

# IMPROVING HEALTH in RURAL COUNTIES

## Request for Proposals



Release Date: July 10, 2015

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### SUMMARY

The Centene Foundation for Quality Healthcare, in collaboration with Cenpatico, will award four grants to rural counties/parishes (defined as having a population of <500,000) in four select Centene-served states (California, Kansas, Louisiana, and Massachusetts), choosing one successful proposal in each state to be funded and evaluated over two years. Individual grant amounts may vary, depending on the scope of the proposal submitted, but will average \$100,000 each.

The grants will fund programs that identify and promote innovations at the county level that help transform the health of their communities, specifically focusing on impacting social determinants to move the bar and improve health for rural communities.

### Successful proposals will include:

- A county official will serve as the lead applicant and the proposal must include partnership with a relevant nonprofit organization. **Funds will only be disbursed via a 501-3(c) organization.**
- Inclusion of a broad cross section of relevant public and private stakeholders in the planning, implementation and evaluation of the proposed program or pilot; examples include:
  - County government
  - Public health department
  - Parks & recreation department
  - Law enforcement
  - Judicial system / county courts
  - Businesses / employers
  - Local schools
  - Universities
  - Child care & early childhood intervention/development programs
  - County hospitals, FQHCs, RHCs, and other medical providers
  - Community Mental Health Centers and other BH providers
  - Medicaid MCOs
  - Programs that serve the homeless and other local social services
  - Youth programs including BB/BS, Girls/Boys Clubs, etc.
  - Local advocacy and service organizations/affiliates such as NAMI, Urban League, United Way, YMCA, YWCA, etc.
- Identify a specific social determinant and provide evidence that there is a related negative impact to the health of the community.
- Provide a detailed description of the proposed pilot or program that specifies how it will address the identified social determinant/negative impact and result in improved health.
- Be achievable with reasonable expectation of significant measurable outcomes within 2 years.

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- Regular reporting will be required:
  - Detailed implementation plan due at 30 days post award
  - Go-live at 90 days post award
  - Quarterly progress reports (technical support will be provided)
  - Monthly conference calls with other grantees
  - Final “lessons learned” meeting/report within last 90 days
- Include clearly defined metrics, and detailed descriptions of data collection and reporting structures.

### INSTRUCTIONS

Formatting requirements:

Proposals must be submitted as Word document  
Use Century Gothic, 10 pt font

Include comprehensive responses to the following RFP Questions 1 – 5.

Include a cover letter signed by both the County representative who will be responsible for the project and the CEO of the nonprofit partner.

Submit electronically, no later than 5:00 p.m. CDT, on September 4, 2015, to:

Marianne Burdison  
[mburdison@cenpatico.com](mailto:mburdison@cenpatico.com)

### QUESTIONS

1. What problem/issue will your project address?
  - a. Describe the evidence that this problem negatively impacts health in your county.
  - b. Define how this issue relates to the rural demographics of your county/parish.
  - c. Identify the specific population(s) in your county/parish which are impacted by this problem.
2. Describe the proposed project to address the problem defined in Question 1.
  - a. Include workflow(s) and/or step-by-step outlines.
  - b. Describe how you will staff the project. (Salaries/benefits may not be included in funds provided by this grant.)
3. Define how you will know if you are successful.
  - a. What will you measure?
  - b. How will you define your baseline?
  - c. How will you gather & analyze your data?

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4. What other community stakeholders have committed to participate?
  - a. Provide detailed description of each and describe the role of each.
5. Attach a budget proposal that demonstrates how awarded funds will be allocated.
  - a. No salaries may be included.
  - b. Must identify % allocated for administration and % for services/products.

### EVALUATION & SCORING

Total points possible: 150

Questions 1 through 4 are worth 25 points each for a combined possible score of 100 points. Each will be evaluated in the following areas:

- A. Significance/relevance
- B. Completeness
- C. Innovation
- D. Impact

Question 5 will be scored as acceptable, not acceptable, or more information needed.

Up to an additional 50 points may be awarded for:

- A. Extensive community involvement (*very significant* cross section of stakeholder engagement)
- B. Potential for sustainability
- C. Impact on an *at-risk population*

### TIMELINE

July 10	RFP released.
July 24	Deadline for requests for clarification of any points in the RFP – submit to: Marianne Burdison <a href="mailto:mburdison@cenpatico.com">mburdison@cenpatico.com</a>
Aug 1	Responses to all requests for clarification will be posted on <a href="http://Cenpatico.com">Cenpatico.com</a>
Sept 4	Proposals due; the Advisory Committee will score the responses and the Foundation Board will make final award determinations.
Oct 1	Awards announced. Technical support to facilitate implementation will be provided by Project Manager/Evaluator.
Nov 1	Implementation plans due to Project Manager/Evaluator.
Jan 1, 2016	Go-live.