



Contractor's Toolbox: Making the Most of Your SBHC Budget

A presentation by Jamie Slama and Kai W. McKinney SBHC Program Consultants

We've come so far!



- Then (FY14) – budget of \$2.5mil
 - SBHCs in 54 schools
 - Almost no telehealth present
- Now (FY26) -budget of over \$10mil
 - SBHCs in 118 schools
 - Brick and mortar
 - Mobile
 - Telehealth
 - **Over 19,000 students served with more than 58,000 visits**
 - Physical and Behavioral Health Care with dental at some sites

The Tools that Built These Clinics

- Sustainable Funding
- Commitment to Data Excellence
- Creativity
- Collective Solutions

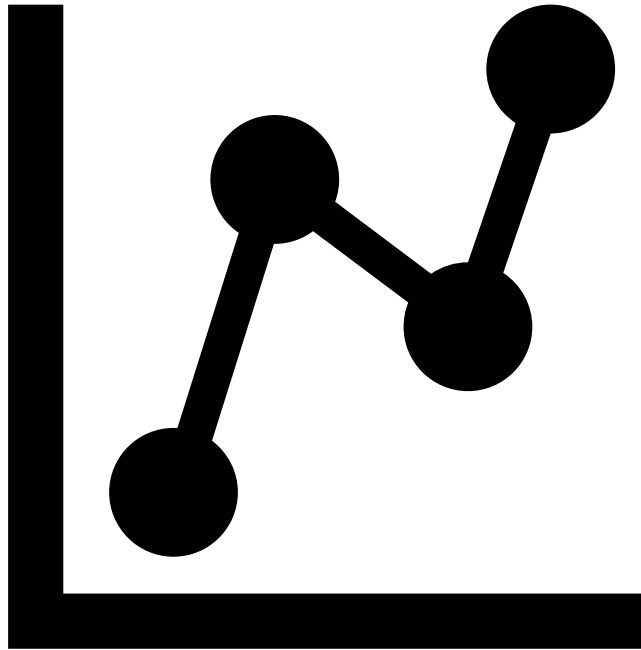


Sustainable Funding

- OSAH supports
 - Meeting your Deliverables Deadlines and Billing EVERY MONTH allows us to continue supporting your work
- You also have opportunities to apply for grants from NMASBHC and other groups
 - Keep an eye out for these opportunities and ask for support preparing your applications



Commitment to Data Excellence



Your consistency in submitting data helps us demonstrate to legislators how effective the SBHC program is

Your Data submissions drive our ability to ask legislators for more support

- We produce some of the most robust and reliable data of any program in DOH through our partnerships with Apex Evaluations and YOU

SBHC Contractor's Deliverable Toolbox

Visit Data Exports

Submit monthly visit data including every visit and billing code for each patient seen.

Due Date: 15th of each month

Reports Produced: Visit Data Snapshots – Oct 31, Jan 31, Apr 30, Jul 31

Contacts:

Apex Support: support@apexeval.org | (505) 828-0082

Dominique Pierre (Lead Evaluator): d.pierre@apexeval.org

Victoria Varela (Project Coordinator): v.varela@apexeval.org

SBHC Patient Satisfaction Surveys

Collect satisfaction surveys from **at least 10% of students seen each month.**

Due Date: 15th of each month

Reports Produced: Patient Survey Snapshots – Mar 1, Aug 1

Contacts:

Dominique Pierre (Lead Evaluator): d.pierre@apexeval.org

Jamie Duvall (Supporting Evaluator): j.duvall@apexeval.org

Just Health Administration (Screening Data)

Conduct comprehensive health screenings annually for each student. Data syncs automatically when iPads are connected to Wi-Fi. **Expected 75% of all students seen each month.**

Due Date: Ongoing; ensure 75% completion by June 30

Reports Produced: Screening Summary Reports – Nov 15, Feb 15, May 15, Aug 15

Contacts:

Brenda Hutcherson (HIPAA/Data): b.hutcherson@apexeval.org

Sam Starikov (Database Coordinator): s.starikov@apexeval.org

Safia Safi (Data Specialist): s.safi@apexeval.org

Operational Plans

Submit and update operational plans to track progress and goals.

Initial Plan Due: Sept 30

End-of-Year Report Due: May 15

Regional Consultants:

Jamie Slama – South/East/Northern: Jamie.Slama@doh.nm.gov

Kai McKinney – Metro/Northern: kai.mckinney@doh.nm.gov



This Photo by Unknown Author is licensed under [CC BY-ND](#)

Creativity

- Solutions like hiring CHWs for clinical and admin tasks allow you to access other streams of revenue
 - **Make sure they are registered with Medicaid!**
- Screening EVERY student helps generate follow-up visits and adheres to best practices
 - **22% of SBHC users do not go anywhere else for care**

Collaborative Problem-Solving Activity

- This meeting is an opportunity for SBHC contractors to collaborate and support each other
- No one knows how to solve the unique challenges faced by SBHCs better than YOU!
- We will divide you into groups to discuss challenges and solutions you have faced in your time working in SBHCs



Collective Solutions

- Get into your numbered groups
- Follow the instructions to make a T chart with challenges and solutions
 - at least 3 challenges faced by SBHCs and
 - at least 1 solution for 1 of the challenges
- You have 15 minutes before each group will present



Challenges and Solutions

What are some common challenges?

What are some solutions that have worked for SBHC teams in this room?



Thank you!

- SBHCs are part of healthy communities.
- We are stronger together because of your work.
- DOH and NMASBHC are here to support your success
- Contact: kai.mckinney@doh.nm.gov or jamie.slama@doh.nm.gov with follow up questions