Building Effective Partnerships at the Jurisdiction Level

Katelyn Wells, Ph.D.
Chief Research, Evaluation and Development Officer
Lisa Robertson received her undergraduate degree from Hanover College and her Masters in Public Health from Indiana University. Lisa was the Director of Reach Out and Read Indiana for 11 years. For the past 10 years, Lisa has been the Executive Director of the Indiana Immunization Coalition. In addition to the coalition’s work in advocacy, education and collaboration, the coalition has administered over 26,000 vaccines in 2023. Lisa has been recognized for her work in public health by the Indiana Cancer Consortium, Indiana School Nurses Association, Indiana Public Health Association and the Indiana State Health Commissioner. Lisa is passionate about decreasing misinformation, health disparities, and barriers to care.
Dave McCormick

Dave McCormick is the Director of the Indiana Immunization Division at the Indiana Department of Health. In that role, Dave leads a team of public health professionals committed to eliminating vaccine preventable diseases by working with approximately 800 healthcare providers to deliver over $80,000,000 of publicly funded vaccine. In July 2015, Dave was elected to the Executive Board of the Association of Immunization Managers, serving as chair in 2019. In 2016, Dave was elected to the Executive Board of the American Immunization Registry Association, has served as President and chair of the Governance Committee.
Creating Sustainable Partnerships to Increase Immunization Rates

An example from Indiana
MEDICAL BILLING
CDC Billables Project Outcomes

• Established a statewide presence for the Coalition
• Increased billing capacity for local health departments
  • An additional 41 local health departments started billing (139%)
• Coalition was able to adjust services based on the needs of the local health departments
  • Assistance with standing orders
  • Contracting/Credentialing
• Made us look at payors as partners
• Able to utilize all existing funding
SHOW ME THE MONEY
HPV Maintenance of Certification

- Used VFC annual education requirement to bolster participation and awareness of HPV for low performing providers in 2018
- Provided a virtual for MOC
- Established national presence for the Coalition
- Revenue generating activity
Invitation into a community!

- Trusted messenger
- Safe space (schools, churches, community centers)
- The right time of day
- Right language resources
- No out of pocket cost
- Continued relationships
Deborah D’Souza-Vazirani is the Director of Program Evaluation at the National Association of School Nurses (NASN). She led NASN’s Champions for School Health program – a Kaiser Permanente-funded 15-month initiative that focused on increasing vaccine access, confidence and equity in school required vaccinations and the pediatric COVID-19 vaccine in Kaiser’s nine markets. Dr. Vazirani brings program evaluation and program management expertise to NASN in her current role having over 25 years of public health management and evaluation experience with a focus on health disparities research in maternal and child health and increasing health equity both in the private and government healthcare sectors.
Building Innovative and Sustainable Partnerships with School Nurses
Deborah D’Souza-Vazirani, DrPH, MHSA
National Association of School Nurses
December 6-7, 2023
You will learn:

• About NASN – who we represent, the work that we do and the organization’s role in supporting the immunization infrastructure.

• Strategies and tips – partnering with your local and state NASN representatives, including how to identify school nurses.
**National Association of School Nurses (NASN)**

**Mission:** To optimize student health and learning by advancing the practice of school nursing.

www.nasn.org

**School Nurses (SN)**

- Working in 1400 school districts
- Serving over 50 million children

School Nurses are public health experts in schools

Are trusted by families and caregivers

Have been at the front line of the pandemic
Headlines

How School Nurses Are Helping Get Vaccine Shots into the Arms of Students
By Emily Tate Sullivan  May 19, 2021

Why school nurses are critical to getting more kids vaccinated
Ken Budd
August 31, 2021
https://www.vaccinevoices.org/resources/article/why-school-nurses-are-critical-getting-more-kids-vaccinated
NASN has 50 Affiliates representing:
48 states (except HI & ND), the District of Columbia, and
OSHNA, the Overseas School Health Nurses Association.

What is an Affiliate: Affiliates are state or U.S. Territory school nurse organizations

Webpage: Affiliates - National Association of School Nurses
Who are State School Nurse Consultants (SSNC)
• Employed by State DOH or State DOE - some have dual appts
• Conduit between agencies:
  • Ensure public health mandates, policies, and guidance in schools is accessible, appropriate, and feasible
  • Support the interpretation, and implementation of public health measures across K-12 settings.
• 45 states have one or more SSNC
• 5 states do not have a SSNC position: ID, KS, LA, SD & TX
• Currently 3 states have open SSNC positions: AZ, NH, NJ

Link: Home - National Association of State School Nurse Consultants
In 2021, conducted School Located Vaccine clinic (SLV) environmental scan & 5 virtual roundtables about SLVs

Desired impact: *Increase vaccination rates; improve population health outcomes; influence public perception of vaccines; increase access to and equity around vaccines*

Link: NASN_AIM_School_Located_Vaccination_School_Nurse_Planning_Checklist.pdf

Virginia: Virginia Department of Health (VDH)

Within VDH, SSNC & Immunization Program Manager collaboration key to successfully using data for guidance

During the pandemic, state data dashboard developed: provided real-time data to public; tracked vaccine uptake

Provided data to local DOHs & SDs – where to focus of vaccination efforts; provided guidance on hosting SLVs

Targeted resources to SDs with low vaccine uptake & interest in receiving/learning about vaccines

Robust weekly communication between VDH, district SN leaders and local DOHs providing updated data, vaccine guidance; UTD IIS; enabled collaborations between VDH and local school districts
Georgia: DeKalb County Schools – A Long Standing Partnership
Champions for School Health Initiative

January 1, 2022- July 31, 2023

Focus: vaccine equity, building vaccine confidence, increasing vaccine uptake in pediatric COVID-19 vaccine & school-required immunizations

54 projects in 8 states & DC

Vaccines Administered:
- 17,630 COVID-19 vaccines
- 34,025 routine vaccines

Created a Vaccine Confidence Toolkit for SNs

Link: Champions for School Health webpage
Tips for Building SN Partnerships

State level – get to know/invite/share/work together your State School Nurse Consultant/s

Local level - engage the SN/School Health Services Director

Understand SNs are trusted messengers in schools/have the ability to educate families

SNs want to partner with you for SLVs or large vaccination events
Questions?

Email: dvazirani@nasn.org
Examples: School Nurse Partnerships

- Virginia: State Department of Health
- Georgia: DeKalb County School District
- Anchorage School District – Alaska
- Yakima School District – Washington
- Alamogordo School District – New Mexico
- Jefferson County Public Schools – Kentucky
Anchorage

Anchorage school nurses deployed at what unexpectedly became the city’s first large-scale vaccination effort for seniors

By Emily Goodykoontz, Annie Berman
Updated: January 7, 2021
Published: January 7, 2021

• Has 2nd largest migrant student population in state
• Local DOH (community partner) provides vaccines; staffed by SNs
• Open to students/staff/families/community
Meet Flo, an old Winnebago delivering COVID-19 tests, flu shots and food to students in need

Students, staff turn out for community-wide JCPS vaccination clinic

Feb 4, 2023 Updated Feb 4, 2023  🌐

Vacheria Keys

Vacheria Keys is the Associate Vice President of Policy & Regulatory Affairs at the National Association of Community Health Centers in Washington, DC. In her current role, she oversees federal policy, state policy, and regulatory affairs. Vacheria advocates and develops health policies that improve access for underserved patients and reimbursement for health centers across the nation. For nearly three years, Vacheria leads NACHC’s 340B policy work, Medicaid and Medicare policy, COVID-19 related policies, and more. Previously, Vacheria worked as a Regulatory Affairs Specialist at the American Society of Anesthesiologists and a Reproductive Rights and Health Legal Fellow at the National Women’s Law Center. As a double HBCU grad, Vacheria takes great pride as a Spelman Alumna and graduate of Howard University’s School of Law.
The Value of Partnering with Community Health Centers

Vacheria Keys, JD
Associate Vice President, Policy & Regulatory Affairs

December 2023
AMERICA’S COMMUNITY HEALTH CENTERS

Community Health Centers are:

- nonprofit;
- patient-governed organizations;
- provide high-quality, comprehensive primary health care to America’s medically underserved communities;
- serve all patients regardless of income or insurance status.
Federally-Funded Health Center Organizations, 2021

1,373 federally-funded health Center organizations
By expanding equity and access to comprehensive primary care, unnecessary emergency room visits are reduced.
<table>
<thead>
<tr>
<th>Location</th>
<th>Health centers are located in medically underserved areas. They are required to serve all residents in that “service area”</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost</td>
<td>Health Centers are required to serve all patients, regardless of their ability to pay.</td>
</tr>
<tr>
<td>Services</td>
<td>Health Centers are required to provide comprehensive primary care services and to contract/refer for required services.</td>
</tr>
<tr>
<td>Governance</td>
<td>Health Centers are required to have a consumer majority board.</td>
</tr>
</tbody>
</table>
Health Centers Provide Affordable Care to All Patients Regardless of Income

90% of health center patients live at or below 200% of the Federal Poverty Level (FPL)

- Over 200% FPL, 10%
- 151 - 200% FPL, 8%
- 101 - 150% FPL, 15%
- 100% FPL and Below, 67%
Health Centers Serve all Patients Regardless of Insurance Status

- Medicaid, 48%
- Medicare, 11%
- Uninsured, 20%
- Other Public Insurance, 1%
- Private Insurance, 20%

80% of health center patients are uninsured or publicly insured.
Payments from Third Party Payers are Less than Cost

- Medicaid: 82%
- Medicare: 59%
- Other Public Insurance: 59%
- Private Insurance: 57%
Health Center Funding Per Uninsured Patient Is Below Per Patient Cost of Care

Health centers cared for 6 million uninsured individuals in 2021, leaving a cost of care gap of approx. $2.5 billion*
Lack Medicaid Reimbursement

Investments for Uninsured Patients

Adequate Investment in State Programs

Health Center Challenges

Sound familiar?
Health Center Vaccine Ambassadors

Goals

• Increase vaccination in specific communities
• Engage communities in care
• Lead vaccine education efforts
Health Centers Have Played a Pivotal Role in Fighting the COVID-19 Pandemic

Health centers have worked to ensure equal access to COVID-19 prevention and treatment for all patients.

To date, health centers have administered...

- **22.2 million vaccines**
  - 72% of which have gone to patients of racial/ethnic minority backgrounds

- **20 million tests**
  - 61% of which have gone to patients of racial/ethnic minority backgrounds

...and distributed:

- **7.2 million N95 masks**
- **7.9 million at-home test kits**
What’s the path forward?
Solutions to Increase Access

Strengthen investment in 317 immunization programs

- Increase investment in vaccine for Children
- Create Federal Vaccine for Adults program
- Provide infrastructure funding to state immunization programs

Federal Resources for Safety-net Providers and Pharmacies

- Reimbursement policies that cover the vaccine and its administration
- Administration fees included in federal programs like Section 317
- Provide infrastructure funding to state immunization programs
Vacheria Keys, JD
vkeys@nachc.org
AIM Resources

Partnering with Diaper Banks to Increase Childhood Vaccination Rates and Improve Access

Find this resource on the AIM website at www.immunizationmanagers.org
AIM Resources

AIM and NASN School-Located Vaccination Clinics Promotional Toolkit

Find this resource on the AIM website at www.immunizationmanagers.org