State Newborn Screening Programs
Funding Models

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Nisha Quasba
Specialist, Public Policy
Association of Public Health Laboratories (APHL)
Public Health Laboratory NBS Program

Virtually all of the roughly four million babies born in the US each year receive newborn screening!
Funding

• Revenue Source
• Billing of the NBS fee
• Ability to add new disorders and the future of NBS
• Engagement with Legislators
How is the Newborn Screening Program currently funded?
Newborn Screening Fee Varies Across the Nation

Initial Newborn Screening Fee

$0.00 - $162.98
Newborn Screening is **MORE** than a series of tests!

**NBS Fee** funds

**Screening**
NBS begins with a small heel prick to collect a few drops of blood on filter paper cards within first 24-48 hours of life. Samples are transported to the public health laboratory for screening.

**Testing**
- Negative (normal) results - Provider is notified and parents are informed of results at baby’s first wellness visit; no further action is needed.
- Out-of-range (abnormal) results - Provider is notified and sometimes requests a retest or further testing. Diagnostic tests must be done immediately to confirm results.

**Education**

**Follow-up**

**Case management**
Why is there a range in the fee nation-wide?

1. A state’s annual birth rate
   - Volume of samples
   - Appropriate staffing
   - Coordination of services

2. 1 screen vs 2 screen state
   *Double the specimens*

3. The # of disorders tested on a NBS state panel

4. Where testing is performed:
   - In state
   - Regional PHL
   - Commercial

NBS Fee Range: $50 - $150
Why such a range in the fee nation-wide?

Variability in services....

- Courier Services
- IT Infrastructure
- Administration
- Metabolic Formula
- Salaries
- Education Materials
- Follow-up Services
- Hearing & Heart Screening

Initial Newborn Screening Fee

$0.00 - $162.98
How is the NBS fee collected?

**Indirect:** Upfront & Pre-Sold

NBS Programs that directly bill insurance have more difficulty with reimbursement than those that primarily deal with birthing facilities.
Direct Billing Hurdles

Administrative Burden

- Increased staffing needed
  - Outstanding claims to be addressed
  - Medical billing expertise
  - Constant turn-over

- Denials & Resubmissions

- Insurance company needs differ
  - Patient information: incomplete, not consistent
  - Billing codes/reimbursement
  - Negotiation contracts
No Fee
How to Increase the NBS fee?

• Prior to the legislative session, a fiscal note needs to be formulated that outlines:
  – the additional activities that will be conducted
  – the number of specimens tested
  – how much of an increase is warranted

• Engagement from:
  - Key Stakeholders: hospital associations, patient advocacy groups, insurance association
  - Legislative Liaison
  - Program staff can provide technical assistance when needed
The NBS Fee is NOT always dedicated for NBS activities! It can be placed into other “funds” and used for other state programs.

NBS-specific fund
General Fund
State Lab Fund
PH Service Fund
No fee
Helpful Resources:
- Stakeholder Engagement
- Cost Benefit Analysis
NewSTEPs is a national newborn screening resource center designed to provide data, technical assistance, and training to newborn screening programs and assist states with quality improvement initiatives.
Contact

Nisha Quasba
Specialist, Public Policy
nisha.quasba@aphl.org