Long Term Care Grant Funding
HCANJ Annual Convention & Exposition
October 26, 2010
Presented By:
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Grants Development Consultant
Grants Office, LLC

AGENDA
• Funding sources & mechanisms
• Organizational legal status & grants
• Opportunities for LTC in health care reform
  • Funding for EHR & Health IT
  • Workforce development
  • What do other ACA programs tell us about the future of federal funding directed at LTC?
• Annual grant funding for LTC
• Earmark opportunities
• Foundation funding

Funding Sources & Mechanisms
Sources -
  • Federal
  • State
  • Foundation
Methods -
  • Competitive
  • Formula
  • Earmark
Funding Process -
  • Direct
  • Pass-through
Organizational Status and Grants

- Funds typically targeted at nonprofit entities
- For-profit providers have options:
  - Establish 501c3 foundation to route funds
  - Fiscal sponsor
  - Explore partnerships/collaborations with nonprofit entities
  - Utilize resources
    - HCANJ has established a 501c3 organization.

American Recovery & Reinvestment Act

- RECOVERY ACT
- DO NOT ENTER
- Long Term Care

ACA: Electronic Health Records

- Certified EHR Technology Grant Program
- Available to long-term Care facilities for acquiring or upgrading EHR tech; education and training

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<th>Fiscal Year</th>
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<td>2010</td>
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$ Millions
Statewide HIE Program

- State Grants to Promote HIT
  1. Enhancing broad participation in the nationwide electronic use and exchange of health information;
  2. Identifying state and local resources available for the promotion of HIT;
  3. Providing technical assistance for HIT solutions;
  4. Adoption of HIT in medically underserved communities;
  5. Assisting patients in utilizing HIT;
  6. Supporting public health agencies’ authorized use of and access to electronic health information;
  7. Promoting the use of electronic health records for quality improvement; and
  8. Establishing and supporting health record banking models that promotes lifetime access to qualified health records.

- Approximately $548 million in total funding
- Average of $10.7 million per award
- New Jersey Health Care Facilities Financing Authority
  - Awarded $11,408,594
  - NJ takes bottom-up approach
  - ARRA says long term care must be consulted

Successful Models: What Constitutes a Strong Collaborative?

- Local providers
  - Clinics, hospitals, labs, pharmacies, etc.
- RHIOs
- AHA
- Department of Defense
- IHS & Tribal Health Facilities
- REC
- Statewide HIE Designee
- HCANJ
Nursing Home IT Demonstration Program

- 3 Years
- Recipients must develop best practices
- Goal: Use of IT to improve care
- Special consideration: residents with dementia
- Opportunity for multiple grants

Workforce Development: Long-Term Care

- Long Term Care Staffing Grant Program
  - Continuing education/training & Tiered Certification for direct care employees
  - Allowable expenses: increased wages, benefits, and bonuses
- Improved Management: Best Practices Program
  - Training/technical assistance on management practices that increase direct employee retention
  - End game: Stability in long-term workforce

Money Follows The Person

- Extra $2.5 billion; $4 billion total
- Extended to 2016
- Relocation to home = More money for states
- All funds received under demonstration must be reinvested into Long Term Care Services and Supports
Independence @ Home Grants

- Home-based primary care teams
  - Directed by Physician or NP
  - Goals: reduce expenditures and improve health outcomes
  - Competitive preference for providers that utilize EHR and other health IT
  - Distributed in form of payment incentives and qualifying grants
  - Assisted living is priority area

Health Homes

- Medicaid Program
  - Individuals with chronic conditions
  - Designated provider as "health home"
  - Role of health IT & wireless patient technology in care coordination and compliance
  - Role of health IT in reporting back to the state

Accountable Care Organizations

- Legal relationships required to distribute financial incentives
- ACOs may include Physician-practices, specialty groups, hospitals, long term care and home health agencies
- Responsible for quality, cost and overall care of beneficiaries that are assigned
- Grant program in FY11 for ACOs to acquire health IT necessary to coordinate patient care
HHS distributes shared savings payments to ACOs that meet quality performance standards as follows:

- Performance target model that measures change in expenditures versus ACO’s target rate of growth
- A partial capitation model
- A new approach to performance payment developed by HHS

Utilizing Health Information Technology to Improve Health Care Quality (R18)

- Federal opportunity from the Agency for Health Care Research and Quality
- Proposals are sought for real-world demonstration programs that evaluate facilitators and barriers to HIT adoption in health facilities
- Cannot be inpatient-exclusive project
- Ambulatory includes homes, assisted living, CCRCs
- Utilize HIT in one of three ways:
  - Improve medication management
  - Coordinate patient-centered care
  - Improve decision making at point of care

Application Deadline: Jan/May/Sept 25

Award Information: No more than $500,000 per year; 1.2 million over three years

Additional Information:
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564 Gaither Road
Rockville, MD 20850
Telephone: (301) 427-1448
AHRQ Health Services Research Demonstration and Dissemination Grants (R18)

A Federal opportunity from the Agency for Health Care Research and Quality

Proposals are sought for ongoing, extramural grants to support Large Research Demonstration and Dissemination (R18) Projects

Grant applications must contain projects that fit within the current AHRQ Research Portfolio areas:
- Value Portfolio
- Patient Safety Portfolio
- Health Information Technology Portfolio
- Comparative Effectiveness Portfolio
- Prevention/Care Management Portfolio

Deadline - Jan/May/Sept 25th

Application Deadline: Jan/May/Sept 25

Award Information: No more than $500,000 per year over a five-year project period... $2.5 million total

Additional Information:
Carol Harris  
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Emergency Management/Disaster Recovery Project

Communication/HIE in emergency/disaster situations.
Regional collaboration a key ingredient.

Grant Programs
- Hospital Preparedness Program (HPP)
- Major Metropolitan Response Systems (MMRS)
- UASI Nonprofit
Earmarks: The Appropriations Cycle

- Oct-Jan: OMB analyzes the budget
- January: President’s Budget
- Feb-April: Committee suggestions
- May-June: The Appropriations Committee

Earmarks: The Appropriations Cycle (cont.)

- June-July: Full Mark-ups
- July-August: House/Senate debate, amend, and pass the 13 Appropriations bills
- September: Conference Committees
- September 30th: The end of the Fiscal Year

Congressionally-Mandated HIT Grants

Congressionally-Mandated Health Information Technology Grants

- Federal opportunity administered through Health Resources and Services Administration
- To receive funds, an organization must have been specified by Congress as a project to receive funding in accordance with the Fiscal Year (FY) 2010 Consolidated Appropriations Act (Public Law 111-8)
- Generally, projects funded will encompass one or more of the following three general areas:
  1. Telehealth
  2. Electronic Health Records (EHR)
  3. HIT & Other Health Information Technology (HIT) implementation
- Deadline: undefined; subject to appropriations schedule
Congressionally-Mandated HIT Grants (cont.)

**Congressionally-Mandated Health Information Technology Grants**

- **Application Deadline:** June 1st
- **Award Information:** $250-$400 million; Average award approximately $320,000
- **Additional Information:**
  - Larry Bryant
  - Email: ohitgrants@HRSA.gov
  - Health Resources and Services Administration
  - Office of Health Information Technology
  - 5600 Fishers Lane
  - Parklawn Building, Room 7C-19
  - Rockville, MD 20857
  - Telephone: (301) 443-0261

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New Congressionally Identified Grant Awards Under Title IV of the Older Americans Act

**New Congressionally Identified Grant Awards Under Title IV of the Older Americans Act**

- Federal opportunity administered through the Administration on Aging
- To receive funds, an organization must have been specified by Congress as a project to receive funding in accordance with the Consolidated Appropriations Act (Public Law 111-8)
- Great flexibility in priorities --- as long as they address the elderly population and/or their caregivers
- Most recipients are long term care facilities
- **Deadline - undefined; subject to appropriations schedule**

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New Congressionally Identified Grant Awards Under Title IV of the Older Americans Act (cont.)

**Congressionally-Mandated Health Information Technology Grants**

- **Application Deadline:** Depends on appropriations cycle
- **Award Information:** $6 million in 2010; 22 recipients in 2010
- **Additional Information:** Funds available to fund up to 75% of total project costs.
Foundations

One Time Relationship $\rightarrow$ $$$

Ongoing $$$ \rightarrow$ Regional $\rightarrow$ State $\rightarrow$ LOCAL

Foundation Funding

- More localized
- Straightforward
- Leveraging Funds
- National Foundations:
  - Kresge Foundation
  - RWJF
  - Commonwealth Foundation
  - Cardinal Health: E3 Grants
  - Aetna Foundation
  - William Randolph Hearst

Writing Technology into a Grant

- Many grant programs do not allow specification of a technology vendor when applying for funding, even if it’s an IT grant program*
- Make sure you are aware of the procurement procedures for your organization, and whether they align with grant specifications (bid process, etc.)
- When describing equipment, make sure to specify how the functionality will aid in the project without pointing to a specific product/vendor

*There are exceptions to this, however, with programs that require specification of equipment and how they already have it be implemented in the project.
Grants Help

• AIMGrants & Promedia Program
  - Customized funding report based on project information
  - Follow-up consultative sessions with grant experts to identify grantseeking strategy

• Grants Office
  - Fee-based proposal development services including grantwriting, proposal editing, and grants administration

Contact Info

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