



Notice of Funding Opportunity CalOptima Health Dyadic Services Program Academy (HealthySteps Expansion)

Application Deadline July 10, 2024, at 5 p.m.

first5oc.org/now-taking-applications-for-healthysteps-dyadic-services-program-academy

Opportunity

Recognizing the significance of the first three years on lifelong well-being and the potential impact of early comprehensive care in the pediatric home, [First 5 Orange County](#) (First 5 OC) and [CalOptima Health](#) are committed to expanding the HealthySteps evidence-based model in furtherance of our shared goals of decreasing health inequities by increasing timely Well Child Visits (WCV), developmental and behavioral screenings, linkage to community supports and inclusion of parent and child-focused care, or dyadic care.^{1 2} To further this mission, we will be seeking applicants to participate in the CalOptima Health Dyadic Services Program Academy (HealthySteps Expansion). The Academy and funding opportunity includes \$150,000 (\$25,000 paid to ZERO TO THREE for model education/training) paid over **12 months**, inclusion into community education sessions, and customized technical assistance for expedited model fidelity and sustainability.

HealthySteps National and First 5 OC will work in partnership to expand the HealthySteps program to up to 10 more clinical sites in Orange County that see a significant number of pediatric patients, age birth through age 3, who are insured by CalOptima Health. Over a two-year period, the HealthySteps National Office, working in partnership with First 5 OC, will deliver a formal educational and Technical Assistance program to grantees. First 5 OC's consultants will provide supportive education and training related to integrating the HealthySteps program into the clinical and administrative practices.

Providers applying for the Academy are required to be licensed clinics (Federally Qualified Health Centers [FQHCs], community clinics, pediatric practices, etc.) that provide primary care services to a significant pediatric population ages 0-3 years. Preference will be given to, but is not limited to, clinics that have at least 350 children ages 0-3 years, with high volumes of CalOptima Health Medi-Cal members empaneled in the practice and/or practices that have at least 3,500 visits/year for children in this age group. Applicants demonstrating a commitment to improving WCV, comprehensive screening, and family-centered support will also be considered.

¹ Guyer, B., Barth, M., Bishai, D., Caughy, M., Clark, B., Burkom, D., Genevro, J., Grason, H., Hou, W., Huang, K., Hughart, N., Jones, A.S., McLearn, K.T., Miller, T., Minkovitz, C., Scharfstein, D., Stacy, H., Strobino, D., Szanton, E., & Tang, C. (2003). Healthy Steps: The first three years: The Healthy Steps for Young Children Program National Evaluation. Johns Hopkins Bloomberg School of Public Health, February 28, 2003. Retrieved from: http://www.jhsph.edu/research/centers-and-institutes/womensand-childrens-health-policy-center/projects/Healthy_Steps/frnatlevel.html.

² Minkovitz, C. S., Strobino, D., Mistry, K. B., Scharfstein, D. O., Grason, H., Hou, W., Ialongo, N., & Guyer, B. (2007). Healthy Steps for Young Children: Sustained results at 5.5 years. *Pediatrics*, 120(3), e658-e668.



About HealthySteps

HealthySteps, a program of ZERO TO THREE, adheres to the American Academy of Pediatrics (AAP) Bright Futures Guidelines for comprehensive screening and referral. HealthySteps is an evidence-based interdisciplinary pediatric primary care program that promotes the health, well-being and school readiness for babies and toddlers with an emphasis on families living in low-income communities. With the HealthySteps approach, the pediatric primary care team can streamline the implementation of the AAP Bright Futures Guidelines and improve the quality-of-care patients receive. HealthySteps integrates the HealthySteps Specialist, a licensed developmental expert, into the practice who contributes expertise in child development and behavioral health promotion and prevention. To learn more about the HealthySteps visit www.healthysteps.org and review the Appendices at the end of this document.

Requirements for the CalOptima Health Dyadic Services Program Academy

Selected clinics will be simultaneously enrolled in the ZERO TO THREE HealthySteps national training program (HealthySteps National) and the CalOptima Health Dyadic Services Program Academy (Academy). While the HealthySteps National training model will equip sites with robust information and exposure to the implementation of the HealthySteps model, the Academy will customize that information to assist with site-specific implementation. This two-pronged approach has been found to expedite model adoption and fidelity as well sustainability.

ZERO TO THREE's HealthySteps model training program requires sites to 1) complete an interest form 2) complete a Goodness of Fit form and participate in a data collection review, and 3) develop an implementation plan. The onboarding processes, items 1–3, are sequential and require the clinic to complete them in a timely manner. Once these processes are completed, the clinic team will participate in four trainings and six technical assistance calls and submit data annually to ZERO TO THREE HealthySteps to monitor performance and fidelity to the model. For more information regarding the HealthySteps model, please follow this link ([HealthySteps Exploration Guide](#)).

Experts from HealthySteps National will share the HealthySteps model and the research behind it, collaborate in implementation planning, and share intervention strategies for your HealthySteps Specialist(s). In addition, you will receive information, tools, and clinical examples to prepare your team to successfully implement the HealthySteps model.

The trainings use a blended learning approach, including online courses completed independently and live practice and application Zoom calls. Team members, depending on their role, will complete specific online courses and attend specific live sessions. The training calendar is set in advance and your trainer will work with you and your team to find dates when your practice is ready to train. You and your team can earn CEUs for all course components. CMEs are coming soon.

The Academy will be led by First 5 OC consultants providing clinics with support throughout the HealthySteps education and training program, estimated to last nine months. First 5 OC will provide up to seven Academy sessions, lasting one hour, to reinforce learnings from the HealthySteps national training, in addition to providing additional support specific to sustainability, incorporating the HealthySteps Specialist into the practice, reflective supervision, and connections with local early childhood resources.

Following the completion of the Academy, First 5 OC's consultants will provide one-on-one technical assistance and additional resources as needed to each clinic for up to 12 months post-Academy. All clinics will have access to a regional learning community that will include clinics from Orange, Riverside, Ventura, and Los Angeles counties that are all implementing the HealthySteps model. All grantees will be



required to submit quarterly Performance Metrics to First 5 OC from June 2025 to June 2026. Clinic staff will meet with First 5 OC staff/consultants to review quarterly Performance Metrics.

Expected Outcomes

- Increase the number and percentage of children receiving WCV and Developmental Screenings among children birth to 3 years of age.
- Increase the number of child and family developmental, behavioral, and social-emotional screenings and consultations for acute problems, consistent with the HealthySteps model.
- **Increase billing claims generated for non-specialty mental health services for children ages 0–3 and/or family dyads, to ensure long-term sustainability of the HealthySteps program.**

Grant Amounts and Allowable Expenses

Each selected site will receive \$150,000 divided into three equal payments that will support the payment to HealthySteps of \$25,000 (training fee) and to support the additional staff needed to implement the model. The grant is intended to support the HealthySteps Specialist salary during the first year of the HealthySteps implementation. The expectation is that the HealthySteps program will generate enough revenue related to the model adoption and the ability to bill for dyadic care that it will breakeven after 18 months.

Entities Eligible to Apply

1. Applicants must currently be licensed to operate a community clinic, an FQHC or be a pediatric practice. Each location is considered a “site,” for example FQHCs with multiple locations are eligible to apply for each location.
2. Preference is given to practices that treat at least 350 pediatric patients or have 3,800 visits/year for children ages birth–3.
3. Applicants must be committed to integrating behavioral health into pediatric practice.
4. Applicants must be contracted with CalOptima Health (CalOptima Direct or through a Health Network) to provide services to children who are insured by Medi-Cal.

For questions, please contact First5OC@cfcoc.ocgov.com

Academy Phases

Phase 1: Pre-Academy, Planning, Design, and Recruitment

- ✓ **May 2024–September 2024: Phase 1 (5 mo.)** – Pre-Academy: Release of NOFO and application, Informational Webinar, Application Submission, grantee selection, begin ZERO TO THREE HealthySteps onboarding and contracting, begin recruiting the HealthySteps Specialist.

Phase 2: Dyadic Services Academy and HealthySteps National Onboarding and Training

- ✓ **October 2024–June 2025: Phase 2 (9 mo.)** – HealthySteps National/ZERO TO THREE: Finalize contracts, hire HealthySteps Specialist, complete Implementation Planning/ Onboarding and Site Educational Programs and one-on-one Technical Assistance Program.



Phase 3: Post-Academy Technical Assistance

- ✓ **July 2025–June 2026: Phase 3 (12 mo.)** – HealthySteps National and First 5 OC Technical Assistance and Virtual Meetings

Application Timeline

Action	Date
Application Release Date	6/12/24
Informational Sessions	6/19/24 at 5 p.m., 6/20/24 at 12:30 p.m., and 6/21/24 at 9 a.m. (Register here)
Complete ZERO TO THREE's HealthySteps Interest Form	6/21/24
Last day to email questions to First5OC@cfcoc.ocgov.com	6/23/24
FAQs are posted	6/25/2024
Application Deadline	7/10/24 by 5 p.m.
Application Review	7/12/24–7/26/24
Announcement of Approved Grants	8/8/24
Recipients Acceptance of Award	8/12/24
Grant Agreements/Contracts Processed	8/13/24–9/13/24
Grant Start Date	10/1/24
Grant End Date	6/30/25

Submission of the Application and/or responses to follow-up questions does not obligate First 5 OC to contract with Applicant organizations. All awarded Applicants, including subcontractors, must be able to meet federal and state requirements regardless of whether they receive state or federal funding.

A. General requirements required to contract with First 5 OC include, but are not limited to:

1. **Contract:** First 5 OC will develop a contract based on its usual and customary terms and conditions incorporating the requirements outlined in the Application document and the responses of the selected applicant(s). A draft of the contract template may be provided upon request.
2. **Non-Resident Tax Withholding:** Please note that First 5 OC is required to comply with all State laws and regulations related to non-resident withholding pursuant to California Revenue and Taxation Code Section 18662, which requires 7% of all payments exceeding applicable amount in a calendar year to be withheld and sent to the California Franchise Tax Board. Nonresident payees include corporations, limited liability companies, partnerships, and individuals who do not have a permanent place of business in California.



3. **Personnel:** Project partners, managers, other supervisory staff, and specialists may be changed if those personnel leave the agency, are promoted, or are assigned to another office. The personnel may also be changed for other reasons with the expressed prior written permission of First 5 OC. However, in either case, First 5 OC reserves the right to accept or reject any or all replacements.

Staff identified in response to this Application can only be changed with the express prior written permission of First 5 OC, which reserves the right to approve or reject any or all replacements.

Other staff personnel may be changed at the discretion of agencies provided that such replacements have substantially the same or better applications or experience.

4. **Interpretations and Addenda:** Any change to or interpretation of the Application by First 5 OC will be posted on First 5 OC's website, and any such changes or interpretations shall become a part of the Application for incorporation into any contract awarded pursuant to the Application.
5. **Public Record:** All submitted Applications will become the property of First 5 OC and a matter of public record.
6. **Additional Services:** The general service requirements outlined above describe the minimum work to be accomplished. During initial contract negotiations and any subsequent negotiations for contract renewals, the scope of service may be modified and refined based on the needs of First 5 OC.
7. **Undue Influence:** The responding Applicant declares and warrants that no undue influence or pressure is used against or in concert with any officer or employee of First 5 OC in connection with the award or terms of any contract that may be executed as a result of award of this Application, including any method of coercion, confidential financial arrangement, or financial inducement. No officer or employee of First 5 OC will receive compensation, directly or indirectly, from the Applicant, or from any officer, employee, or agent of the Applicant, in connection with the award of any contract or any work to be conducted as a result of an ensuing contract. A violation of this provision shall be a material breach of any contract entered into, entitling First 5 OC to any and all remedies at law or in equity.
8. **Submittal Preparation Expenses:** First 5 OC shall not be liable for any expenses incurred by the Applicant in the preparation or submission of its applications, and such expenses shall not be reimbursed under a resulting contract.
9. **Insurance Requirements:** The insurance requirements for standard First 5 OC contracts are set forth below, including coverage amounts, types of coverage, and policy requirements. The insurance requirements for specific contracts may be adjusted at time of contract negotiations based on the scope of services to be provided.

- Comprehensive General Liability Insurance for bodily injury (including death) and property damage, which provides not less than \$1,000,000 combined single limit per occurrence and not less than \$2,000,000 annual aggregate.
- Comprehensive Automobile Liability Insurance for bodily injury (including death) and property damage, which provides total limits of not less than \$1,000,000 combined single



limit per occurrence applicable to all owned, non-owned and hired vehicles/watercraft, \$1,000,000 annual aggregate.

- Workers' Compensation Insurance for all employees engaged in project services with the California statutory amount of \$1,000,000 per accident (only if the Applicant is a firm with employees).
 - Employers' Liability Coverage of not less than \$1,000,000 per occurrence for all employees engaged in project services or operations (only if the Applicant is a firm with employees).
 - Professional Liability of not less than \$1,000,000 for professional licensed staff engaged in project services or operations (only if the Applicant will provide a service which requires a professional license).
10. **Conflict of Interest:** A conflict of interest exists when a responding Applicant and its staff have the opportunity to advance or protect a personal interest, or the interests of others with whom he/she has a relationship, in a way that is detrimental or potentially harmful for the integrity or fundamental mission of First 5 OC. Responding Applicants will be required to disclose potential conflicts of interest as soon as they become known to them, or prior to engaging in any services with First 5 OC or a First 5 OC-funded organization, whichever comes first. Even the perception of a conflict of interest must be avoided and may require the restriction of the Applicants scope of work or may give rise to the disqualification of an Applicant from providing further services on behalf of First 5 OC in a particular area of expertise. First 5 OC staff will consult with legal counsel regarding potential conflicts of interest. Remedies may include, but are not limited to, removing the Applicant from any decision making, limiting the Applicant's exposure to the decision-making process, and other means as available to avoid the conflict of interest.
11. **Cancellation of Application:** First 5 OC may cancel this Application at any time for any reason without notice.
12. **Compliance with Laws:** All information submitted in response to this Application shall comply with current federal, state, and other applicable laws related thereto.
13. **Severability:** If any provisions or portion of any provision of this Application are held invalid, illegal or unenforceable, they shall be severed from the Application and the remaining provisions shall be valid and enforceable to the extent feasible.



Appendices

Appendix A: HealthySteps Model (Tiers, 1, 2, and 3) requirement to hire a HealthySteps Specialist Licensed provider (LCSW, psychologist, etc.)

The entire practice works together to implement the HS model, with leadership from a Physician Champion and a child development expert, known as a HealthySteps Specialist (HS Specialist), who is integrated into the primary care team. The [Considerations for Hiring HealthySteps Specialist site](#) includes links to additional information about the HS Specialist position, including [Sample Job Description and Sample Interview Questions](#).

As part of **Tier 1**, all children and their families receive child development, social-emotional and behavioral screenings, and screenings for family needs (i.e., maternal depression, other risk factors, social determinants of health), and family-centered care in partnership with the pediatric primary care practice. After screenings are administered by the practice, HS Specialists are available to review and discuss results with caregivers and provide concrete next steps as needed. Screening results help to identify families who may benefit from additional HS services. When a mild concern is identified for the first time, the practice may choose to monitor the concern at the next well-child visit before determining if additional services are needed.

Depending on the issues identified, families may be prioritized for receipt of more comprehensive HS services (**Tiers 2 or 3**). HS Specialists also follow up with families regarding referrals made for further evaluation. For example, a site may have a referral list for a local Supplemental Nutrition Assistance Program for Women, Infants and Children (WIC) office and food banks to address a family's food insecurity. The HS Specialist goes far beyond simply making the referral and spends significant time helping to successfully connect the family and following up to determine if they utilized the referred services, and problem solving together regarding needed next steps.

HS has demonstrated positive outcomes for children, their families, and the physicians and practices that serve them. The website, [Our Model](#), provides more details on the HS model, services, and tiers.

All practices that implement HS must provide the eight Core Components of the model. [HS Core Components include:](#)

1. Child Development, Social-Emotional & Behavioral Screening
2. Screening for Family Needs (i.e., maternal depression, other risk factors, social determinants of health)
3. Child Development Support Line (e.g., phone, text, email, online portal)
4. Child Development & Behavior Consults
5. Care Coordination & Systems Navigation
6. Positive Parenting Guidance & Information
7. Early Learning Resources
8. Ongoing, Preventive Team-Based Well Child Visits

To ensure that practices reach underserved families who can benefit the most from HS, while maximizing the efficiency of program delivery, HS has adopted a risk-stratified tiered approach to the model. This includes delivering all eight Core Components to those in greatest need, while delivering a select group of



Tier 1 “universal services” (e.g., screening for child and family needs, access to a child development support line) and/or Tier 2 “short-term supports” (development/behavior consults, positive parenting guidance, early learning resources) to those with less intensive needs. For families with more significant risk factors and/or concerns, the HS Specialist and pediatric primary care provider jointly see the family at team-based WCV. Families receiving Tier 3 services also receive Tiers 1 and 2 services. The website, [Our Model](#), provides more details on the HS model, services, and tiers.

The Evidence for HealthySteps: Recent site-level studies also found that the program both improves parenting practices and child outcomes and enhances the quality and comprehensiveness of pediatric primary care. Additional information on the HS evidence base can be found at [The Evidence Base: HealthySteps improves the lives of young children and families](#).

Appendix B: Virtual HealthySteps Institute (VHSI) and Training Units A, B, and C ([Virtual HealthySteps Institute – HealthySteps](#))

We designed our training to introduce your team to the HealthySteps model and how it will help your practice meet the needs of the infants, toddlers, and families you serve.

What does the training cover?

Experts from HealthySteps National will share the HealthySteps model and the research behind it, collaborate in implementation planning, and share intervention strategies for your HealthySteps Specialist(s). In addition, you will receive information, tools, and clinical examples to prepare your team to successfully implement the HealthySteps model.

Appendix C: California Department of Health Care Services (DHCS)-Covered Family and Dyadic Therapy Services

Dyadic services that can now be billed during WCV and through this dyadic model include:

- Dyadic Behavioral Health WCV
- Dyadic Comprehensive Community Supports Services
- Dyadic Psychoeducational Services
- Dyadic Family Training and Counseling for Child Development.

Please see the [DHCS All Plan Letter \(22-029\)](#) for guidance on coverage requirements for the provision of the new Dyadic Services and family therapy benefit effective January 1, 2023.

Click [here](#) for information about allowable [Non-Specialty Mental Health Services Psychiatric and Psychological Services](#) under Medi-Cal.