

How to Fund an IECMH Consultant Position

No single source pays for consultation. This is a scan of the braid states use, and how to fund the training that fills the role.

START FROM WHAT IS TRUE

No dedicated federal stream exists for IECMHC, and [no state funds it from a single source](#). Every working program braids. The streams states use most are CCDF, IDEA Part C, Head Start and Early Head Start, child welfare and TANF, MIECHV, philanthropy, state general funds, and tax levies. For child-welfare-anchored work, ZERO TO THREE maps [13 federal streams](#) that can carry IECMH, and its [Financing Policy Project](#) documents how individual states got there.

WHAT EACH STREAM RELIABLY PAYS FOR

Stream	What it reliably pays for	Proven in
Preschool Development Grant	Standing a program up and building workforce capacity, including training	Alaska grew its own consultants on PDG. South Carolina and Georgia launched on it.*
CCDF quality and infant-toddler set-aside	The standing position, renewed year on year. The workhorse stream.	New Jersey funds its model 100% on infant-toddler set-aside.* Arkansas wrote it into its CCDF State Plan .*
Head Start T&TA	Training staff inside programs already required to provide consultation	Head Start performance standards require on-site mental health consultation (CoE)
State general funds, levies and ballot measures	Permanence, but only after you have outcome data	Arizona has funded Smart Support on First Things First tobacco-tax dollars since 2009. Multnomah County OR and Boone County MO use local tax.*
Philanthropy	Bridging a gap. It will not hold a program.	Maryland bridged a year on foundation money after losing state funding. New Mexico blends Hilton Foundation with PDG, state general and opioid funds.*
Medicaid	A slice of child-specific cases. Not a position.	Michigan is the only state with IECMHC in its Medicaid manual and budgets roughly 10% of a consultant's salary and fringe from it.*

THREE RULES THAT DECIDE WHETHER THE BRAID HOLDS

- 1. Stagger the expirations.** In South Carolina, PDG ended a year before the foundation grant did, so half the team moved to CCDF, then the rest the following year. No position was lost.*
- 2. Do not build the position on Medicaid.** Even in Michigan, the one state that got consultation into its Medicaid manual, Medicaid is a minority of the cost and requires a master's-level licensed provider and a full community mental health intake ([CoE brief](#)).

3. Put it in writing before the budget cycle. Arkansas built consultation into its CCDF State Plan, and [Illinois](#) tied multiple streams to named partners. A plan reference survives a leadership change. A verbal commitment does not.

BUILD THE ASK

Price it with the [IECMHC Cost Calculator](#) (ZERO TO THREE with Georgetown). Structure the request with the CoE [Financing Guidance](#) and [Foundation Funding Tip Sheet](#). Attach a real [job description](#) and [MOU](#) so the funder is approving a role, not a concept. Check readiness against the [Policy & Financing PPRT](#), and bring the [evidence](#).

The move: PDG and Head Start T&TA pay to train the person. CCDF quality dollars keep the position. Both can sit in the same plan year.

THEN FILL THE ROLE, OR START WITHOUT WAITING FOR THE LINE

You do not need a funded consultant position to begin. The [Practical Certificate in IECMH Consultation](#) trains staff you already employ, clinicians and non-clinicians, across all eight [national IECMHC competencies](#), and keeps non-licensed consultants compliant with Head Start performance standards while those standards remain in place. \$3,000 per seat buys a full year of support: four months of training, then eight months of reflective supervision. Group rates from five seats. Ask us about covering it with PDG or T&TA dollars: si436@georgetown.edu

** Drawn from the Center of Excellence national scan of state IECMHC programs, 2026 program-leader interviews. Internal source, not yet cleared for external citation.*