MICHIGAN HEALTH ENDOWMENT FUND

2019 HEALTHY AGING INITIATIVE
REQUEST FOR PROPOSALS

A. PROGRAM OVERVIEW

It's important that older adults have every opportunity to maintain or regain their independence, so they can live the life they choose. Neither the current service delivery systems nor the healthcare workforce is equipped for an ever-increasing number of older adults or the caregivers that support them.

The aim of this healthy aging initiative is to improve access and availability of integrated, comprehensive services for older adults and their caregivers, delivered in a person-centered way.

To achieve these improvements, the Michigan Health Endowment Fund (Health Fund) seeks to support strategies and service delivery models that ultimately improve health outcomes for older adults and those who care for them.

2019 HEALTHY AGING GRANT TIMELINE	
May 2, 2019	Grantee portal opened for applicants
May 14, 2019	Informational webinar at 10 a.m.
May 30, 2019	Concept papers* due by 5 p.m. (strongly encouraged)
July 11, 2019	Applications due by 5 p.m.
November 14, 2019	Awards announced

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

We are accepting proposals in two categories: Healthy Aging and Caregiving. While some programs address both, please submit your proposal under the category that describes your primary target population. Specifics about each category can be found below.

In addition, we are providing the opportunity to apply for a one-year planning grant. These grants must be related to either Healthy Aging or Caregiving. More information about the planning grants can be found here.

HEALTHY AGING

This category is for strategies to improve the health and wellbeing of older adults. We are accepting proposals that address one or more of the following:

- **Innovation** – Develop and pilot a new model to better support older adults that may involve nontraditional partners. This could be a novel idea that could drastically change the way services are provided/delivered, with the potential for significant impact and replicability.
- **Replication and Expansion** – Implementation of an evidence-based or promising model that does not yet exist in Michigan, expansion of a current program to a new target population, or replication of an existing program that does not yet exist in a local community and does not already have a funding mechanism available.
- **Access** – Improve access to current or expanded service array. This could be done through technology advancements, the integration of aging services into other health systems (ex: behavioral, physical), increased workforce availability, or other strategies.
- **Systems** – Address the structural barriers and inefficiencies that prevent various systems (e.g., education, health, social) from delivering care to older adults. Outcomes could inform or influence systems change through better connectivity, integration of programming, policy reform, or other collaborative efforts.
- **Issues** – Address a significant issue area (e.g., social isolation) or various health disparities impacting older adults.

CAREGIVING

In this category we're seeking to fund projects that are partnering with other organizations to use evidence-based, emerging, or promising practices that improves caregiver well-being and develops a community-based caregiver support system. Proposed projects should not only address these goals but also support systems change and have the potential for replicability.

Caregiving projects should consist of culturally appropriate practice and could include:

- **Information and Assistance** – Improve caregivers' access to needed resources. Enhance or develop cost-effective technologies or strategies to conveniently link caregivers with information.
- **Assessments** – Provide caregivers with routine family-centered assessments to offer appropriate services reflecting specific needs. Tailor the interventions to the family caregiver's specific concerns and unmet needs as identified by the family caregiver through a systematic assessment.
- **Home-Based or Community Service Delivery** – Assistance in early planning or respite coordination to avert crises. Offer family caregivers a combination of education, skills training, counseling, and problem-solving strategies to address multiple areas of unmet needs in an in-home or community setting.
- **Navigating Health Systems** – Support efforts to test a Caregiver Friendly Health System model. The holistic approach would strategically identify, coordinate with and support family caregivers post hospital discharge.

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 in either Healthy Aging or Caregiving, applicants must address at least one of the Health Fund's two cross-cutting goals:

1. Build, extend, and strengthen **workforce** capacity through training and development for clinicians, program staff, and informal caregivers.
2. Develop and expand innovative and cost-effective **integration** models that coordinate care, services, and resources to promote the health of older adults in Michigan.

Each of these cross-cutting goals is described in more detail below.

WORKFORCE   The Health Fund is specifically interested in proposals to implement new approaches that **build and strengthen the health workforce** as it relates to older adults. This may include new models of team-based care, approaches to more effectively utilize providers or staff, or other approaches to expand a diverse and talented workforce.

Proposals addressing workforce challenges may support several categories including:

- Strategies to support caregivers, particularly those caring for someone with a cognitive impairment.
- Strengthening the capacity of healthcare and social service providers to recognize and engage family caregivers.
- Developing new approaches to train and/or utilize existing staff.
- New strategies to address workforce challenges.

INTEGRATION The Health Fund is specifically interested in models that **systematically integrate aging services, medical care providers, and other nontraditional partners** to meet a person's health needs, no matter where they seek care.

Proposals addressing service integration may support several categories including:

- Implementing innovative service delivery models that are evidence-based, emerging, or promising practices. This could include a pilot program in a targeted region or projects with direct statewide impact.
- Expanding models that support integration of aging services and primary care including integration at the point of care, sharing of health information, and cross-training of providers.
- Using technology to improve access or quality of care.
- Innovative ways to improve health outcomes and promote independence.

B. EVALUATION APPROACH

To be considered for funding, all proposals must identify basic evaluation plans including measurable health outcomes, with the understanding that all health outcomes may not be achieved within the grant period. These outcomes are specific to your program or project and, if addressing one of the Health Fund's cross-cutting goals, should be related to either workforce development or integration. Applicants should be prepared to answer the following questions:

- What are the intended outcomes or impacts of your proposed initiative?
- How do the proposed activities support achieving the intended short- and long-term outcomes, and overall impact(s)?
- How will project outputs, outcomes, and impact(s) be measured? If possible, include the data source.
- If addressing one or both of the Health Fund's cross-cutting goals, how will the project impact that goal?

All proposals are encouraged to submit a document outlining a proposed project evaluation approach. This document should not exceed 3 pages in length. This evaluation approach could be a logic model or a theory of change, or another format. The document should describe the relationship between project activities, outputs, short- and long-term outcomes, and overall impact(s). [Click here to learn about our evaluation approach and view sample documents](#).

The Health Fund is also interested in initiatives that may reduce the cost of healthcare. If applicable, applicants will be asked to explain if the initiative leads to any potential or actual healthcare cost savings.

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

The following resources might be useful tools to consider as you develop a proposal. This is not an exhaustive list and is intended as a sample:

- Home Alone Revisited: Family Caregivers Providing Complex Care
- The CARE Act Implementation: Progress and Promise
- Families Caring for an Aging America
- Growing Older: Providing Integrated Care for an Aging Population
- Perspectives: Measuring What Really Matters
- The Playbook: Better Care for People with Complex Needs
- Priority Setting for Healthcare Performance Measurement: Addressing Performance Measure Gaps in Care Coordination
- A Standard Framework for Levels of Integrated Healthcare
- Systems Change: A Guide to What It Is and How To Do It
- AARP Publication on: Proven Programs to Support Family Caregivers of Person Living with Dementia

C. 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.** You can find more information about the goals on pages 3 and 4.

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.

D. GRANT AMOUNT

The Health Fund expects to award grants ranging from $100,000 to $500,000. An organization may not apply for a grant that is larger than 20% of its annual operating budget. Planning grant requests are not to exceed $200,000.

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.

The Health Fund anticipates awarding a total of $7,000,000 for this grant round.

E. APPLICATION PROCESS

CONCEPT PAPERS

The Health Fund strongly encourages concept paper submissions of up to two pages for review and feedback prior to submission. While not required, previous applicants have stated this process was very helpful in development of a full proposal.

If you decide to send a concept paper, please address the following:

- Project title and organization name
- Brief overview of the initiative, including proposed impact
- The cross-cutting goal you plan to address
- Key collaborative partners
- Information about sustainability
- Estimated draft budget

Concept papers should be sent to Sharon Karaboyas at sharon@mihealthfund.org and must be submitted by 5:00 p.m. on **Thursday, May 30, 2019.** We expect to receive a large number of concept papers and will respond as quickly as possible in the order in which they are received.

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 July 11, 2019. Proposals submitted after the deadline will not be considered.

F. 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 Tuesday, May 14 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 visit the Healthy Aging program page on our website. For more information on our grantmaking, view our Frequently Asked Questions.

If you have further questions, please contact Kari Sederburg at kari@mihealthfund.org or Tim Niyonsenga at tim@mihealthfund.org.