



# FAMILY SPIRIT COST SHEET

Updated Pricing: January 2023 – December 2023

The Family Spirit home visiting model is available to interested communities and home visiting programs through a contracting process with Johns Hopkins University Center for Indigenous Health. In our experience evaluating and disseminating Family Spirit, we have learned that the power of the program lies in the training and capacity-building of program staff and supervisors to effectively deliver Family Spirit. It is a unique curriculum and home visiting model that cannot be self-taught. Therefore, we have developed a community-centered process for disseminating the curriculum along with thorough training, implementation support, and technical assistance.

The two tables below list the costs for Family Spirit affiliation, training, curriculum materials, and tailored implementation support and technical assistance. The **first table (pages 1-3)** indicates costs for **new affiliate sites**; the **second table (pages 3-4)** indicates costs for **existing affiliate sites**.

## I. COSTS AND SERVICES FOR NEW AFFILIATES

Item	Description	Cost
<b>Family Spirit Affiliation Fee</b>	<p>This fee confirms an affiliate’s first year of participation in the Family Spirit affiliate network, and includes the following resources to support program implementation:</p> <ol style="list-style-type: none"> <li>1) Access to all Family Spirit program resources, including curriculum files, training documents, and implementation support documents.</li> <li>2) Membership to the web-based portal called FS Connect.</li> <li>3) Structured implementation support with an assigned liaison from the Family Spirit Program, including quarterly check-in meetings, phone/email communication as needed, and up to 4 hours of additional technical assistance annually.</li> <li>4) Professional development and skill building opportunities through webinars and communication across affiliate sites.</li> <li>5) Access to the electronic implementation support platform (Care4) which allows for centralized affiliate reporting and use of all standard Family Spirit outcome and evaluation measures if appropriate. Initial Care4 training is provided for interested affiliate sites, plus up to 2 additional training sessions and up to 10 hours of customized Care4 technical support, including Care4 affiliate group set-up.</li> </ol>	<p>Single Site Affiliation: \$10,500</p> <p>Consortium Affiliation: Determined based on consortium size, scope and structure</p>
<b>Family Spirit Training Fee</b>	<p><b>Health Educator and Supervisor Training:</b></p> <ol style="list-style-type: none"> <li>1) <u>Pre-Training:</u> Each trainee will complete up to 30 hours of pre-training work on-demand (independent study). This includes virtual orientation to the Family Spirit Program and training process, and the completion of web-based curriculum knowledge assessments. The pre-training period</li> </ol>	<p>Health Educator: \$1,900</p> <p>Supervisor: \$2,800</p>

	<p>also includes orientation to program forms and data collection measures that are available for affiliate sites to use. Additionally, Family Spirit staff will meet with affiliate trainees to discuss program readiness for model implementation during pre-training.</p> <p>2) <u>Core Training</u>: The core training phase is conducted either in-person or virtually via Zoom to provide in-depth training on the Family Spirit model and curriculum content and delivery. If conducted in-person, the core training is completed across 4 days. If conducted virtually, the core training is completed across 2 weeks (32 hours total). Upon demonstrating competency of lesson content and ability to effectively deliver the curriculum, each trainee will receive certification from Johns Hopkins Center for Indigenous Health.</p> <p>3) <u>Post-Training and Implementation Support</u>: Family Spirit trainers facilitate monthly implementation planning and support meetings for 6 months after the conclusion of the core training. Thereafter, quarterly follow up meetings are conducted to review the submitted Quarterly Affiliate Reports, discuss technical assistance needs, and share program updates.</p> <p><b>Additional Training for Supervisors:</b> Supervision is essential for Family Spirit program implementation. At least 1 supervisor is required for every 10 Health Educators. In addition to the three phases of training described above that each Health Educator and Supervisor receives, Supervisors receive additional training, communication and ongoing support on topics such as: program start-up and implementation; monitoring fidelity and quality assurance; and team management within a home visiting program.</p> <p><b>Observation Fee (if applicable):</b> Observers from Affiliate Sites are welcome to sit in on a training. We require observers to pay a fee that covers the cost of training materials, administrative overhead, and additional planning as required.</p>	<p>Observer: \$350</p>
<p><b>Family Spirit Core Curriculum Cost (Required for Health Educators)</b></p>	<p>The Family Spirit Core Curriculum is available to all trained Health Educators and Supervisors. One curriculum set must be purchased for each trained Health Educator. Additional sets may be purchased per affiliate needs.</p> <p>The Family Spirit Core Curriculum includes: 63 Flip-Chart Lessons and Lesson Plans; Implementation Guide; Reference Manual; Participant Workbook; Participant Certificates; Recommended Evaluation Measures.</p> <p>The Core Curriculum set includes 3 formats:</p> <ol style="list-style-type: none"> <li>1) Hard copy curriculum box</li> <li>2) PDF files of all curriculum materials on FS Connect</li> <li>3) Digital Platform: Family Spirit Online</li> </ol> <p>Pricing includes access to all 3 formats. After the first year of affiliation, access to FS Connect and the Digital Platform is dependent upon payment of affiliation renewal fees.</p>	<p>\$1,200 per set</p>

<p><b>Family Spirit Nurture Curriculum and Training Cost (Optional)</b></p>	<p>The Family Spirit <i>Nurture</i> curriculum is a supplemental 6-lesson module proven to promote healthy infant feeding and growth in the first year of life and reduce early childhood obesity risk.</p> <p>The Family Spirit <i>Nurture</i> curriculum is available to interested Family Spirit affiliates as well as any other interested community or program. Independent training is required through Coursera. Following successful completion of the training, each trainee receives a hard copy curriculum set as well as access to the digital version of the curriculum.</p>	<p>For Family Spirit Affiliates: \$175 per set (includes independent training)</p> <p>For non-Affiliates: \$300 per set (includes independent training)</p>
<p><b>Additional Costs (If Applicable)</b></p>	<p><b>Trainer Travel Costs:</b> <i>(applicable for in-person, site-based training)</i></p> <p>Travel costs for Family Spirit trainers will be included in the affiliate’s contract and/or invoice as an additional cost if the training is at the affiliate’s home site. If the affiliate chooses to come to a regional training that Family Spirit hosts for multiple affiliate sites, trainer travel costs will not be included but a Service Fee may be incurred.</p> <p><b>Service Fee:</b> <i>(applicable for in-person multiple-site or regional training; does not apply to the host site of a site-based training)</i></p> <p>The service fee enables cost-sharing across participating sites for expenses associated with in-person training logistics (e.g. trainer travel costs, material preparation, conference room reservations, equipment rental, and snacks).</p>	<p>Dependent on Training Location and Associated Trainer Travel Costs</p> <p>\$425 per trainee</p>

## II. COSTS AND SERVICES FOR EXISTING AFFILIATES

Item	Description	Cost
<p><b>Family Spirit Annual Affiliation Renewal Fee (Required)</b></p>	<p>This fee renews an affiliate’s participation in the Family Spirit affiliate network, and includes the following resources to support program implementation:</p> <ol style="list-style-type: none"> <li>1) Continued access to all Family Spirit program resources, including the digital curriculum, Care4 Implementation Support Platform, training documents, and implementation support documents.</li> <li>2) Membership to the web-based portal called FS Connect.</li> <li>3) Structured implementation support with an assigned liaison from the Family Spirit Program, including quarterly check-in meetings, phone/email communication as needed, and up to 4 hours of additional technical assistance annually.</li> <li>4) Professional development and skill building opportunities through webinars and communication across affiliate sites.</li> </ol>	<p><i>(begins 1 year after the initial training is completed)</i></p> <p>Single Site Annual Affiliation Renewal: \$3,000</p> <p>Consortium Annual Affiliation Renewal: Determined based on consortium size, scope and structure</p>
<p><b>Family Spirit Training Fee for Existing Affiliates</b></p>	<p><b>New Trainee Training:</b></p> <p>This training is needed for new Health Educators and Supervisors hired at an existing affiliate site. The new staff members are welcome to join a scheduled training with other affiliate sites. Please note a Service Fee may apply for in-person trainings.</p>	<p>New Health Educator: \$1,900</p> <p>New Supervisor: \$2,800</p>

	<p><b>Refresher Training:</b> <i>(only available for those who were previously certified)</i></p> <p>This training is recommended for certified Family Spirit Health Educators and Supervisors every two years after initial certification. This training is required for Health Educators who are promoted to a Supervisor position. The training provides an opportunity to keep curriculum knowledge, lesson delivery and home visiting skills up to date, as well as learn program supervisory skills for new Supervisors. Trainees will attend designated parts of the training that are relevant for their role. Please note a Service Fee may apply for in-person trainings (see above).</p>	Refresher Trainee: \$950
<p><b>Family Spirit Core Curriculum Cost</b></p>	<p>The Family Spirit Core Curriculum is available to all trained Health Educators and Supervisors. One curriculum set must be purchased for each trained Health Educator. Additional sets may be purchased per affiliate needs.</p> <p>The Family Spirit Core Curriculum includes: 63 Flip-Chart Lessons and Lesson Plans; Implementation Guide; Reference Manual; Participant Workbook; Participant Certificates; Recommended Evaluation Measures.</p> <p>The Core Curriculum set includes 3 formats:</p> <ol style="list-style-type: none"> <li>4) Hard copy curriculum box</li> <li>5) PDF files of all curriculum materials on FS Connect</li> <li>6) Digital Platform: Family Spirit Online</li> </ol> <p>Pricing includes access to all 3 formats. After the first year of affiliation, access to FS Connect and the Digital Platform is dependent upon payment of affiliation renewal fees.</p>	\$1,200 per set
<p><b>Family Spirit Nurture Curriculum and Training Cost</b></p>	<p>The Family Spirit <i>Nurture</i> curriculum is a supplemental 6-lesson module proven to promote healthy infant feeding and growth in the first year of life and reduce early childhood obesity risk.</p> <p>The Family Spirit <i>Nurture</i> curriculum is available to interested Family Spirit affiliates as well as any other interested community or program. Independent training is required through Coursera. Following successful completion of the training, each trainee receives a hard copy curriculum set as well as access to the digital version of the curriculum.</p>	<p>For Family Spirit Affiliates: \$175 per set (includes independent training)</p> <p>For non-Affiliates: \$300 per set (includes independent training)</p>
<p><b>Additional Services for Family Spirit Affiliates</b></p>	<p><b>Virtual Site Visit</b> A site visit provides tailored support for the affiliate. A virtual site visit may be 4-8 hours in duration, depending on site needs. Affiliate sites work with the Family Spirit trainers in advance of the visit to guide the agenda and content.</p> <p><b>In-person Site Visit</b> An in-person site visit provides tailored support for the affiliate. An in-person site visit is typically two full days. Affiliate sites work with Family Spirit trainers in advance of the visit to guide the agenda and content.</p> <p><b>Additional Consultation and Technical Assistance</b> Additional consultation and technical assistance are available on topics such as: evaluation design; data management and analysis; customization of Care4; and quality assurance.</p>	<p>\$2,600 per affiliate</p> <p>\$6,000 per affiliate (plus travel costs for trainers)</p> <p>Determined based on scope</p>

