



## FAMILY SPIRIT COST SHEET

Updated Pricing: January 2025 – December 2025

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 table below lists the costs for Family Spirit affiliation, training, curriculum materials, and tailored implementation support and technical assistance for both new and continuing Affiliate Sites. Some items are also applicable for non-Affiliates.

| Item  | Description  | Cost   |
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| <b>Family Spirit Affiliation Fee</b>                | <p>This initial start-up 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 Fee: \$10,500</p> <p>Consortium Affiliation: Determined based on consortium size, scope and structure</p> |
| <b>Family Spirit Annual Affiliation Renewal Fee</b> | <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 electronic and digital curriculum files, Care4 Implementation Support Platform, training documents, and implementation support documents.</li> </ol>  | <p><i>(begins 1 year after the initial training is completed)</i></p> <p>Single Site Annual Affiliation Renewal: \$3,000</p>         |

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|  | <p>2) Membership to the web-based portal called FS Connect.</p> <p>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.</p> <p>4) Professional development and skill building opportunities through webinars and communication across affiliate sites.</p>   | <p>Consortium Annual Affiliation Renewal: Determined based on consortium size, scope and structure</p>  |
| <p><b>Family Spirit Training Fee</b></p> | <p><b>New Health Educator and Supervisor Training:</b></p> <p>1) <u>Pre-Training:</u> Each trainee completes 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 also includes orientation to program forms and data collection measures that are available for affiliate sites to use. Additionally, during the pre-training period Family Spirit staff meet with Affiliate trainees to discuss program readiness for model implementation.</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. The core training is completed across 4-5 days, depending on in-person vs. virtual format. Upon demonstrating competency of lesson content and ability to effectively deliver the curriculum, each trainee receives 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, provide ongoing implementation support, and share program updates. Additional cross-site professional development and home visitor skill building is available for all Affiliates during the post-training period.</p> <p><b>Additional Training for Supervisors:</b><br/>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; adapting implementation based on culture and setting; monitoring fidelity and quality assurance; and team management within a home visiting program.</p> <p><b>Refresher Training:</b> <i>(only available for those who were previously certified)</i><br/>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 attend designated parts of the training that are relevant for their role.</p> | <p>Health Educator: \$1,900*</p> <p>Supervisor: \$2,800*</p> <p><i>*A \$425 service fee OR trainer travel costs may be added to the fee for an in-person, site based training. See 'Additional costs' below.</i></p> <p>Refresher Trainee: \$950*</p> <p><i>*A \$425 service fee OR trainer travel costs may be added to the fee for an in-person training. See 'Additional costs' below.</i></p> |

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|   | <p><b>Observation Fee (if applicable):</b><br/> Observers from Affiliate Sites are welcome to sit in on a training. We require observers from Affiliate Sites to pay a fee that covers the cost of training materials, administrative overhead, and additional planning as required. Observers from other partnering agencies (e.g. state and federal funding partners) may attend if requested to do so by the Affiliate Site. In some cases this fee may be waived for state and federal funding partners, depending on the number of partners attending and their planned role in the training.</p>  | Observer: \$350  |
| <p><b>Additional Costs for In-Person Core Trainings</b></p>                                       | <p><b>Trainer Travel Costs:</b> <i>(applicable for the host site of an in-person, site-based training)</i><br/> 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><br/> 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>  | Trainer Travel Costs (if applicable):<br>Dependent on Training Location and Associated Trainer Travel Costs<br><br>Service Fee (if applicable):<br>\$425 per trainee |
| <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 Site needs.</p> <p>The Family Spirit Core Curriculum package includes: 65 Flip-Chart Lessons; Implementation Guide; Reference Manual; Participant Workbook; Participant Certificates; Recommended Evaluation Measures.</p> <p>The Core Curriculum is available in 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 the FS Connect portal</li> <li>3) Family Spirit Online digital platform with a digitized version of the curriculum</li> </ol> <p>Some materials are available in all 3 formats. Other materials are only available in electronic and/or digital form. Pricing includes access to all 3 formats. After the first year of affiliation, access to the FS Connect portal and the Family Spirit Online digital platform is dependent upon payment of affiliation renewal fees.</p> | \$1,200 per set  |
| <p><b>Family Spirit Thrive Curriculum and Training Cost (Optional Service for Affiliates)</b></p> | <p>Family Spirit <i>Thrive</i> is a supplemental 20-lesson module for caregivers of children ages 3-5. Family Spirit <i>Thrive</i> is intended to expand and supplement Family Spirit Core Curriculum content. Family Spirit <i>Thrive</i> was developed with an Indigenous framework and includes specific parent/caregiver-child interaction skills and activities that support early learning and healthy development across physical, spiritual, emotional and mental well-being. Family Spirit <i>Thrive</i> is now available to interested Family Spirit</p>  | For Family Spirit Affiliates:<br>\$250 per trainee<br>\$300 per curriculum set   |

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|   | <p>affiliate sites through a 2-day in person training, with a 2-week pre-training period and post-training implementation support. The curriculum set includes 20 flip chart lessons, a Participant Workbook, and an Implementation Guide.</p>   |   |
| <p><b>Family Spirit Nurture Curriculum and Training Cost (Optional Service for Affiliates and Non-Affiliates)</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><u>Family Spirit Affiliates:</u> As of January 2024, the Family Spirit <i>Nurture</i> curriculum content is incorporated into the Family Spirit Core curriculum and training for Family Spirit Affiliates. A digital version of the stand-alone module is available upon request. Access to the Family Spirit <i>Nurture</i> training course through Coursera is also available upon request.</p> <p><u>Non-Affiliates:</u> The Family Spirit <i>Nurture</i> 6-lesson module is available for other interested communities or programs who are not Family Spirit Affiliates. For non-Affiliates, 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:<br/>No charge as of January 2024</p> <p>For Non-Affiliates:<br/>\$300 per trainee (includes training and curriculum set)</p> |
| <p><b>Social Support Visit Structure Training Cost (Optional Service for Affiliates and Non-Affiliates)</b></p>       | <p>The Social Support Visit Structure training offers Health Educators more tools to support caregiver mental health and to manage a wide array of crisis situations. The step-by-step Social Support Visit Structure is an alternative to the Family Spirit home visit structure and is appropriate when a family is dealing with a crisis or is too distressed to be able to have a regular visit with the planned Family Spirit lesson. The Social Support Visit Structure is based on principles of Psychological First Aid and aims to help Health Educators respond safely, confidently, and in a more standardized way.</p> <p>This 2-day training may be offered virtually or in-person. The training is available for Affiliate Sites as well as non-Affiliates.</p>  | <p>For Family Spirit Affiliates and Non-Affiliates:<br/>\$250 per trainee</p>   |
| <p><b>Additional Optional Implementation Support Services for Family Spirit Affiliates</b></p>                        | <p><b>Virtual Site Visit</b><br/>A site visit provides tailored support for the Affiliate Site. 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><br/>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><br/>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>                                   |