

CCBHC-E NTTAC Sustainability Learning Series

Session 2: Transitioning from Grant Programs to State Certification

December 5, 2022

CCBHC-E National Training and Technical Assistance Center

Funded by Substance Abuse and Mental Health Services Administration and operated by the National Council for Mental Wellbeing

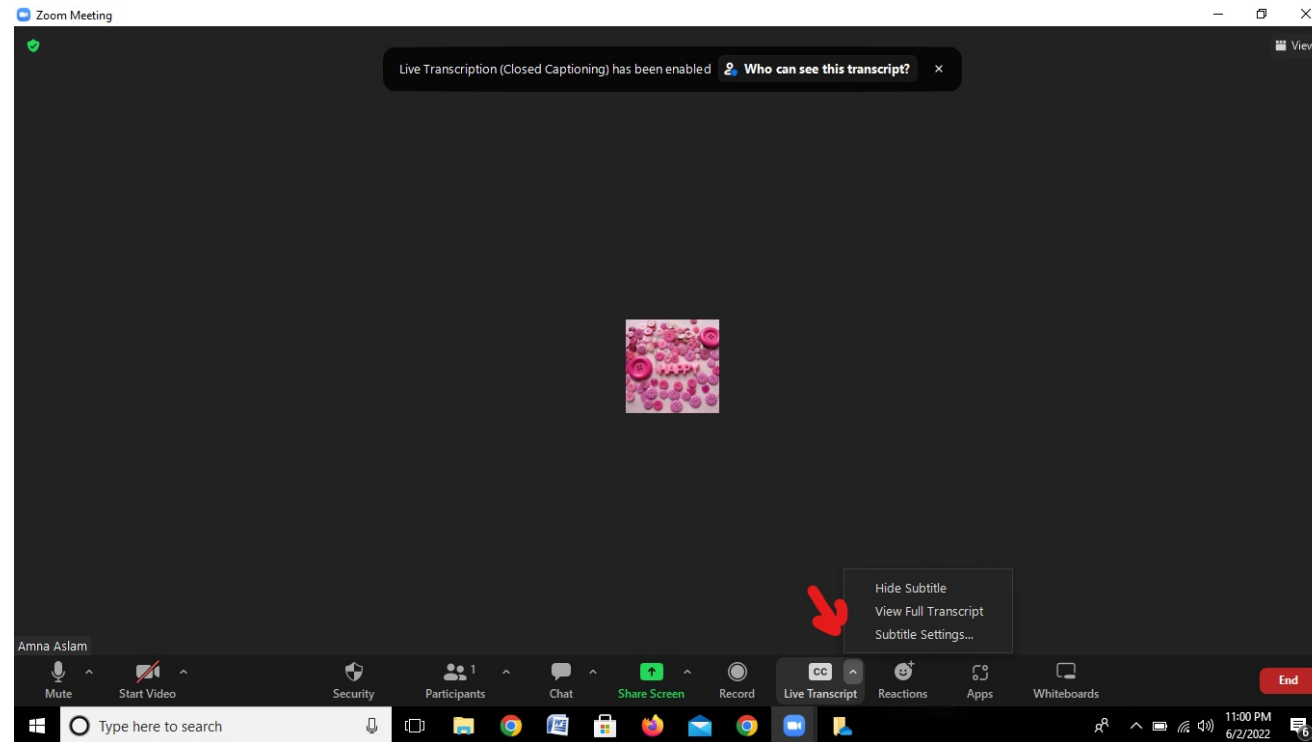
Acknowledgements and Disclaimer

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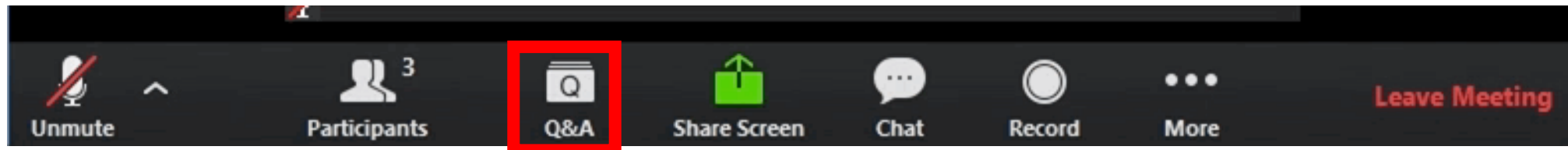


How to Enable Closed Captions (Live Transcript)

Next to “Live Transcript,” click the arrow button for options on closed captioning and live transcript.



How to Ask a Question



Please share questions throughout today's session using the **Q&A Feature** on your Zoom toolbar.
We'll answer as many questions as we can throughout today's session.

Today's Session: Slides and Recording

Slides and the session recording link will be available on the [CCBHC-E NTTAC website](#) under “Training and Events” > “Past Events” within 2 business days.

The screenshot displays the CCBHC-E National Training and Technical Assistance Center website. On the left, a navigation menu under 'Training & Events' includes links for 'About Us', 'Resources', 'Training & Events' (highlighted with a red arrow), 'Learning Communities', 'On-Demand Modules/Lessons', 'Learning and Action Series', and 'Request Training/Assistance'. To the right, a 'Calendar of Events' section features a search bar, date filters for 'Start Date' and 'End Date', and a 'Select Event' dropdown menu. The dropdown menu is open, showing 'Future Events' and 'Past Events' (highlighted in blue with a red arrow), with an 'Apply' button below. A red arrow also points from the 'Relias' sidebar to the 'Past Events' option.

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Agenda



- Welcome and logistics
- Review of agenda, learning objectives and presenters
- Understanding CCBHC State Certification
- Preparing for CCBHC State Certification
- Case Studies: Integrated Services of Kalamazoo (MI) and Western Mental Health Center (MN)
- Next Steps: Sustainability plans and actions
- Questions



Learning Objectives

- Define the current CCBHC state implementation landscape and future opportunities for clinics in state programming
- Identify strategies for using CCBHC grants to prepare for state certification



Today's Presenters



Jane King, PsyD, LP
Senior Consultant
CCBHC-E NTTAC, National
Council for Mental
Wellbeing



Mindy Klowden, MNM
Senior Director
Third Horizon Strategies



Beth Ann Meints
Integrated Services of
Kalamazoo



Sarah Ackerman
Executive Director
Western Mental Health Center



Understanding CCBHC Certification

- SAMHSA CCBHC-E Grant = **Attestation**
 - SAMHSA does **not** provide CCBHC certification
 - Grantees **attest** to meeting the CCBHC criteria
- State **Certification**
 - States with Centers for Medicare and Medicaid Service (CMS) approval certify clinics to operate as CCBHCs
 - Prospective CCBHCs follow their state's certification process

Note: Although the [CCBHC Criteria](#) is central to certification, each state has defined their own process for certification and some state-specific certification requirements that a provider must meet to be certified as a CCBHC.



Comparing Elements of CCBHC Funding Options

	SAMHSA CCBHC Grants	State Medicaid Funded CCBHC
Eligibility	Open to community-based behavioral health non-profit organizations, or organizations that are either (a) part of a local government behavioral health authority; or (b) operated under the authority of the Indian Health Service, an Indian tribe, or tribal organization; or (c) an Urban Indian Organization pursuant to a grant or contract with the Indian Health Service under Title V of the Indian Health Care Improvement Act (25 U.S.C. 1601 et seq.).	Open to only 10 participating demonstration states, and the state determines how and which clinics can participate.
Administration Authority	Administered by SAMHSA.	Administered by state Medicaid and Behavioral Health authorities within guidelines set by SAMHSA/CMS.
Payment	Grantees receive grant funds for a set period of time to implement approved services and activities and continue to bill Medicaid and other payers as usual during that period.	CCBHCs receive clinic-specific Medicaid payments through the PPS methodology .
Required Services	Required to provide the scope of services provided for in the CCBHC Criteria under Program Area 4. Services should be provided directly or through established DCO partnerships, along with any additional requirements as indicated in the SAMHSA CCBHC Grant NOFO.	CCBHCs are required to provide a comprehensive range of services directly or through an established DCO partnership (see CCBHC Criteria Scope of Services 4.A – 4.K).
Reporting Expectations	Required to submit IPP measures and NOMs via SPARS. For CCBHC-PDI and CCBHC-IA grantees, CCBHC clinic-level quality measures are required in the annual progress performance report starting at the end of the second grant year.	There are 21 CCBHC quality measures . Clinics are required to report on the required clinic-reported measures, while states report on the state-reported measures.



CCBHC State Program Status

Demonstration States Not Currently Certifying New Sites

- Kentucky
- Michigan
- New Jersey
- New York
- Oregon

States Currently Certifying New Sites

- *Kansas*
- Minnesota
- Missouri
- Nevada
- Oklahoma
- Pennsylvania (ICWC)*
- *Texas (No PPS)*

Bolded States = Part of Medicaid Demonstration

Italicized States = Independent State Adoption of CCBHC

*In 2019, Pennsylvania converted the CCBHC program to a Pennsylvania-specific model called Integrated Care and Wellness Clinics (ICWC).

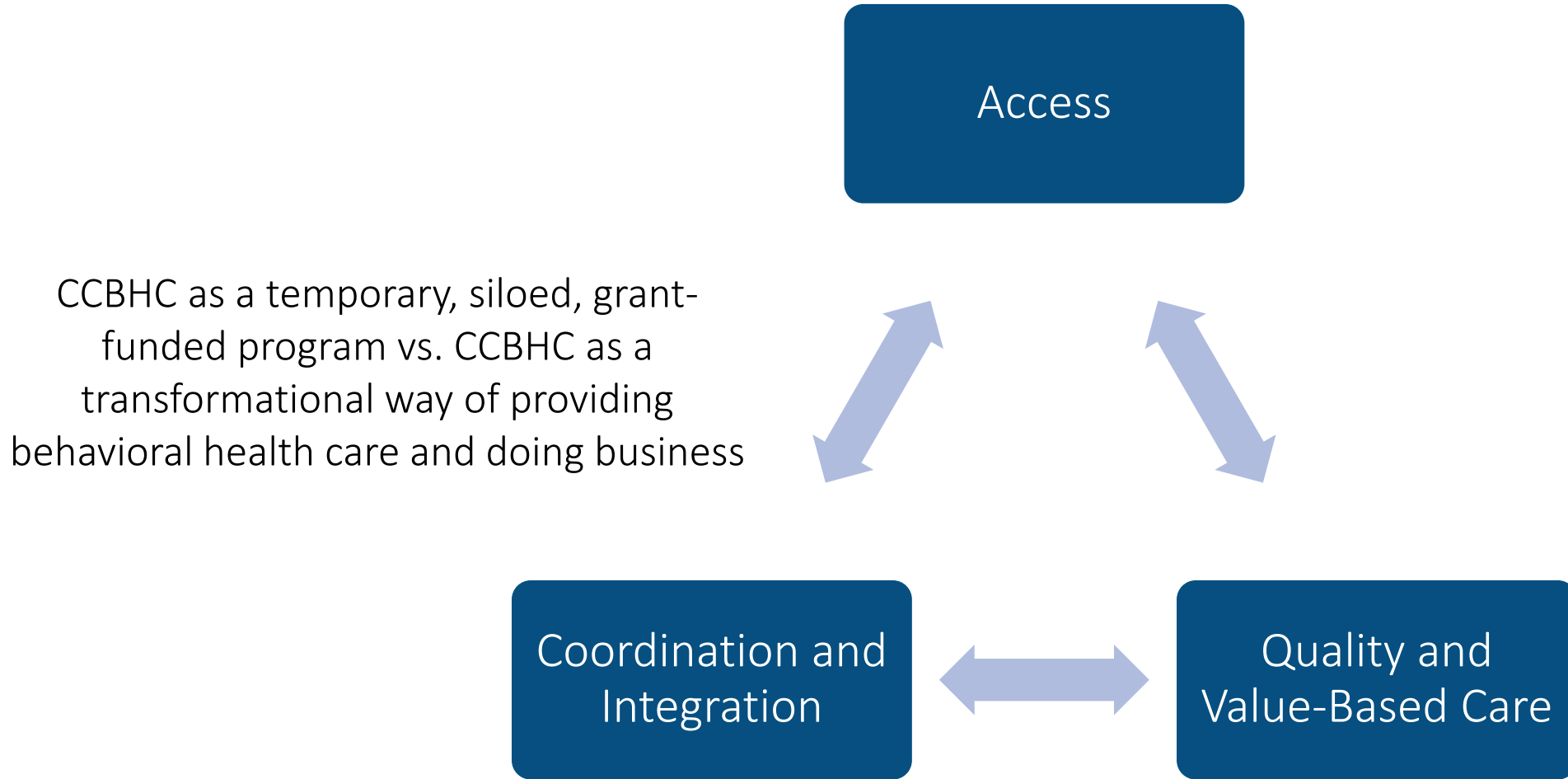


Common Elements of Certification

- **Needs Assessment:** All states complete a state-wide needs assessment to identify community needs and gaps in the system, as well as determine program capacity and evidence based practice implementation to address those needs. Each prospective CCBHC must also complete a needs assessment for their defined service area.
- **Certification Application:** Each state requires a written application for CCBHC certification.
- **Certification Checklist:** States often use a version of the certification checklist SAMHSA provided as part of the demonstration and/or as an attachment to the CCBHC-E grant NOFO.
- **Certification Documentation:** States often require submission of required plans, policies, and procedures.
- **Site Visit:** Many states include a site visit in their certification process with specific checklist items to be reviewed on-site.
- **Cost Report:** All states require a prospective CCBHC to complete a CMS-developed CCBHC cost report that includes actual and “anticipated” costs for all people to be served, regardless of insurance status
- **PPS Rate Setting:** Based on the approval of the CCBHC cost report, a rate is established with the clinic.
- **Review of Certification:** Most states require a review of the CCBHC a year or more into implementation of the model to ensure fidelity is maintained.



Culture Change is Pivotal to Sustainability



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Organizational Culture Change in the Context of CCBHC Certification and Alternative Payment

CCBHCs that are certified in the Demonstration States receive a prospective payment system rather than a traditional fee for service reimbursement.

- Clinics must prepare to shift from managing a grant budget to **managing a PPS rate**.
- Because rates are set based on projected utilization, strong capacity for **projecting anticipated costs** will reduce the risk that clinics experience a financial loss if the level of need or intensity of services exceeds what was anticipated.
- CCBHC grantees can begin to prepare by **building infrastructure and capacity into grant budgets** to better understand their client utilization patterns, implement risk stratification tools, and determine the true costs of providing care.
- CCBHC grantees also can begin to embrace a **culture of value** and make better use of **data to help drive clinical decision-making**.



Preparing for Certification: Tips and Tactics

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Preparing for Certification – First Steps

If you do not currently have any CCBHC funding support (which is not likely most of you on the line!)...

- Assess your current operations and services against the CCBHC criteria.
- Consider pursuing a SAMHSA CCBHC grant to support preparation.
- Conduct a needs assessment of your community.



Preparing for Certification as a CCBHC Grantee

- Leverage the attestation process as practice and preparation for certification
- Maintain attestation materials
- Complete a comparison of the grant attestation requirements and your state's certification requirements to formulate a work plan
- Update your needs assessment



Preparing for Certification

- **Understanding your options and guidelines**
 - Identify CCBHC status in your state
 - Research state certification process
 - Know your state's priorities for CCBHC services and EBPs
 - Connect with other grantees + state behavioral health association
- **Organize and prepare**
 - Build strong knowledge of criteria requirements
 - Develop process for compiling/maintaining materials
 - Prepare for state certification or licensing requirements
 - Prepare for PPS
 - Establish data collection and quality reporting capacity



Case Study: Integrated Services of Kalamazoo

CCBHC Planning: Crosswalk... Develop... Braid it together



CRITERIA	DESCRIPTION	EVIDENCE
Their Ask	Your Story	Your Proof
...What is being asked for, sourced through the feds.	...Your organization’s specific actions, processes, and history that support the criteria.	...Reference list with proof of existence for a given criteria; what, exactly you have in place and documented.



Case Study: Western Mental Health Center





Questions?



Preparing for Session 3: Financial Sustainability

Total annual allowable CCBHC costs

Total number of CCBHC daily or monthly encounters
per year

=

Daily/Monthly Medicaid PPS
encounter rate

CMS CCBHC cost report used to generate rate

All costs regardless of payer source

Direct costs (e.g., staff salaries, supplies)

Allocated indirect costs (e.g., rent, insurance)

Anticipated direct and indirect costs

Stratified rates for complex populations in monthly rate

Invite your Finance Team
to Session 3

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CCBHC-E NTTAC Sustainability Learning Series Sessions

Session 3: Financing for Sustainability – Understanding Your Costs and Preparing for New Payment Models

- Monday, Jan. 9, 2-3 p.m. ET
- [Register here](#)

Monthly Cohort Calls

Monthly cohort calls from the CCBHC-E NTTAC give CCBHC staff members a regular space for sharing with peers, generating solutions and cross-collaboration. Participate as often as you like. Sign up today and share this opportunity with other members of your team!

Event Type	Date + Time	Registration Link
Executives	The last Friday of each month from 12:00-1:00pm E.T.	Register here
Program Directors	The first Wednesday of each month from 12:00-1:00pm E.T.	Register here
Evaluators/CQI Leads	The first Tuesday of each month from 3:30-4:30 pm E.T.	Register here
Medical Directors	The first Monday of each month from 12:00-1:00 pm E.T.	Register here



Questions or Looking for Support?



Receive assistance from our team of experts!

The CCBHC-E National Training and Technical Assistance Center provides consultation and technical assistance on CCBHC implementation to expansion grantees. Fill out this form to request assistance today.

Request Training/Assistance

Fields marked with an (*) are required.

First name *	Last name *
<input type="text"/>	<input type="text"/>
Title *	Organization/Company *
<input type="text"/>	<input type="text"/>

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Thank You!


Thank you for attending today's event.


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Calendar of Events









Future Events 

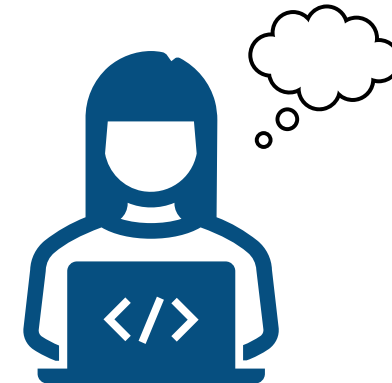
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