



# The Help Me Grow Business Case: Mississippi

2021

Analysis done in partnership with Manatt Health

manatt



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# Mississippi's Early Childhood Development Landscape

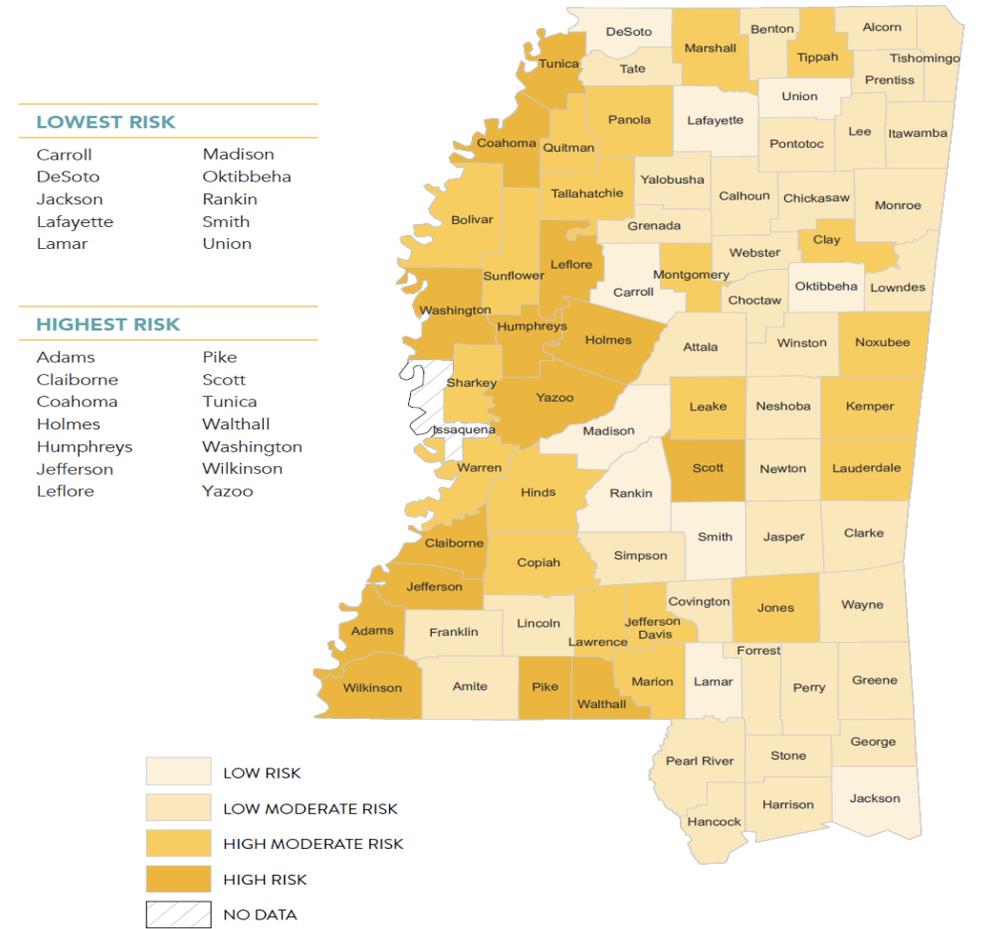
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# There is Significant Opportunity to Improve Mississippi's Early Childhood Development System

## Key Takeaways

- Mississippi ranks last across states for key indicators of child well-being including economic well-being, education, and health.
  - 65% of children in Mississippi are born into challenging contexts (e.g., poverty, single parent households, foster care, other environments with barriers to success).
  - As of 2019, 14 counties (17.1%) were considered high risk for kindergarten readiness.
  - In FY2020, approximately 4% of children birth through age 2 in Mississippi received services through Early Intervention Part C, which is much lower than the demand for such services.
  - These challenges are exacerbated by disparities in access to resources based on race, geography, and socioeconomic standing.
- Rural areas of the state have high need for early childhood development services but face a dearth of resources.
- State legislators are focused on school readiness, providing an opportunity to engage legislators in expanding support for early childhood development.

Overall Risk Profile  
(Re: Child Well-Being and Quality of Life)



# Help Me Grow (HMG) Can Play a Key Role in Building a Robust and Resilient Statewide Early Childhood Development System



HMG is a **cross-sector, systems-based approach** that connects families to the resources they need to **help all children thrive**.



HMG builds and maintains a **network of community resources across sectors** and coordinates services across the network.



HMG engages in effective outreach to ensure a consistent and **best practice approach** among child health providers and community-based organizations.



HMG supports children in their **early years**, which have the longest-lasting consequences on children's health and well-being.



HMG services and resources are **flexible and targeted** to each community and individual family served.



HMG builds **relationships** with families over time and serves as a **trusted resource** as children's needs change.

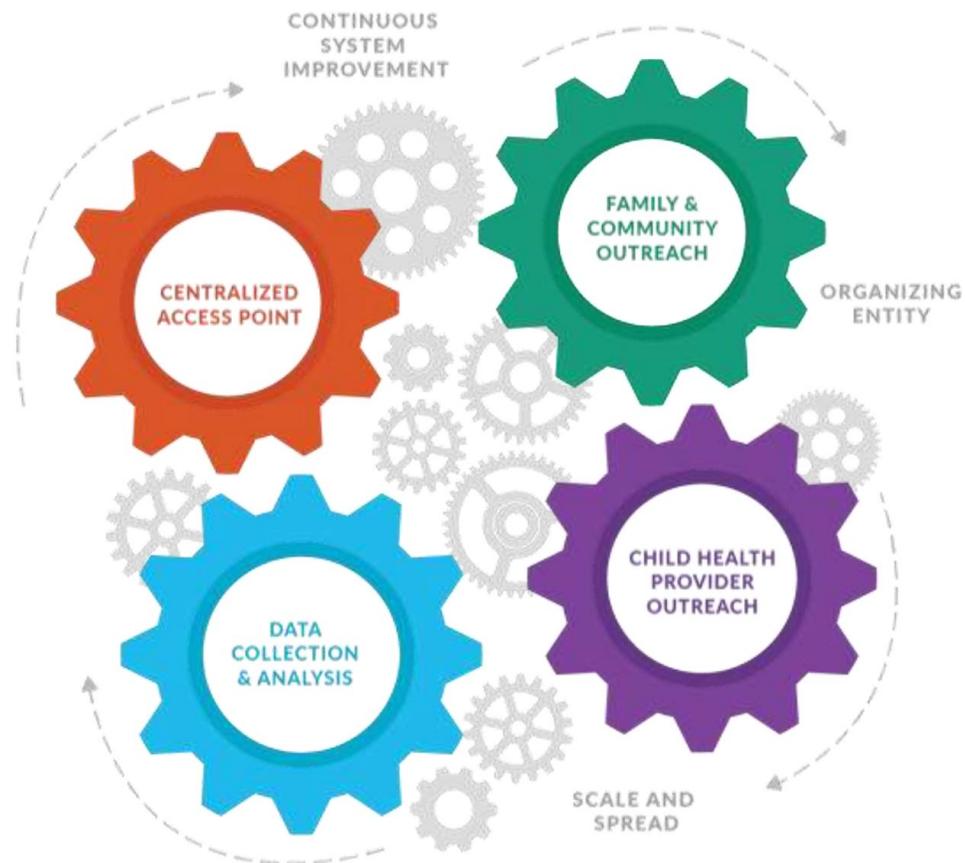
## The HMG System Model

Help Me Grow is a model that works to promote collaboration across child-serving sectors in order to build a more efficient and effective system that promotes the optimal healthy development of young children.

**When all of the organizations working on behalf of young children work together, we can:**

- Better prevent or reduce the impact that stress and adversity may have on children and families
- Increase protective factors that can maximize the well-being of children and families
- Strengthen existing resources, programs, and the network of providers to improve outcomes for young children and their families
- More effectively address social drivers of health and promote health equity

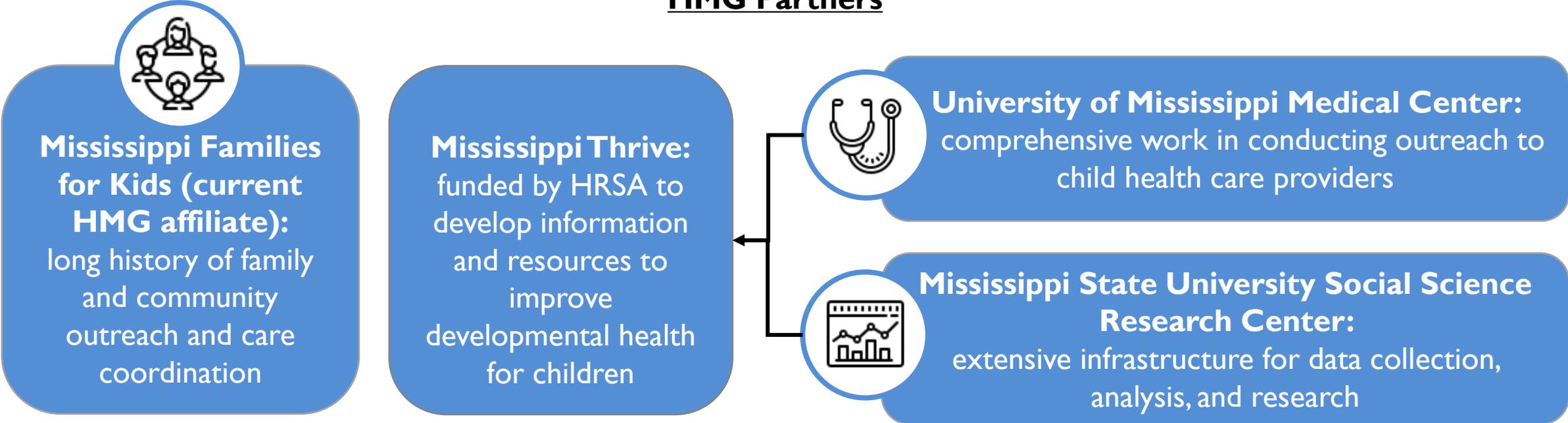
### HMG Model Core Components and Structural Requirements



# Key Mississippi Childhood Development Organizations are Laying the Groundwork for a Coordinated Statewide HMG System

Early childhood system building efforts in Mississippi have been significantly bolstered by installation of the HMG system by Mississippi Families for Kids in 2015 and a 5-year HRSA grant, starting in 2017, that funded the creation of Mississippi Thrive. This grant supports its partnership with Mississippi Families for Kids in developing a statewide early childhood development system founded on the HMG Model.

## HMG Partners



HMG is the larger system in which these coordinated components will be embedded

# Accomplishments to Date of Mississippi's HMG Partners

## Accomplishments

- Installed 18 of the 22 required indicators for a fully implemented HMG system
- Developed a statewide leadership team and strong partnerships with early childhood development organizations across the state (e.g., Interagency Coordinating Council on Children & Youth, Families as Allies, Mississippi Early Learning Alliance, Children's Foundation)
- Worked to educate stakeholders on the HMG model and establish needed infrastructure for the HMG system in the state, including an extensive research and provider outreach infrastructure
- The Leadership Team is currently working to enhance the state-level infrastructure and capacity to develop a coordinated early childhood developmental health system

## HMG State Leadership Team

Established in 2021 as a venue for statewide coordination and collaboration across childhood development stakeholders, and to conduct outreach and education among key state influencers to increase understanding of and support for the HMG System

HMG MS already serves children, and currently provides developmental screenings, resources, and services to families. In 2019-2020, HMG MS:

- Served **279 families** through the centralized access point
- Reached **1,200 families** through outreach activities
- Conducted **33 trainings** for medical staff on screening/linkage

# Additional Work Remains to Make the Fully Implemented HMG System in Mississippi a Reality

## Core areas of work to fully stand up a statewide HMG system in Mississippi:

### **Relationship-building:**

- Continued education with stakeholders that use of the HMG Model enhances but does not replace existing programs and services
- Continued training with stakeholders on the HMG System Model and its core requirements
- Fostering trust and collaboration among stakeholders

### **Infrastructure-building:**

- Developing and strengthening mechanisms to collect data and share data among stakeholders
- Continued efforts to raise awareness of the dearth of early childhood development providers, especially in rural areas, and support early childhood leaders and providers in maximizing available resources by ensuring appropriate referral and linkage
- Building an understanding of how the HMG Model can contribute to a shared system that identifies program and service gaps and informs resource allocation

### **Sustainable Funding:**

- Acquiring dedicated funding to develop and run a well-coordinated statewide early childhood system using the HMG Model, system given HRSA grant expiration in 2022
- Cultivating broader sufficient funding for early childhood development services in Mississippi

# Value Proposition of Help Me Grow Mississippi

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# Once Fully Operational, the HMG System Addresses a Wide Range of Services Needed in Mississippi – Some of Them are Quantifiable

## Early Detection and Intervention for Developmental Delays

- ★ Screening and referral to Early Intervention, HeadStart, preschool programs
  - Promotion of early literacy
  - Assistance obtaining special education services (e.g., IEPs, 504 plans)

## Parenting Supports/Services

- ★ Support and education for parents to promote positive parenting
- ★ Referral to home visiting programs
- ★ Identification of maternal depression and referral for services
  - Ongoing care coordination to build relationships with families to empower them
  - Referral to childcare/child play groups

## Coordination with Primary Care and Other Community-Based Services Providers

- ★ Promotion of earlier uptake of preventive child dental services
  - Training and support for pediatricians (e.g., promotion of universal developmental screening)
  - Tracking of closed loop referrals to ensure children and families receive the services they need
  - Community events to strengthen connections and offer resources

## Diversion from Unnecessary Developmental/Early Intervention Assessments

- ★ Avoided unnecessary developmental/EI assessments

## Addressing Social Determinants of Health/Unmet Basic Needs

- ★ Food insecurity
  - Housing insecurity/utilities
  - Clothing/diapers
  - Domestic violence
  - Child welfare concerns
  - Medical-legal partnership

★ = HMG services with associated savings that can be quantified.

# A Statewide HMG System in Mississippi May Potentially Provide a Significant Return on Investment

With a fully implemented HMG system, Mississippi can potentially save \$1.9 for every \$1 and in turn, invest in better health outcomes for children and their families in the state.

**For every \$1 invested, Help Me Grow generates more than \$1.9 in quantifiable\* savings over the longer term.**



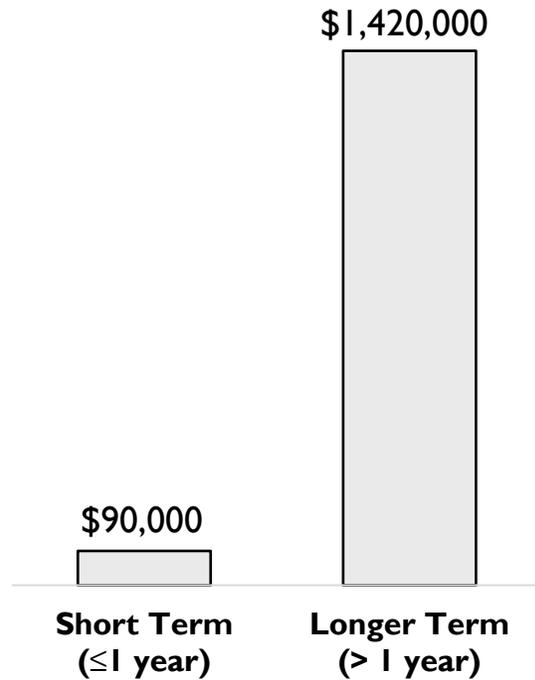
\*ROI captures quantifiable cost savings only, and therefore likely underestimates the total value of HMG services to individuals, communities and society at large. Actual savings are likely significantly greater than quantifiable savings only.

\*\*These are potential ROI estimate and do not reflect the current or guaranteed cost-savings in Mississippi. See Appendix for additional detail on how estimates were calculated.

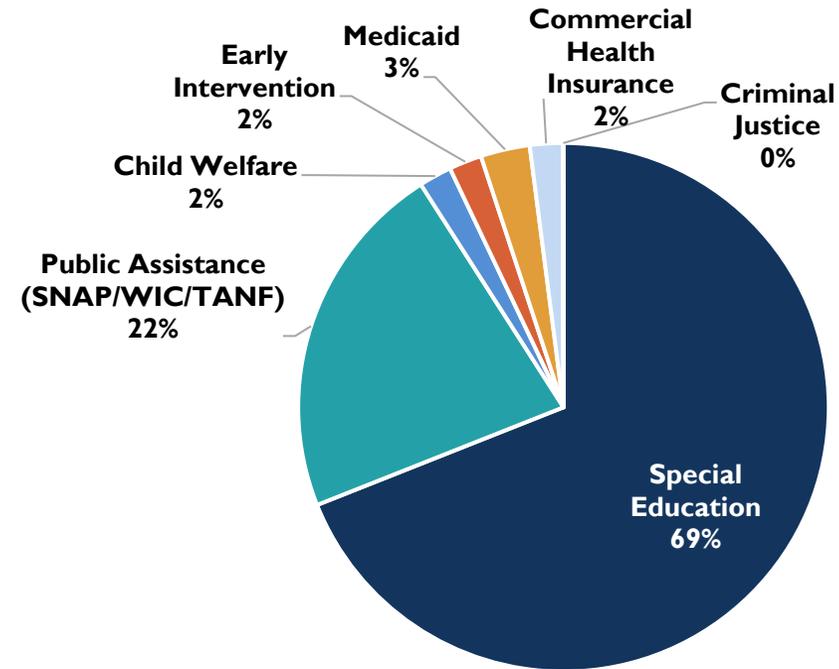
# Potential Total HMG Mississippi Savings

**HMG savings accrue over time to a variety of sectors.**

**HMG Total Savings by Timeframe**



**HMG Total Savings by Sector**



**Potential Total (short and long-term) Net Savings:  
\$990,000**

**NOTE:** These are potential ROI estimates and do not reflect the current or guaranteed cost-savings in Mississippi

# Key Takeaways & Next Steps

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## Mississippi Has Strong Components to Build a Statewide Early Childhood Development System and Needs Additional Support

- While HMG Partners in Mississippi have made progress to date, additional work remains around relationship-building, infrastructure-building, and funding to make a fully implemented HMG system a reality.
- With a fully implemented statewide HMG system, Mississippi can generate cost-savings and invest in better health outcomes for children and their families in the state.
- However, more financial, political, and institutional support is necessary to launch and sustain this statewide system and improve the lives of all Mississippi children.

[INSERT ASK HERE FOR PARTICULAR AUDIENCE]

## Next Steps for Mississippi

- Utilize a state leadership group to foster trust, collaboration, and coordination across early childhood development stakeholders in the state, as well as a unifying early childhood development vision and goal
- Identify a sustainable source of funding for a statewide HMG system
- Capitalize on policy-makers' interest in school readiness to engage state officials and legislators on expanding support and resources for early childhood development
- Continue to engage and educate stakeholders, funders, providers, and policy-makers on the HMG system, with particular focus on underserved and under-resourced communities in the state
- Leverage and build on existing infrastructure and service capacity to align and fully implement all core components of the HMG system:
  - Centralized Access Point
  - Family and Community Outreach
  - Health Care Provider Outreach
  - Data Collection and Analysis



[HELPMEGROWNATIONAL.ORG](http://HELPMEGROWNATIONAL.ORG)

# Appendix

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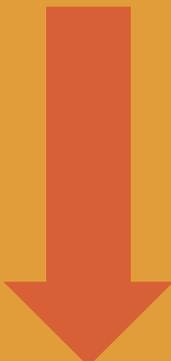
# The Importance of Investing in Early Child Development

- There are significant **health, social, and economic benefits** to children, their families and society when children's developmental needs are met.
- The greatest **cost savings** opportunities occur at the **youngest ages** while children's brains are still rapidly developing.
- **Many resources already exist** in communities to meet these needs, but often, they are disjointed and children and families may not be able to access the services they need in a **timely manner**.
- Investment in early child development promotes a multitude of **cross-sector benefits**, including:



## Increases in:

- Children's cognitive, behavioral, and social-emotional development
- Educational performance and graduation rates
- Parenting ability and confidence
- Workplace productivity and earnings
- Physical and mental health outcomes



## Reductions in:

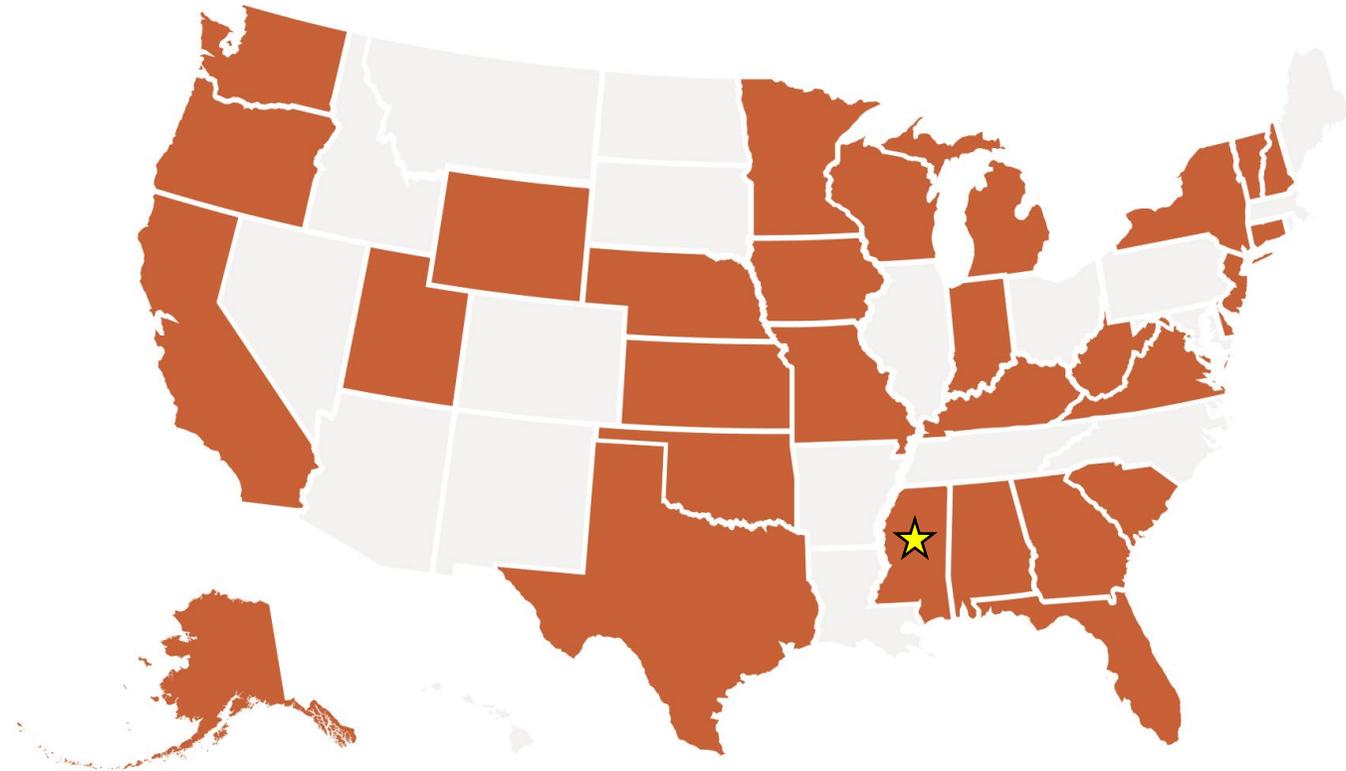
- Children with developmental delays
- Special education
- Cases of child abuse and neglect
- Domestic violence
- Welfare dependency
- Juvenile and adult crimes

## HMG at a Glance

**HMG Affiliates are Nationwide**

**HMG founded (initially piloted) in 1997**

**There are 111 HMG Affiliates across 29 states and DC as of December 2020**

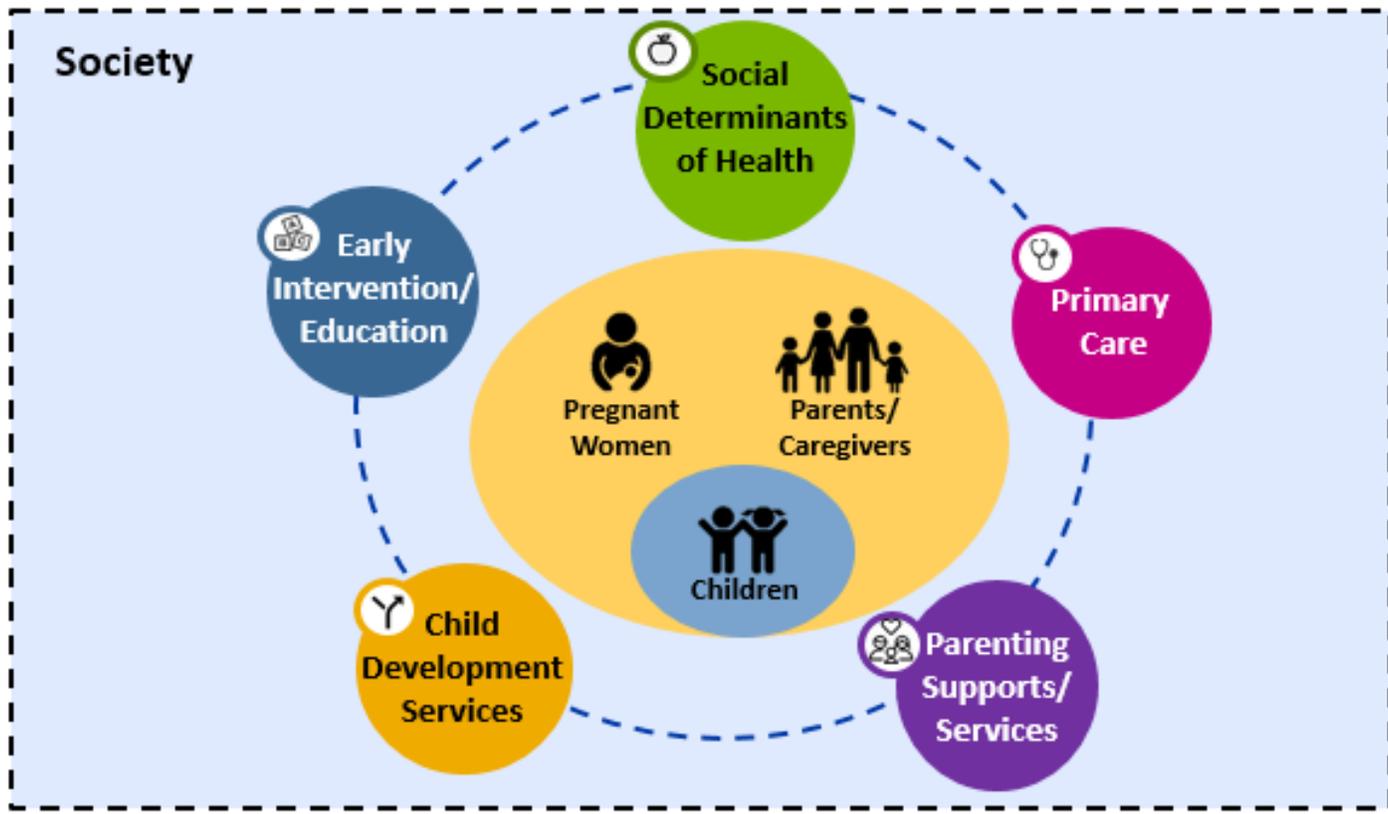


# The HMG Model Core Components

Model Core Component	Key Activities
Centralized Access Point	<ul style="list-style-type: none"> <li>• Specialized child development line</li> <li>• Linkage and follow-up</li> <li>• Researching resources</li> <li>• Real-time directory maintenance</li> </ul>
Family and Community Outreach	<ul style="list-style-type: none"> <li>• Engaged community partners</li> <li>• Networking</li> <li>• Community events and trainings</li> <li>• Marketing</li> </ul>
Child Health Provider Outreach	<ul style="list-style-type: none"> <li>• Physician champion</li> <li>• Training on surveillance and screening</li> <li>• Training on referral and linkage</li> <li>• Closing the feedback loop</li> </ul>
Data Collection and Analysis	<ul style="list-style-type: none"> <li>• Data monitoring</li> <li>• Sharing data across partners</li> <li>• Continuous quality improvement</li> <li>• Community change through data</li> </ul>

# HMG's Systems Approach Supports Children and Families and Generates Cross-Sector Benefits

HMG services benefit children, parents and families, pregnant women, primary care physicians, child services providers, and society at large. By integrating and coordinating services, providers can more effectively tackle health disparities and improve health equity.



## Overview of HMG ROI Savings Methodology

- **A subset of HMG services** generate cross-sector savings that can be quantified based on published research and data.
- HMG savings are calculated based on:
  - HMG services provided over a **one-year time period** with quantifiable savings.
  - Associated HMG operating costs over the same one-year time period.
- Savings associated with services rendered accrue over **different timeframes**.
  - Some savings accrue in the **short term, defined as  $\leq 1$  year of the time the service is rendered** (e.g., avoided health care costs due to avoided unnecessary developmental/EI assessments)
  - **Other** savings accrue over the **longer term, defined as  $> 1$  year from the time the service is rendered** (e.g., Reductions in future criminal justice activity and associated costs due to positive parenting services and supports provided early in a child's life)
- Not all savings associated with HMG services can be quantified. Estimates are **conservative** and likely **underestimate** the full economic impact of HMG.

# The Potential Cost Savings of a Fully Implemented HMG Model in Mississippi

The ROI Calculator is used with fully implemented HMG systems to assess the value they provide to their states. Since Mississippi is not yet fully implemented, Mississippi estimates leverage data available from South Carolina as a similar state in full implementation.

- South Carolina is a southern non-Medicaid expansion state (like Mississippi).
- South Carolina's ROI results demonstrate the promise of what "could be" in Mississippi.
- The above slides illustrate potential savings if Mississippi served as many people (1,643 children and 1,484 adults) with the same interventions, and similar availability and types of resources, as South Carolina.

**The following cost saving estimates reflect and incorporate key Mississippi specific data points, including:**

- The Mississippi insurance payer mix for children and adults with dependents
- The cost of a year of special education in Mississippi

**NOTE:** These are potential ROI estimates and do not reflect the current or guaranteed cost-savings in Mississippi

# Sources

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## Sources

### Overview of Mississippi Landscape:

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2. Children's Foundation of Mississippi. Mississippi Risk & Reach Report: Opportunities for Children, Youth and Communities. March 2021. <https://childrensfoundationms.org/wp-content/uploads/2021/03/CFM-Risk-Reach-Report-3.21-1.pdf>
3. Children's Foundation of Mississippi. Blueprint for Improving the Future of Mississippi's Children. June 2021. [https://childrensfoundationms.org/wp-content/uploads/2021/06/CFM-Blueprint\\_WEB-062521.pdf](https://childrensfoundationms.org/wp-content/uploads/2021/06/CFM-Blueprint_WEB-062521.pdf)
4. Conversations and interviews with stakeholders from Mississippi Thrive, Mississippi Families for Kids, and Help Me Grow National Center

### APPENDIX:

#### Overview of HMG:

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