

2023 BEHAVIORAL HEALTH INITIATIVE REQUEST FOR PROPOSALS

MICHIGAN HEALTH ENDOWMENT FUND

Grant Timeline	
February 13	Grant portal opened for applicants
Through February 27	Optional office hours (sign up here)
March 2	Concept papers due by e-mail at 5 p.m. (strongly encouraged)
April 13	Applications due by 5 p.m.
August 2023	Awards announced

A. PROGRAM OVERVIEW

The Behavioral Health grant program aims to improve access to high-quality, integrated mental health and substance use disorder (SUD) healthcare for Michigan residents in order to bridge health equity gaps, advance integrated care, increase cost-effectiveness, and strengthen the health workforce.

We are interested in funding projects that address the five priority areas listed below.



Implementation of **innovative care delivery models**



Multisector responses aimed at developing and strengthening local systems of care for mental health and SUD and supporting efficient entry to treatment



Use of **innovative technology** to improve access to care and/or quality of care



Implementation of **team-based approaches to care**, including integration at the point of care, sharing health information among providers, and increased provider consultation



Projects that focus on behavioral health improvements for **children in the foster care system or who have been adopted**

A competitive proposal will focus on a specific target population and include local data to illustrate the need for the intervention. The Health Fund prioritizes projects that focus on children and older adults and expand access to behavioral health services through evidence-informed interventions.

Enhancements to the behavioral health workforce and efforts toward integrating behavioral health among care teams and into other settings are important themes that run through all five priority areas. Activities advancing these themes may strengthen a proposal.

OFFICE HOURS

We are excited to offer applicants the opportunity to speak with and ask questions of a member of the Behavioral Health program team prior to submitting a concept paper. Office hours are thirty-minute virtual conversations to answer grant cycle-related questions, including how proposed activities align with this grant opportunity. This does not replace the submission of a concept paper. Participation in office hours is optional and will not impact the status of a proposal.

Please [register here](#) to speak with the team.

B. APPLICATION PROCESS

CONCEPT PAPERS: DUE MARCH 2, 2023

We **strongly encourage** you to submit a concept paper 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 the goals of the grant round.

Concept papers should not exceed two pages and must include the following sections, in this order:

- Organization name
- Project information
 - Title
 - Description of how the project will improve access to behavioral health. Identify the health disparities, challenges, or needs the project will address.
 - Information specific to how the project aligns with the Behavioral Health priority areas
 - List of key partners and expected roles in the project
 - How the project will be sustained and continue to have an impact after the grant period ends
- Estimated budget. A detailed budget is not required at the concept paper stage. Please provide a high-level estimate of the total request and what it would cover.

Please send concept papers by e-mail to grants@mihealthfund.org before 5:00 p.m. on March 2, 2023. We will not review concept papers submitted after the deadline.

APPLICATIONS: DUE APRIL 13, 2023

Applications must be submitted electronically using Fluxx, the Health Fund's [grants portal](#). We strongly recommend **using Google Chrome** to access Fluxx. We ask applicants to keep the total narrative within the equivalent of 10 standard pages. The workplan, budget, budget narrative, letters of support, and organizational documentation are excluded from this page limit.

Please note: You will need an account to create and submit an application. If you have not registered with our Fluxx portal before, you can request an account on the grants portal home page. It may take 48 hours for your account to be approved. Once approved you will receive login credentials via email.

Full proposals must be received by 5:00 p.m. on April 13, 2023. Proposals submitted after the deadline will not be considered.

The Health Fund reserves the right to confidentially share proposals with external reviewers and other foundation partners. Applicants may be asked to provide follow-up information to address reviewer

questions. This request will be sent to the primary contact on the application in mid-May 2023 and questions will be available in Fluxx. Responses are due in Fluxx within two weeks of the notification. If an organization does not receive questions, it is not an indication of our funding recommendation.

If a proposal is not recommended for funding, we will notify the primary contact on the application in July. We will offer opportunities to discuss your proposal and why it was not recommended. The Health Fund Board of Directors has sole responsibility for all grant decisions.

BUDGET CONSIDERATIONS

The Health Fund anticipates awarding grants between \$50,000 to \$500,000. We welcome proposals toward the smaller end of that range. Applicants 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.

An organization may apply for a grant no larger than 20% of its annual operating budget. Fiduciary, or financial sponsor, agreements may be considered for small organizations to meet the budgetary or eligibility requirements listed below. We welcome ideas to increase access to behavioral health from all types of eligible organizations, regardless of size or funding request.

Applicant organizations with operating budgets less than \$10 million may request indirect costs up to 30% of the total grant budget. Applicant organizations with operating budgets at or above \$10 million may request indirect costs up to 20% of the total grant budget. The percentage is based on the primary applicant's operating budget size. The indirect cost line item should include indirect costs for all project partners.

C. 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;
- ✓ Serve Michigan residents;
- ✓ Have a current certified financial audit or independently reviewed financial statements; and
- ✓ Have at least 1 FTE.

EXCLUDED FROM FUNDING CONSIDERATION

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| ✗ Organizations that discriminate because of age, race, ethnic origin, religion, sexual orientation, disability, or gender | ✗ Existing and ongoing program operations and staffing, including staffing models that do not leverage available insurance reimbursement avenues |
| ✗ Requests to increase COVID-19 testing or vaccination capacity | ✗ Clinical or academic research |
| ✗ Requests that are exclusively for the purchase of personal protective equipment, medications or medical devices | ✗ Capital projects |
| ✗ Lobbying activities | ✗ Electronic medical record software |
| ✗ Tuition costs and related fees | ✗ Loans |
| | ✗ Litigation |
| | ✗ Health-related emergencies* |

* The Health Fund might in some situations consider support to address longer-term rebuilding or other needs following emergency situations.

D. APPLICATION QUESTIONS

We're including all our application questions here, along with tips to help you create a competitive project and application.

1 Project Details

In this section, we ask for the basics: **Project Title, Amount of Request, Project Start Date, Project End Date,** and **Geographic Reach.** Additional details can be found in the [grants portal](#).

2 Program Overview

A. Statement of Impact

In four sentences or less, describe what your project will do to increase access to behavioral health. Think of this as your sales pitch—it should be clear, concise, and direct.

B. Project Priorities

Please select the behavioral health priority area(s) that match the intent of your project.

C. Target Population

Please include the number of individuals, locations, or organizations that will be served or impacted by the proposed activities.

WHAT WE'RE LOOKING FOR

- We will prioritize projects that target the Health Fund priority populations of children or older adults.
- We have a special interest in projects focused on behavioral health improvements for children who are in the foster care system and/or have been adopted.
- Very often the behavioral health of parents and caregivers has an impact on children in their care. When applicable, please share how family members may be directly or indirectly impacted by the project.

D. IRB Review

While the Health Fund does not support clinical trials or interventions, we recognize some organizations require Institutional Review Board (IRB) approval for some activities. Do you or any of your partners anticipate needing IRB review or additional compliance activities for the proposed project? If yes, please describe the review process and timeline.

3 Purpose of the Grant

A. Details of the Initiative

Please provide more detail about the project. What will it do for the community? This is your chance to elaborate on your initial description from question 2A.

B. Defining the Need

What data supports the need for this initiative/intervention for the target population in the community? What disparities (health outcomes, socioeconomic, racial, access to services etc.) exist in the target community that will be impacted by the intervention?

WHAT WE'RE LOOKING FOR

- We will prioritize projects that address an unmet need and focus on populations that face health disparities and disproportionate barriers to improved health.
- Projects that use well-developed, population-specific data and input from the target population to help understand and reduce health disparities will be most competitive.
- We encourage you to use self-collected data, internal learnings, and community feedback to demonstrate organizational experience and the need for intervention .
- Compare your data to neighboring geographies/districts/populations.

C. Workplan

Upload a workplan that describes the specific activities you propose to conduct. The plan should include major activities, responsible person or entity, timeline for key benchmarks and completion, deliverables, and related health outcomes.

D. Collaboration

Describe who you will collaborate with and what their role(s) will be with this specific initiative. For organizations involved in workplan activities or implementation, please include letters of commitment that outline the roles, responsibilities, and resource allocations of each partner. Please describe how you will engage with the target population in the planning, implementation, or evaluation of the project.

WHAT WE'RE LOOKING FOR

- Examples of collaboration could include community member involvement, multisector partnerships with defined roles related to the project, and shared efforts to leverage external resources.
- Proposals that focus on one organization implementing a project without partners may be less competitive.
- Projects that identify and include letters of commitment from implementation or partner sites will be more competitive.
- Proposals that include the people and communities to be served in the planning, implementation, or evaluation of a project will be more competitive.

E. Organizational Capacity and Experience Engaging the Community

Explain why your organization is best suited to implement this project.

Potential Impact

A. Measurable Health Impact and Evaluation Plan

What are the intended short-term and long-term outcomes of your proposed project and how will they be measured? At the end of the grant period, how will you determine if the project was successful and who it impacted? What baseline data will be used to measure progress?

WHAT WE'RE LOOKING FOR

- What data sources will you use for your outcomes and how will you access them?
- Projects should prioritize ongoing evaluation and integrate learning throughout the grant period, not just at the end.
- Outcomes can incorporate both quantitative and qualitative measures.
- What are the long-term goals, and how will this project set those in motion or create progress? We recognize that not all outcomes will be realized during the grant period.
- What actions will you take to share what you have learned?

B. Sustainability

Describe how the activities or deliverables will be sustained or expanded after the grant period. If the project could be supported through billable services, state funding mechanisms, or other avenues, include information on how and when these funding streams will help achieve sustainability.

WHAT WE'RE LOOKING FOR

- For example, sustainability may occur when workforce training results in enhanced billing potential, or when a collaborative project has partner organizations who are committed to provide support.
- Projects that rely on policy changes or buy-in from outside entities (e.g., the State of Michigan, hospital system, or a community mental health agency) for sustainability should include letters of commitment expressing interest in the results of the grant.
- If a grant is seeking support for a project with revenue or billable services, or could be supported through state funding mechanisms, the proposal should clearly outline the need for grant funding and include a plan for when billing/support will begin. This should also be included in the budget attachment.
- Projects that rely on continued philanthropic investment to sustain the activities may be less competitive.

5

Budget

Applicants are required to attach a separate budget narrative and detailed program budget to the application. Additional details can be found in the [grants portal](#).

WHAT WE'RE LOOKING FOR

- Personnel costs should include effort toward the project (percent FTE). Non-staff positions should be included under contractors.
- If clinical services are billable, this must be included in the revenue section of the budget table and included in the overall project budget.
- We encourage you to quantify and explain project-specific in-kind contributions including in-kind staff contributions.
- A budget that incorporates funding for partners, participants, or community stakeholders may be more competitive than one that funds a single organization.
- As a starting point, consider using this [sample budget form](#). This form is an example and not the required budget format.

E. RESOURCES

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

HEALTH RESOURCES

- [Access to Behavioral Health in Michigan](#)
- [A Standard Framework for Levels of Integrated Healthcare](#)
- [Behavioral Health Crisis Services: Models and Issues](#)
- [Beyond Beds – 2022 Compendium: From Crisis to Care](#)
- [Center of Excellence for Integrated Health Solutions](#)
- [Cost Effectiveness: Piecing Together the Puzzle Webinar](#)
- [Data Sources and Indicators](#)
- [Mental Health Technology Transfer Center Network](#)
- [National Center for School Mental Health](#)
- [School Health Assessment and Performance Evaluation System](#)

DATA SOURCES

- Community Health Needs Assessment – Non-profit hospitals are required to complete community health needs assessments with public input once every three years and the report must be made available through the hospital website.
- Clinical or non-clinical data related to the project location, to be used as baseline to measure programmatic progress. Examples: local waitlist times, number of patients served, prevalence of behavioral health disorders in population served, etc.
- [Michigan Profile for Health Youth \(MiPHY\)](#)
- Michigan Behavioral Health and Developmental Disability Administration – [Reports and Proposals](#)

- Behavioral Risk Factor Surveillance System Prevalence & Trends Data – Explore by Location - [Metropolitan Statistical Areas \(MMSAs\)](#)
- Michigan Behavioral Risk Factor Survey – [Regional and Local Health Department Tables](#)
- Robert Wood Johnson Foundation [County Health Rankings data](#)
- [National Survey on Drug Use and Health](#)
- [Medicaid Health Equity Reports](#)
- [Behavioral Health Workforce Tracker](#)

For helpful tips or to view past grant partners and additional information please see our [Behavioral Health webpage](#).

For more information on our grantmaking, view our [Frequently Asked Questions](#) page. If you have further questions, please email grants@mihealthfund.org.