

TAPPING RURAL HEALTH RESOURCES, OLD AND NEW

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Office of Rural Health and Primary Care
Minnesota Department of Health

MERC

- \$57 million for clinical training of medical students
 - Funds training for Medical, dental and pharmacy students and residents as well as training for Psychology, LICSW, PA, APRN, Dental Therapy, Community Paramedic, Community Health Worker, and Chiro students
 - Distribution formula based on Medicaid revenue
 - 69% of funding to providers in Hennepin and Ramsey counties (2013)
 - 31% of funding to providers in the rest of the state
 - 604 distinct training sites received funding
 - 224 training sites outside the 7-county metropolitan area

Loan Forgiveness Programs

- State Loan Forgiveness program (*)
 - \$740,000 annually for rural physicians, pharmacists, midlevels (NP, PA, RNA, CNM)
 - Also funds dentists, nurses, nurse educators – not exclusively rural
 - Recipients must serve 3 years
 - 4th year optional
- State Loan Repayment Program (SLRP)
 - \$200,000 annually for physicians, dentists, midlevels, MH providers
 - Not exclusively rural
- National Health Service Corps
 - Site-based

ORHPC Grant and Loan Programs

- Rural Hospital Planning and Transition Grant (\$300,000)
 - RFP in August, up to \$50,000
- Rural Hospital Capital Improvement Grant (\$1.75 million)
 - RFP in Sept, up to \$125,000
- Small Rural Hospital Improvement Program (\$700,000)
 - RFP when Feds publish, roughly \$9,000
- Hospital Safety Net Grant (\$600,000) (*)
 - Funds costs to treat EMA patients
 - RFP in April, formula grant
- Summer Internship Program (\$300,000)
 - Partnership with the MN Hospital Association
 - Contact me for info

Grants and Loans, Cont

- Community Clinic Grant (\$561,000)
 - Funds safety net providers to plan, establish, or operate services
 - 2-step application, RFP out in August, up to \$45,000
- FQHC Subsidy (\$2.25 million) (*)
 - 6 of 17 FQHCs are outstate
 - Formula grant
- Mental Health Safety Net Grant (\$175,000) (*)
 - Funds mental health clinics who serve uninsured children
 - RFP in September, formula grant
- Indian Health Grant (\$348,000)
 - RFP out in July, 2-year cycle

Grants and Loans, Cont.

- Clinical Dental Education Innovations Grant (\$1.1 million)
 - Dental training by clinics and/or education programs
 - RFP in March, up to \$150,000
- Dental Safety Net Grant (\$50,000)
 - Funds dental clinics who serve uninsured children
 - RFP in September
- Emerging Professions Grants (\$420,000)
 - Funding for placement of Community Health Workers, Community Paramedics, Dental Therapists in innovative settings
 - 3 rounds of funding, final round just closed

Grants and Loans, Cont.

- EHR Loan Program (\$4 million)
 - Revolving loan fund to install certified EHR systems
 - Nursing homes, mental health providers, dental clinics, eligible
 - Opening again next month
- Helmsley Trust grant (\$1.25 million for 3 years)
 - Grant will place Lucas 2 chest compression systems in ambulances all over the state.
 - Will be distributed by region

New Grant Programs

- **HCBS Scholarship Program (\$950,000)**
 - Funds in-house scholarships for employees of HCBS employers
 - RFP will be out in the Fall
- **Primary Care Residency Grant (\$1.5 million)**
 - Funds and sustains new slots in residency programs
 - RFP will be out in the Fall
- **International Medical Graduate (IMG) Program**
 - \$300,000 in grants for clinical prep, career guidance and support
 - \$500,000 (one time) for residency slots

New Funding for Existing Programs

- Loan Forgiveness program (additional \$2.5 mil)
 - Now \$3,240,000 available – over 200 recipients
 - Also expanded to include Rural Mental Health Professionals, Dental Therapists, and Public Health Nurses
- FQHC Subsidy (additional \$1.2 mil)
 - Now \$3,468,750 available
- Safety Net Grants (additional \$1 mil)
 - Hospital now \$1,350,000
 - Mental Health now \$393,750
 - Dental now \$112,500

More info

- ORHPC Grants and Loans website:

<http://www.health.state.mn.us/divs/orhpc/funding/index.html>

- ORHPC main phone: 651-201-3838 or 1-800-366-5424
- My email: will.wilson@state.mn.us

Grantwriting Tips

- Some basics
 - Make sure the grant fits your project, not the other way around
 - Everything you write should have a direct connection to the grant proposal
 - Don't leave holes in budget
 - Make sure any matching funds are clearly defined
 - Don't ramble or editorialize
 - Follow the grant instructions in order
 - If you can't fulfill a required element, explain why
 - Speak the grantor's language
 - Don't over-justify
 - The funding already exists, and your organization deserves it

Grantwriting Tips

- Some not-so-basics
 - Don't plead poverty, define a need
 - Always position yourself as the solution – not the problem
 - Use your own data
 - Connect your project to broader policy goals
 - Maximize the 30 minutes you will get alone with each reviewer
 - Mitigate potential biases
 - Don't give reviewers a reason to dislike the application
 - In addition to the RFP, read the statute that created the grant
 - Some have statutory evaluation criteria
 - Feel free to call the grant manager with questions

Grantwriting Tips

- Who sits on the Review Committee?
 - Colleagues/competitors who haven't applied, Nonprofit partners, Foundation staff, Consultants, Government employees, etc.
 - Assume reviewers have some basic background knowledge about the subject
 - Assume reviewers don't know a thing about your organization, or how the project fits into your plans

Grantwriting Tips

- What happens in an ORHPC Grant Review?
 - Scoresheets
 - Completed prior to the review meeting
 - Moderated Discussion
 - Plus/Minus
 - Analyze multiple variables, including external data
 - Secondary ranking of proposals, based on the discussion
 - Set the bar and adjust funding, if necessary

Grantwriting Tips

- Dirty little secrets:
 - The purpose of grant reviews is to eliminate poor proposals, not to discuss good ones
 - If two proposals are equal in merit, the only way to decide between them is on the quality of the application
 - Reviewers can get cranky after reading a dozen applications
 - Write like the audience is tired
 - If you didn't get funded, call the grant manager and ask why
 - They can give you the perspective of the reviewers, and tips for the next cycle
 - Volunteer to be a reviewer!
 - It's a great way to see the process from the inside, and what makes a good proposal.

Questions



Contact



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