



FAIRFAX COUNTY OFFICE OF

PARTNERSHIP



KAISER PERMANENTE®



Expanding the health care safety net for uninsured children through a public-private partnership with an HMO: increasing access and utilization of health services

Office of Partnerships, Fairfax County, VA

- Andrea Lomrantz, M.S., Program Manager
- Theresa Benincasa, Ph.D., Grants & Evaluation Coordinator
- Ingrid Parris-Hicklin, CPM, Deputy Director

Kaiser Permanente Mid-Atlantic States

- Mindy Rubin, Manager, Community Benefit

November 6, 2007



Medical Care for Children Partnership (MCCCP)

- **Description: Public-private partnership that pools community resources to provide comprehensive medical and dental care to the children of Fairfax County's working poor**
- **Mission: Link every eligible uninsured Fairfax County child to a medical home**
- **Established: 1986**
- **Reach: Served 35 children at program onset; 7,000 during peak**



Who MCCCP Serves

- **Uninsured children who are ineligible for Virginia's Family Access to Medical Insurance Security (FAMIS Plus) or Medicaid**
- **Children in families with incomes up to 250% of poverty (\$50,016 for a family of four in 2006)**
- **Children of working parents with no affordable insurance available through employer**
- **Children from birth to 19 years old**





Who is Kaiser Permanente?

- **1930s: Founded to provide health care to construction workers**
- **1945: Opened enrollment to the public**
- **1977: Became a federally qualified HMO**
- **2007: Is nation's largest nonprofit, prepaid health care delivery system & group medical practice organization**
 - **Serves 8.5 million members in nine states (CA, OH, OR, GA, HI, MD, VA, WA, CO) and the District of Columbia**
 - **Serves 500,000 members in Baltimore and Washington, D.C. metropolitan areas**
 - **Offered to Fortune 500 companies, small businesses and eligible individuals**



How the Partnership Developed

- Initiated as a pilot program in 1987, when 35 children were enrolled at Kaiser Permanente Medical Center, Springfield, VA



KAISER PERMANENTE®



Medical Care For Children Partnership



Why the Partnership Developed

For Kaiser Permanente, the partnership:

- Assisted with fulfilling core mission:
 - Providing care and coverage for low-income, uninsured
 - Initiating community health initiatives
 - Developing and disseminating knowledge

For MCCP, the partnership:

- Filled gap in the county's health care safety net:
 - Only limited clinics for special-needs children
 - No primary care offered by County
- Fulfilled need to extend coverage to low-income children not eligible for Medicaid



MCCP-Kaiser Permanente Mid-Atlantic States Partnership

In 2006 ...

- **Kaiser Permanente partnered with five counties (Fairfax, Loudoun and Prince William counties in VA, and Montgomery and Prince George's counties in MD) and Washington, D.C.**
- **Kaiser Permanente provided health care to 2,945 children who have no other health care options, not eligible for public benefits**
- **Fairfax MCCP identified potential members and provided case management**



Kaiser Permanente Services

Current Services Include:

- Well-child visits
- Immunizations
- Sick care services
- Ambulatory surgery
- Urgent care
- Prescriptions
- Laboratory/X-ray
- Discounted eyeglasses & other medical supplies
- Outpatient mental health and chemical dependency care

Not Covered:

- Certain types of specialty care
- Hospitalization/emergency room visits
- Dental care



Program Evaluation

- **Describes children's enrollment and medical services utilized**
- **Provides comparison between Fairfax County MCCP, a similar charitable group and a commercial group within Kaiser Permanente**
- **Used multiple data sources from Kaiser Permanente**
- **Examined these factors in 2006:**
 - **Enrollment**
 - **Utilization**
 - **Specialty care**
 - **Program costs**



Enrollment in Kaiser Permanente Mid-Atlantic States

Length of Children's Enrollment Among Charitable Groups versus Commercial Group (2006)

Months in program	Charitable group, MCCP, Fairfax County, VA (1,541)	Charitable group, Montgomery County, MD (626)	Commercial group, Fairfax County, VA (612)
Fewer than 12	1,051 (68%)	274 (44%)	103 (17%)
12 or more	490 (32%)	352 (56%)	509 (83%)



Challenges to Identifying and Enrolling Uninsured Children

- **Declining enrollment**
- **High mobility among families**
- **Poverty/cultural barriers**
- **Expansion and improved outreach of FAMIS**



Overcoming Challenges to Enrolling Uninsured Children

Outreach

- **Coordinate with many entities (non-profits, schools, hospitals, faith communities) to target uninsured**
- **Develop marketing strategies; distribute fliers in non-traditional places**
- **Partner with health facilities, and place MCCP enrollment specialists with their programs**
- **Conduct home visits**



Overcoming Challenges to Enrolling Uninsured Children

Case management

- **Determine client eligibility**
- **Arrange transportation services**
- **Translate as necessary**
- **Arrange specialty and dental appointments**
- **Maintain shared patient database**



Utilization of Medical Care Services Among Enrolled Children

Children's Utilization of Primary Care Services Among Charitable and Commercial Groups (2006)

	Charitable group, MCCP, Fairfax County, VA (1,541)	Charitable group, Montgomery County, MD (626)	Commercial group, Fairfax County, VA (612)
Mean age	12	11	12
% obtaining primary care visit	52%	52%	71%
Mean number of visits	2.25	2.47	2.64
% obtaining a health assessment in past year	37%	38%	54%



Patterns of Utilization of Medical Care Services Among Enrolled Children

- **52% of the charitable group children obtained primary care versus 71% of commercial group**

- **Charitable group had:**
 - **shorter enrollment period**
 - **lower perceived need for health assessment**



Utilization of Medical Care Services Among Enrolled Children

Children's Utilization of Specialty Care Services Among Charitable and Commercial Groups (2006)

	Charitable group, MCCP, Fairfax County, VA (1,541)	Charitable group, Montgomery County, MD (626)	Commercial group, Fairfax County, VA (612)
% obtaining a specialty care visit	7%	9%	14%
Mean number of visits	3.98	4.05	3.86



Utilization of Medical Care Services Among Enrolled Children

Frequently Used Specialty Services Among Charitable and Commercial Group Children (2006)

Specialty Care Type	Charitable group, MCCP, Fairfax County, VA (749 visits)	Charitable group, Montgomery County, MD (343 visits)	Commercial group, metropolitan Washington, DC (459 visits)
Optometry	36%	32%	30%
Orthopedics	8%	8%	13%
Allergy/immunology	3%	6%	10%
Otolaryngology	9%	9%	8%
Dermatology	7%	7%	6%
Podiatry	6%	6%	4%
All Other Types Combined	31%	32%	29%



Patterns of Utilization of Medical Care Services Among Enrolled Children

- 14% or less from each group obtained specialty care
- Type of specialty care used is similar for all groups
- Optometry, orthopedics, allergy/immunology, otolaryngology, dermatology and podiatry accounted for 2/3 of all specialty visits for all groups



Costs of Providing Medical Care

- **Fairfax County MCCP pays annual contract to Kaiser Permanente (\$25 per child per month)**
- **Kaiser Permanente estimates its contribution at \$60 per child per month**
- **Total cost for medical care is \$85 per child per month**
- **There is one case manager for 500 children (about 240 families)**
- **Contract does not include case management costs**



Costs of Providing Medical Care

- **Fairfax County MCCP raises charitable dollars through its private partners to help pay for health care services**
- **Fairfax County government contributes substantial portion of funds annually**



Recommendations for Partnership Development

- Offer children a comprehensive health package
- Recognize the limits of the partnership
- Recruit appropriate providers such as hospital, medical society, HMOs, private physicians and dentists to fill in gaps
- Create a mechanism for care coordination (via case management or other) when child's care extends beyond the safety net



Recommendations for Partnership Development

- **Recognize that government and medical providers can't do it all**
- **Establish an advisory council to garner private and philanthropic resources**
- **Use a public-private partnership to structure and enhance charity care already being offered in your community**