

## Hidden in Plain Sight

### Accessing Funding for Youth Permanency Services



**Mission Focused Solutions**  
We open doors to permanent families for children in foster care

www.missionfocused.org

## About This Webinar

- You will be able to see the webinar slides on your computer. To hear the presentation, either listen through your computer speakers or use the Audio portion of the GoToWebinar control panel and switch to Use Telephone. You'll then call the number listed in the control panel and enter the PIN.
- All participants are muted throughout the presentation.
- If you have questions, please type them in the Questions box at the bottom of the GoToWebinar control panel and click Send. We'll take a few opportunities during the session to ask the questions aloud so everyone can hear the answers.



**Mission Focused Solutions**  
We open doors to permanent families for children in foster care

www.missionfocused.org



**Concept:** What you see matters



**Context:** Reinvesting savings achieved through Specialized Youth Permanency Services and Family Finding



**Shiny Object:** Fiscal crisis got everyone looking at ways to maximize resources and cut costs



**Strategy:** Incentives, leverage points & other strategies for adoption of methodologies in your jurisdiction

**Mission Focused Solutions**  
We open doors to permanent families for children in foster care

www.missionfocused.org



Solutions are hidden in plain sight

**Mission Focused Solutions**  
We open doors to permanent families for children in foster care

www.missionfocused.org

## Fiscal Strategies

Cutting Spending  Reduced Costs



**Mission Focused Solutions**  
We open doors to permanent families for children in foster care

www.missionfocused.org

## Cutting spending often drives up costs



Cutting spending by closing medical clinics

Drives up costs from increased Emergency Room usage



**Mission Focused Solutions**  
We open doors to permanent families for children in foster care

www.missionfocused.org

### Cutting spending for child welfare...

Drives costs ↑  
with longer stays,  
placement instability, poor permanency  
outcomes



**Mission Focused Solutions**  
We open doors to permanent families for children in foster  
care

www.missionfocused.org

### Reduce Costs by moving children from expensive foster care...

Age 12+  
CA Group  
Home Lvl 12  
\$104,571

Age 12+  
CA Foster  
Family Agency  
\$23,537



**Mission Focused Solutions**  
We open doors to permanent families for children in foster  
care

www.missionfocused.org

### ...to permanent families

CA  
Adoption  
Subsidy  
\$9,827



#### Annual savings

Adoption from  
Group Home Lvl 12  
\$104,571  
-\$9,827  
\$94,744

Adoption from  
Agency Foster Care  
Home  
\$23,537  
-\$9,827  
\$13,710

saved **each year** youth  
would have remained in care

**Mission Focused Solutions**  
We open doors to permanent families for children in foster  
care

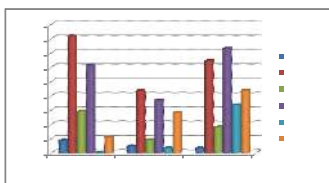
www.missionfocused.org

### Think Like a Venture Capitalist



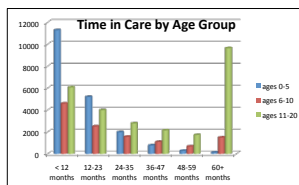
**Mission Focused Solutions**  
We open doors to permanent families for children in foster  
care

www.missionfocused.org



#### Cost Components:

- Placement Type
- Age of Child
- Time in Care



**Mission Focused Solutions**  
We open doors to permanent families for children in foster  
care

www.missionfocused.org

### Best Outcomes have Lower Costs



Adoption



Reunification



Kin Guardianship



**Mission Focused Solutions**  
We open doors to permanent families for children in foster  
care

www.missionfocused.org

## Who Saves?

CA Adoption from Private Agency Foster Home	Total	County	State	Fed
FC Agency Placement Payment age 12+ (A)	\$23,537	\$ 9,462	\$ 6,308	\$7,767
Adoption Subsidy (100% FFP) (B)	\$ 9,827	\$1,432	\$ 4,297	\$4,098
Annual Cost Savings (A-B)	\$13,710	\$ 8,030	\$2,011	\$3,669

**Mission Focused Solutions**  
We open doors to permanent families for children in foster care

[www.missionfocused.org](http://www.missionfocused.org)



## Destination Family Youth Permanency Mental Health Program (CA)

Real case examples



	Age @ Adoption or Guardianship	County Savings Thru Age 18	State Savings Thru Age 18
Mary	13 yrs 8 mos	\$32,310	\$17,866
Sylinni	16 yrs 8 mos	\$18,954	\$12,636
Alysia	16 yrs 5 mos	\$6,146	\$4,098
Total County and State Savings		\$57,410	\$34,600

**Mission Focused Solutions**  
We open doors to permanent families for children in foster care

See Appendix A

[www.missionfocused.org](http://www.missionfocused.org)

## Think Like a VC



**Mission Focused Solutions**  
We open doors to permanent families for children in foster care

[www.missionfocused.org](http://www.missionfocused.org)

## Enter Youth Permanency Movement



**Mission Focused Solutions**  
We open doors to permanent families for children in foster care

[www.missionfocused.org](http://www.missionfocused.org)

## Challenged prevailing beliefs



**Mission Focused Solutions**  
We open doors to permanent families for children in foster care

[www.missionfocused.org](http://www.missionfocused.org)

## Changed Organizational Culture



**Mission Focused Solutions**  
We open doors to permanent families for children in foster care

[www.missionfocused.org](http://www.missionfocused.org)

## California Rich in Venture Capital for Youth Permanency

7 Youth Permanence Models  
received a total of  
\$ 30,000,000  
in start-up capital

**Mission Focused Solutions**  
We open doors to permanent families for children in foster  
care

www.missionfocused.org

## Remember the VC?



One project's grant proposal included a commitment from the county to seek permission to reinvest savings achieved to allow the project to continue.

**Mission Focused Solutions**  
We open doors to permanent families for children in foster  
care

www.missionfocused.org

⇒ 86% of youth served in Sacramento & Nevada Counties achieved permanence.

⇒ The project documented savings achieved throughout the 5-year project.

Example: (Based on 2010 Sharing Ratios)

Annual	Total	County	State	Federal
Placement Cost Savings:		Share	Share	Share
Average Group Home	\$95,004	\$35,627	\$23,751	\$35,627
Placement Cost for Youth				
Average Adoption	\$12,096	\$1,663	\$4,990	\$5,443
Subsidy (B)				
Placement Cost Savings	\$107,100	\$37,290	\$28,741	\$41,070
(A-B)				

**Mission Focused Solutions**  
We open doors to permanent families for children in foster  
care

www.missionfocused.org

## Permission to reinvest was sought and given.

- Savings reverted to the **General Fund**,
- Were leveraged & reinvested
- Project continues 6 yrs. past sunset
- Reinvestment funds have expanded # of youth served and increased savings



### Results:

- Reduced costs
- More teens with permanent families
- Services paid for themselves after start-up investment period **in the same fiscal year**

**Mission Focused Solutions**  
We open doors to permanent families for children in foster  
care

www.missionfocused.org

## Considerations for Reinvestment

- Who reinvests? County, State, both?
- Provide start-up funds with a requirement for reinvestment
- Leverage reinvestment using Medicaid EPSDT for clinical components of youth permanency work



**Mission Focused Solutions**  
We open doors to permanent families for children in foster  
care

www.missionfocused.org

## What is EPSDT?

- Early Periodic Screening Diagnosis & Treatment
- A required service under Medicaid for categorically needy individuals under age 21
- Includes physical & mental health
- Covers all children in foster care who show medical necessity (diagnosed condition)
- Wide range of diagnosis common in older youth in foster care: depression, oppositional/defiant, anxiety, PTSD, etc.

See Appendix B

**Mission Focused Solutions**  
We open doors to permanent families for children in foster  
care

www.missionfocused.org

## Rehab Model



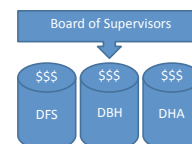
- Individual/group rehabilitation:
- A service activity that includes, but is not limited to, assistance in improving, maintaining, or restoring a child, or group of children's functional skills, daily living skills, social and leisure skills, and grooming and personal hygiene skills; obtaining support resources; and/or obtaining medication education.



**Mission Focused Solutions**  
We open doors to permanent families for children in foster care

www.missionfocused.org

## Challenges to Reinvestment



- Departmental Silos
- Savings may not accrue to department doing the work
- Multiple departments may need to collaborate, both in program and fiscally
- Net savings accrue to the general fund



**Mission Focused Solutions**  
We open doors to permanent families for children in foster care

www.missionfocused.org

## Dilemma



- Savings achieved by DFS reduce costs to Department of Human Assistance (DHA)
  - Funds not spent by in DFS revert to County General Fund
  - Board of Supervisors controls General Fund
- (Hint: get above the fiscal silos)**

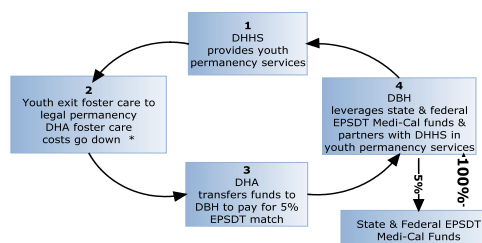


**Mission Focused Solutions**  
We open doors to permanent families for children in foster care

www.missionfocused.org

## Sacramento's Strategy

Budget-Neutral County Reinvestment of Savings  
Achieved Through Youth Permanency



**Mission Focused Solutions**  
We open doors to permanent families for children in foster care

www.missionfocused.org

## How We Did It

Replication strategies:

- Document Savings
- Establish relationships
- Engage leaders at all levels
- Publicize program outcomes and fiscal success
- Actively participate in county budgeting process
- Acknowledge county, give credit
- Develop network to advocate to Board of Sups
- Persevere



**Mission Focused Solutions**  
We open doors to permanent families for children in foster care

www.missionfocused.org

## Contact Info

- Gail Johnson Vaughan  
– [gail@missionfocused.org](mailto:gail@missionfocused.org)  
– 530-477-2900
- Jeff Landre  
– [jeff@missionfocused.org](mailto:jeff@missionfocused.org)  
– 916-847-3735
- [www.missionfocused.org](http://www.missionfocused.org)



**Mission Focused Solutions**  
We open doors to permanent families for children in foster care

www.missionfocused.org

## Appendix A

### Sample Annual Savings Achieved Through Successful Youth Permanency Programs

Typical North Carolina Savings Per Child / Per Year Youth Age 13+ years old (July 2012) by Placement and Permanency Type (Savings accrue each year the child would have remained in foster care)			
	County	State	Fed
Adoption from State Licensed Home	\$445	\$445	(\$889)
Adoption from Private Agency Home	\$4,747	\$4,747	\$2,556
Adoption from Therapeutic Foster Home	\$4,747	\$15,898	\$23,526
Adoption from DSS Group Home	\$14,632	\$14,632	\$12,433
Guardianship / Reunification from State Licensed Home	\$2,716	\$2,716	\$2,175
Guardianship / Reunification from Private Agency Home	\$7,018	\$7,018	\$5,620
Guardianship / Reunification from Therapeutic Foster Home	\$7,018	\$7,018	\$26,588
Guardianship / Reunification from DSS Group Home	\$19,349	\$19,349	\$15,495



**Mission Focused Solutions**  
We open doors to permanent families for children in foster care

www.missionfocused.org

Typical California Savings Per Child / Per Year Youth Age 11-20 year old (July 2014) by Placement and Permanency Type (Savings accrue each year the child would have remained in foster care)			
	County General Fund	State Reassigned	Fed
Adoption from Foster Family Agency Home	\$7,276	(\$251)	\$1,512
Adoption from Group Home Level 10	\$38,862	\$20,807	\$24,141
Adoption from Group Home Level 14	\$47,471	\$26,546	\$31,066
Guardianship from Foster Family Agency Home	\$8,299	\$5,409	\$3,406
Guardianship Group Home Level 12	\$42,825	\$28,425	\$28,215
Reunification from Foster Family Agency Home	\$9,462	\$6,308	\$7,767
Reunification from Group Home Level 10	\$38,124	\$25,416	\$28,231



**Mission Focused Solutions**  
We open doors to permanent families for children in foster care

www.missionfocused.org

Typical Minnesota Savings Per Child / Per Year Youth Age 12-20 year old (October 2013) by Placement and Permanency Type (Savings accrue each year the child would have remained in foster care)			
	County	State	Fed
Adoption from Basic Rate + 125 DOC pts	\$15,511	(\$4,933)	(\$1,133)
Adoption from Therapeutic Foster Home + 125 DOC pts	\$25,040	(4,932)	\$1,203
Adoption from Residential Foster Care Facilities with Mental Health Certification	\$64,990	(\$4,932)	\$32,537
Relative Custody from Basic + 125 DOC pts - Level III subsidy	\$10,673	(\$3,899)	\$2,614
Reunification from Basic Rate + 125 DOC pts	\$15,511	\$0	\$3,799
Reunification from Therapeutic Foster Home + 125 DOC pts	\$15,511	\$0	\$3,799
Reunification from Residential Foster Care Facilities with Mental Health Certification	\$64,990	\$0	\$37,799



**Mission Focused Solutions**  
We open doors to permanent families for children in foster care

www.missionfocused.org

Typical Oregon Savings Per Child / Per Year Youth Age 13-20 year old (October 2013) by Placement and Permanency Type (Savings accrue each year the child would have remained in foster care)			
		State	Fed
Adoption from Basic Rate, CANS Level I		\$1,372	\$132
Adoption from Basic Rate, CANS Level III		\$5,501	\$1,383
Adoption from Therapeutic Foster Care		\$16,584	\$16,951

Typical Kentucky Savings Per Child / Per Year Youth Age 8-20 year old (June 2013) by Placement and Permanency Type (Savings accrue each year the child would have remained in foster care)			
		State	Fed
Adoption from PCC Foster Care	\$6,415	(\$6,232)	
Adoption from Therapeutic Foster Care Level 1	\$8,488	(\$1925)	
Adoption from Therapeutic Foster Care Level 5	\$29,518	\$3,975	
Adoption from PCC Residential Care Level 1	\$8,488	(\$5,316)	
Adoption from PCC Residential Care Level 5	\$46,617	\$14,754	



**Mission Focused Solutions**  
We open doors to permanent families for children in foster care

www.missionfocused.org

## Appendix B

- The Social Security Act requires that any service which you are permitted to cover under Medicaid that is necessary to treat or ameliorate a defect, physical, or mental illness, or a condition identified by a screen, must be provided to EPSDT participants regardless of whether the service or item is otherwise included in your Medicaid plan.



**Mission Focused Solutions**  
We open doors to permanent families for children in foster care

www.missionfocused.org

## Medical Necessity

CA Definition

- The child/youth has an included Diagnostic and Statistical Manual and/or (ICD9) diagnosis
- As a result of the included diagnosis, the child/youth must have at least one of the following:
  - A significant impairment in an important area of life functioning
  - A probability of significant deterioration in an important area of life functioning
  - A probability that the child will not progress developmentally as individually appropriate



**Mission Focused Solutions**  
We open doors to permanent families for children in foster care

www.missionfocused.org



- Additionally, the child/youth must meet both of the following criteria:
  - Focus of the proposed intervention is to address the condition identified
  - The proposed intervention will do, at least, one of the following:
    - Significantly diminish the impairment
    - Prevent Significant deterioration in an important area of life functioning, or
    - Allow the child to progress developmentally as individually appropriate

## Fundable Mental Health Services

- Assessment: A service activity designed to evaluate the current status of the child/youth's mental, emotional, or behavioral health.
- Plan Development: A service activity that consists of the development of client plan, approval of the client plans, and/or monitoring and recording the client's progress in the plan.

- Individual/group therapy: A service activity that is a therapeutic intervention that focuses primarily on symptom reduction as a means to improve functional impairments.

## Rehab Model



- Individual/group rehabilitation:
- A service activity that includes, but is not limited to, assistance in improving, maintaining, or restoring a child, or group of children's functional skills, daily living skills, social and leisure skills, and grooming and personal hygiene skills; obtaining support resources; and/or obtaining medication education.

- Collateral: A service activity
- provided to a *significant support person* in the child's life for the purpose of meeting the needs of the child in terms of achieving the goals of the child's client plan.
- (Note: "a significant support person" is defined as a person who, in the opinion of the child/youth, or the person providing services, has or could have a significant role in the successful outcome of treatment)

