

MICHIGAN HEALTH ENDOWMENT FUND

2018 BEHAVIORAL HEALTH INITIATIVE

A. BEHAVIORAL HEALTH PROGRAM OVERVIEW

To achieve optimal health and well-being, we must recognize the importance of mental health. Individuals with multiple medical conditions, including those with physical and behavioral comorbidities, are a growing and costly population. And despite recognition of the need to address these conditions holistically, most individuals are still receiving care through a fragmented service delivery system.

Individuals with multiple chronic health conditions often face barriers to accessing services, including challenges in navigating a complex healthcare system. Integrating behavioral healthcare (including both mental health and substance use disorder services) with primary care and other supports has proven to be an effective strategy to care for individuals with complex needs.

There is also a tremendous need to address the behavioral health service capacity. [Michigan lacks adequate services](#) for both adults and children with mental health needs, including inpatient psychiatric bed capacity. 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.

The aims of the Michigan Health Endowment Fund’s 2018 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.**

To be considered for a grant, 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.** The Health Fund is specifically interested in proposals for new approaches to building, strengthening, and expanding the behavioral health workforce. 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.
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.** The Health Fund is specifically interested in models that systematically integrate 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, collocated 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.

The Health Fund is seeking proposals from qualifying nonprofit organizations and public agencies 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, and cross training of providers.
- Community-based responses to the opioid epidemic.
- Use of technology, including telehealth, to improve access to or quality of care.
- Implementation of prevention strategies that promote resilience in children, families, and communities by limiting trauma and adverse experiences.
- New strategies to address behavioral health workforce challenges including preparing a new or expanded workforce.
- Implementation of new team-based approaches to care, maximizing the existing workforce.

To be considered for funding, applicants must identify **measurable health outcomes**, with the understanding that not all outcomes will be achieved within the grant period. These outcomes should be specific to your program or project but related to the Health Fund's workforce and integration goals. Applicants should be prepared to answer the following questions:

- What are the expected impacts and outcomes of your proposed initiative?
- Which program activities support achievement of the expected impacts and outcomes?
- How will the impacts or outcomes be measured (include the data source)?
- Which of the Health Fund's cross-cutting goals does this outcome support?

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.

RESOURCES THAT MAY BE OF ASSISTANCE

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 \[PDF\]](#)
- [Growing Older: Providing Integrated Care for an Aging Population](#)
- [Agency for Healthcare Research and Quality: Integrating Behavioral Health and Primary Care \[PDF\]](#)

2018 BEHAVIORAL HEALTH INITIATIVE GRANT TIMELINE

February 21, 2018	Grantee portal opened for applicants
March 15, 2018	Concept papers due by 5 p.m. (strongly encouraged)*
April 18, 2018	Applications due by 5 p.m.
August 2018	Awards announced and grants processed
September 1, 2018	Earliest start date

**More information about concept papers can be found in Section E of this RFP.*

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, PROPOSALS 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.
- **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 (though 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.

C. 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.

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 \$6,500,000 for this initiative.

D. EVALUATION CRITERIA

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

- The extent to which the proposed project fits the **mission, strategies, and goals** of the Michigan Health Endowment Fund;
- The potential for the project to achieve significant **long-term impact** by implementing effective models or supporting needed innovation;
- The potential for the proposed project to have a **measurable impact** in improving health;
- The ability of the proposed project to address an unmet need and focus on populations that face **disproportionate barriers** to improved health;
- The potential for the project to be **sustainable** after the end of the grant period;
- The applicant's demonstration of **collaboration**, including leveraging of other resources; and
- The potential for **replication** in other settings, including opportunities for learning, **knowledge dissemination**, and informing **public policy**.

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

E. APPLICATION PROCESS

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

Using Google Chrome, applicants will first be required to create an account. It may take 48-72 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 (for example, if the narrative were in Word, using standard 12-point type and one-inch margins). The required attachments do not count toward the 10-page limit.

CONCEPT PAPER

The Health Fund strongly encourages potential applicants to submit a concept paper up to 2 pages in length 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. If a concept paper is submitted, please be sure to include:

- A brief overview of the proposed initiative, including proposed health impact and how it will be measured;

- Which of the cross-cutting goals (integration or workforce) the proposal is addressing;
- A list of the key collaborative partners and their roles;
- How the initiative will be sustained; and
- A draft budget.

Concept papers should be sent to Genevieve@mhealthfund.com and **must be submitted any time before 5:00 p.m. on March 15, 2018**. 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.

Full proposals must be received by 5:00 PM on Wednesday April 18, 2018. Proposals submitted after the deadline will not be considered.

APPLICANTS WILL BE ASKED TO PROVIDE THE FOLLOWING INFORMATION:

- An executive summary of proposed grant activities including the outcomes to be achieved. This should include a description of what success would look like at the end of the grant.
- The communities or geographic region(s) the project will target.
- A brief summary of how this project aligns with the organization's mission and organizational priorities.
- The health problems, challenges, or needs the project will address. Provide documentation of the defined need within the target population and the number of individuals who will be impacted by the proposed activities.
- The expected impacts, along with short-term and long-term outcomes of your proposed initiative and a description of how you will know if you've achieved these outcomes.
- Potential healthcare cost savings associated with the project.
- How and with whom the organization will collaborate on this project.
- A work plan (template provided within grant application) that describes the proposed activities and how they will impact the target population. [Click here for examples of outcome indicators and data sources identified by current behavioral health grantees.](#)
- Which of the Health Fund's two cross-cutting goals the project will address.
- How the project could be useful for other organizations and/or impact healthcare delivery or policy.
- How the proposed activities will be sustained after the grant period.
- A budget that describes costs by category.

Required attachments:

- A cover letter signed by the President or Authorizing Official 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 (independently audited, if available);
- Organizational chart, including board and staff; and
- Annual report, if available.

Optional attachments:

- Letters of support. If provided, letters of support should verify project need and collaboration with other organizations.

F. GRANTEE OBLIGATIONS

If awarded, applicants must agree to:

- Identify the Michigan Health Endowment Fund as the source of funding in any program communications;
- Set specific outcomes for the proposed program, monitor progress toward achieving expected outcomes, and report progress on a regular basis to the Health Fund;
 - Participate in any data collection and evaluation activities conducted by the Health Fund and its contractors; and
- Participate in grantee gatherings and other activities that support dissemination of knowledge.

G. 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.

For more information on our grantmaking, view our [Grantmaking at a Glance \[PDF\]](#) and [Frequently Asked Questions](#).

If you have further questions please contact Health Fund staff at info@mhealthfund.com or by phone at (517) 374-0031.