GRANTS OFFICE

Long Term Care Grant Funding

HCANJ Annual Convention & Exposition

October 26, 2010

Presented By:

Chris LaPage, MHA
Grants Development Consultant
Grants Office, LLC

HCANJ
Health Care Association of New Jersey

PROMEDiA
TECHNOLOGY SERVICES, INC.

INGRAM MICRO
Partner Smart

GRANTS OFFICE **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

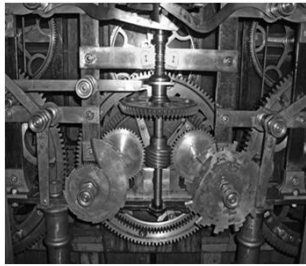GRANTS OFFICE **Funding Sources & Mechanisms**

Sources -

˝ Federal

˝ State

˝ Foundation

Methods -

˝ Competitive

˝ Formula

˝ Earmark

Funding Process -

˝ Direct

˝ Pass-through

Organizational Status and Grants

GRANTS OFFICE

˝ 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

GRANTS OFFICE

RECOVERY ACT
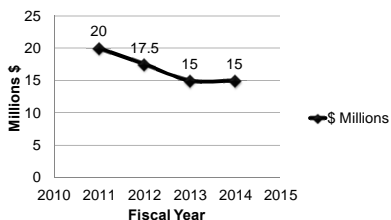
DO NOT

Long Term Care

ENTER

ACA: Electronic Health Records

GRANTS OFFICE

˝ Certified EHR Technology Grant Program

. **Available to long-term Care facilities for acquiring or upgrading EHR tech; education and training**

Millions $

20

17.5

15   15

→ $ Millions

25
20
15
10
5
0

2010 2011 2012 2013 2014 2015

Fiscal Year

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

Statewide HIE Program

˝ 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, etcõ

˝ RHIOs

˝ VA

˝ 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

180 Days

90 Days

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

Accountable Care Organizations (cont.)

˝ HHS distributes ‰shared savings+payments to ACOs that meet quality performance standards as follows

. Performance target model that measures change in expenditures versus ACOs 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)

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

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

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

˝ Application Deadline: **Jan/May/Sept 25**

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

˝ Additional Information: Carol Harris
E-mail Address: carol.harris@ahrq.hhs.gov
Office of Performance Accountability, Resources and Technology
Grants Management
Agency for Healthcare Research and Quality
540 Gaither Road
Rockville, MD 20850
Telephone: (301) 427-1448
http://grants.nih.gov/grants/guide/pa-files/PA-09-071.html

AHRQ Health Services Research Demonstration and Dissemination Grants (R18)

AHRQ Health Services Research Demonstration and Dissemination Grants (R18)

˝ 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**

AHRQ Health Services Research Demonstration and Dissemination Grants (R18) (cont.)

AHRQ Health Services Research Demonstration and Dissemination Grants (R18)

˝ 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
E-mail Address: carol.harris@ahrq.hhs.gov
Office of Performance Accountability, Resources and Technology
Grants Management
Agency for Healthcare Research and Quality
540 Gaither Road
Rockville, MD 20850
Telephone: (301) 427-1448
http://grants.nih.gov/grants/guide/pa-files/PA-09-071.html

Emergency Management/ Disaster Recovery Project

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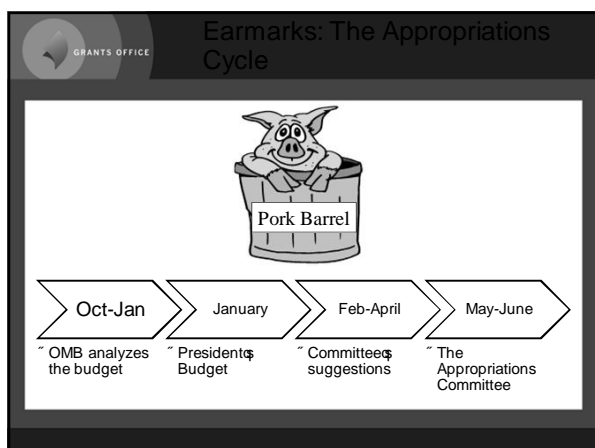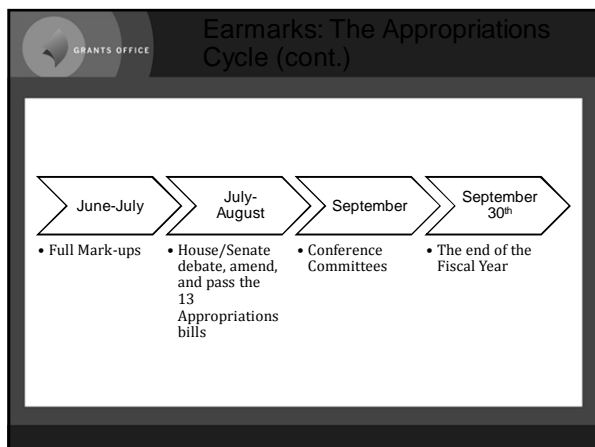
˝ Regional collaboration a key ingredient.

˝ Grant Programs

. Hospital Preparedness Program (HPP)

. Major Metropolitan Response Systems (MMRS)

. UASI Nonprofit

Earmarks: The Appropriations Cycle

GRANTS OFFICE

Pork Barrel

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

Earmarks: The Appropriations Cycle (cont.)

GRANTS OFFICE

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

Congressionally-Mandated HIT Grants

GRANTS OFFICE

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:
  . Telehealth
  . Electronic Health Records (EHR)
  . HIE & 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
E-mail Address: Ohitgrants@HRSA.gov
Health Resources and Services Administration
Office of Health Information Technology
5600 Fishers Lane
Parklawn Building, Room 7C-26,
Rockville, MD 20857
Telephone: (301) 443-0261

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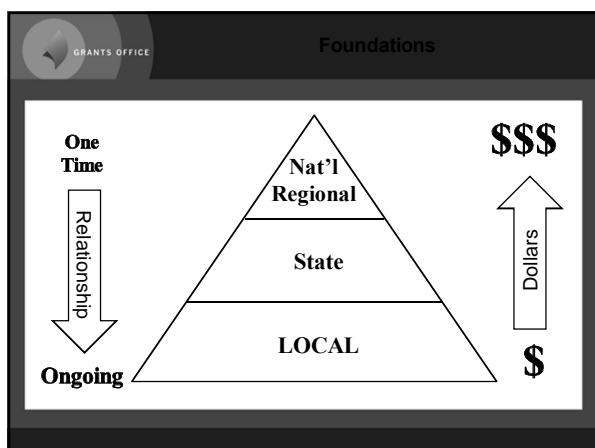
New Congressionally Identified Grant Awards Under Title IV of the Older Americans Act

˝ 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**

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

GRANTS OFFICE

One Time

Relationship

Ongoing

Nat'l Regional

State

LOCAL

$$$

Dollars

$

Foundation Funding

GRANTS OFFICE

˝ 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

GRANTS OFFICE

˝ 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 a vendor/equipment and how they already have/will be implemented in the project.

Grants Help

˝ IMGrants & Promedia Program

> HELP WANTED

. 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

˝ Speaker contact info:

Christopher LaPage
Grants Office, LLC
69 Cascade Drive, Suite 102
Rochester, New York 14614
Phone: (585) 473-1430
Fax: (585) 473-1436
Email: clapage@grantsoffice.com
www.grantsoffice.com