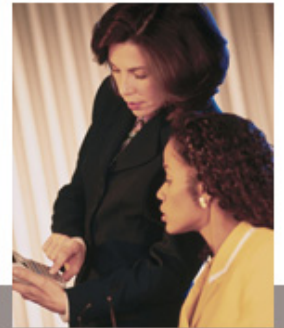




NATIONAL ASSOCIATION OF

Community Health Centers



America's Voice for Community Health Care

National Association of
Community Health
Centers, Inc.

America's Voice for Community Health Care

The NACHC Mission

To promote the provision of high quality, comprehensive and affordable health care that is coordinated, culturally and linguistically competent, and community directed for all medically underserved people.

Pulling It All Together – Increasing Your Opportunity for Success

It Takes Planning – Not Magic!!



National Association of
Community Health
Centers, Inc.



NEW ACCESS POINT FUNDING - 2011

HRSA 11-017: OPEN TO

- NEW ORGANIZATIONS THAT HAVE NEVER RECEIVED SECTION 330 FUNDING
 - Private tax exempt non-profit organizations
 - Public agencies either compliant with governance requirements themselves or with a co-applicant health center board
- EXISTING SECTION 330 GRANTEES WHO ARE APPLYING TO OPEN A NEW CLINIC SITE THAT IS NOT IN THEIR APPROVED SCOPE OF PROJECT AT TIME OF APPLICATION



NEW ACCESS POINT FUNDING - 2011

HRSA 11-017:

- \$250 MILLION FOR UP TO 350 AWARDS
- \$650,000 ANNUAL BUDGET CAP –
 - CAN ONLY SUBMIT ONE APPLICATION PER ORGANIZATION
 - CAN APPLY FOR ONE OR MORE FUNDING STREAMS (330(E), (G), (H), (I)) BUT CANNOT EXCEED A TOTAL OF \$650,000/YEAR
 - CAN APPLY FOR ONE OR MORE SITES BUT CANNOT EXCEED A TOTAL OF \$650,000/YEAR
- NEW GRANTEES WILL HAVE A 2-YEAR PROJECT PERIOD
- UP TO \$150,000 OF THE TOTAL BUDGET REQUEST IN THE FIRST YEAR CAN BE USED FOR MINOR ALTERATIONS AND RENOVATIONS



NEW ACCESS POINT FUNDING - 2011

HRSA 11-017:

- SUBMISSION DEADLINE – TWO STAGE SUBMISSION ALL ELECTERONIC’
 - ○ NOVEMBER 17, 2010 IN GRANTS.GOV AND
 - ○ DECEMBER 15, 2010 IN ELECTRONIC HANDBOOK (EHB)
- **ALTHOUGH THE GUIDANCE DOES NOT LIST A DATE FOR AWARD ANNOUNCEMENTS WE HAVE BEEN TOLD THAT IT WILL BE AUGUST 2011 (of course subject to change).**



NEW ACCESS POINT FUNDING - 2011

- **IMPORTANT CHANGES**

- *EXISTING 330 GRANTEES ARE NO LONGER REQUIRED TO GET A SEPARATE MUA/P DESIGNATION FOR THE PROPOSED SATELLITE. NEW START APPLICANTS STILL HAVE TO FULFILL THE MUA/P REQUIREMENT*

- **PRIORITY POINTS HAVE BEEN ADDED FOR**

- **HIGH POVERTY AREAS** - % of total population in proposed service are living in poverty (up to 5 additional points)



NEW ACCESS POINT FUNDING - 2011

- **IMPORTANT CHANGES**

- PRIORITY POINTS HAVE BEEN ADDED FOR

- SPECIAL POPULATIONS – applications with at least 25 percent of the total Federal section 330 funds requested being for care to migrant, seasonal farmworkers, homeless people; and/or residents of public housing (up to 10 additional points). **There appears to be a commitment to ensuring that the proportional distribution requirement will be addressed alternately if the priority point approach does not satisfy the funding requirements.**
- SPARSELY POPULATED – 7 people or less for the entire service area of a Section 330(e) application (5 points) this is a change from being a preference which gave such applications a special reading as opposed to adding points.



NEW ACCESS POINT FUNDING - 2011



NEW ACCESS POINT FUNDING - 2011

- THE NEED CRITERION SCORING HAS BEEN CHANGED TO INCLUDE UP TO 10 POINTS FROM THE NARRATIVE NEED SECTION AND UP TO 25 POINTS FROM THE QUANTITATIVE NEED FOR ASSISTANCE WORKSHEET. Previously the NFA score was treated as gatekeeper, e.g. an applicant needed at least 70 points on the NFA in order to have their proposal read for substantive quality and funding scoring.
 - NEED FOR ASSISTANCE WORKSHEET DATA
 - Core Barriers
 - Core Health disparities
 - Other Health Disparities



NEW ACCESS POINT FUNDING - 2011

- CLINICAL AND FINANCIAL PERFORMANCE MEASURES HAVE BEEN INCORPORATED INTO THE HEALTH AND BUSINESS PLANS
- A COLLABORATIONS CRITERION HAS BEEN ADDED (10 POINTS) FOR COORDINATING WITH OTHER COMMUNITY AND SAFETY NET ORGANIZATIONS AND FOR DEMONSTRATING SUPPORT (OR JUSTIFICATION WHY THERE IS NOT) OF CONTIGUOUS FQHCS, AS WELL AS RURAL HEALTH CLINICS AND CRITICAL ACCESS HOSPITALS. THIS IS A STRENGTHENING OF ATTENTION TO SERVICE AREA OVERLAP ISSUES.
- THE ADDITION OF AN IMPLEMENTATION PLAN TO ASSURE THAT THE NEW ACCESS POINT(S) WILL BE OPERATIONAL WITHIN 120 DAYS OF NAP GRANT AWARD



Prepare to Go Electronic

- Register *early* with www.grants.gov
- Learn how to navigate the electronic submission system
- Give yourself plenty of time to upload, download, scan and test print the document before submitting



Develop The Work Plan

- Start at the End:
 - Total time to complete is approximately 250 hours
 - Decide at the beginning whether to hire out or do it in-house
 - Back up from the deadline and make realistic time estimates for each phase (planning, drafting, finalizing)

Make the LOI Deadline or At Least 45 Days Out Your Goal



Start Organized

- Develop a written task list with strict timelines
- Schedule regular check points and stick to them
- Develop list of “outside” documents and activities (contracts, MOAs, etc.)



Start Organized

- Identify individuals responsible for each section of the application
 - Needs Assessment/Population Description
 - Scope of Project/Service Delivery
 - Clinical
 - Financial
 - Administration
 - Affiliations/Contracts/MOAs
 - Community Involvement/Outside Support



Start Organized

EVEN IF YOU HIRE A CONSULTANT
YOUR STAFF AND BOARD MUST BE INVOLVED
AND RESPONSIBLE

**PRODUCING A QUALITY PROPOSAL DEPENDS
ON TIMELY AND RELIABLE INFORMATION**



Start Organized

- Agree on format and style
- Identify who is responsible for assuring consistency and doing “read throughs” and edits
- Keep track of computer files – who, what, where, how

MAKE BACK UP DISKS/CDs



Develop The Proposal

- Work Concurrently – Even if you hire in, the staff needs to provide information, develop the goals and objectives and review the document
- Focus on the requested information and answer the questions

**KNOW WHERE THE POINTS ARE
AND WRITE TO THEM**



Develop The Proposal

Write for the Reviewers:

- Lay out a clear road map
- Be detailed and focused
- Leave nothing to the imagination
- Do not leave any questions unanswered – even if you repeat yourself!
- Use the format, headers and language in the PIN

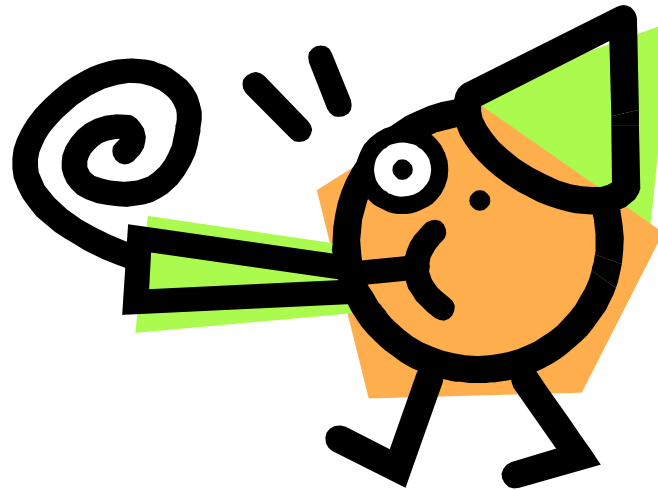


Develop The Proposal

- State Clearly:
 - What funding you are applying for
 - What type of organization you are
 - Any special populations or priorities you are addressing or qualify for

“Sell” the Organization!!

TOOT YOUR HORN!!!!



“Sell” the Organization!!

TALK STORY
YOUR PATIENTS AND COMMUNITY
ARE YOUR BEST SALESPEOPLE





“Sell” the Organization

- **Why are YOU the appropriate entity to receive funding or look-alike designation??**
 - history and status as an FQHC or health care provider in the community, years of uninterrupted service, and Section 330 funds received during last 5 years (including special initiatives)
 - Staff skills and organizational capacity
 - Prior clinical outcomes
 - Cultural and linguistic appropriateness
 - Evaluation capabilities
 - Unique characteristics and significant accomplishments
 - Prior experience and expertise in
 - Working with target population(s)
 - Addressing identified needs
 - Developing and implementing systems and services to meet the needs
 - Capability and commitment of the board, management, and local community to support the FQHC’s operations



Final Steps

- Revise proposal as needed based on review comments
- Review document for content and accuracy
- Make sure all requested information is included in the places it is asked for
- Make sure all numbers match
- Make sure all document requirements are complied with



RULES TO LIVE BY

–Everything is related

The Needs Assessment

*Forms the Basis of the Health Plan and Service
Delivery Model*

*Which are Supported by the
Business Plan and Budget*



RULES TO LIVE BY

- Answer all of the questions wherever and whenever they are asked
- Connect the dots – don't leave things hanging



RULES TO LIVE BY

- If it is required and you don't submit it – you are out
- Get it right the first time – there is no 2nd chance for funding applications
- **If it is not in the budget – it is not happening!!**



THE **BIG** RULE

**THIS IS NOT A WORK OF
FICTION!!!!**



Reviewers are People Too!!

- Treat them with respect
- Let them know you appreciate them
- Make their job as easy as possible
- Make giving you what you are asking for a no-brainer



And Most Important of All

Remind Yourself and the Reviewers
Why You Are Doing This!!



National Association of
Community Health
Centers, Inc.



STAY IN TOUCH!!!!

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