

MICHIGAN HEALTH ENDOWMENT FUND

2020 HEALTHY AGING INITIATIVE REQUEST FOR PROPOSALS (RFP)

A. PROGRAM OVERVIEW

The aim of the Healthy Aging Initiative is to improve the health and wellness of Michigan’s older adults while reducing the cost of healthcare. To achieve this aim, our 2020 initiative seeks to support work that does one or more of the following:

- Improves the quality of healthcare for older adults
- Coordinates care in ways that lead to better health outcomes and lower overall cost of care
- Supports caregivers of older adults in providing care

2020 HEALTHY AGING GRANT TIMELINE

June 16, 2020	Grantee portal opened for applicants
June 24, 2020	Informational webinar at 10 a.m.
July 13, 2020	Concept papers* due by 5 p.m. (strongly encouraged)
August 11, 2020	Applications due by 5 p.m.
November 12, 2020	Awards announced

** More information about concept papers can be found in Section E of this request for proposals*

The Health Fund will accept **planning* or implementation proposals** for three strategic priority areas: **Improving Healthcare, Care Coordination, and Caregiving**. While some proposals may address more than one area, applicants are required to submit a proposal under only one area, and it should be the most relevant one.

** Planning proposals are for pre-launch, piloting, planning, information gathering, and design activities. See the [Planning Grant Opportunity one-pager](#) to review the requirements and to submit your planning proposal.*

Each proposal is also required to address at least one of the Health Fund’s two cross-cutting goals of workforce development or integrated care. More information about the Health Fund’s cross-cutting goals and the additional eligibility requirements can be found in Section C of this request for proposals.

The Health Fund welcomes concept papers of up to two pages for review and feedback prior to submission for planning or implementation proposals. Please see Section E of this request for proposals for instructions. **Concept papers are due no later than 5 p.m. on Monday, July 13, 2020.**

STRATEGIC PRIORITY AREAS

IMPROVING HEALTHCARE

Recognizing that older adults have unique healthcare needs, the Healthy Aging initiative makes investments in Michigan's healthcare system to improve the quality of care for older adults in the following areas: safety, timeliness, effectiveness, efficiency, and equitable and person-centered care.

CARE COORDINATION

Unmet social needs directly lead to poor health outcomes. That is why the Healthy Aging initiative invests in efforts to coordinate Michigan's healthcare and social services sectors in ways that lead to better health outcomes and lower the overall cost of care.

CAREGIVING

Most of the care that supports the health and wellness of older adults is hands-on care provided informally and formally. Investing in efforts that support informal and formal caregivers of older adults in providing care will ensure more older adults in Michigan can get the support they need to live healthier and longer lives in their community.

CATEGORIES OF INTEREST

To be funded, a proposal should also address at least one of the following:

- **Access/Quality** – Improve access or the quality of care to the current or an expanded service array. This could be done through technological advancements, the coordination or integration of aging services into the healthcare system, increasing workforce ratios (e.g. geriatricians, home healthcare workers), team-based approaches to care, or other strategies that identify needs and connect older adults or caregivers to the care they need to improve outcomes or lower costs.
- **Health Disparities** – Identify disparate impact and outcomes of a health issue on a vulnerable population and propose a strategy to reduce or eliminate said disparity.
- **Health Issue** – Address a specific health issue (e.g., hypertension, caregiver burnout/depression) that negatively or disproportionately affects older adults or caregivers.
- **Innovation** – Develop and pilot a new model of care 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/or 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.
- **Systems** – Address structural or policy issues, payment/reimbursement, design inefficiencies or other barriers that prevent various systems (e.g., healthcare, aging, social) from delivering quality healthcare to older adults or caregivers. Outcomes could inform or influence systems change through better connectivity, coordination or integration of programming, policy reform, or other collaborative efforts.

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 should be related to one of the Health Fund's cross-cutting goals of workforce development and integrated care.

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 achieve 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.
- How will the project impact the Health Fund's cross-cutting goals of workforce development and integrated care?

All applicants are encouraged to submit a document outlining a proposed project evaluation approach. This document should not exceed three 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.

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;
- Work must be done 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.
- **Have 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.

- **Address one of the Health Fund’s two cross-cutting goals, listed below, 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.

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 and why you think it’s important for older adults.** 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 that are put in the best position to succeed.

- **Health outcomes matter.** We will be looking for proposals that have strategies in place to address specific health outcomes for older adults and their caregivers.
- **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 impact.
- **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.

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 said 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 p.m. on **Monday, July 13, 2020**. We expect to receive many 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:**

1. A cover letter signed by the President or Authorized Official of the applying organization
2. A copy of the current IRS determination letter indicating tax-exempt status
3. List of Board of Directors with affiliations
4. Current annual operating budget, including expenses and revenue
5. Most recent annual financial statement (independently audited, if available)

6. Organizational chart, including Board of Directors and staff
7. Detailed project budget (in Excel or as a PDF) and budget narrative
8. Letters of support from other organizations demonstrating collaboration and affirming need for the project
9. Evaluation approach

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 p.m. on August 11, 2020. 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 June 24, 2020 at 10 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, Tim Niyonsenga at tim@mihealthfund.org, or Phil Lewis at phil@mihealthfund.org.