

# County Incentive Contract Incentive Task Group

Presented by:  
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# Overview

- HCPF Legislator Resource Center
- Review general questions from previous meeting on County Collaboration Incentive
- Review County Collaboration Eligible Earnings
- Draft County Collaboration Agreement Template



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# HCPF Legislator Resource Center

- Legislator Resource Center:  
<https://hcpf.colorado.gov/legislator>

## Federal Resources

- [CO Medicaid Insights and Potential Federal Medicaid Reduction Impact Estimates](#) - February 28, 2025
  - [Abbreviated Fact Sheet](#) - February 28, 2025
- [HCPF 2025 Budget Comment Letter to Colorado Congressional Delegation](#) - November 2024
- [HCPF Preliminary Analysis on e14s](#)



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## County Collaboration Incentive Purpose

### 1. Purpose and Scope of Collaboration Agreements

The purpose of these agreements is to facilitate timely enrollment of Medical Assistance applicants, ensure coordination between entities for ongoing eligibility and case maintenance, provide for potential on-site stationing of County Department personnel, and to provide opportunities for external entity cost sharing between the State and County Departments, the federal government and the external entities.



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## County Collaboration Incentive General Questions

- Can the incentive agreements be extended to health clinics?
  - Yes, however the first focus is hospitals.
    - Community Health Centers (CMC) - Community Health Centers (CHCs), also known as federally qualified Health Centers (FQHCs) have been around for more than 50 years. Since the establishment of the Health Center Program in 1965, bipartisan Congressional support has helped to maintain and strengthen the program. To learn more about the history of CHCs in Colorado and beyond, visit our CHC Movement page. If you are looking for information on receiving care at your local CHC, visit the CHC Patient Services and Payment Options page.
      - CMC MAP of facilities Statewide: <https://cchn.org/cchn-map/>
        - Search field at the top right of the page to search for CMC in your area.

## County Collaboration Incentive General Questions

- **Can Counties use existing contracts for the Incentive Agreements?**
  - Yes, Counties can use existing agreements/contracts as long as it meets the fundamental basis of what we're attempting to achieve.
- **If a contract involves multiple counties, does that meet the incentive requirement for those counties, like in the case of Adams County?**
  - Yes, counties can create agreements together.



## County Collaboration Incentive General Questions

- If a county has an agreement with an MA/EAP site working with a hospital or clinic, will that count towards the incentive?
  - This could apply to small counties without a hospital. The goal is to focus on getting hospital agreements and then CHCs. The purpose of the incentive is to have agreements to impact timely enrollment and ensure coordination between entities for ongoing eligibility and case maintenance.
- Are there other types of facilities that could be part of the incentive agreement, like county jails, schools, or others not currently included in the rule revision?
  - Yes. However, we do not want to go into agreement with small medical providers or organization that serve a limited medicaid population a month. We are looking for agreements that maximize enrollment and benefit ongoing maintenance for members.
    - Rule: Exemption for small counties(more information coming)

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## County Collaboration Incentive General Questions

- **Should metro counties focus on hospitals that are financially struggling when considering the incentive?**
  - Yes. Any hospital financially struggling or going out of business could have community impacts.



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## County Collaboration Incentive General Questions

- **How will hospitals be informed that HCPF and counties are developing rules and targets to collaborate with hospitals and clinics? How can we help ensure smooth collaboration?**
  - Yes, there is a hospital taskforce and other state meetings sharing this information.



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# Questions?



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## County Collaboration Incentive

- What is required to earn the eligible earnings of 20%?
  - Submit the County Collaboration Agreement by\_\_\_\_\_. (proposed reg implementation date: Jan 1st 2026)
    - County Collaboration Agreement
      - 1 agreement
        - County Collaboration Agreement with Cost-Sharing or
        - County Collaboration Agreement
      - Internal Control Procedure or County Collaboration Agreement
        - 2 Agreements
          - Nursing Facilities(NF)
          - Case Management Agencies (CMA)



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## County Collaboration Incentive

- To receive the full eligible earnings, you need to submit the following by the required due date:
  - 1 agreement
  - 2 Internal Control Procedures/Agreements
    - 3 Deliverables
- To receive partial eligible earnings, you need to submit the following by the required due date:
  - 1 agreement
  - 1 Internal Control Procedure/Agreement
    - 2 Deliverables



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## County Collaboration Incentive

- Review County Collaboration Agreement  
Rough Draft Template: [Draft County Collaboration Agreement](#)
- Please provide feedback by Friday March 14, 2025!



# Incentive Task Group

- Next meeting: 9:00 AM on Friday March 21, 2025



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