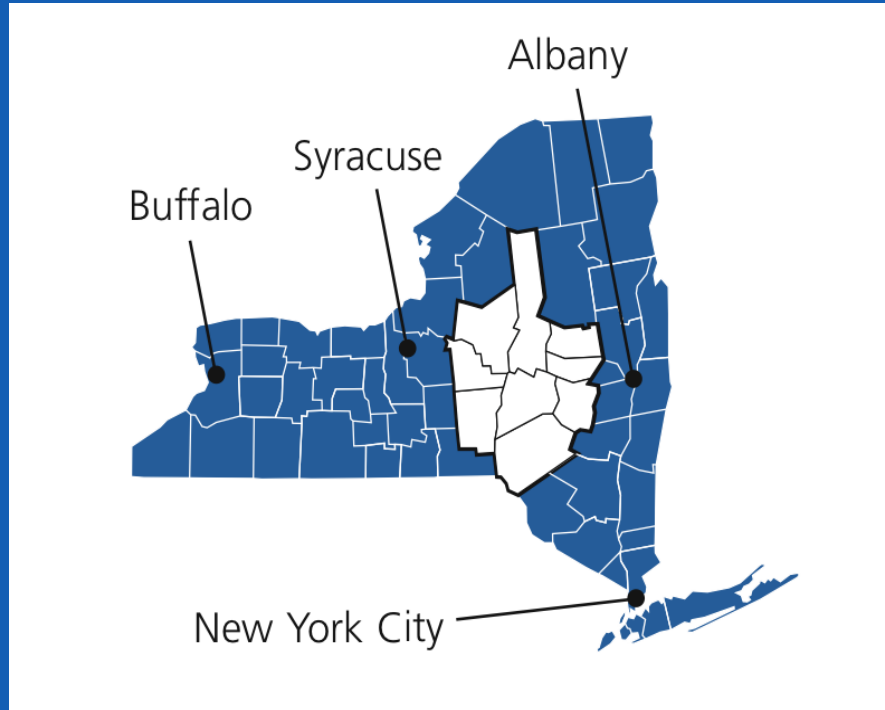




Bassett Healthcare Network School-Based Health Program

- **21 School-Based Health Centers**
- **17 School Districts, including one school for students with special needs (Day and Residential)**
- **Somatic health, mental health and dental health care**
- **Telehealth has been an important part of our services, an essential aspect of care in rural areas**
- **19 SBHC s are Patient Centered Medical Home credentialed**
- **“Easy access to good quality care for kids”**





Chenango Co:
 Sherburne-Earlville-SE
 Unadilla Valley UV

Schoharie Co.
 Middleburgh-MID

Otsego Co:
 Cooperstown-CP
 Edmeston-EHZ
 Lauren-LHZ
 Morris-MHZ
 Milford-MIL
 Schenevus-SCH
 Worcester-WOC
 Richfield Springs RFS
 Gilbertville Mount Upton GMU

Delaware Co
 Delhi-DEL
 South Kortright-SHK
 Stamford-STM
 Sidney-SID

HERKIMER
 FULTON
 MONTGOMERY
 MADISON
 CHENANGO
 OTSEGO
 SCOHARIE
 DELAWARE

Updated 12.6.20

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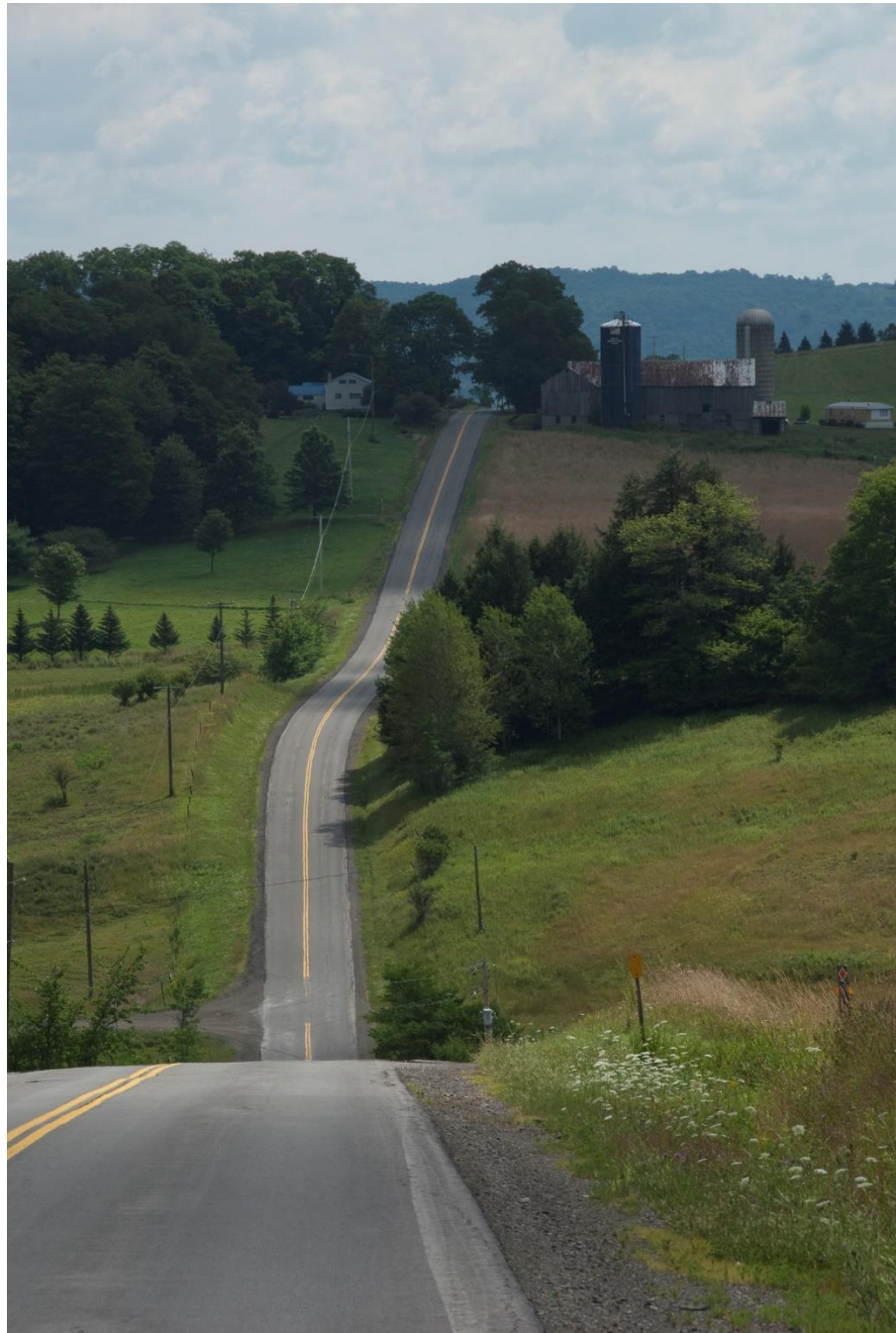
All connected by common Electronic Health Record



Bassett Healthcare Network School-Based Health Program

- **Somatic Healthcare**
 - Acute care, eg. Sore throat, cough, twisted ankle
 - Chronic care, eg. ADHD, asthma, depression, obesity
 - Well care, eg. Annual visits, immunizations
- **Mental Healthcare**
- **Dental Preventive and Restorative**
- **Ancillary services including dietary counseling and case management**
- **Costs: bill insurance, no out-of-pocket costs (NYS regulations)**



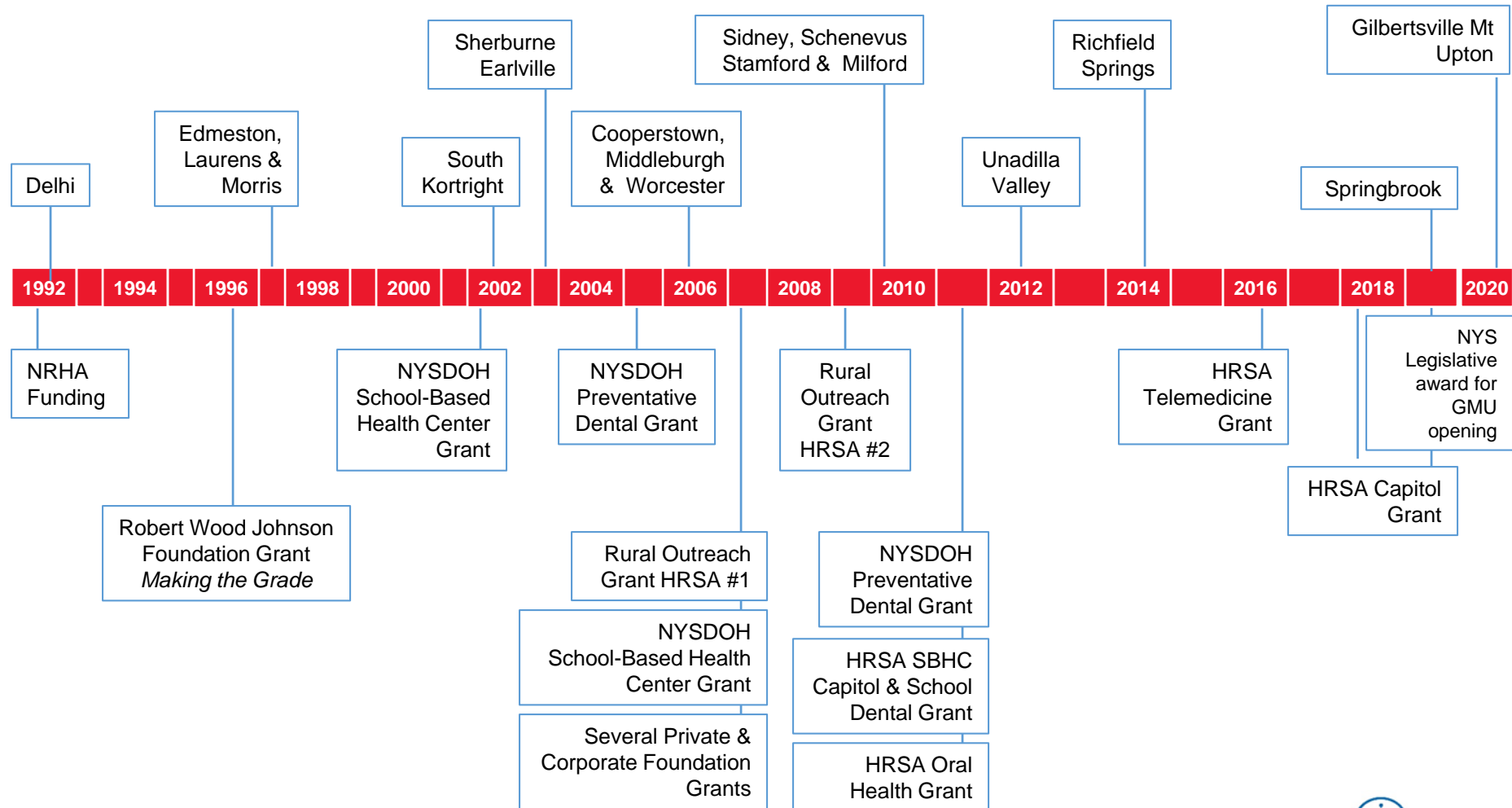




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School-Based Health

CENTER OPENINGS





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The Secret Sauce for Starting Rural SBHCs

- **Identify the regulatory agency(s) who have oversight of SBHC in your locale**
- **Know your state regulations as these vary by state**
- **Contact the National School-Based Health Alliance for state organizations that can help you**
- **Know your school and community**





Mental Health Care



The Secret Sauce for Starting Rural SBHCs

- Think about both internal and external advocacy
- Think about funding: who and where will the dollars come from?
- Encourage school personnel to visit other SBHCs and ask questions of peers in other schools
- Provide resources to schools (eg. your state regs, Alliance contacts)
- Understand that there are regulations or guidelines
- When giving presentations, do NOT avoid the hot topics; be transparent





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School-Based Health

The Secret Sauce for Starting Rural SBHCs

- **Avoid inserting your ideas into the school and community setting**
- **Wait for an invitation! Our model has been to wait for the school to approach us**
- **The invitation could come from the school administration, the Board of Education, the Parent Teacher Association, or the school nurse**
- **Initial meetings might be small but should always include the school nurse**
- **Subsequent meetings might be larger and open to the public**
- **Need to be good a listener. Why do they think they want a SBHC, what do they think a SBHC can do for their school?**





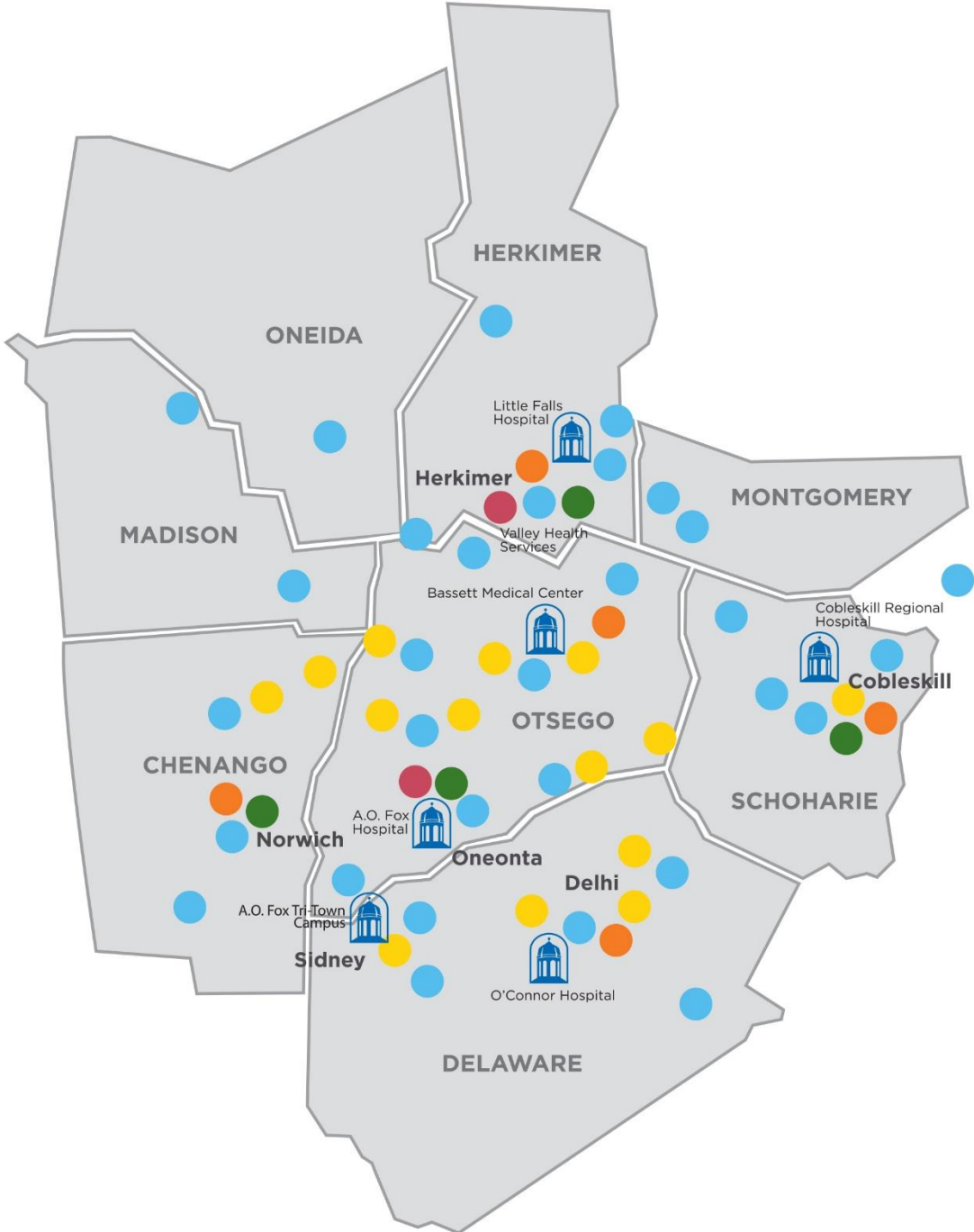
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The Secret Sauce for Starting Rural SBHCs

- **Data gathering should include:**
 - The number of students (school enrollment by grade)
 - The number of buildings and number of students in each building
 - Proportion of free and reduced lunch (as a proxy for SES)
 - Insurance status of the population (hard to get)
 - Number of school nurses
 - Space available for use of a SBHC (know your state's minimal requirements); be 'greedy'; let the school know what you need not what they want or can give
 - The schools rates of absenteeism and any other health related information
 - Has the YRBS been conducted recently in your area?
 - Is your school in a Healthcare Provider Shortage Area (HPSA)?
 - What mental and dental resources exist in your area?



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-  Hospitals
-  Health Centers
-  School-Based Health Centers
-  Home Health Agency
-  Durable Medical Equipment
-  Long-term Skilled Nursing & Rehabilitation



The Secret Sauce for Starting Rural SBHCs

- **Find allies!**
 - **County Health Departments**
 - **County Mental Health Departments**
 - **Health and Human Services organizations**
 - **Parents**
 - **School Board members**
 - **Teachers, especially health teachers and coaches**
 - **Area health care providers (*)**
 - **Faith leaders (*)**
 - **Local, state and federal government representatives**
 - **Let your allies help inform you about the community**





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The Secret Sauce for Starting Rural SBHCs

- **Know your stuff!!!**
 - **What can SBHCs do and what can't they do in your setting**
 - **What are the state regulations**
 - **Locate and study what evidence-based information there are for your proposed area**
 - **ED or UC use, proportions of students with asthma, ADHD, obesity**
 - **Know your rates of teen pregnancy (but DON'T expect to decrease it)**
 - **Know your costs; your sponsoring agency can provide salary guidelines (*)**
 - **Know your needs**





Bassett Healthcare Network School-Based Health Program



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School-Based Health Centers: you're never alone



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QUESTIONS-COMMENTS

- Contact Information:

Chris Kjolhede, MD

Chris.Kjolhede@bassett.org

607-547-6336

Jane V Hamilton, RN

Jane.Hamilton@bassett.org

607-434-5000



