Flemington-Raritan and ESS Partnership Overview

December 16th, 2019

Effective School Solutions
Situation Overview
(What We Heard in Initial Discussion)

• Flemington-Raritan has expressed a need for additional support for behavioral students, and specifically for the creation of a BD program to support these students.

• Particularly at the elementary grades, the types of student challenges and associated behaviors have become more severe, in many cases exceeding the capabilities of the school’s ability to effectively manage them.

• These students can also tax school resources and in many cases lead to costly out of district placements when the student cannot be retained in district.

• Building a more comprehensive BD program is the right thing for these struggling students, but will also enable us to control our costs moving forward while giving every student the opportunity to succeed.
Of youth ages 13-18, 1 in 5 have a mental illness.

- 20% live with a mental health condition
- 11% have a mood disorder
- 10% have a behavior or conduct disorder
- 8% have an anxiety disorder

Mental health challenges have increased significantly over the last 10 years.

Research points to a number of factors, including the isolating effect of technology and digital media usage.

Choice 2:
Dramatic improvement in the school-related performance of students with emotional and behavioral challenges

Better, Alternative Option
Intensive, In School Clinical Support that Improves Care and Retains Students

Traditional Approach #1:
“Random Acts of Therapy”

Traditional Approach #2:
The ODP Route

Effective School Solutions
Reinventing K-12 Mental Health Care

ESS partners with school districts to help them implement mental health and behavioral support programs that improve care, strengthen outcomes, and maintain students in the least restrictive environment
ESS Partners in New Jersey

- Bernards
- Boonton
- Carteret
- Cherry Hill
- Clinton
- Fair Lawn
- Florence
- Franklin
- Freehold Regional HS
- *Glen Ridge
- Greater Egg Harbor
- Hamilton
- Hillsborough
- Mahwah
- Matawan-Aberdeen
- Metuchen
- Middletown
- *Montclair
- Montgomery
- Morris
- Morris Hills Regional
- Neptune
- *Newark
- Old Bridge
- Parsippany-Troy Hills
- Robbinsville
- Sayreville
- Scotch Plains-Fanwood
- *South Orange & Maplewood
- Sparta
- Union
- Vernon
- *Verona
- Westfield
- Westfield
- Woodbridge
3 Reasons Districts Partner with ESS

- Improve school-related performance of students with severe emotional and behavioral challenges.
- Support students in the least restrictive environment.
- Significant reduction of cost through decreased need for higher levels of care (e.g. ODP).

What Makes ESS So Effective?

- Offers an alternative for the student who has failed with traditional “Tier 2” school counseling.
- Comprehensive protocols which separate ESS from a “rent a therapist” approach.
- State-of-the-art clinical interventions delivered by experienced staff.

The goal of every ESS implementation is to have both a positive impact on students AND on district finances.
The comprehensive nature of the ESS Tier 3 program is what differentiates it from traditional “rent a therapist” approaches.
Data Quantifying Impact of In-School Clinical Programs (2018-2019 School Year)

- **97%** Retention of Students In-District
- **22%** Increase of Grade Point Averages
- **37%** Reduction in Student Absences
- **44%** Fewer Disciplinary Incidents
ESS Tier 3 Programming Reduces Out of District Placement Costs While Improving Care

### Annual Cost to Serve Tier 3 Student

- **ODP**: $100,000
- **In-House**: $21,250

#### Analysis:

- **Out of district placements** are often overused as a source of care for students—simply because the proper systems of support built in-house.

- **Typical costs** of an out of district placement can be more than $100,000 per student per year—operating a program in house using a partner like ESS 20% of that cost per year.

- **Embedded clinical programs** like ESS can be helpful in returning students from ODP (when clinically appropriate), but can also help prevent ODPs before they occur.
Proposed Parameters of ESS-FRSD Partnership

- Implement Tier 3 embedded clinical programming at the Robert Hunter Elementary, initially to serve 8-10 students directly, and the entire school more broadly through professional development efforts

- Program will be run by a 5-person team: 1 full-time licensed clinicians, a Regional Director and Executive Clinical Director providing clinical supervision and account management services, a Quality Management Specialist providing screening and oversight of high-risk issues, and an elementary behavioral specialist providing ongoing consultation on program design

- Embedded monthly professional development will enable FRSD to build capacity staff-wide to deal with the unique needs of Tier 3 students in the classroom

- Total Cost for January 6th to June 30th, 2020: $98,700

Ultimate Goal: Establish a state of the art clinical program to better serve students with severe needs and to retain them in district when clinically appropriate
Putting Pricing in Context

• We recommend that partners think about pricing in two ways

• First, pricing reflects the comprehensive and complete nature of the ESS program, e.g. not just clinicians on the ground but the clinical supervision and risk management personnel to provide additional support and protection for the partner, access to an electronic health records system, as well as embedded professional development and whole school support

• Second, in most cases the ESS program actually generates a cost savings at the systems level as implementing Tier 3 embedded clinical support can 1) can help reduce costly NPS placements and more effectively serve Tier 3 students at a lower cost, 2) reduce incidence rates of over-classification and dis-proportionality

As part of our reporting, ESS will provide Cost Savings Analyses to FRSD showing the actual cost of ESS reflective of program savings
### Cost Analysis

<table>
<thead>
<tr>
<th>Current Program</th>
<th>2019-2020 (Prorated from Jan to June)</th>
<th>School Year 2020-2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>ODP Retuner Savings</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Students who could be returned from ODP</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Students who are at risk of going to ODP</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>Annual cost savings per student</td>
<td>$50,000</td>
<td>$100,000</td>
</tr>
<tr>
<td>Total savings from ODP returners</td>
<td>$200,000</td>
<td>$400,000</td>
</tr>
<tr>
<td>Estimate of Cost Avoidance from Preventing Additional Future ODP Placements</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total students enrolled in program</td>
<td>8</td>
<td>8</td>
</tr>
<tr>
<td>% who would be at risk of ODP</td>
<td>20%</td>
<td>20%</td>
</tr>
<tr>
<td>Additional # of students prevented from going to ODP</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>Annual cost savings per student</td>
<td>$50,000</td>
<td>$100,000</td>
</tr>
<tr>
<td>Total Additional Cost Avoidance from Future ODP Prevention</td>
<td>$100,000</td>
<td>$200,000</td>
</tr>
<tr>
<td>Total Cost Savings + Cost Avoidance</td>
<td>$300,000</td>
<td>$600,000</td>
</tr>
<tr>
<td>Cost to Implement ESS Program</td>
<td>($98,700)</td>
<td>($190,000)</td>
</tr>
<tr>
<td>Total Net Cost/Cost Savings</td>
<td>$201,300</td>
<td>$410,000</td>
</tr>
</tbody>
</table>

- FRSD has indicated that there is one student who could be brought back from out of district placement, and 3 students at imminent risk of going out.

- By retaining these students in district, the district should save $200K this year, and $400K next year, not just covering the cost of the ESS program but creating a surplus.

- Adding in the additional prevention effect from serving a broad number of students, the total surplus could reach over $400K next year.

Implementing ESS and retaining students in district could save the district over $400K in 2020-2021.
THANK YOU

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