



VIRGINIA  
HEALTH CARE  
FOUNDATION

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## ***Making Brighter Days Possible: Increasing Access to Behavioral Health Services***

The Virginia Health Care Foundation (VHCF) joyfully announces that it is making up to \$1 million in grants available for *Making Brighter Days Possible: Increasing Access to Behavioral Health Services*. This special initiative is intended to increase access to behavioral health services for uninsured and medically underserved Virginians.

VHCF anticipates awarding 5 to 12 eighteen month grants to:

- Support the hiring of behavioral health clinicians who will help expand mental health services in organizations that already provide them;
- Hire behavioral health professionals to initiate the delivery of behavioral health services in organizations that do not offer them; or
- Provide behavioral health services via telemedicine.

This initiative is made possible by a generous \$1 million grant from Sentara Healthcare and Optima Health.

### **BACKGROUND**

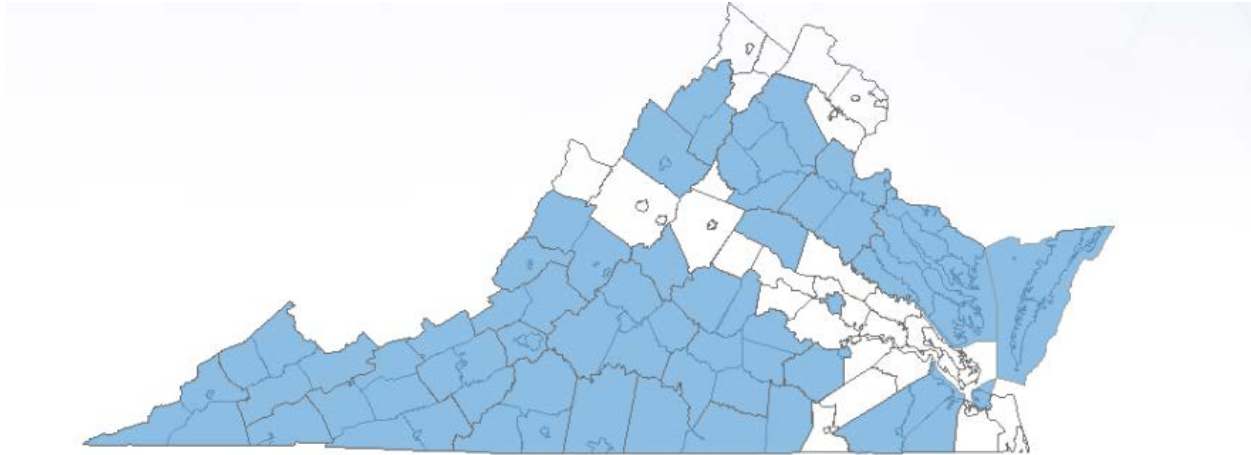
The World Health Organization defines mental health as “the state of well-being in which every individual realizes his or her own potential, can cope with normal stresses of life, can work productively and fruitfully, and is able to make a contribution to his or her community.” (*World Health Organization, 2014*) Mental health is essential to personal well-being, family and interpersonal relationships, and the ability to contribute to community or society. (*Office of Disease Prevention and Health Promotion, 2012*)

Mental health and physical health are closely connected. Mental well-being plays a major role in one’s ability to maintain good physical health. Mental illnesses, such as depression and anxiety can significantly impair one’s ability to participate in health-promoting behaviors. Similarly, problems with physical health, such as chronic diseases, can have a serious impact on mental health and decrease a person’s ability to participate in treatment and recovery. (*Office of Disease Prevention and Health Promotion, 2012*)

By all measures, the need for behavioral health services in Virginia is significant:

- Access to behavioral health services is the most critical service gap identified in Community Health Needs Assessments of local nonprofit hospitals;

- Three quarters of the state’s localities are federally-designated as mental health professional shortage areas (MHPSA) – 40% of all Virginians live there.
- Behavioral health concerns are among the top three conditions of Virginia’s health safety net patients.



Virginia's Mental Health Professional Shortage Areas  
(see attachment for list of localities)

Overall, Virginia ranks 32<sup>nd</sup> in the nation in access to mental health services (*Mental Health America, 2016*).

If Virginia is to even come close to meeting its goal of becoming the healthiest state in the nation (*Virginia Plan for Well-Being*), the importance of timely access to quality mental health services for all cannot be understated.

Behavioral health is a VHCF priority. In the last ten years alone, VHCF has awarded more than \$6 million in behavioral health-related grants. It has also implemented four special behavioral health initiatives designed to increase access to behavioral health services; integrate behavioral health and primary care services; address mental trauma in adults; and expand Virginia’s very small workforce of psychiatric nurse practitioners.

VHCF embarks on *Making Brighter Days Possible (MBDP)* to further increase access to behavioral health services, especially in MHPSAs, with a secondary emphasis on enhancing the degree of behavioral health integration in MBDP grantees.

## OVERVIEW

While the need for behavioral health services exists throughout Virginia, it is most acute in Virginia’s MHPSAs. By definition, these areas have too few behavioral health professionals to serve the number of people who live there.

The grants awarded via this RFP are intended to address the unavailability of behavioral health services for underserved populations and in underserved parts of the state. Grants will be given to hire behavioral health professionals who will become part of a local health safety net organization (*HSM*), or to provide mental health services via telemedicine.

A range of credentialed behavioral health professionals can be funded via this initiative, e.g., psychiatrists, clinical psychologists, Psych NPs, LCSWs, LPCs.

If an applicant is interested in obtaining funding for tele-mental health services, the services can be provided by mental health professionals within Virginia, within the applicant organization, or from out-of-state, as long as those professionals are licensed to practice in Virginia. All telemedicine consultations must be compliant with HIPPA standards and requirements.

All grants will be awarded for an 18 month period and must have a viable plan to sustain the provider or the service at the conclusion of the grant period.

All other things being equal, a preference will be given to proposals that will add behavioral health services to an area of the state designated as a mental health professional shortage area.

Given the growing recognition of the value of integrating behavioral health services with primary medical care, all applicants must make an effort to advance the level of behavioral health integration occurring within their organizations. To that end, applicants will be asked to consult *SAMHSA's Six Levels of Collaboration/Integration (attached)* to assess the degree of behavioral health integration in their organizations at this point, and indicate specific steps they plan to make during the grant period to elevate the degree of behavioral health integration. Grantees will be expected to report on advancements in behavioral health integration at the end of the grant period.

Prospective applicants may wish to review the following helpful resources while developing proposals:

- What is Integrated Health Care? (*Video*) – National Council for Behavioral Health (<https://www.youtube.com/watch?v=S-029Yf7AYM>)
- Integrating Behavioral Health into Primary Care – SAMHSA/HRSA Center for Integrated Health Solutions (<https://www.integration.samhsa.gov/integrated-care-models/behavioral-health-in-primary-care#integrated%20models%20of%20BH%20in%20PC>)
- Six Levels of Integration – ([https://www.integration.samhsa.gov/integrated-care-models/CHIS\\_Framework\\_Final\\_charts.pdf](https://www.integration.samhsa.gov/integrated-care-models/CHIS_Framework_Final_charts.pdf))
- Innovations in Clinical Neuroscience – Top 10 Myths about Telepsychiatry ([https://www.ncbi.nlm.nih.gov/pmc/articles/PMC5749954/pdf/icns\\_14\\_9-10\\_13.pdf](https://www.ncbi.nlm.nih.gov/pmc/articles/PMC5749954/pdf/icns_14_9-10_13.pdf))

***Please note: Funding through MBDP may not supplant existing funds. Funding may be used, however, to retain a behavioral health professional funded by a public or private grant which has been eliminated, if the applicant has no other way to retain that professional.***

## **GRANT ELIGIBILITY**

To be eligible for funding from **MDBP**, applicants must be:

- A private non-profit organization with 501(c)(3) tax-exempt status; or
- An organization with a 501 (c) 3 fiscal sponsor.
- Free clinics or community health center applicants must be in good standing with either the VAFCC or the VaCHA.
- Attend the **mandatory Pre-Proposal Workshop, Friday, May 17, 2019, 10:00 AM-1:00 PM**, at the Virginia Hospital and Healthcare Association (*4200 Innslake Drive, Suite 203; Glen Allen, VA 23060*). Deadline to register is COB May 14, 2019.
- Submit a proposal that includes a plan to sustain the initiative beyond the 18-month grant period.
- Submit 5 copies of its proposal to VHCF by 5:00 PM on June 20, 2019.

***Please Note: Proposals will only be accepted from organizations that attend the Pre-Proposal Workshop.***

Register here to attend the mandatory Pre-Proposal Workshop: [Pre-Proposal Workshop Registration](#)

## **PROPOSAL REQUIREMENTS<sup>1</sup>**

A proposal must contain:

1. A completed **Executive Summary** and a completed **Cover Sheet** as supplied by the Foundation. You can access these documents by copying this link into your browser: <https://www.vhcf.org/wp-content/uploads/2019/05/MBDP-Executive-Summary-cover-sheet.pdf>.
2. A concise project narrative (*8 or fewer pages*) that describes each of the following:
  - The **need and targeted population** – Identify the **need for behavioral health services** and specific population that your proposal will address, including the

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<sup>1</sup>*Please note: This is a special, one-time grant initiative. As a result, some of VHCF's standard criteria and guidelines do not apply. Interested applicants should **ONLY USE THIS DOCUMENT for guidance** for this special MBDP Initiative, not the standard VHCF grant guidelines.*

site of services. Provide the rationale for focusing on the population and site using current data from your organization and community. Include the total number of active patients served by your organization (*at all sites, if applicant has more than one site*) and at the proposed site by service type (*behavioral health, medical, oral health*) in CY18.

- **Project description** – What are you requesting funding for and why? Indicate, in detail, what you are proposing to do with the grant and what you plan to achieve. **Be specific about your plans.**
  - ✓ Provide a description of your behavioral health operations before and after **MBDP**. How do you address the needs of your targeted population now and how will that change as a result of the initiative? You may use a chart to show the changes and or/address some of these questions, if it is helpful.
    - What does your organization currently do to identify patients with behavioral health needs? Are there protocols for this?
    - How many behavioral health patients and visits do you anticipate via this initiative?
    - How do you set, and track patient progress towards behavioral health goals?
    - What will change as a result of this initiative?
    - What staff and resources are necessary?
    - What will be the specific roles and responsibilities of each staff person?
- **Level of behavioral health integration within your organization** – Do your medical and behavioral health clinicians currently work together to treat patients in a structured coordinated fashion? Using [this chart](#), identify and describe the nature and degree of integration that currently exists between medical and behavioral health providers at the proposed site and at your organization's other sites. Identify how the new VHCF-funded professional or telemental-health services will be incorporated into what happens currently.
  - ✓ What plans do you have to elevate the level of integration over the 18 month grant period at the proposed site? Please share what level you are pursuing and how the VHCF-funded provider will fit into those plans.
  - ✓ If your organization does not have behavioral health integration now, please indicate how you will approach integration and what your goals for the initiative are.
- **Project management** – Identify the individuals who will implement and oversee the initiative and their qualifications to manage it. Please include their resumes and other relevant information;

- **Evaluation plan** – Explain how you will demonstrate the impact and value of the proposed initiative, and indicate what systems and/or tools you will use to gather the needed data and information;
  - **Timeframe for implementation** – Provide a timeline for implementation of all key activities related to implementation of the initiative.
3. **A Proposed Budget and Budget Narrative** which represent all of the revenue and expenses associated with the proposed initiative.

You must use the **budget format** supplied by the Foundation, and the budget must be accompanied by an itemized rationale. You can access the budget document by copying this link into your browser: [https://www.vhcf.org/wp-content/uploads/2019/05/MBDP\\_18-Month-Budget-Form-revised-5.1.19.pdf](https://www.vhcf.org/wp-content/uploads/2019/05/MBDP_18-Month-Budget-Form-revised-5.1.19.pdf).

**Please note:** Funds may not be used to pay indirect costs, administrative assessments or fees of universities or other institutions with which a VHCF project is affiliated.

## **OTHER IMPORTANT INFORMATION ABOUT YOUR PROPOSAL**

- The narrative of the formal proposal must be no longer than 8 typewritten, double-spaced pages.
- The Executive Summary, Budget Form, Budget Narrative, and Attachments are not included in the eight-page limit.
- Proposals must be presented in **standard font size (*Arial, 12 point*) on letter-sized paper (8"x11"), 1" margins, and include page numbers on the narrative.**
- Please do not bind or staple your proposal, or use special covers.
- Submit an original and five (5) copies of the entire proposal.
- Proposals **must be received at VHCF by 5 PM, June 20 (*fax or email submissions will not be considered*)**. Proposals should be addressed to:

MBDP  
Virginia Health Care Foundation  
707 East Main Street, Suite 1350  
Richmond, VA 23219

## SPECIAL INSTRUCTIONS, POLICIES & INFORMATION

***Applicants are responsible for verifying the receipt of a proposal in VHCF's office by the deadline.***

***Incomplete proposals or those which do not follow the RFP's specifications will not be reviewed.*** Please examine your proposal carefully to ensure you have provided all the information requested and that your proposal meets all the specifications outlined in the RFP.

***Materials will not be accepted under separate cover.*** All attachments and additional materials should be submitted with the formal proposal.

***Following the submission of a formal proposal, applicants will be expected to participate in a follow-up call/interview with a VHCF Program Officer.*** Applicants should be prepared to answer specific questions about their proposal on that call and to provide additional information, if requested, in a timely manner. Calls can take two to three hours, depending upon the thoroughness of the proposal.

## CONDITIONS FOR GRANT ACCEPTANCE

Each grantee must sign a Letter of Agreement with the Virginia Health Care Foundation that delineates the terms and specific objectives of the project for which funds are awarded.

Each grantee must agree to participate in and assist with an evaluation of its funded project, and to submit requested data and reports on a timely basis. An evaluation will measure baseline and ongoing data showing the number of patients/clients served; the number of patient/client visits; patient outcomes; progress achieving behavioral health integration; and, the grantee's success at meeting any other key goals.

***Please Note:*** Throughout the course of the grant, in the event of any substantive change in the proposed project or the project management team that could materially alter the nature or successful achievement of the project's goals or objectives, VHCF reserves the right to reassess its support of the project.

## APPLICATION PROCESS AND TIMETABLE

The application process is straightforward. A representative from each organization wishing to apply for *MBDP* funds must attend the Pre-Proposal Workshop, which will provide important information about what the proposal is expected to contain, and how it will be evaluated. The following timetable has been designed to give applicants a sufficient amount of time to develop and prepare their proposals:

## Application Timeline

<b>RFP Released</b>	<b>May 1, 2019</b>
<b>Pre-Proposal Workshop</b>	<b>May 17, 2019</b>
<b>Proposals Due-No later than 5:00PM*</b> <i>(Hard copies only. No electronic submissions will be accepted.)</i>	<b>June 20, 2019</b>
<b>Notice of Award</b>	<b>July 31, 2019</b>
<b>Grant Start Date</b>	<b>August 1, 2019</b>

*\*No later than 5:00 PM. in VHCF's office (707 E. Main Street, Suite 1350, Richmond, VA 23219).  
Late proposals will not be accepted.*

## **DECISIONS**

The Foundation's Board of Trustees will make all decisions regarding applications.

## **CHECKLIST OF REQUIRED ATTACHMENTS**

- Cover Sheet & Executive Summary
- Evidence of the prospective grantee's tax-exempt status
- Organizational chart indicating which component of the organization is accountable for project success and which are involved in the initiative
- Budget on the form provided and a budget narrative describing how funds will be used (*18 month grant period*)
- List of organization's Board of Directors and their affiliations
- Job description for position(s) to be funded
- Budget of applicant organization

For more information about **MBDP** please contact:

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Phone: (804) 525-1483  
E-mail: [cat@vhcf.org](mailto:cat@vhcf.org)



## Virginia Mental Health Professional Shortage Areas as of 5/1/2019

Accomack County	King and Queen County	Shenandoah County
Alleghany County	King George County	Smyth County
Amelia County	King William County	Southampton County
Amherst County	Lancaster County	Spotsylvania County
Appomattox County	Lee County	Stafford County
Bath County	Lexington City	Suffolk City
Bedford County	Louisa County	Tazewell County
Bland County	Lunenburg County	Washington County
Botetourt County	Lynchburg City	Westmoreland County
Bristol City	Madison County	Wise County
Brunswick County	Martinsville City	Wythe County
Buchanan County	Mathews County	
Buckingham County	Mecklenburg County	
Buena Vista City	Middlesex County	
Campbell County	Montgomery County	
Caroline County	Nelson County	
Carroll County	Norfolk City	
Charlotte County	Northampton County	
Covington City	Northumberland County	
Craig County	Norton City	
Culpeper County	Nottoway County	
Cumberland County	Orange County	
Danville City	Page County	
Dickenson County	Patrick County	
Dinwiddie County	Petersburg City	
Essex County	Pittsylvania County	
Fauquier County	Prince Edward County	
Floyd County	Pulaski County	
Franklin City	Radford City	
Franklin County	Rappahannock County	
Fredericksburg City	Richmond City	
Galax City	Richmond County	
Giles County	Roanoke City	
Gloucester County	Roanoke County	
Grayson County	Rockbridge County	
Halifax County	Rockingham County	
Harrisonburg City	Russell County	
Henry County	Salem City	
Isle of Wight County	Scott County	