

DEPARTMENT OF HEALTH AND HUMAN SERVICES
OFFICE OF DIRECTOR

ACTION REFERRAL

TO <i>C. Giese</i>	DATE <i>6-29-12</i>
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DIRECTOR'S USE ONLY		ACTION REQUESTED	
1. LOG NUMBER <i>101499</i>	<input checked="" type="checkbox"/> Prepare reply for the Director's signature DATE DUE <i>7-10-12</i>		
2. DATE SIGNED BY DIRECTOR <i>CC: Mr. Fect, Singleton,</i> <i>*Note: Please respond to both letters.</i>	<input type="checkbox"/> Prepare reply for appropriate signature DATE DUE _____ <input type="checkbox"/> FOIA DATE DUE _____ <input type="checkbox"/> Necessary Action		

APPROVALS (Only when prepared for director's signature)	APPROVE	* DISAPPROVE (Note reason for disapproval and return to preparer.)	COMMENT
1. <i>Cleared 8/12/12, letter attached.</i>			
2.			
3.			
4.			

Officers

Rep. Shannon Erickson, Chairman
Rep. Chandra Dillard, 1st Vice Chairman
Rep. Deborah Long, 2nd Vice Chairman
Rep. Elizabeth Munterlyn, Secretary/Treasurer



Executive Director
Phyllis Beigley
1105 Pendleton Street, Suite 522
Columbia, South Carolina 29201
Phone 803 734-2964

South Carolina General Assembly Women's Caucus

June 27, 2012

RECEIVED

Anthony Keck, Director
South Carolina Department of Health and Human Services
Post Office Box 8206
Columbia, SC 29202

Department of Health & Human Services
OFFICE OF THE DIRECTOR

Dear Director Keck,

The South Carolina General Assembly Women's Caucus would like to express its support for including the Nurse-Family Partnership (NFP) on the Department of Health and Human Services' Birth Outcomes Incentives List. It is important that the state implement strategies that include programs that have a statewide infrastructure, support from the private sector and can produce demonstrable results. We believe that a strong, evidence-based program like NFP will play a critical role in achieving the goals laid out by the Birth Outcomes Initiative.

NFP is currently operating in 19 counties, serving over 700 families. Each program is working to sustain and expand its ability to serve targeted at-risk populations through strong community support and cooperation between the public and private sector. Incentivizing a successful program like NFP will help to bring in more involvement from the private sector, allow NFP to continue to expand and increase its penetration into at-risk populations as well as demonstrate the strong return on investment by improving the health of mothers and their babies.

NFP is well positioned to impact your agency's goals of reducing preterm birth, improving overall health and reducing costs to the state. NFP data has shown that program participants had lower rates of preterm birth, higher rates of babies born with a healthy weight, an increase in breastfeeding and a reduction in NICU costs. In addition, NFP has been demonstrated to reduce second babies and produce better spacing between pregnancies, reduce ER visits for mothers and children, increase disease management for chronic illness such as asthma, diabetes and hypertension and improve access to community based resources such as eye clinics and dentists.

We appreciate your consideration of including NFP on the Birth Outcomes Incentives List and look forward to continuing to work with you to improve the lives of citizens of South Carolina.

Sincerely,

Rep. Shannon Erickson (R-Beaufort)
Chairman

Brwn-

Pls log Bb

C: Dineen, 10/27

*Director's sign'

Chandra Dillard

Rep. Chandra Dillard (D - Greenville)

Deborah Long

Rep. Deborah Long (R- Lancaster & York)

Laurie Slade Funderbark

Rep. Laurie Slade Funderbark (D- Kershaw)

Joan Brady

Rep. Joan Brady (R-Richland)

Rita Allison

Rep. Rita Allison (R-Spartanburg)

Gilda Cobb-Hunter

Rep. Gilda Cobb-Hunter (D-Orangeburg)

Phyllis Henderson

Rep. Phyllis Henderson (R-Greenville)

Patsy Knight

Rep. Patsy Knight (D-Dorchester)

Elizabeth R. Munnerlyn

Rep. Elizabeth Munnerlyn (D-Marlborough)

Anne Thayer

Rep. Anne Thayer (R-Anderson)

June 28, 2012

RECEIVED

JUN 29 2012

Anthony Keck
Director

South Carolina Department of Health and Human Services
Post Office Box 8206
Columbia, SC 29202

Department of Health & Human Services
OFFICE OF THE DIRECTOR

Dear Director Keck,

As supporters of South Carolina Nurse Family Partnership (SC NFP), we urge you to consider placing NFP on the Birth Outcomes Incentive list. Attached is a justification for the request.

NFP is serving more than 700 mothers and their babies in 7 sites that span 19 counties. In SC, NFP has built a strong infrastructure to support continuous quality improvement, development, and sustainability. ***All sites are poised for expansion and they can scale up from 4 to 8 nurse teams relatively quickly.***

Additionally, there are at least 3 regions of the state that have regularly met to discuss their interest in bringing NFP to their communities. ***Nearly every county is interested in working with an existing site or forming a new site*** when there is not an infrastructure in place. Those counties are:

- Darlington, Florence, Kershaw, Marion, and Sumter
- York, Chester, Lancaster
- Aiken, Allendale, Orangeburg, Barnwell, Bamberg and Calhoun
- Kershaw
- Oconee
- Laurens

SC NFP has a record of success in building public/private partnerships. All sites work with community partners on sustainability and our programs have a strong record of accomplishment for delivering outcomes. Most importantly, ***NFP delivers value for every dollar invested.***

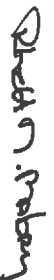
Placing NFP on the incentive list will increase MCO investments in NFP. Health plans understand the business case for NFP but an obstacle is their short time horizon to show ROI due to client turnover. The incentives will allow for the expansion of NFP and in turn, SC will see improvements in birth outcomes.

Thank you for your consideration and know that we are available to answer any questions as needed.

Sincerely,



Dan Wuori
Chair
SC NFP



Rhett Mabry
Vice President
Duke Endowment



Harvey Galloway
Executive Director
BlueCross BlueShield of South Carolina Foundation

The Case for Nurse Family Partnership to be Added to the Incentive List

- **Background: Birth Outcomes Initiative creates incentive list for providers and health plans**

In 2011, DHHS began a Birth Outcomes Initiative (BOI) with the goal of reducing Medicaid preterm birth rates. To support the BOI goals, DHHS established an incentive fund by withholding 1% of Medicaid funding from health plans unless strategies on the approved list are implemented.

Currently, breastfeeding and a pilot program called Centering Pregnancy qualify. However, Centering Pregnancy can't be scaled up quickly and it's anticipated that some of the \$4 million in incentive funding may be re-allocated. *NFP is uniquely positioned to scale up quickly and deliver savings.* Data show, for families participating in the NFP program:

- 30% reduction in first preterm births and 3.4% reduction in subsequent preterm births
- 22% reduction in tobacco smoked during pregnancy
- 25% reduction in pregnancy-induced hypertension
- 28% reduction in births within 2 years postpartum
- 19% increase in full immunization, ages 0-2
- 50% reduction in injuries treated in emergency departments, ages 0-2
- 8.9% reduction in person months of Medicaid coverage

- **Current Situation: NFP is experiencing a growing demand for expansion**

NFP has been successfully implemented in 19 counties since 2011. Data show:

- For NFP participants, 10% of births were preterm, while the rate for all of SC is 14.5 %.*
- 53% of NFP participants are African-American women, nearly double the national average.
- For NFP participants, 89% of babies were born at a healthy weight and 90% were full term.
- For NFP participants, 68% of mothers initiated breastfeeding as compared to 56.8% of first births paid by Medicaid.**

- **Capacity: NFP is a program with strong national support and local backing**

- NFP can scale-up quickly and *nearly every area of the state has expressed interest.*
- NFP has taken steps to target the *most at-risk mothers.*
- *NFP has proven to be effective* in improving the health and education outcomes for families in need of services.

- **Opportunity: To leverage private/public funding**

- NFP has successfully *leveraged public and private funds.*
 - Select Health has committed to fund an NFP site and we believe their commitment *would increase* with incentive money.
- Incentives may persuade another major plan considering investment. *Piloting NFP through health plans helps create meaningful data on SC cost savings.*

- **Recommendation: Add Nurse Family Partnership to the DHHS incentive list**

dos letter 000499

The Honorable Shannon Erickson
SC House District 124, Beaufort Chairman
SC General Assembly Women's Caucus
1105 Pendleton Street, Suite 522
Columbia, South Carolina 29201

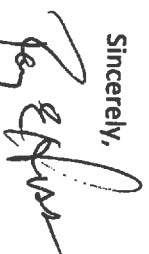
Dear Representative Erickson:

Thank you for your letter of support for the Nurse-Family Partnership (NFP) involvement in the South Carolina Department of Health and Human Services (SCDHHS) Birth Outcomes Initiative (BOI) incentive program.

On June 27, 2012, the SCDHHS unveiled to the Coordinated Care Improvement Group it's plans for withholds and incentives that will be incorporated into upcoming Managed Care contracts. At the meeting, the list of incentives included support for the Nurse Family Partnership program. While the details of how this incentive will be implemented are still under development, the agency recognizes the importance of improved health outcomes that the NFP can provide.

We greatly appreciate your continued support of the South Carolina Medicaid program, as we all work to provide the best healthcare to the citizens of this State. If you have any additional questions, please feel free to contact Ms. Valeria Williams, Program Director in the Bureau of Medical and Health Services at (803) 898-3477.

Sincerely,



Roy E. Hess
Deputy Director

July 12, 2012

Dan Wuori, Chair
Rhett Mabry, Vice President
Harvey Galloway, Executive Director
S. C. Nurse-Family Partnership
Post Office Box 11644
Columbia, South Carolina 29211

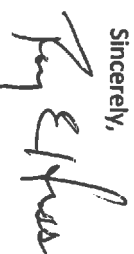
Dear Mr. Wuori, Mr. Mabry, and Mr. Galloway:

Thank you for your letter of support for the Nurse-Family Partnership (NFP) involvement in the South Carolina Department of Health and Human Services (SCDHHS) Birth Outcomes Initiative (BOI) Incentives program.

On June 27, 2013, the SCDHHS unveiled to its Coordinated Care Improvement Group it's plans for Withholds and Incentives that will be incorporated into upcoming Managed Care contracts. At the meeting, the list of incentives included support for the Nurse Family Partnership program. While the details of how this incentive will be implemented are still under development, the agency recognizes the importance of improved health outcomes that the NFP can provide.

We greatly appreciate your continued support of the South Carolina Medicaid program, as we all work to provide the best healthcare to the citizens of this State. If you have any additional questions, please feel free to contact Ms. Jennifer Campbell, Program Director in the Bureau of Care Management at (803) 898-2593.

Sincerely,



Roy E. Hess
Deputy Director

DEPARTMENT OF HEALTH AND HUMAN SERVICES
OFFICE OF DIRECTOR

ACTION REFERRAL

Rebog from Giese to HHS per Giese on 7/9/12. Due date changed to 7-18-12

TO HHS	DATE 6-29-12
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DIRECTOR'S USE ONLY	ACTION REQUESTED
1. LOG NUMBER 601499	<input checked="" type="checkbox"/> Prepare reply for the Director's signature DATE DUE 7-18-12
2. DATE SIGNED BY DIRECTOR C. Mr. Fick, Singleton,	<input type="checkbox"/> Prepare reply for appropriate signature DATE DUE _____
*Note: Please respond to both letters.	<input type="checkbox"/> FOIA DATE DUE _____
	<input type="checkbox"/> Necessary Action

APPROVALS (Only when prepared for director's signature)	APPROVE	* DISAPPROVE (Note reason for disapproval and return to preparer.)	COMMENT
1. <i>[Signature]</i>	7-12		
2.			
3.			
4.			

Annex - Rebog to Jerry in - ASAP. / C HHS