

# Santa Barbara County Education Office



## Collaborating with Community Health Workers/ Promotores

MaryEllen Rehse, MSW  
Executive Director

2/14/2024

Jennyffer Rivera, MPH  
Oral Health Manager

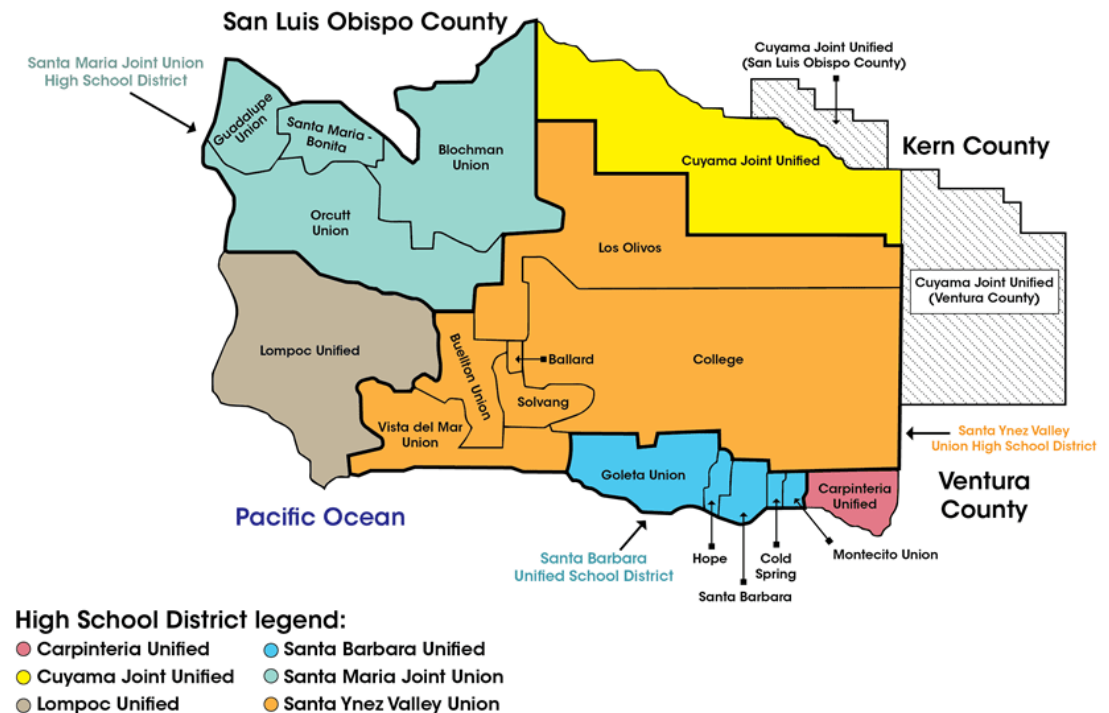
# Who are we?

The **Santa Barbara County Education Office** provides service and leadership to 20 public school districts and 10 charter schools.

SBCEO offers 200 distinct programs and services in support of nearly **70,000 children throughout Santa Barbara County.**

Our local partnerships, non-profits, and programs reflect a collective community belief in the value of public education.

## Map of Santa Barbara County School Districts



# Who is Health Linkages?



**HEALTH LINKAGES**

Children & Family Resource Services  
of Santa Barbara County

**Children & Family Resource Services (CFRS)**, also known as Health Linkages, is a non-profit organization 501(c)(3) under the umbrella of the Santa Barbara County Education Office, connecting communities with health and wellness resources throughout Santa Barbara County.



# COLLABORATING WITH CHW/P



SANTA BARBARA  
County Education Office  
Susan C. Salcido, Superintendent



**HEALTH LINKAGES**

Children & Family Resource Services  
of Santa Barbara County



# Promotores: Diversity + Unity

Age  
Origins  
Gender  
Language  
Schooling  
Employment  
Life circumstances



Resilience  
Empathy  
Humility  
Passion  
Respect  
Integrity  
Commitment



# Listen, ask, understand, empathize, learn, teach, motivate, inspire!





# Outreach, awareness-building, education, promotion, prevention, referrals, needs assessment, planning...



# What are Community Health Worker Services? DHCS has recognized the service as "CHW/P/R"

- **CHW/P/R services are now a Medi-Cal benefit, defined as:**
  - Preventive health services to prevent disease, disability, and other health conditions or their progression; to prolong life; and promote physical and mental health
- **Recognized effort to provide equitable, culturally competent services**
  - Lived experience that aligns with and provides a connection between the CHW/P/R and the Member or population being served



## Possible CHW/P/R Reimbursable Services We Include Are:

Health Navigation for students with identified health concerns

Health education (specialty trained depending on project)

Individual support or advocacy

# What does lived experience mean?

## ■ Definition : Lived Experience + Work Experience/Training= CHW/P/R

- Language
- Culture
- Region
- Personal lived experience
- Family lived experience







# Collaborating with Promotores

To meet oral health objectives



# Collaborating to meet Objectives: Fluoride Varnish Application



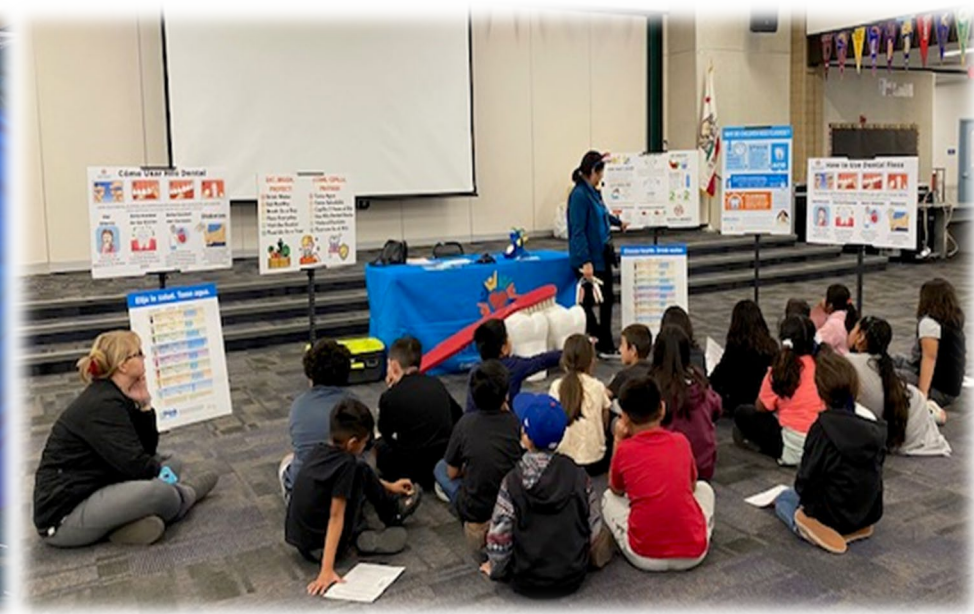
 <b>Fall 2023 Tabulations</b> 											
Santa Barbara County Fluoride Varnish applications 2023-2024											
Date											TOTALS
School	SM *	Guadalupe	Carpinteri a	Santa Barbara*	Goleta*	Lompoc *	Buelton	Los Alamos	Santa Ynez	Cuyama	
<b>FV applications</b>	505	123	18	282	94	141	6	10	7	13	<b>1199</b>
Number of Students per category who received Fluoride Application											
Cal -SAFE	6	0	0	0	0	0	0	0	0	0	6
Early Start	0	0	5	0	61	0	0	0	0	0	66
Head Start	157	0	13	29	0	55	6	0	0	13	273
Tk	242	29	0	0	0	0	0	0	0	0	271
Preschool	0	0	0	100	33	86	0	10	7	0	236
Elementary k-6	0	94	0	153	0	0	0	0	0	0	247
Summer School	100	0	0	0	0	0	0	0	0	0	100
New Spring application only	0	0	0	0	0	0	0	0	0	0	0
# of applications at Community Events	0	0	0	0	0	0	0	0	0	0	0
<b>Grand total of FV applications</b>											<b>1199</b>

## 67 sites participating:

- 29 TK classes
- 21 HeadStart sites
- 13 Preschools
- 3 Elementary (k-6<sup>th</sup>)
- 1 Cal-Safe site

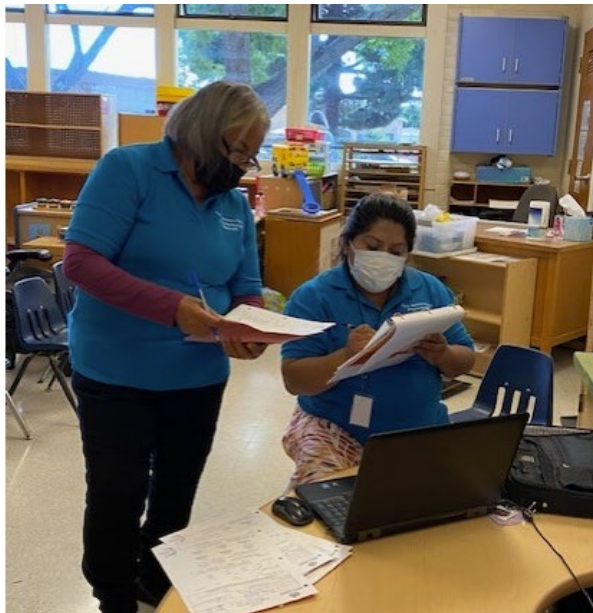


# Collaborating to meet Objectives: Oral Health Education





- New CHW/P billable service, providing education to all Medi-Cal enrolled students who participate in FV, preschool screening, school-based programs.

# Collaborating to meet Objectives: Patient Navigation Follow up



- New CHW/P billable service. Currently pilot testing service



 <b>2023-2024 Screening Results</b> 						
Santa Barbara County Preschools						
School name	Santa Barbara	Goleta	Lompoc	Los Alamos	Santa Ynez	Total
# of student enrolled in class	186	59	184	13	9	451
# of student absent	43	19	77	2	1	142
# of student with consent	168	47	162	13	9	399
# of students screened	<b>131</b>	<b>39</b>	<b>107</b>	<b>10</b>	<b>8</b>	<b>295</b>
INSURANCE						
Medi-Cal	132	31	159	9	5	336
Private	15	9	21	3	4	52
None	4	0	2	1	0	7
Unknown	23	19	0	0	0	42
DENTAL						
# of students screened	131	39	103	10	8	291
3.3	7	1	7	5	0	20
% of class with 3.3	5%	3%	7%	50%	0%	7%
3.2	39	12	28	4	1	84
% of class with 3.2	30%	31%	27%	40%	13%	29%
3.1	82	26	71	1	7	187
% of class with 3.1	63%	67%	69%	10%	88%	64%
# with untreated caries	48	13	35	9	1	106
% of class with untreated caries	37%	33%	34%	90%	13%	36%
<b>Fluoride varnish applied</b>	<b>100</b>	<b>33</b>	<b>86</b>	<b>10</b>	<b>7</b>	<b>236</b>
Evidence of previous treatment	14	6	18	0	1	39
Case management	48	13	35	9	1	106
Ongoing treatment						0
Treatment completed						0



# Collaborating to meet Objectives: Community Outreach



■ Strong collaboration with Santa Barbara Foodbank

# Oral Health Specialized Training for CHW/Promotores

Once CHW/P are certified and are part of the Santa Barbara County Promotores Network a specialized Dental training is provided to the South and North County Region members who wish to help the Oral Health team during the school year.





---

# Implementing CHW/P/R Billable Services



# Who can provide/bill CHW/P/R services? How is it actually implemented in the community?



There has to be a “Supervising Provider” contracted with the local Medi-Cal Managed Plan and who is enrolled with the State Medi-Cal Program



There have to be certified CHW/P/Rs with lived experience that deliver the services who work for the supervising provider



Funding is routed through the local Managed Care Plan who contracts with providers and pays for the work. Ensures that supervising providers meet all qualifications



**CenCalHEALTH**<sup>®</sup>  
Local. Quality. Healthcare.



**HEALTH LINKAGES**

Children & Family Resource Services  
of Santa Barbara County

Involves partnership between 3 organizations



**CenCalHEALTH**<sup>®</sup>  
Local. Quality. Healthcare.



- CenCal Health manages the Medi-Cal program for **San Luis Obispo and Santa Barbara** counties
- Non-profit, County-Organized Health System (COHS)
- Covering over 220,000 lives as of January 2023

**MISSION:**

*To improve the health and wellbeing of the community we serve by providing access to high-quality health services, along with education and outreach, for our members*

**VISION:**

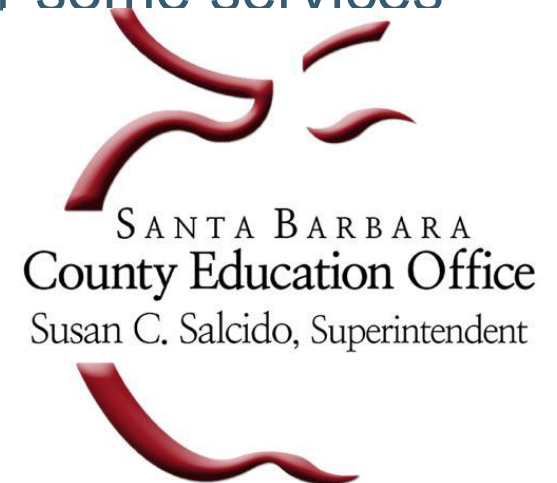
*To be a trusted leader in advancing health equity so that our communities thrive and achieve optimal health together*



# CFRS as a Supervising Provider

## Our Qualifications:

1. CFRS is a Community Based Organization (501c3 Nonprofit Status)
2. Administrative structure in place to track CHW/P training, coordinate and monitor activities including experience billing Medi-Cal for some services through SBCEO's NPI
3. 15 year history of providing CHW/P/R services
4. Obtained NPI
5. Contracted with local MCP for CHW/P/R benefit
6. Enrolled in PAVE to become State MC provider



A **Supervising Provider** is the organization employing or overseeing the CHW/P/R, with which the managed care plan (MCP) contracts.

- Ensures that CHWs ensures CHWs have adequate supervision and training and maintains training records.
- Contracts and bills for CHW services.
- The Supervising Provider must be a licensed Provider, a hospital, an outpatient clinic, a local health jurisdiction (LHJ), or a community-based organization (CBO).
- New requirement 2024- Must enroll in the State Medi-Cal Program through PAVE

# Next Steps/Work in progress

- Developing Roster
- Billing for Services
- Expanding Program

- 1) **Roster:** Verifying and Certifying CHW/P/Rs
- 2) **Billing for Services:** Creating infrastructure and training staff
- 3) **Expanding Program:** Determining financial viability and scale of CHW/P services that can be provided
  - Complete pilot with Oral Health
    - Education
    - Health Navigation
  - Next practice case with Medi-Cal Program
    - Assist with redetermination/renewals

# Santa Barbara County Education Office



For questions, contact:

MaryEllen Rehse, MSW  
[mrehse@sbceo.org](mailto:mrehse@sbceo.org)

Thank you