



COMMUNITY HEALTH WORKER COLLABORATIVE OF SOUTH DAKOTA

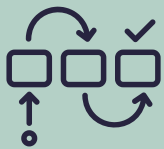
Proven Guidance for Community Health Worker (CHW) Medicaid Reimbursement

Overview

The Community Health Worker Collaborative of South Dakota (CHWSD) and the South Dakota Department of Health led South Dakota through significant efforts to secure Medicaid reimbursement for Community Health Worker (CHW) services. From 2015 to present, CHWSD has worked with South Dakota Medicaid to develop policy changes to improve the reimbursement opportunities for CHWs in South Dakota.

The CHWSD is a 501c3 non-profit and is excited to offer other statewide and regional organizations an opportunity to receive one-on-one, custom-tailored technical assistance and support to assist in navigating the CHW Medicaid Reimbursement process.

Available Technical Assistance & Support



**Medicaid
Reimbursement
Workflow/
Roadmap**

Using key stakeholder interviews, environmental scan data, and other research tools, CHWSD can help statewide and regional organizations craft a workflow or roadmap to working with policymakers to develop a plan to introduce and implement a Medicaid State Plan Amendment (SPA) to allow for CHW reimbursement. Whether needing legislative support, State Medicaid support, policymaker support, or support from other organizations and entities, Sage will provide a pathway to assist in the goal of Medicaid reimbursement for CHW services.



**Translating
Workforce
Development to
Policy Making**

CHWSD has worked with CHWs across South Dakota and beyond and understands the important work CHWs do and can help to translate that work and success into policy-making and policy-informing guidance for state Medicaid programs and other payors to utilize to implement or improve reimbursement for CHW services. Because CHW services can save Medicaid programs countless dollars, it is important to translate important workforce efforts into policy change to assist in CHW program sustainability which also influences cost savings.



**Calculating ROI
and Cost
Savings**

CHW reimbursement saves state Medicaid programs money, but it can also impact organizations' budgets, beyond just direct reimbursement. CHWSD can work with organizations to calculate the return on investment (ROI) for CHW program implementation and work to calculate additional cost savings used to justify and sustain CHW positions.



**Community-
Based
Organization
(CBO) Support
for Medicaid
Reimbursement**

CBOs typically are unfamiliar with billing Medicaid or do not have the capacity to bill Medicaid. CHWSD can work with individual CBOs, state organizations, and other groups to better understand Medicaid reimbursement and how reimbursement can impact a CBO. Medicaid reimbursement isn't another grant or fundraiser, it is long-term sustainability for a CBO. CHWSD can help navigate the Medicaid reimbursement arena for CBOs, from helping CBOs access Medicaid to helping to influence policy changes to allow for CBO reimbursement.

CHWSD is filling in the gaps for Community Health Worker (CHW) Medicaid Reimbursement and can help your organization as well! Reach out today – Ben@chwsd.org

Meet the Team



Ben (Tiensvold) May - Executive Director

Ben has served as the lead contact for the CHWSD (www.chwsd.org) since its inception in January 2020. He has led the CHWSD through significant growth over the first three years, in part due to the CDC Health Disparities Grant funding the SD Department of Health received in June of 2021. Additionally, for the past nine years, Ben served as the Coordinator for the South Dakota Diabetes Coalition (SDDC). Ben is passionate about the CHW profession and works to be an ally for all CHWs. Ben previously worked with the SD Department of Health in 2015 and 2016 on Community Health Worker-related introductory projects. This work led to key recommendations for CHWs (which the South Dakota Department of Social Services then used to develop CHW Medicaid reimbursement). Ben has Bachelor of Arts degrees in Communication Studies and Public Relations from Southwest Minnesota State University and recently completed a Graduate Certificate in Public Health from New Mexico State University. Ben is an active member of the National Association of Community Health Workers (NACHW) and a member of the CHW Section of the American Public Health Association (APHA).



Julie Ten Haken - Operations and Program Manager

Julie began her professional career as a Social Worker with the South Dakota Department of Social Services in Child Protection and then worked at Lutheran Social Services in the Adoption program as a Social Worker. After several years at LSS, Julie pursued her master's degree in Social Work from Iowa State University and then became the adoption program director at LSS. Julie also has worked in the field of human trafficking as the Director of Operations and Grants Manager at Call to Freedom prior to working with the CHWSD team. Within the CHWSD, Julie works with community-based organizations regarding CHW program development.



Tracy Bieber - Program Manager

Tracy has served as a nurse in a variety of capacities including pediatrics, post-anesthesia care unit, clinical services, infection prevention, and immunizations. She most recently worked as the Director of Clinical Services for Sanford Health World Clinics. Tracy's skillset falls within solutions-oriented planning, in-depth understanding of best practices affecting positive patient outcomes, and identifying quality-focused and efficiency-driven workflows. Tracy has always had a passion for public health and received her master's degree in public health from the University of South Dakota in 2021. Through her work as a Program Integration Nurse Consultant with the CHWSD, Tracy has helped CHW programs implement workflows for CHW programs, as well as raise awareness about the developing workforce within clinical settings



Vicki Palmreuter - Tribal Liaison and Program Manager

Vicki has extensive healthcare experience in population and community health. She is a certified master trainer in chronic disease self-management education, a lifestyle coach for the national diabetes prevention program, and has a background in tribal health and business development. Prior to her current role, during her time as the community health coordinator at Monument Health, she led the community health needs assessment process and the formation of the related implementation strategies. Vicki graduated from Concordia College in Moorhead, MN, with a bachelor of arts in biology, and is certified by the HealthSciences Institute as a Chronic Care Professional. As a program manager for South Dakota Foundation for Medical Care, in her current role as a tribal liaison and program assistant with the CHWSD, Vicki supports tribal programs, health care facilities, private payors, and community-based organizations initiating or expanding community health worker programs and organizations seeking or providing reimbursement for these services.

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Sage Project Consultants is the association manager for CHWSD.