



Community Health Worker
Collaborative of South Dakota

An Overview of Medicaid Reimbursement for CHWs in South Dakota



MISSION, VISION, AND SUPPORT

CHWSD

Mission

- To promote, support, and sustain the Community Health Worker (CHW) profession in South Dakota.

Support

- The CHWSD is an extension of the South Dakota Department of Health, Office of Disease Prevention and Health Promotion.
 - Transitioning to be a 501c3 non-profit by June 1, 2025

STATE OVERVIEW

South Dakota



- South Dakota Population: ~900,000
- South Dakota was the 39th state to expand Medicaid, beginning July 1, 2023.
- South Dakota does not utilize MCOs for Medicaid administration.

A woman with long dark hair, wearing a dark turtleneck sweater, is sitting and smiling while writing in a small notebook with a pen. She is facing two other people whose backs are to the camera. The background is a blurred outdoor setting with a fence. The entire image has a light green overlay.

**WHO IS A COMMUNITY HEALTH WORKER
(CHW)?**

WHO IS A CHW?

American Public Health Association (APHA)

“A Community Health Worker (CHW) is a frontline public health worker who is a trusted member of and/or has an unusually close understanding of the community served.

This trusting relationship enables the worker to serve as a liaison/link/intermediary between health/social services and the community to facilitate access to services and improve the quality and cultural competence of service delivery.”

- APHA 2024

COMMUNITY HEALTH WORKER TITLES

CHWs in South Dakota

- **Certified CHW** – A Certified CHW is an individual who has completed an approved CHW training program and applied for and received CHW Certification in South Dakota. A Certified CHW in South Dakota works under the APHA definition of a CHW.
- **Community Health Representative (CHR)** – A CHR is an individual who has completed an approved CHR training program through Indian Health Service (IHS) and works under the APHA definition of a CHW and the IHS definition of a CHR. CHRs can become certified in South Dakota.

Both can obtain certification in SD! Certification is voluntary but required for Medicaid and/or Medicare reimbursement.

CHW AND CHR CERTIFICATION

Voluntary Certification Requirements

- Completion of Approved Training Program
 - Certification Committee Training Requirements
 - Minimum number of 200 hours of training
 - Minimum number of 40 hours of shadowing
- Supervisor Reference
- Background Check
 - Employee Background Check
 - Fingerprint Background Check
- CEUs – 12 credits every two years
- Certification is voluntary for all individuals unless the CHW/CHR Agency is seeking Medicaid reimbursement for CHW/CHR Services

CHW SCOPE OF WORK

South Dakota-Specific

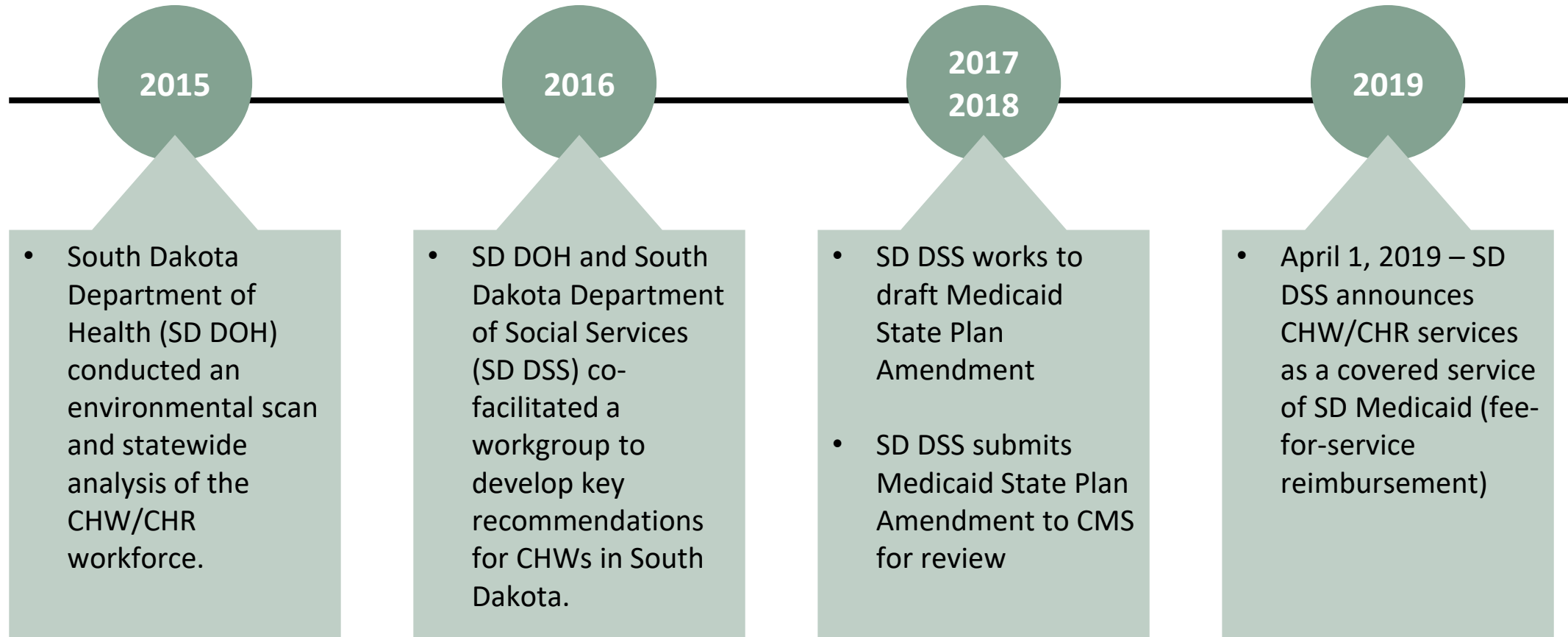
- **Health system navigation and resource coordination** including helping a patient/client find providers to receive a service, helping a patient/client make an appointment for a service, arranging transportation to a medical appointment, attending an appointment with the patient/client for a service, helping a patient/client find other relevant community resources and programs such as support groups, food pantries, or utilities assistance programs, and addressing a Social Determinant of Health (SDoH).
- **Health promotion and coaching** including providing information or education to patients/clients that makes positive contributions to their health status such as cessation of tobacco use, reduction in the misuse of alcohol or drugs, improvement in nutrition, improvement of physical fitness, family planning, control of stress, pregnancy and infant care including prevention of fetal alcohol syndrome.
- **Health education to teach or promote methods and measures that have been proven effective in avoiding illness and/or lessening its effects** such as oral health education, immunizations, control of high blood pressure, control of sexually transmittable disease, prevention and control of diabetes, control of toxic agents, occupational safety and health, and accident prevention. The content of the education must be consistent with established or recognized healthcare standards.

A photograph of a woman with long dark hair, wearing a dark turtleneck sweater, sitting and smiling while taking notes on a small notepad with a pen. She is facing two other people whose backs are to the camera. The scene appears to be an indoor meeting or interview. The entire image is overlaid with a semi-transparent teal filter.

TIMELINE OF CHW WORK IN SOUTH DAKOTA

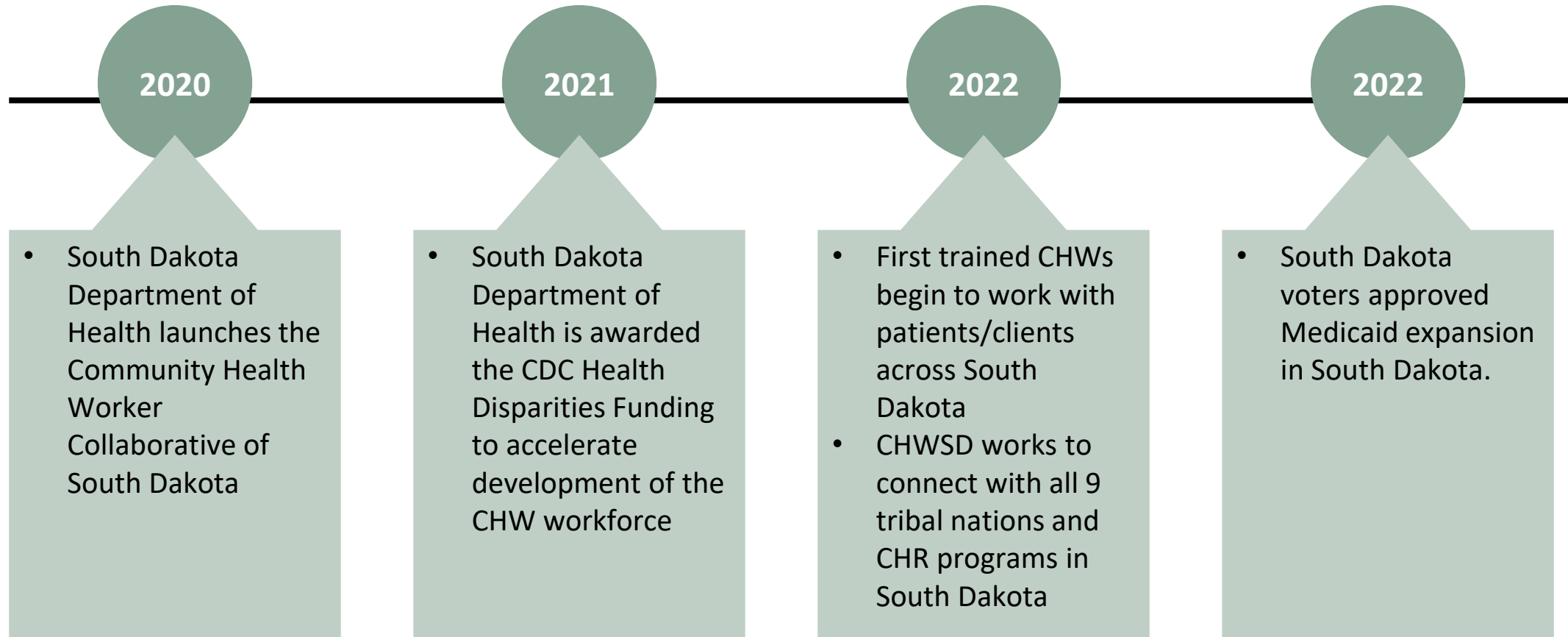
SETTING THE STAGE FOR REIMBURSEMENT

Timeline of CHW Activities in SD



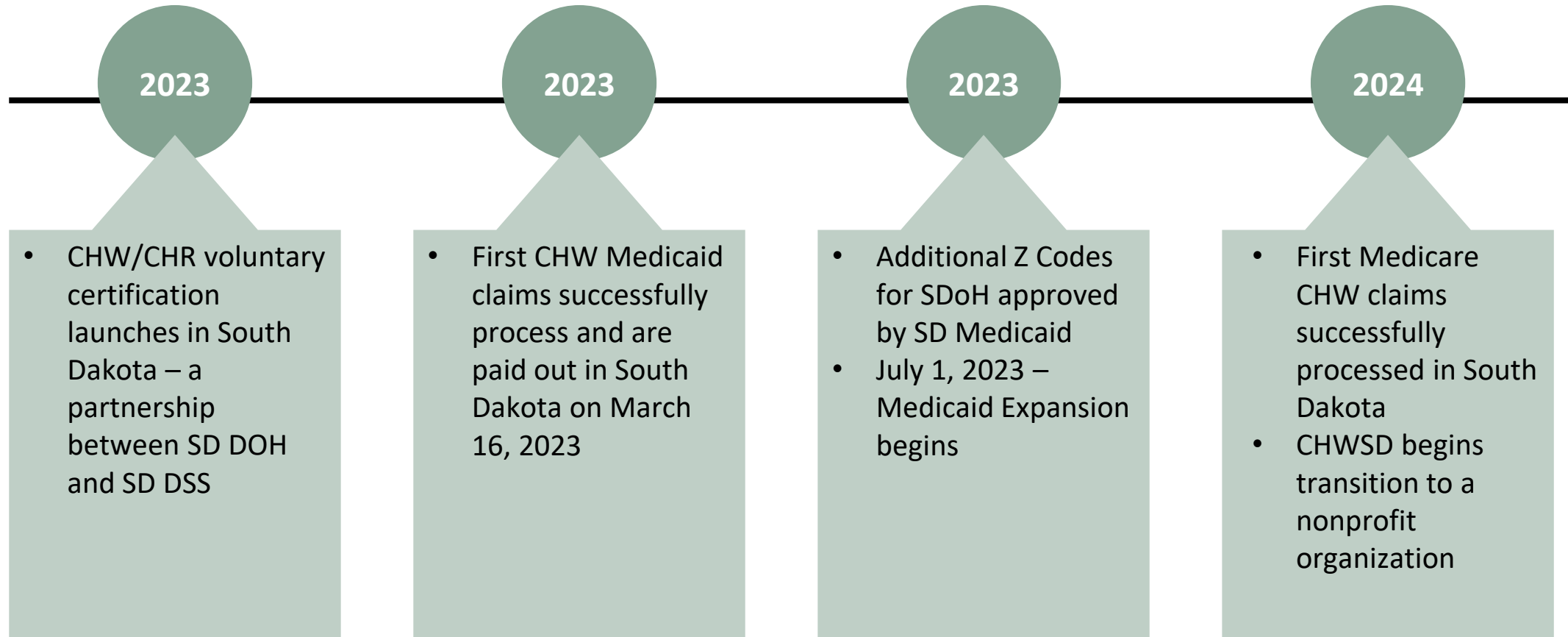
DEVELOPING A WORKFORCE

Timeline of CHW Activities in SD (Cont.)



NAVIGATING REIMBURSEMENT

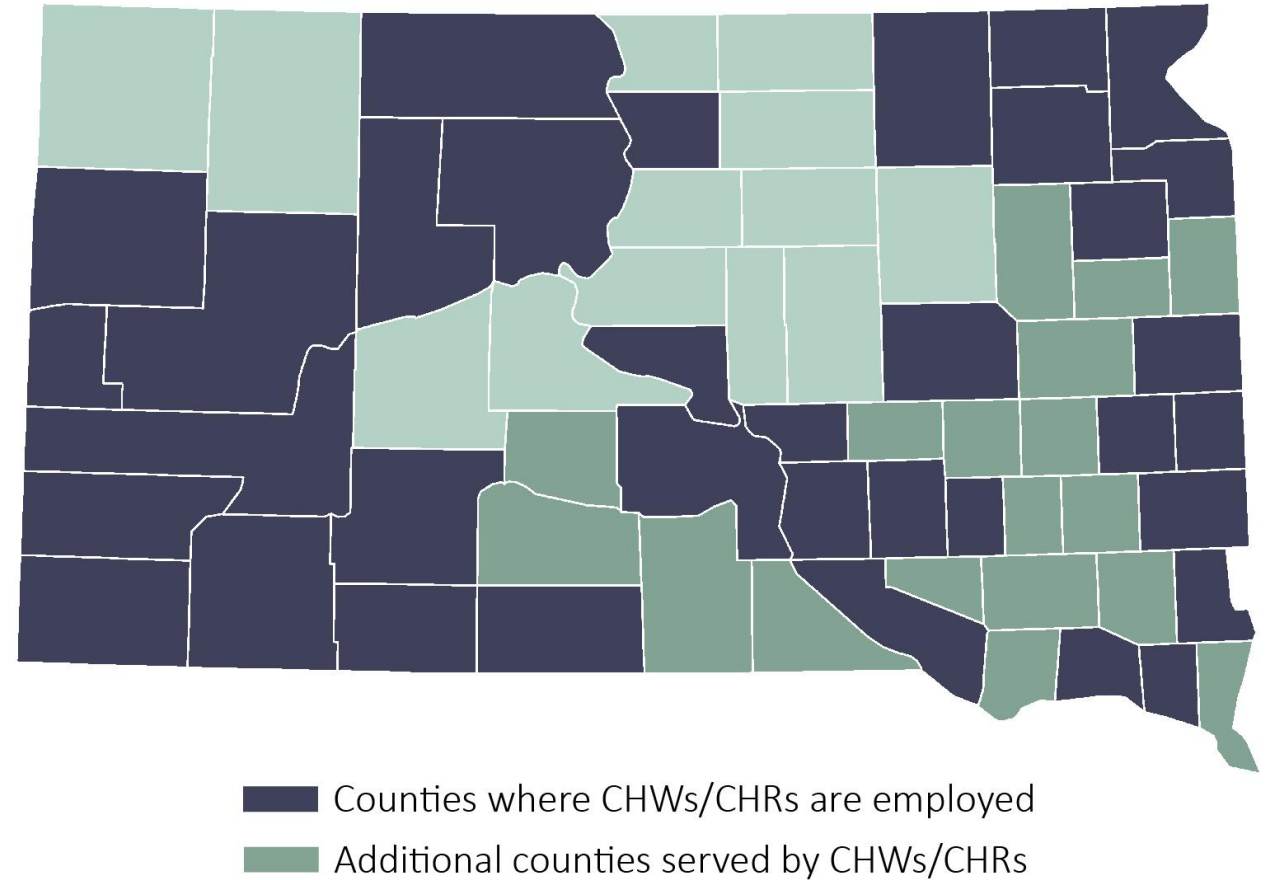
Timeline of CHW Activities in SD (Cont.)

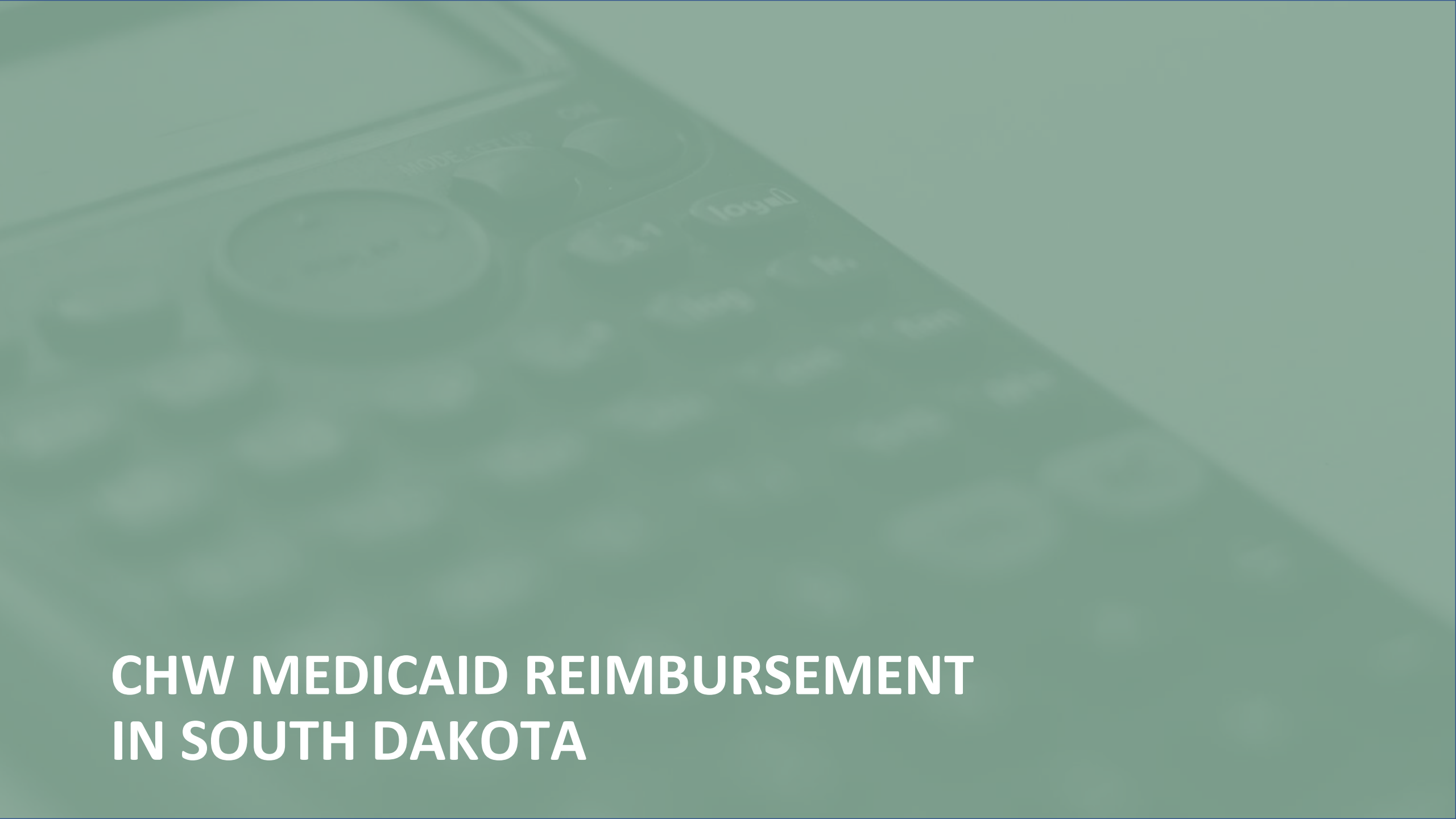


CHWS AND CHRS IN SOUTH DAKOTA

- As of October 18th, 2024
 - 85+ Tribal CHRs
 - 175+ CHWs
 - 119 Certified CHWs/CHRs in SD
 - Over 250 total CHWs and CHRs across SD
 - CHWs/CHRs work in 53/66 counties in SD

South Dakota CHW/CHR Site Map





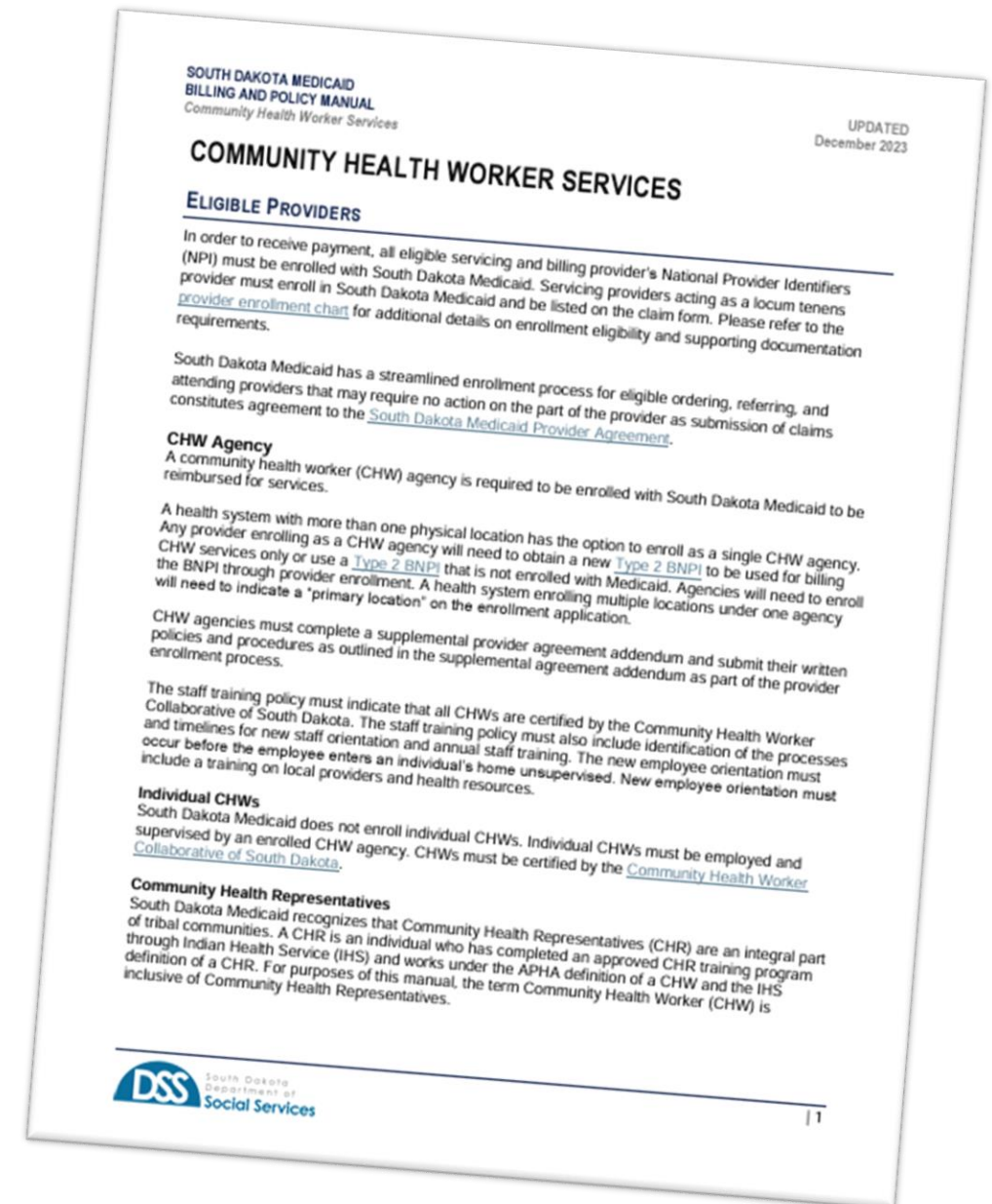
CHW MEDICAID REIMBURSEMENT IN SOUTH DAKOTA

SD MEDICAID

Billing and Policy Manual

- Available online – details the reimbursement for CHWs and CHRs in South Dakota
- Prior to beginning billing for CHW services, an organization must complete three steps:
 1. Obtain a new Type 2 NPI number for the CHW agency through NPPES using the CHW Taxonomy Code (172V00000X)
 2. Using the new Type 2 NPI number, enroll as a CHW agency with SD Medicaid
 3. Submit policies and procedures regarding CHW program to SD Medicaid (CHWSD has draft policies and procedures available).
- In SD, CHWs do not enroll as providers.

https://dss.sd.gov/docs/medicaid/providers/billingmanuals/Professional/Community_Health_Worker_Services.pdf



QUALIFYING CONDITIONS AND/OR QUALIFYING BARRIERS

Qualifying Conditions

- Asthma
- Cancer
- COPD
- Depression
- Diabetes
- Heart Disease
- High Blood Pressure
- High Cholesterol
- Mental Health Conditions
- Obesity
- Musculoskeletal and neck/back disorders
- Prediabetes
- High Risk Pregnancy
- Substance Use Disorder
- Tobacco use
- Use of multiple medications (6 or more classes of drugs)
- Oral Health Care Needs

Qualifying Barriers

- **Geographic distance from health services**
- **Lack of phone** (results in the individual going to the emergency department instead of scheduling a medical appointment)
- **Cultural/language communication barriers**
- **SDoH Barriers**

REIMBURSEMENT BASICS

Overview of Reimbursement Specifics

- No more than 4 units (2 hours) of service per day per Medicaid recipient
- No more than 104 units (52 hours) of service per year
- Up to 5 units can take place in the clinic setting
 - before transitioning to home, community, telehealth, or telephone encounter – with documented barrier
- Requires provider referral and service plan (MD, DO, PA, CNP, CNM, or dentist)
- Can be billed at an individual or group rate (group rates often used for families)

REIMBURSEMENT BASICS

Overview of Reimbursement Specifics (Cont.)

- Billed using CPT Codes – 98960, 98961, and 98962
 - \$67.46 individual per hour equivalent
- SDoH Z-Codes can be listed as a primary or secondary diagnosis code for CHW claims.
- CHW programs can submit claims using the SD Medicaid portal or a claims clearinghouse or other billing software
- Claims are submitted using a CMS 1500 form



THANK YOU

COMMUNITY HEALTH WORKER COLLABORATIVE OF SD

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