

# Community Linkages Request for Proposals (RFP)

Symetria Gongyin (she/her)

Sarah Bollig Dorn (she/her)

January 20, 2023



# Community Linkages funds

- A total of \$3,600,000 is available under this funding opportunity
- BHT anticipates funding approximately 9 projects at \$400,000 each but reserves the right to fund a larger number of smaller-budget projects, or a smaller number of larger projects.
- Two-year contract term (May 2023 – April 2025)

# Goals of funding

1. **Strengthen Infrastructure** in community-based organizations providing care coordination and health related social needs.
2. **Encourage Connectivity** across sectors in the care system, improving client access to care.
3. **Shift Power** by supporting organizations that represent the communities they serve.

# Timeline

<b>Through December 31, 2022</b>	Public comment
<b>January 16, 2023</b>	RFP released
<b>February 10, 2023</b>	Letters of intent due
<b>February 20, 2023</b>	Invitations to present are issued
<b>March 8, 2023</b>	Deadline to submit presentation + year one budget
<b>March 13-14, 2023</b>	Oral presentations of proposed projects
<b>March 20, 2023</b>	Notification of funding decisions
<b>Month of April</b>	Workshops with awardees
<b>May 1, 2023</b>	Anticipated contract start date

# Eligibility

Eligible applicants are organizations that are:

- Based in BHT's region (Spokane, Adams, Ferry, Lincoln, Pend Oreille, Stevens counties)
- Offer services that address health related social needs of the Medicaid population in BHT's region, or co-apply with an organization that does
- A 501c nonprofit, a local governmental agency (such as a local health jurisdiction or public hospital), or an unincorporated entity with a 501c fiscal sponsor
- Clinical organization applicants must have an SDoH/CBO co-applicant, and include a shared savings, reinvestment, value-based contracting, or similar partnership model

# Priority will be given to:

- Community-based organizations ([CBO definition](#)) & by/for organizations (organizations led by and for impacted communities, with 50% or higher leadership, Board, and/or staff comprised of individuals from impacted groups)
- Projects that demonstrate connection to housing, food, transportation, employment
- Projects serving youth and/or justice involved populations

*Other organization types, project focus areas, and focus populations will be considered*

# Proposal components

These items will be evaluated at the oral presentation stage of the application:

- Improving access to health-related social needs services including those outside of your organization
- The use of care coordination to improve access to care
- Measurable outcomes and a plan for reviewing and adapting program
- How the community was engaged and identified the need for the proposed activity
- A strong ability to engage with the population they are intending to work with
- Evidence of or ability to build and sustain capacity/infrastructure
- Implementation readiness

# Shared measures:

Awardees will report on a set of shared measures, in addition to their individual project progress and goals. *BHT Staff will finalize these measures based on the types of proposals we receive.*

*Measures may include:*

- Services screened for
- Services provided internally, referred to, or in specific partnership for
- Clients served & demographics (Total and receiving specific services that are part of project. Reporting may include specific demographic numbers or which demographics are being collected. Clients may always decline to report demographics.)
- Number of CHWs/Peers/care coordinators employed, including changes during project
- Caseload of CHWs/Peers/care coordinators, including change during project
- Use of or connection to the Care Connect platform
- Workforce development: Increase in certifications (CHW training, peer certification, etc.)



# Award Information & Reporting

When	Amount	Payment Trigger	Reporting method
Beginning of contract	40% of total award	At signing	Identifies goals and outcomes in proposal
At ten months	10% of total award	For achieving year one project outcomes Or 50% payment for achieving at least one	Verbal reporting + shared measures data
At one year (renewal)	40% of total award	Identifies new project outcomes for year two based on experience in year one  Signs again	Workshop - An opportunity for course adjustment or assessment of year one
At two years	10% of total award	For achieving year two project outcomes Or 50% payment for achieving at least one	Verbal reporting + shared outcomes data

# How to apply – step one

Interested organizations must submit letters of intent as the first step of the application process.

- Content of these letters are non-binding but will be used to determine eligibility and invitations to the Proposal Presentations.
- Letters of intent will be submitted online via a Microsoft Form and are due by **11:59pm February 10th**.

## Community Linkages Funding Opportunity Letter of Intent Form

Better Health Together Request for Proposals (RFP)  
Building and bolstering community linkages to address Health Related Social Needs

...

# Letter of intent form content

- Applicant organization
- Contact(s) name and email
- Self-identify organization as: community-based and/or impacted led
- Current services offered
- Names of partner organizations, if required
- Project title
- Funding amount requested
- Brief project narrative description
- 2-3 Project outcomes
- Counties and/or reservations served
- Target population(s)
- Capacity to report on shared measures
- Scheduling availability for oral presentations

# Letter of intent form continued

## What to include when submitting Project Description & Measurable Outcomes

### 11. Project description

Provide a brief description of what you plan to do. Think of it as the “elevator speech” for the project you're proposing. Include the goal of the project, who you will serve, and what service(s) you will provide.

\*

Enter your answer

### 12. 2-3 Measurable outcomes for the first year of this project

A measurable outcome should answer the questions, “what,” “for whom,” “by when” and “how much” in one statement.

*Please note: If awarded, 10% of funds at 10-months will be awarded for achieving these year one project outcomes. You will have an opportunity to make revisions to these outcome statements prior to contract. We will ask for year two project outcomes at the 10-month reporting workshop. \**

Enter your answer

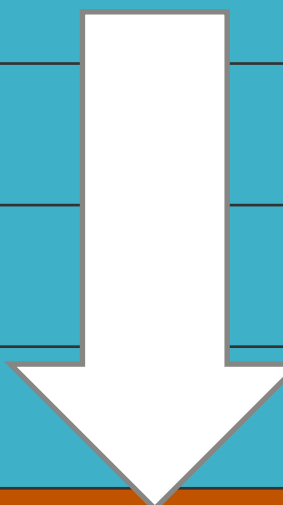
Description: Include the goal of the project, who you will serve, and what service(s) you will provide.

Measurable outcomes: Include the “what,” “for whom,” “by when” and “how much” in one statement.

# Project Outcomes Grid

Your project outcome statement(s) should answer the questions, “what,” “for whom,” “by when” and “how much” in one statement.

What?	
For whom?	
By when?	
How much?	
Full statement	



# Example 1 – Housing stability

---

<b>What?</b>	Screen for housing instability & provide warm hand-offs to eviction prevention coordinator
<b>For whom?</b>	Individuals (18+) who have a history of chronic homelessness and are enrolled in permanent supportive housing
<b>By when?</b>	January 2022
<b>How much?</b>	75% who meet screening criteria for housing instability will be referred and given a warm hand off to an eviction prevention coordinator
<b>Project Outcome Statement</b>	By January 2022, 90% of individuals (18+) who have a history of chronic homelessness and are enrolled in permanent supportive housing will be screened for problematic housing behaviors or risks to tenancy. Of those, 75% who meet screening criteria for housing instability will be referred and given a warm hand-off to an eviction prevention coordinator.

## Example 2 – Food insecurity

---

What?	Decreased food insecurity
For whom?	Families (parents/caregivers and children) participating in the program for at least 3 months at time of measurement
By when?	September 2022
How much?	60% of families self-report decreased food insecurity
Project Outcome Statement	By September 2022, 60% of families (parents/caregivers and children) who have participated in the program for at least 3 months self-report decreased food insecurity.

# How to apply – step two

Based on review of the letters of intent, BHT will invite eligible applicants to advance to present their proposal to a panel of community partners.

BHT will provide templates for the

- PowerPoint presentation
- Year one budget (Excel)



# Panel presentation process – March 13 & 14, 2023

Each organization invited to the panel presentation stage will have 35 minutes to share more about their proposal and answer questions from the panel of reviewers.

The PowerPoint template provided asks for:

- Introductions
- Project overview
- Outcomes
- Timeline
- Community engagement
- Capacity building
- Budget overview
- Evaluate & adapt
- Time for questions

# Community-based panel representation

- The panel of reviewers includes: peer counselors, community health workers, a care navigation supervisor, organizations previously funded by BHT, youth voice, and rural voice.
- BHT staff are not voting members of the panel.

# Scoring criteria

The award process will be competitive. A community-based panel of reviewers will make award decisions following proposal presentations based on demonstration of:

- Improving access to health-related social needs services including those outside of your organization
- The use of care coordination to improve access to care
- Measurable outcomes and a plan for reviewing and adapting program
- How the community was engaged and identified the need for the proposed activity
- A strong ability to engage with the population they are intending to work with
- Evidence of or ability to build and sustain capacity/infrastructure

# Workshops

- Once the panel selects projects to be funded, awardees will meet with BHT staff to move proposals to contract, including identification of goals and outcome measures for year one.
- Awardees will also complete a capacity needs assessment as part of the workshops.

*The goal of workshops is to fine tune project outcome measures and finalize contract language. Projects should be implementation ready. Workshops are not a project planning process.*

# Timeline

<b>Through December 31, 2022</b>	Public comment
<b>January 16, 2023</b>	RFP released
<b>February 10, 2023</b>	Letters of intent due
<b>February 20, 2023</b>	Invitations to present are issued
<b>March 8, 2023</b>	Deadline to submit presentation + year one budget
<b>March 13-14, 2023</b>	Oral presentations of proposed projects
<b>March 20, 2023</b>	Notification of funding decisions
<b>Month of April</b>	Workshops with awardees
<b>May 1, 2023</b>	Anticipated contract start date

# Questions?

## Contact us

Symetria Gongyin at [symetria@betterhealthtogether.org](mailto:symetria@betterhealthtogether.org)

Sarah Bollig Dorn at [sarah@betterhealthtogether.org](mailto:sarah@betterhealthtogether.org)