

10th Open Enrollment Period Halfway Point:

Finishing Strong and Laying the Groundwork for the Future

December 7, 2022



THE NACHC MISSION

America's Voice for Community Health Care

The National Association of Community Health Centers (NACHC) was founded in 1971 to promote efficient, high quality, comprehensive health care that is accessible, culturally and linguistically competent, community directed, and patient centered for all.





Webinar Learning Objectives

The goal of today's webinar is to:

- Reorient your health center to the requirements and value of conducting health insurance outreach and enrollment;
- Provide an overview and list of next steps your health center needs take to provide Marketplace enrollments (with a focus on Healthcare.gov states); and
- Highlight promising practices on strategies for enrolling your communities into coverage

Agenda



Welcome

NACHC Overview on Health Center O&E Requirements & Expectations

What to Expect from CMS on Open Enrollment 10



Tips from a **Primary Care Association** Navigator Organization: O&E Action Items + Next Steps



Tips from a **Health Center** Navigator Organization



Q&A / Discussion

Speakers









Ted Henson Director, Health Center Growth & Development, NACHC

Emily Pedneau Senior Advisor, Marketplace Operations Coordination Center, CCIIO, CMS

Paula Campbell

Director of Health Equity & Emergency Preparedness, Illinois Primary Health Care Association **Jose Ibarra** Enrollment Manager, CentroMed, San Antonio, TX

Health Center Role & Expectations in OE10

Ted Henson, Director, Health Center Growth & Development, NACHC

Role of Outreach Staff & Enrollment Assisters



Providing outreach and education for consumers is a crucial role of assisters and makes you trusted community partners.



Enrollment Assisters include Certified Application Counselors, Marketplace Navigators, In-Person navigators, etc and other staff who expand access to affordable health coverage in the Marketplace and public insurance

Assisters provide free and impartial enrollment assistance in FFM states as Navigators, Certified Application Counselor Designated Organizations (CDOs), and other Non-Navigator Assistance Personnel



Facilitate access and reduce barriers to insurance coverage, quality health care, and social services

Provide linguistically and culturally responsive services such as health education directly to the community.

Health Center Role in O&E

2013 – 2015: HRSA provided over \$150 million supplemental funding to over 1,200 HCs to conduct Providing outreach and enrollment activities;

By 2015, Funding was annualized into health center base grant funding awards

In 2021, CMS Awarded over \$80 million Navigator Funding to 60 organizations; included at least 17 PCAs/FQHCs as direct recipients

Health Centers provided over 3.7 million assists (2021)

Health Centers employed over 7,000 outreach and eligibility assistance workers (2021)

Importance of O&E Reporting

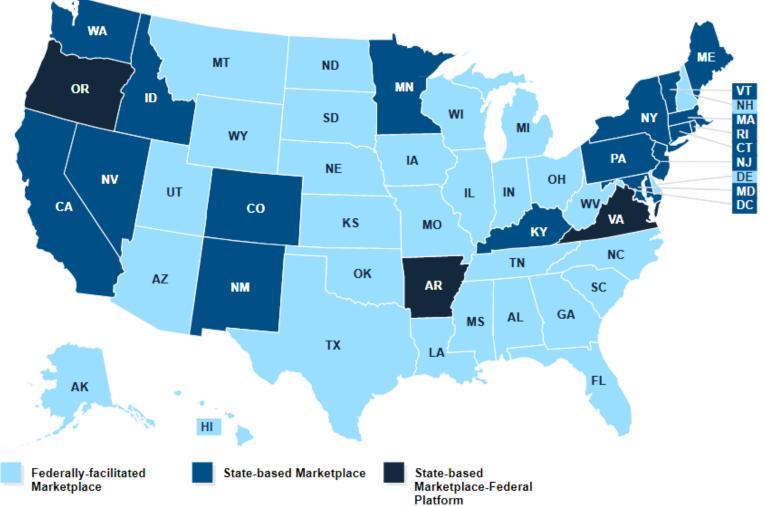
HRSA requires all health center to track enrollment assistance at the organization level

O/E data is captured in the annual Uniform Data System (UDS) – Table ODE: Other Data Elements, Line 3 – as a calendar year submission; OE10 assists that occur in 2023 will be reported in the following year.

Assists provided are defined as **customizable education sessions** about third-party primary care health insurance coverage options (one-on-one or small group) and any other assistance provided by a health center assister to facilitate enrollment through the Health Insurance Marketplace, Medicaid/CHIP, Medicare, or other third-party insurance.

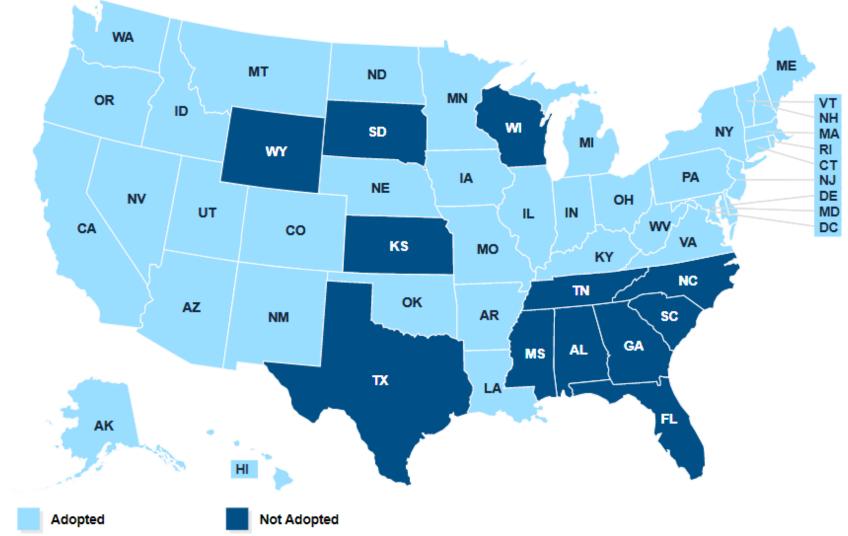
Assists can be provided in-person, virtually, via phone or email.

State Health Insurance Marketplace Types



Source: "State Health Insurance Marketplace Types, 2022," Kaiser Family Foundation (1/22) <u>https://www.kff.org/health-reform/state-indicator/state-health-insurance-marketplace-types/?activeTab=map¤tTimeframe=0&selectedDistributions=marketplace-type&sortModel=%7B%22colld%22:%22Location%22,%22sort%22:%22asc%22%7D</u>

Medicaid Expansion Status



Source: "Status of State Action on the Medicaid Expansion Decision," Kaiser Family Foundation (1/22) <u>https://www.kff.org/health-reform/state-indicator/state-activity-around-expanding-medicaid-under-the-affordable-care-act/?activeTab=map¤tTimeframe=0&selectedDistributions=status-of-medicaid-expansion-decision&sortModel=%7B%22colId%22:%22Location%22,%22sort%22:%22asc%22%7D#note-18</u>

Marketplace 10th Open Enrollment Period (OE)

Emily Pedneau

Senior Advisor, Marketplace Operations Coordination Center, Center for Consumer Information & Insurance Oversight (CCIIO), Centers for Medicare and Medicaid Services (CMS)



Marketplace Open Enrollment November 1 – January 15



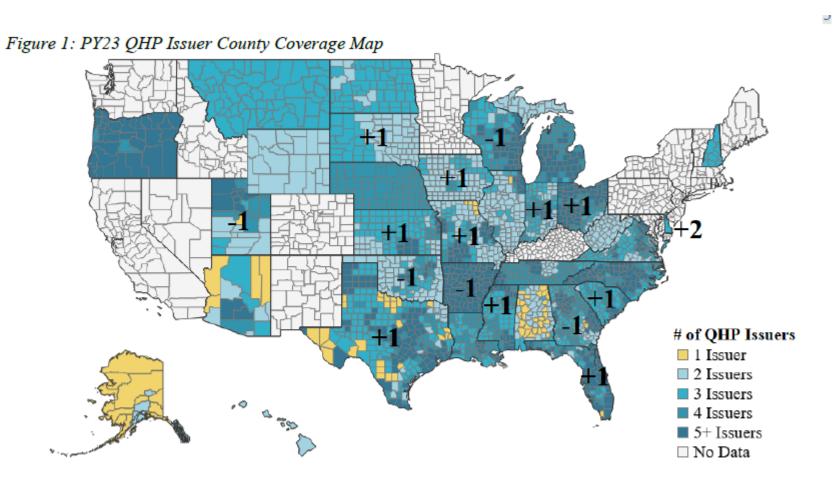
Continued Access to Lower Costs





Competitive Marketplace





(+) Indicates the net increase in issuers in a state from PY22 to PY23 (-) Indicates the net decrease in issuers in a state from PY22 to PY23

Standardized Plan Options



- Consumers have access to standardized plans options, which cover more services pre-deductible and have similar benefit designs that can help consumers understand pricing among their plan options when considering what plan best meets their needs.
- On HealthCare.gov, an educational quick tip encourages consumers to consider plans with easy pricing.
- It highlights two aspects of standard plans: that they cover some services for just a copay before the deductible is met; and that they have the same out-of-pocket costs (within a health plan category).
- Consumers can select the "with easy pricing" filter for any health plan category to view, for example, only standard plans in the Silver category.

Cigna Health and Life Insurance Com <u>Cigna Simple Choice 7500</u>	pany ★★☆☆ ❶
Easy pricing Bronze EPO Plan ID: 41921VA0020072 Deductible	Consider plans with easy pricing
sumers to consider ome services for just a ame out-of-pocket	 Marketplace plans marked easy pricing: Include some benefits before you reach the deductible. As soon as coverage starts, you'll pay only a copayment for: Doctor and specialist visits, including mental health Urgent care Physical, speech, and occupational therapy Generic and most preferred drugs Are easier to compare because they have the same out-of-pocket costs within their health plan category, like: Deductibles Out-of-pocket maximums
alth plan category to	 Copayments/coinsurance View and compare only easy pricing plans: 1. Select Add filters. 2. Pick a health plan category, then select with easy pricing. 3. Select Apply filters.

Expanded access to help



HealthCare.gov

← Back to help options

Find Local Help

Search our online directory and set up a time to talk in-person, over the phone, or by email.

An agent, broker, or assister near you can help you with your application and more.



<u>Español</u>

<u>Log in</u>

Enter city & state or ZIP code



Key Updates and Enhancements to HealthCare.gov



Redesigned eligibility notice

Estimating income

HealthCare.gov	John 📃 Menu
← <u>Back</u> 1] Set up - 2 Household - 3 Coverage & changes - (4) Review & submit	
John's income for this month (November 2022)	
Enter each type of income John gets this month. If John won't get income this month, but gets it during other months in 2023, report that on the next page.	
Add income for November \$2,215.00 Learn more about types of income to include. \$2,215.00 Job: Store ABC Edit Remove	HealthCare.gov
Minus certain expenses -\$0.00 You can only subtract these expenses: Student loan interest, alimony, IRA contributions, or educator expenses. Add expense	◆ Back 1 Set up + ■ Household - ③ Coverage & changes - ④ Review & Submit John's estimated income for next year (2023) Make sure to include income John already got, as well as any they expect to earn in the rest of 2023.
John's total for November \$2,215.00	John's estimated income for 2023 Based on November's total income amount from the previous page (\$2,215.00 income - \$0.00 expenses): \$2,215.00 Total month income * 12 Total month income * * 12 * 12 Total month income * * 12 *
	I'm not sure if this amount is correct. Expected to be about this amount Amount will probably be different than this John's estimated income for 2023 \$26,580.00
	-

Save & continue

Health Insurance Marketplace		Novem	November 5, 2022	
Application ID # 18584535 Application date: November 5, 2022	20			
Primary contact John Carson 12300 Rock Hill Rd		rketplace Eligibility ber to update your application during the year w		
Chester, VA 23831-2450				
Results				
Premium tax credit available for this household: \$706/month		Estimated 2023 income used to determine eligibility \$26,499.60/year	for financial help	
			John Carson	
Applied for coverage.			•	
Eligible to enroll in a Marketplace plan until January 15, 2	2023.		•	
Eligible to use the premium tax credit to pay for a Market household.	tplace pla	n. Can use up to \$706/month for this	•	
Eligible for cost-sharing reductions: Will pay less for copa enrolled in a Silver plan.	iyments,	coinsurance, and deductibles when you're	•	
Not eligible for Medicaid because this month's household	d income	of \$2,208.30 is too high.	•	
You were reviewed for CHIP but don't meet eligibility crit	teria (age	, pregnancy and/or health coverage status).	•	
ACTION: Next steps				
Enroll now. Marketplace coverage start date generally de page 4.	epends or	n when you select a plan. See Eligibility Guide,	٠	
Choose a Silver plan to get cost-sharing reductions. Choose dollars if you use a lot of services.	ising Silve	r instead of Bronze may save you thousands of	•	
Learn more about how you could qualify for Medicaid. Se	ee Eligibil	ity Guide, page 7.	•	
You can appeal your eligibility results now. See Eligibility	Guide, p	age 8.	•	
		ppeal, see Eligibility Guide, page 8. ne Eligibility Guide included with this notice.		
HealthCare.gov	Virginia	Medicaid: Family Access to M	edical	

(855)242-8282 Marketplace Call Center: Insurance Security (FAMIS) (CHIP): TTY: (888)221-1590 (855)242-8282 For more help 1-800-318-2596 TTY: 1-855-889-4325 TTY: (888)221-1590 LocalHelp.HealthCare.gov (for help in your area)

Extra savings on Silver plans reminder



You can save money on out-of-pocket costs, like deductibles and copays — but only with a Silver plan.

Choose an option

Save more on care—explore Silver plans for extra savings (recommended)

Save money on deductibles and copays when you get care.

Continue with this plan

You'll pay more for your share of costs.

Continue

Want to save more?

State-Based Marketplaces





IPH A

How to Mobilize in Healthcare.gov States

Paula Campbell Director of Health Equity and EP



Illinois Primary Health Care Association

IPHCA.ORG

Agenda

- An Important Time
- CDO (and CAC status)
- CMS Training Webinars New Platform
- Next Steps-Action
- Resources

An Important Time

2022/2023 is a critical time for enrollment work.

Why is Enrollment work so important NOW?

It is important that CHC's equip patients to maintain their health coverage during/after the Public Health Emergency Unwinding.

- Update mailing addresses with State Medicaid office and prepare patients for Medicaid Redetermination
- Develop language about the transition from Medicaid to Marketplace
- Create templates for your partners to share to help amplify the message



IPH A

IL Numbers:

 3.6 million Illinoisans are enrolled in Medicaid enrollees¹, up more than 15% since the start of the pandemic².

• IPHCA represents all 53 community health centers which care for 1.5 million Illinoisans annually at 400+ service sites.

 60% of Illinois community health centers are Medicaid enrollees – roughly 900,000 individuals.

¹ <u>https://files.kff.org/attachment/fact-sheet-medicaid-state-IL</u> 2 https://www2.illinois.gov/hfs/info/factsfigures/Program%20Enroll

ment/Pages/Statewide.aspx



CDO Status

Is your CDO agreement active?

CDO and CAC Status

- Step 1.Verify your Certified application counselor Designated Organizations (CDO) agreement is ACTIVE.CDO application process will reopen when PHE Ends.Watch for announcement HERE
- Step 2. Verify your CAC Roster is ACCURATE.
 - New this year: CMS expired assister ID numbers for individuals that did not complete PY2023 training by October 31, 2022.
 - Log into MLMS to verify CAC ID number is still active
 - Review Roster for status <u>Review Roster for status</u>
 - Assister ID numbers will be validated against what your organization has on their *official roster*. The <u>Assister ID Validation Guide</u> provides directions and troubleshooting.
 - IPHCA Workflow to Resolve Expired CAC & Nav ID's
- Step 3. Complete PY23 Assister Certification Training.
 - <u>CMS Assister Certification Training Email Issued September 2022</u>
 - <u>The Quick Reference Guide: FFM Registration with ID Verification for Assisters</u>
 - Plan Year 2023 FFM Assister Certification Training: <u>(slides)</u> (video) (transcript)

CMS Training Webinars

New this year: REGTAP Platform

NEW CMS Webinar Platform - REGTAP

If you do not have a REGTAP account **<u>Create an Account</u>** and follow the steps listed below:

- Organization Type: Navigator and Marketplace Assisters
- Title: Other/Navigator

- Role in Organization: Other/Navigator
- Accept Privacy Notice and Submit
- Confirmation will be sent to your email to verify and register

To register for the Assister Series from your **<u>REGTAP</u>** account

- Select "Training Events"
- Select "Marketplace Assister Webinar Series"

IPHCA Webinar Registration Walk Through Guide



Call to Action

Next Step - Action

In-Reach (Medicaid and uninsured patients) vs Outreach (community networks who serve Medicaid and the uninsured)

- Send information about health insurance options to current patients
- Leverage existing partnerships
- Enhance staff capacity to meet consumer needs
- Develop social marketing strategies (provide facts, dispel myths about maintaining health coverage)
- Leverage mainstream social media apps
- IPHCA Best Practices & Lesson's Learned
- IPHCA Video Marketplace OE Review & Renew

3 Calls to Action:

- Post About Open Enrollment deadlines
 - Dec 15th for Jan 1st Coverage
 - Jan 15th final deadline for OE10 Coverage starts Feb 1st
- Develop a plan for the PHE Unwinding to help patients retain Medicaid or transition to marketplace
- Identify one outreach strategy to implement over the next few weeks

IPHCA Outreach Initiatives

Enrollment Assistance

Health centers employ roughly 200 outreach and enrollment assisters across the state including 64 new navigator being funded through a \$3.6M federal grant aimed at supporting open enrollment and PHE unwinding.

- + Screening patients for Medicaid eligibility
- + Assisting with enrollment in coverage (Medicaid and Marketplace)

+ IPHCA proactively engaging managed care to coordinate outreach reminding enrollees of upcoming redetermination post-PHE.

Provider Outreach

IPHCA communicates updates on the PHErelated policies as well as state and federal unwinding plans.

- + IPHCA hosts monthly coalition calls with health centers and other organizations to coordinate outreach and enrollment activities.
- + Amplify HFS resources in bi-weekly member-wide communication

Patient/Public Awareness

IPHCA developed multiple public facing explainer <u>videos</u> in both <u>English</u> and <u>Spanish</u> to encourage Medicaid enrollees to update their address and monitor mail for renewal information.

- + Distributed on social media
- + Can be played in waiting rooms as well
- + IPHCA is working with HFS on another video focused on redetermination process after the PHE ends.

Resources

Links to CMS Resources and Stakeholder Pages

Resources

Young Invincibles OE10 Materials

Toolkits in English and Spanish, and social media content in English, Spanish, Mandarin, Vietnamese, Creole, and Amharic. Question scripts so you can prepare answers for YI's Today's Voices Tuesday Twitter chats. Weeks of Action calendar and graphics. It's your one stop shop for all things Open Enrollment! Check back regularly for new materials.

National Get Covered Coalition

YI's national network of Navigator programs, health care centers, advocacy organizations, communitybased organizations, and others work together to provide outreach and enrollment to communities across the country. Through the coalition, you will have access to outreach materials and resources, as well as policy updates, webinars, and monthly meetings. If you'd like more information or to join the coalition, please reach out to Mina Schultz at <u>mina.schultz@younginvincibles.org</u>.

Get Covered Connector - ENGLISH

Get Covered Connector - SPANISH

Use Connector to search by zip code and find an appointment in your area. With active assisters in over a dozen states and listings nationwide, Connector is the most up to date listing of enrollment assistance available. To learn more about how to use Connector as an assister, or if you have locations that are not listed on the Connector already, please reach out to Elio Cruz at <u>Elio.Cruz@younginvincibles.org</u>

Resources

Out2Enroll

- Graphics Folder
- Social Media Toolkit
- Weekly Messaging Guide

National Disability Navigator Resource Collaborative Guide

CMS Outreach and Education Tools and Toolkits

Center on Budget and Policy Priorities Beyond the Basics Resources

Georgetown University Center on Health Insurance Reform's Navigator Resource Guide

Kaiser Family Foundation Marketplace FAQs

ACA Consumer Advocacy Shareable Graphics

CMS Assister Readiness Webinar Series

To join the CMS Assister listserv, email <u>ASSISTERLISTSERV@cms.hhs.go</u> and type "Add to listserv" in the subject line

IPH A

Thank you

Paula Campbell Director of Health Equity and EP pcampbell@iphca.org (217)541-7318

For our PCA's on the Call: PCA O/E and Enabling Services Peer Learning Team meets the 2nd Tuesday of each monthly 1pm CT Contact <u>Paula Campbell</u> with IL PCA for a calendar invite and to be added to the team's list serve.





OPEN ENROLLMENT IS HALFWAY OVER, WHAT CAN WE DO? "THERE'S ALWAYS TIME TO SAVE A LIFE"

Who is CentroMed?

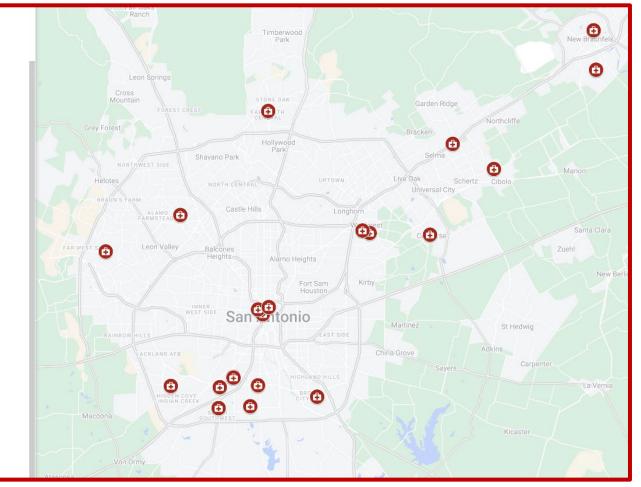
- FQHC in SanAntonio, Texas
- 23 clinics in &
 around San
 Antonio including:
 - □ Converse
 - Schertz
 - New Braunfels
 - Somerset

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CentroMed Location

All items

CentroMed South Park Medical CentroMed Christus Santa Rosa Professi.. CentroMed Southside Medical CentroMed SA Pediatrics Sorrento Plaza CentroMed Noemi Galvan Eling Clinic CentroMed Berto Guerra Jr. Clinic CentroMed Pediatric Clinic CentroMed Maria Castro Flores Clinic CentroMed Palo Alto Clinic Centro Med Southpark Pharmacy CentroMed South Park Dental Clinic WIC Nutrition Program SW Military CentroMed Sarah E. Davidson Clinic CentroMed WIC Nutrition Program CentroMed Family First Clinic CentroMed Family Medicine Clinic CentroMed SA Pediatrics M&S Tower Me... CentroMed SA Pediatrics Stone Oak CentroMed SA Pediatrics Tri-County Cro... CentroMed SA Pediatrics Cibolo CentroMed SA Pediatrics Medical Center CentroMed SA Pediatrics Southeast CentroMed SA Pediatrics Southwest





Who is CentroMed?

- □ Family Practice, Women's Health
- Pediatrics, Dental
- Wellness & Fitness Centers
- □ Serve Over 111,000 Patients







Our Work in Enrollment

- □ CDO since 2013 and a Navigator grantee since 2021
 - Funded by HRSA & CMS
 - FT and PT staff

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- All staff are aware of the importance of health coverage in the community
- Signage in clinics and regular communication with our patients
- Separate enrollment, outreach, and eligibility





Who is EnrollSA?

- □ City of San Antonio, Bexar County, and elected officials
 - Metro Health, San Antonio Library System, BiblioTech, Community Centers
 - Mayor Ron Nirenberg, Judge Nelson Wolff, Congressmen Castro and Doggett
- Schools and Universities
 - □ SAISD, NEISD, SWISD, South San ISD, Southside ISD
 - UTSA, UIW, Alamo Colleges District, TAMUSA
- Hospitals and Clinics

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- D MHM, MHS, Christus, SWGH, UHS
- CentroMed, Ascension, Wesley
- Community-Based Organizations
- □ Faith-Based Organizations







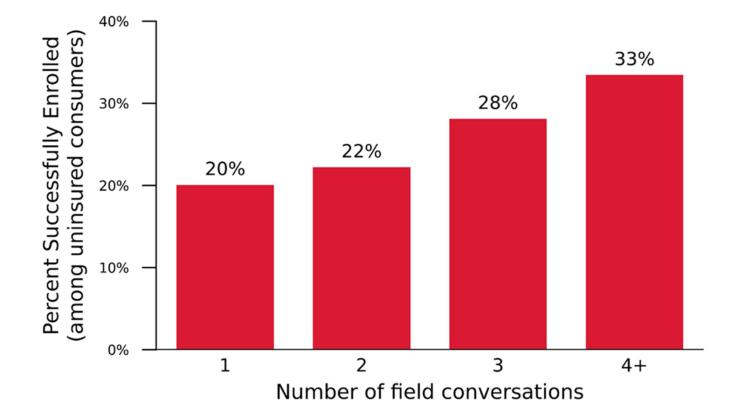
Your Community Needs YOU!





Conversations Matter

- Help us identify and speak to consumers.
- A consumer enrolls at
 the highest rate after
 four touches





Enrollment Groups Want to Partner!

- □ Locate local CDO/CAC &
- Navigator Organizations
- Locate "Community Champions"
 - Community-based Organizations
 - Faith-based Organizations
- □ They can offer: training, enrollers, scheduling
- They accept: referrals, outreach materials, etc.









What Can You Do On Your Own?

- □ Link Connector Tool website to your own
- Outreach to your own patients and staff
- Blurbs in newsletters, emails, hold messages, etc.
- Follow enrollment partners' social media and

share on your pages

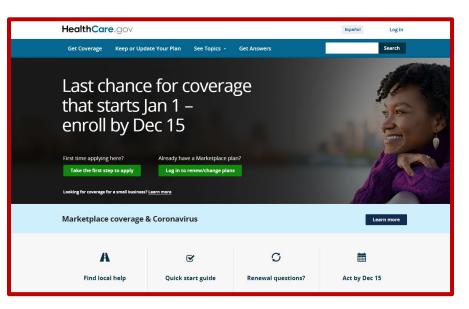
Put up flyers, posters, popup banners, drop boxes

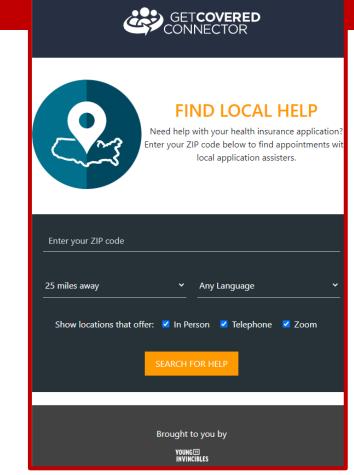


HHS & Connector Websites

healthcare.gov

- connector.getcoveredamerica.org
- State-based marketplace websites







Thank You!

* Joe Ibarra

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- Mobile: (210) 286-8493







QUESTIONS?



THANK YOU!

NATIONAL ASSOCIATION OF Community Health Centers®

PLEASE VISIT US ONLINE nachc.org