

# MICHIGAN HEALTH ENDOWMENT FUND

## 2020 BEHAVIORAL HEALTH INITIATIVE REQUEST FOR PROPOSALS

### 2020 BEHAVIORAL HEALTH INITIATIVE GRANT TIMELINE

February 25, 2020	Grant portal opened for applicants
March 16, 2020	Concept papers due by 5 p.m. (strongly encouraged)
April 23, 2020	Applications due by 5 p.m.
August 13, 2020	Awards announced

### A. PROGRAM OVERVIEW

**The primary aim of the Health Fund’s Behavioral Health Initiative is to improve access to high-quality, person-centered mental health and substance use disorder (SUD) healthcare for Michigan residents. In doing so, we endeavor to improve health outcomes, address health disparities, and reduce overall healthcare costs.** According to the study we funded, [Access to Behavioral Health in Michigan](#), 38 and 80 percent of individuals in Michigan with mental health conditions and SUD, respectively, face barriers to accessing services and ultimately go untreated. Provider shortages, challenges in navigating a disjointed healthcare system, and the persistent stigma associated with these disorders equate to fewer individuals receiving care.

The Behavioral Health Initiative supports organizations in implementing innovative, evidence-based, and sustainable strategies with an emphasis on children and older adults. Effective strategies for improving access to mental health and SUD services will serve more people with shorter wait times, optimize the use of technology, encourage the retention of behavioral health providers, and identify addiction at the point of first response with timely treatment access.

#### **Successful projects will prioritize at least one of the following:**

- Strengthening school-based mental health capacity including addressing the social and emotional health of students by bolstering the school health workforce and leveraging resources such as the Medicaid Caring 4 Students (C4S) program and 31n funding to intermediate school districts.
- Implementation of innovative care delivery models.

- Multi-sector responses aimed at developing and strengthening local systems of care for addiction, supporting efficient entry to treatment and seamless transition into community treatment settings.
- Use of technology, including telehealth, to improve access to care and/or quality of care.
- 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 integration at the point of care, sharing of health information among providers, increased provider consultation, and cross-training of providers.

**Applications are required to emphasize one of the Health Fund’s two cross-cutting goals within the context of their project:**

1. Build, extend, and strengthen the healthcare provider workforce to better meet the needs of residents in their communities.
2. Develop and expand innovative and cost-effective integration models that coordinate care, services, and community resources to promote the health of children and seniors in Michigan.

**MEASURABLE HEALTH IMPACT AND EVALUATION**

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. This evaluation approach could be a logic model or a theory of change, or another format. Click [here](#) for examples of outcome indicators and data sources, and review our [evaluation how-to guide](#) for more evaluation information and sample formats.

Your document must include project activities, inputs (resources), outputs (deliverables), a timeline, and measurable short- and long-term health impact goals. These outcomes should be specific to your program or project and related to at least one of the two cross-cutting goals of 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?

## CRITERIA FOR REVIEW

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

- **Strategic alignment.** The project aligns with the Health Fund’s mission, strategies, and goals and focuses on improving the health of Michigan children and/or older adults.
- **Innovation.** The project supports 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.
- **Long-term impact.** The project has the potential to achieve significant long-term impact by implementing effective models or supporting needed innovation.
- **Cross-cutting goals.** The project incorporates at least one of the Health Fund’s two cross-cutting goals of workforce development or integration.
- **Measurable outcomes.** The project has clear outcomes and the potential to have a measurable impact in improving health.
- **Unmet need.** The project has the ability to address an unmet need and focus on populations that face disproportionate barriers to improved health.
- **Sustainability.** The project has the potential to be sustainable after the end of the grant period. Applicants must demonstrate how the grant activities will be sustained after the grant period. This could include strategies to inform public policy.
- **Collaboration.** The project demonstrates collaboration, including leveraging of other resources.
- **Replication potential.** The project has potential for replication in other settings, including opportunities to learn, disseminate knowledge and inform public policy. 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.

The Health Fund board of directors has sole responsibility for all grant decisions.

## B. ELIGIBILITY

Nonprofits, local units of government, and the State of Michigan are eligible for grants. 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.

## 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
- Tuition costs and related fees
- Organizations that discriminate because of age, race, ethnic origin, religion, sexual orientation, disability, or gender

## 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 approximately \$7,000,000 for this initiative.

## D. APPLICATION PROCESS

### CONCEPT PAPERS (DUE MARCH 16, 2020)

We **strongly encourage** concept paper submission (not to exceed two pages) for review and feedback by the Health Fund prior to submission of a full proposal. While not required, this may result in a stronger, more competitive proposal that clearly aligns with Health Fund goals.

Concept papers should include the following sections, in this order:

- Organization name and mission
- Project information
  - Title

- Description of how the project will improve access to behavioral health
- Information specific to either of the Health Fund’s cross-cutting goals (workforce development or integration—more information in Section A)
- List of key partners
- How the project will continue or have an impact after the grant period ends
- Estimated budget (detailed budget breakdown is not required, just tell us what the budget will cover)

Send concept papers to Sharon Karaboyas at [sharon@mihealthfund.org](mailto:sharon@mihealthfund.org) **before 5:00 p.m. on March 16, 2020**. We will not review concept papers submitted after the deadline.

### **APPLICATION (DUE APRIL 23, 2020)**

Applications must be submitted electronically through the Health Fund website using the [grant portal](#). **Using 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 grant portal does not have a word limit function, we require applicants to keep the total narrative within the equivalent of 10 standard pages. The Health Fund also reserves the right to confidentially share proposals with external reviewers and other foundation partners.

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

- A cover letter signed by the president or authorized official of the applying organization
- A copy of the current IRS determination letter indicating tax-exempt status
- List of board of directors with affiliations
- Current annual operating budget, including expenses and revenue
- Most recent annual financial statement (independently audited, if available)
- Organizational chart, including board of directors and staff
- Detailed project budget (in Excel or as a PDF)
- Letters of support from other organizations demonstrating collaboration and affirming need for the project
- Evaluation approach (See Section A for more information)

**Full proposals must be received by 5:00 p.m. on April 23, 2020. Proposals submitted after the deadline will not be considered.**

## E. MORE INFORMATION AND FURTHER QUESTIONS

### 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.

### RESOURCES

The following resources may be useful as you develop your proposal:

- [Access to Behavioral Health in Michigan](#)
- [A Standard Framework for Levels of Integrated Healthcare](#)
- [Behavioral Health Crisis Services: Models and Issues](#)
- [Caring for Students Program – Medicaid Bulletin](#)
- [Cost Effectiveness: Piecing Together the Puzzle Webinar](#)
- [Evaluation Approach: A How-To Guide](#) (includes sample logic models and theory of change)
- [Mental Health Technology Transfer Center Network](#)
- [National Center for School Mental Health](#)
- [SAMHSA-HRSA Center for Integrated Health Solutions](#)
- [Upper Midwest Telehealth Center](#)

For helpful tips, to view past grant partners and additional information please see our [Behavioral Health webpage](#). Please visit the [grant portal](#) to view the application questions and required documents.

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