

# MICHIGAN HEALTH ENDOWMENT FUND

## 2019 BEHAVIORAL HEALTH INITIATIVE

### A. PROGRAM OVERVIEW

To achieve optimal health and well-being, we must address mental health and substance use disorders. For the growing population of people with multiple medical conditions, treatment is costly and difficult to manage. And despite recognition of the need to treat patients holistically, most people still receive care through a fragmented delivery system.

Individuals with comorbidities face barriers to accessing services, including the challenge of navigating a complex healthcare system. Integrating behavioral healthcare (including both mental health and substance use disorder services) with primary care and other supports is an effective strategy to care for people with complex needs.

In addition, workforce shortages across the behavioral health continuum create significant access challenges. More than half of Michigan is designated as a mental health professional shortage area, and in many communities accessing specialty behavioral health service requires significant travel. To reach all those who need treatment, we must improve Michigan's behavioral health service capacity.

**The aims of the Michigan Health Endowment Fund's 2019 Behavioral Health Initiative are to improve health outcomes and reduce overall healthcare costs by increasing access to high-quality, person-centered, and integrated mental health and substance use disorder services for Michigan residents.** To achieve these improvements, the Health Fund seeks to support strategies and service models that will improve prevention, early identification and intervention, and treatment of mental health and substance use disorders, **with an emphasis on children and older adults.**

### 2019 BEHAVIORAL HEALTH INITIATIVE GRANT TIMELINE

February 27, 2019	Grantee portal opened for applicants
March 4, 2019	Informational webinar at 10 a.m.
March 18, 2019	Concept papers* due by 5 p.m. (strongly encouraged)
April 23, 2019	Applications due by 5 p.m.
August 14, 2019	Awards announced
September 1, 2019	Earliest start date

*\*More information about concept papers can be found in Section D of this RFP and on our website*

The Health Fund is seeking proposals that support a number of categories, including:

- Implementation of innovative care delivery models that are evidence-based, emerging, or promising practices
- Expansion of models that support integration of behavioral health and primary care services, including integration at the point of care, sharing of health information among providers, increased provider consultation, and cross training of providers
- Multi-sector responses aimed at developing and strengthening local systems of care for addiction, supporting efficient entry to treatment and transitions of care
- Use of technology, including telehealth, to improve access to care and/or quality of care
- Provider-centric use of technology to increase time available for treatment by reducing provider time required for administrative functions including data entry, and for acquiring useable clinical information from other providers
- Implementation of community-based prevention strategies that promote resilience in children, families, and communities by limiting trauma and adverse experiences
- Implementation of new team-based approaches to care, including strategies that allow providers to maximize their treatment hours and reduce administrative burdens, maximizing the existing workforce

## **CROSS-CUTTING GOALS**

To be considered for a grant, applicants must address at least one of the Health Fund's two cross-cutting goals:

**WORKFORCE** The Health Fund is specifically interested in proposals for new approaches to **building, extending, and strengthening behavioral health workforce capacity** through training and development for clinicians, program staff, and informal caregivers. This may include new models of team-based care, approaches to more effectively utilize providers or staff, or other approaches to attract and retain a diverse and talented behavioral health workforce.

**INTEGRATION** The Health Fund is specifically interested in methods of **developing and expanding innovative and cost-effective integration models** that coordinate care, services, and community resources to promote the health of children and seniors in Michigan. We would like to see integration of mental health, substance use, and medical care providers to meet all of a person's health needs, no matter where they seek care. We also recognize the importance of integrating social needs into clinical care and encourage connections to community services and supports.

The Substance Abuse and Mental Health Services Administration (SAMHSA) and Health Resources Services Administration (HRSA) have used a [conceptual framework to define six levels of collaboration](#) including coordinated care, colocated care, and integrated care. The Health Fund supports projects that fall under integrated care, meaning those that include collaborative or joint treatment planning for shared patients and where patients experience their care as a single system treating the whole person.

## **MEASURABLE HEALTH OUTCOMES**

To be considered for funding, applicants must identify evaluation plans, including **measurable health outcomes**, with the understanding that some health outcomes may not be achieved within the grant period. These outcomes should be specific to your program or project but related to at least one of the cross-cutting goals: workforce and integration. Applicants should be prepared to answer the following questions:

- What are the intended impacts and outcomes of your proposed initiative?
- How do the proposed program activities support the intended short- and long-term outcomes, and what are the target dates for major activities?
- How will the project outputs, outcomes, and impact be measured (include the data source)?
- How will the project impact one or both of the Health Fund's cross-cutting goals?

This initiative will look for projects that aim to increase access to care, improve health outcomes, reduce the cost of healthcare, improve patient experience of care, and, if needed, inform public policy.

The Health Fund expects that all funded projects will be based on the principles of recovery, inclusion, and freedom of choice.

The Health Fund also reserves the right to confidentially share proposals with external reviewers and other foundation partners.

## RESOURCES THAT MAY BE OF ASSISTANCE TO APPLICANTS

The following resources may be useful as you develop your proposal. This is a sampling, not an exhaustive list:

- [SAMHSA-HRSA Center for Integrated Health Solutions](#)
- [Pain in the Nation: The Drug Alcohol and Suicide Epidemics and the Need for a National Resilience Strategy](#)
- [The Playbook: Better Care for People with Complex Needs](#)
- [A Standard Framework for Levels of Integrated Healthcare](#)
- [Michigan Prescription Drug and Opioid Abuse Task Force: Report of Findings and Recommendations for Action \[PDF\]](#)
- [Behavioral Health Crisis Services – Models and Issues](#)
- [Cost Effectiveness: Piecing Together the Puzzle \[Webinar\]](#)
- [State Funding Recognition of K-12 Mental Health Issues](#)
- [National Center for School Mental Health](#)
- [Michigan Psychiatric Care Improvement Project](#)
- [Linking Older Adults with Medication, Alcohol, and Mental Health Resources](#)
- [Growing Older: Providing Integrated Care for an Aging Population](#)
- [Agency for Healthcare Research and Quality: Integrating Behavioral Health and Primary Care \[PDF\]](#)
- [NGA Housing as Health Care](#)
- [NGA: Advancing Sustainable Improvements in Population Health](#)
- [National Child Traumatic Stress Network](#)

## B. ELIGIBILITY AND CRITERIA

To be eligible to apply for a grant under this initiative, applicants must:

- Be recognized by the Internal Revenue Service as a nonprofit organization;
- Be based in Michigan;
- Have a current certified financial audit; and
- Have at least 1 FTE.

Local units of government and the State of Michigan are also eligible to apply.

### TO BE CONSIDERED FOR A GRANT, A PROPOSAL MUST:

- **Support new or enhanced programs or strategies.** Proposals will not be considered if funds would be used to maintain an existing program or fill a budget gap for current services.
- **Identify a clear path to long-term sustainability.** Applicants must demonstrate how the grant activities will be sustained after the grant period. This could include strategies to inform public policy.
- **Potential for replication or broad reaching impact.** Proposals will not be considered if the initiative only impacts one organization or one program and does not have the ability to be replicated or broadened to impact larger systems.
- **Incorporate at least one of the Health Fund's two cross-cutting goals of workforce development or integration.**

### THE FOLLOWING ARE EXCLUDED FROM FUNDING CONSIDERATION:

- Health-related emergencies (the Health Fund might in some situations consider support to address longer-term rebuilding or other needs following emergency situations)
- Clinical research
- Capital projects
- Ongoing program operations and staffing
- Loans
- Litigation
- Lobbying activities
- Organizations that discriminate because of age, race, ethnic origin, religion, sexual orientation, disability, or gender

### PROPOSAL REVIEW CRITERIA:

The Health Fund will use the following criteria in reviewing applications:

- Alignment with the Health Fund's **mission, strategies, and goals and focus on improving the health of Michigan children and/or seniors**
- Potential to achieve significant **long-term impact** by implementing effective models or supporting needed innovation
- **Clear outcomes** and the potential to have a **measurable impact** on improving health
- Ability to address an **unmet need** and focus on populations that face disproportionate barriers to improved health

- Potential to be **sustainable** after the end of the grant period
- Demonstration of **collaboration**, including leveraging of other resources
- Potential for **replication** in other settings, including opportunities to learn, **disseminate knowledge** and inform **public policy**

The Health Fund Board of Directors has sole responsibility for all grant decisions.

## HELPFUL TIPS:

**Clearly identify the issue you will be addressing.** You will be asked to submit a two sentence “elevator pitch” describing the key issues your initiative will address. Limit the use of buzzwords and jargon in favor of plain language that accurately describes your intended impact.

**Collaboration is key.** Community level change happens in many ways, but some of the most effective programs involve multiple community stakeholders.

**Health outcomes matter.** We will be looking for proposals that have strategies in place to address specific health outcomes for children and seniors.

**The why and how of evaluation.** While we understand that you may not have everything firmly set, funding will be awarded to projects with a strong sense of how to measure program goals.

**Present a potential path for sustainability.** The Health Fund hopes all grantee projects will continue after the end of the grant period so that new services that individuals come to depend on don’t suddenly disappear.

## C. GRANT AMOUNT

The Health Fund expects to award grants up to \$500,000. An organization may not apply for a grant that is larger than 20% of its annual operating budget.

No more than 10% of the total grant budget may be allocated to indirect/administrative costs.

You may apply for a one or two-year grant, but the **total** request is limited to \$500,000. Please be sure to clearly identify your funding requests per year in your proposal, along with any other associated program revenue.

The Health Fund anticipates awarding a total of \$7,000,000 for this initiative.

## D. APPLICATION PROCESS

### CONCEPT PAPERS

The Health Fund strongly encourages potential applicants to submit a concept paper of up to two single-spaced pages in Word or PDF for review and feedback prior to submitting a proposal. While not required, previous applicants have stated this process was very helpful in development of a full proposal.

The concept paper should include the following sections in this order:

- Project title and organization name
- Brief overview of the initiative, including proposed impact (Note: please include a sentence or two about the organization's mission.)
- Key collaborative partners, if any
- Information specific to either of the Health Fund's cross-cutting goals (workforce development or integration – more information in Section A)
- Plan(s) for potential sustainability
- Estimated budget (Note: a detailed budget breakdown is not required. However, please include an overview of what the budget would cover.)

Concept papers should be sent to [Genevieve@mihealthfund.org](mailto:Genevieve@mihealthfund.org) and **must be submitted any time before 5:00 p.m. on March 18, 2019**. We expect to receive a large number of concept papers and will respond as quickly as possible in the order they are received. Applicants are encouraged to submit concept papers as soon as they are complete for an earlier response.

### APPLICATIONS

In addition to responding to the questions in Fluxx, you will be asked to **provide the following attachments**:

- Applicants are required to visually present your evaluation approach. Please see the [Evaluation Approach: How to Guide](#) for more information and sample formats. Your described evaluation approach should connect your primary project activities with measurable outputs, intended short-and long-term outcomes, and the ultimate impact(s) of this work. [Click here for examples of outcome indicators and data sources identified by current behavioral health grantees.](#)
- A cover letter signed by the president of the applying organization
- A copy of the current IRS determination letter indicating 501(c)(3) tax-exempt status

- List of board of directors with affiliations
- Finances:
  - Organization's current annual operating budget, including expenses and revenue
  - Most recent annual financial statement
- Letters of support should verify project need and collaboration with other organizations (optional)
- Annual report, if available
- Organizational chart, including board and staff

Applications must be submitted electronically through the Health Fund website using the Grants Portal. Click [here](#) to access the portal.

Note: **The portal requires you to use Google Chrome.**

Applicants will first be required to create an account. It may take 48 hours for your account to be approved. Once approved you will receive login credentials via email.

While the grantee portal does not have a word limit function, we require applicants to keep the total narrative within the equivalent of 10 pages using standard 12-point type and one-inch margins. The required attachments do not count toward the 10-page limit.

**Full proposals must be received by 5:00 p.m. on April 23, 2019. Proposals submitted after the deadline will not be considered.**

## E. MORE INFORMATION AND FURTHER QUESTIONS

The Michigan Health Endowment Fund works to improve the health and wellness of Michigan residents and reduce the cost of healthcare, with a special focus on children and seniors.

To register for the informational webinar on March 4th at 10:00 a.m., [please click here](#). If you are not able to attend, a recording will be available to view [on our website](#).

For helpful tips and additional information please see the [Behavioral Health program page](#). Please visit the [Grants Portal](#) to view the application questions and required documents.

For more information on our grantmaking, view our [Frequently Asked Questions](#). If you have further questions, please contact the Health Fund staff at [info@mihealthfund.org](mailto:info@mihealthfund.org) or by phone by calling (517) 374-0031.