



SBHC Quality Improvement Learning Collaborative: Improving SBHC Consent and Utilization Request for Proposals

Issue date: July 30, 2026

Application due date: August 21, 2026 at 5pm

Eligible entities: Ohio school-based health center (SBHC) operators*

Project period: September 2026 – May 2027

Award amount: \$22,500 per operator, up to 6 operators

**Applicants must be SBHC operators verified through the [Ohio School-Based Health Alliance SBHC census](#).*

Background and purpose

Consent rates and patient visit volume are critical indicators of SBHC utilization and are closely tied to financial sustainability. The number of students with active parent/guardian consents on file directly affects the student population that can access services, while visit volume influences the number of billable encounters generated by an SBHC. Together, these factors play a significant role in an SBHC's ability to sustain and expand services over time.

Many of the strategies used to increase consent rates and visit volume, including family outreach, school engagement, workflow development, marketing, and follow-up activities, require dedicated staff time and resources that are generally not billable/reimbursable. As a result, SBHC operators often seek practical approaches that can improve these outcomes while making efficient use of limited resources.

The Ohio School-Based Health Alliance (Ohio Alliance), in partnership with the Ohio Department of Health (ODH), is launching an SBHC quality improvement (QI) learning collaborative to support participating SBHC sites in developing, implementing, and evaluating interventions designed to increase SBHC consent rates and patient visit volume.

Funding opportunity

The Ohio Alliance will select up to six (6) Ohio SBHC operators to participate. Each selected operator will receive \$22,500 and participate in a structured learning collaborative to test strategies within its local context, establish and track measurable goals, learn from peers, and contribute to identifying promising approaches that may inform SBHC practice across Ohio.

Applicants must identify at least one participating SBHC site but may propose to implement the project across multiple verified SBHC sites operated by their organization. The maximum award is \$22,500 per selected operator, regardless of the number of participating sites.

Project goals

This QI learning collaborative has three primary aims:

- Identify and test effective strategies for increasing SBHC consent and utilization rates that can be adapted and replicated by other SBHCs across Ohio.
- Strengthen SBHC sustainability by increasing the number of students with active parent/guardian consents on file and increasing patient visit volume at an SBHC.
- Evaluate implementation and outcomes by establishing measurable goals, tracking progress, assessing the effectiveness of interventions, and documenting lessons learned and promising practices.

Project requirements

Intervention

Selected operators will develop and implement one or more interventions based on the specific barriers, opportunities, and needs of their participating SBHC site(s). The Ohio Alliance will work with each selected operator to refine its intervention, establish project goals and measures, and support implementation. Interventions may include:

- Strengthening SBHC marketing, communication, and outreach strategies.
- Increasing integration of the SBHC into school or district processes and workflows.
- Improving consent forms, processes, workflows, or outreach.
- Optimizing electronic health record (EHR) workflows and available tools.
- Applying a population health approach to identify and engage students who may benefit from SBHC services.
- Implementing another approved strategy designed to increase SBHC consent and/or patient visit volume.

Selected operators may work with the Ohio Alliance to refine or adapt their interventions during the project period based on data, lessons learned, and QI findings.

QI learning collaborative meetings and technical assistance

Selected operators will participate in five virtual QI learning collaborative meetings facilitated by the Ohio Alliance. Meetings will provide structured QI content, peer learning, shared problem-solving, and opportunities to discuss implementation progress, challenges, and lessons learned.

The anticipated meeting schedule is:

- September 2026: Orientation, project launch, and introduction to the QI initiative.
- October 2026: Structured content, implementation support, and group discussion.
- November 2026: Structured content, implementation support, and group discussion.
- March 2027: Progress review, shared learning, and implementation support.
- May 2027: Project wrap-up, results, successes, challenges, and lessons learned.

At least one designated representative from each selected operator will be expected to participate in all five meetings and check-ins.

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The Ohio Alliance will also provide individualized technical assistance throughout the project period to support intervention design, implementation, and evaluation.

Data collection and evaluation

Selected operators will be required to submit data and process surveys to support project evaluation. The Ohio Alliance will provide standardized templates and technical assistance to support data collection and reporting.

Required evaluation activities include:

- Baseline, monthly, and final quantitative data on school enrollment, student consents on file, and visit volume among other indicators.
- Midpoint and final process surveys to capture implementation progress, strategies tested, adaptations made, challenges, and lessons learned.

Data will be used to assess project progress, identify promising strategies, and inform shared learning across participating SBHC operators. Selected operators will not be asked to submit individually identifiable patient information.

Funding and deliverables

Each selected operator will receive a total award of \$22,500 to support participation in the QI learning collaborative and completion of project activities. Funding may support activities across one or more participating verified SBHC sites operated by the selected organization.

Deliverable

Awarded amount

Develop, implement, and document one or more interventions designed to increase SBHC consent and/or patient visit volume

\$10,000

Submit required baseline and monthly SBHC data for participating site(s), along with required midpoint and final process survey and report

\$5,000

Participate in all QI learning collaborative meetings and other required check-ins

\$7,500

Total awarded amount:
\$22,500 per site

Payments will be made according to the schedule and terms established in the agreement between the Ohio Alliance and each selected operator and will be contingent upon satisfactory completion of applicable deliverables.

Eligibility and application criteria

Eligible applicants must:

- Be an Ohio SBHC operator verified through the Ohio Alliance Statewide SBHC Census.
- Identify at least one verified SBHC site to participate in the project.
- Commit to implementing one or more approved interventions designed to increase SBHC student consent and patient visit volume during the project period.
- Commit to participating in all QI learning collaborative meetings and required check-ins.
- Submit required quantitative and qualitative data for project evaluation throughout the duration of the project.
- Designate a primary project contact responsible for coordinating participation in the initiative.

Application review and selection

Applications will be reviewed by the Ohio Alliance based on the applicant's:

- Completeness and responsiveness of the application, including submission of all required information and materials.
- Demonstrated opportunity to improve SBHC student consent and patient visit volume.
- Clarity and feasibility of the proposed approach.
- Organizational commitment and capacity to participate throughout the project period.
- Willingness and ability to collect and submit required data.
- Potential for lessons learned to inform other SBHCs across Ohio.

The Ohio Alliance may consider geographic diversity, operator type, community characteristics, variation in proposed interventions, and whether the operator/site is a current recipient of ODH funding when selecting the final cohort to support shared learning across participating organizations.

Award decisions will be made at the discretion of the Ohio Alliance and ODH and are contingent upon the availability of funds.

Applications must be submitted by **August 21, 2026, at 5:00 p.m.** through [this survey link](#).

For questions on this RFP, please contact Rachael Schilling at rachael@osbha.com.

This opportunity is supported through funding from the Ohio Department of Health (ODH). Awards are contingent upon the availability of funds and the terms and conditions of the Ohio Alliance's agreement with ODH. Selected operators will enter into an agreement with the Ohio Alliance and will be required to comply with applicable project and funding requirements communicated through that agreement. The Ohio Alliance reserves the right to modify project requirements, timelines, or funding based on changes to available funding or applicable ODH requirements.

Application questions

The application questions are below for reference. Please submit your application via [this link](#).

Section 1. Overview

1. Applicant organization (organization name, address, county)
2. Primary contacts for award administration (name, title, email, phone) and the primary contact for project implementation, if different (name, title, email, phone)
3. Participating SBHC site(s) (SBHC site name, address, county, school building name, school district name). Applicants must identify at least one participating SBHC site. If proposing to implement the project across multiple sites, provide the information for each participating site
4. SBHC services and operations (types of services offered, populations served, days and hours of operation/week, exam rooms)

Section 2. Baseline and current challenges

5. Baseline data for each participating SBHC site (school building enrollment, number of students with current SBHC consent on file, current consent rate, average weekly SBHC visit volume, and any additional data that may help describe current utilization or capacity)
6. SBHC site(s) current consent process(es) description, including how and when consent forms are distributed; whether forms are paper, electronic, or both; how completed consents are returned, processed, and tracked; whether and how consent status is documented in the EHR; the roles of SBHC and school staff; and any current follow-up strategies
7. Current approach to generating and managing SBHC visits, including how students are identified or referred to services, how appointments are scheduled, the role of school staff, current outreach or marketing strategies, and how the SBHC uses available staffing and clinical capacity
8. Primary challenges or barriers affecting SBHC consent rates and patient visit volume at the participating site(s) (examples may include family awareness, consent workflows, school engagement, referral processes, scheduling, EHR limitations, staffing, community awareness, or other operational barriers)

Section 3. Proposed approach

9. Describe the intervention or strategy your organization is interested in testing to increase SBHC consent rates and patient visit volume and why you believe it may address the identified challenge(s). [Pick from a drop down list] *A fully developed intervention is not required; selected operators will have an opportunity to refine their approach with support from the Ohio Alliance.*
10. Describe what success would look like by the end of the project period, including a specific target or anticipated improvement in consent rates and patient visit volume
11. Identify the key staff and school, district, or community partners needed to implement the project and briefly describe their anticipated roles.

Section 4. Challenges and support needs

12. Identify any anticipated challenges related to implementing the intervention, completing project requirements, or measuring progress.
13. Describe the technical assistance, training, tools, or peer learning opportunities that would be most helpful to your organization

Section 5. Participation Commitment

14. Submit a letter of support (LOS) from an authorized representative of the school district in which the SBHC is located. LOS should be specific to this proposal and show commitment from school district.
15. Confirm the organization's ability to meet project requirements, including implementing and documenting an intervention during the project period, participating in all virtual QI learning collaborative meetings, submitting required baseline and monthly data, completing midpoint and final process surveys and reports, and sharing lessons learned with the collaborative.
16. Authorized representative (name, title, date).