Funding for Your Telehealth Initiatives: Current and Upcoming Grant Programs

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1 Introduction

Who We Are and What We Do

- Grant management and consulting firm

- Look at all levels of funding with extra focus on federal and state funding

- Partnerships with technology providers who specialize in telehealth, distance learning, and networking / connectivity

- Services offered:
  - Where to find funding, "follow the money"
  - Which programs are the best fit / prequalification
  - Funding strategy
  - Application process project management and comprehensive support
  - Assistance locating a grant writer
  - Post-award support

- To date, over $1B has been requested for state and federal grants.

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2 Funding Overview & Project Tips

Funding Types

Discretionary

- Competitive
- Often a more involved application process
- Applications are reviewed / scored before winners are announced

Non-discretionary

- Non-competitive
- Often a minimal application process
- Formula-based, money is allocated to specific entities

COVID Relief

- Can be discretionary or non-discretionary
- Short-term
- Finite

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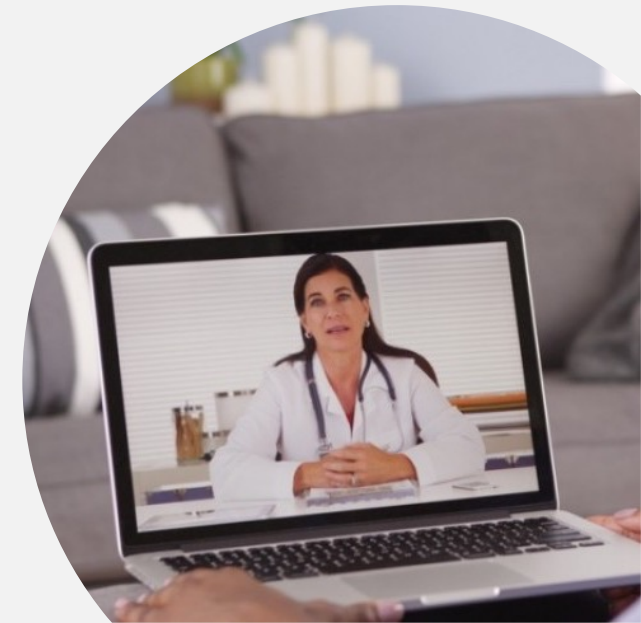# Funding is rarely about **<u>what</u>** you are getting

It's all about how what you are getting addresses a specific **<u>need</u>**

- Who do you serve – demographics?
- Where do you serve – geography?
- What specific challenges do you face?
- Why do these challenges exist?
- How do you hope to address these challenges? Over what time period?
- How do you plan to measure and achieve your proposed goals?

Basically, funding follows the problem. And one size does not fit all!

Healthcare Funding Focus Areas

- COVID relief funding (telehealth, vaccine distribution, training / workforce development, etc.)

- Broadband, connectivity, and telehealth to rural, underserved communities

- Education, training, and workforce development for healthcare professionals

- School-based health

- Violence prevention and behavioral health focus in schools

- Opioid and other substance abuse treatment, mental health services

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Project Tips

- **Make sure you find the right partnerships.**
  - There may be organizations near you doing similar work—make sure you can learn from them. Think about what you may need from suppliers / providers.
- **Engage with your community.**
  - Letters of support, buy-in from local officials, and engagement with stakeholders can help your project and application.
- **Prepare, prepare, prepare.**
  - There is a lot you can do before a grant is released. Put together a team as early as possible.

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3 Broadband Programs

NTIA Tribal Broadband Connectivity Program

- **Program Purpose:** To bring high-speed internet to tribal lands. The goal of this program is to promote the meaningful adoption and use of broadband services and supports, telehealth, distance learning, affordability, and digital inclusion activities.

- **Total Funding:** $1 Billion

- **Maximum Funding Per Applicant:** TBD

- **Estimated Timeframe:** Fall 2022

- **Eligible Uses of Funding:**
    - Broadband infrastructure
    - Broadband adoption
    - Education
    - Healthcare
    - Workforce development
    - Hybrid projects

- **Priority Focuses:** Low-income and unserved households on tribal lands.

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NTIA Digital Equity Program

- **Program Purpose:** To establish three grant programs that promote digital inclusion and equity to ensure that all individuals and communities have the skills, technology, and capacity needed to reap the full benefits of our digital economy. The goal of these programs is to promote the meaningful adoption and use of broadband services.

- **Total Funding:** $1.25 Billion over 5 years

- **Maximum Funding Per Applicant:** TBD

- **Estimated Timeframe:** Q1 of 2024, 90-day application period

- **Eligible Uses of Funding:** (personnel, equipment, supplies, etc.)
    - Broadband adoption
    - Education
    - Healthcare
    - Workforce Development
    - Hybrid projects

- **Priority Focuses:** Low-income households, aging populations, incarcerated individuals, veterans, individuals with disabilities, individuals with a language barrier, racial and ethnic minorities, and rural inhabitants.

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State Digital Equity Program

- **Program Purpose:** To establish grant programs that promote digital inclusion and equity to ensure that all individuals and communities have the skills, technology, and capacity needed to reap the full benefits of our digital economy. The goal of these programs is to promote the meaningful adoption and use of broadband services.

- **Total Funding:** Varies by state—will be distributed from NTIA BEAD funds.

- **Maximum Funding Per Applicant:** TBD

- **Estimated Timeframe:** Q1 2024

- **Eligible Uses of Funding:** (anticipated)
  - Broadband adoption
  - Education
  - Healthcare
  - Workforce Development
  - Hybrid projects

- **Priority Focuses:** Low-income households, aging populations, incarcerated individuals, veterans, individuals with disabilities, individuals with a language barrier, racial and ethnic minorities, and rural inhabitants.

FCC Affordable Connectivity Outreach Grant Program

Affordable Connectivity Program: The ACP helps those in need pay for high-speed internet service and technology. Qualifying households can get $30 per month ($75 for tribal households) for internet, and $100 to help pay for a desktop, laptop, or tablet computer.

- **Program Purpose:** To assist in outreach efforts to raise awareness about the Affordable Connectivity Program and increase enrollment in the ACP.

- **Total Funding:** $100 Million

- **Maximum Funding Per Applicant:** TBD

- **Estimated Timeframe:** Late 2022/Early 2023

- **Eligible uses of funding:** (anticipated)
  - Outreach activities
  - Staff salaries
  - Training
  - Hybrid projects

- **Priority Focuses:** Low-income areas, low-income households.

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Other Broadband Programs

Numerous State Programs which come from federal funds or state legislature funds.

- USDA ReConnect (due Nov. 2)

- USDA Community Connect (anticipated opening December 2022)

- EDA Economic Adjustment Assistance (anticipated refunding October 2022)

- Arizona Broadband Development Grant Program (TBD refunding)

- Connect New Mexico Pilot Program (open now)

- Colorado Broadband Deployment Board Grant Cycles (2023)

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4 RUS-DLT Grant

Overview

Rural Utilities Service Distance Learning & Telemedicine Program

- **Program Purpose:** Provides funding for interactive, "real time" distance learning and / or telemedicine projects that give rural residents access to content and / or services – helping to bridge the digital divide!

- **Total Funding:** TBD

- **Maximum Funding Per Applicant:** $1 million (must match 15% of grant request)

- **Estimated Timeframe:** Late fall 2022, 60-day application window

- **Eligible Uses of Funding:** Hardware, software, and services that enable live, interactive distance learning and telemedicine (e.g., video conferencing equipment, ancillary core network devices necessitated by the project, internal wiring, cloud video conferencing software licenses, technical training, etc.)

- **Priority Focuses:** Rurality, economic need, and additional focuses subject to change annually

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Healthcare Project Examples

- ✓ **Medical Center to Clinics:** *primary & specialty care delivery, continued medical education (CME)*

- ✓ **Clinic to Clinic or Hospital to Hospital:** *sharing doctors, dentists, nurses or allied health professionals; sharing CME, wellness & prevention programs*

- ✓ **Higher Ed to Clinics:** *field training for nursing / PA, skills training*

- ✓ **School to Health Center:** *school-based health, prevention / wellness, mental health / substance abuse programming*

- ✓ **Medical Center to Community Center:** *health & wellness education, nutrition support, mental health / substance abuse programming*

- ✓ **Mental Health & Substance Abuse Clinics to anyone:** *delivering behavioral health and / or substance abuse treatment, education, therapy, etc.*

Limited only by your imagination!

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Project Design

1. **Hub(s) & Spoke(spokes):** Content or service provider connecting to remote sites who will receive the content or services
   Example: Medical center with specialists connecting to smaller hospitals or clinics without local specialists

2. **Hub/End-User to Hub/End-User:** Remote sites that will share content / services connecting to other remote sites who will receive the content / services and deliver back *different* content / services.
   Example: Rural hospital connects to rural mental health & substance abuse clinic. Hospital connects to MHSA clinic for services not available locally. Clinic connects to hospital for Continuing Medical Education and training.

3. **Non-Fixed:** Occasionally, you have a hub site that wants to provide services or content to any place in a given geography. In this instance, your Objective Scoring is based on the single hub site.
   Example: A home health organization would like to send a visiting nurse to anyone within their service area. In this type of project, the home health organization is the **hub site,** and their physical location would be used to define the rurality and economic need scores.

4. **Hybrid:** Sometimes a project will have both a fixed and non-fixed component. In these cases, you score the non-fixed portion first, and then include it as a line item to be averaged in with your fixed site calculations.
   Example: A community health center wants to connect to a hospital for fixed site telemedicine, but also wants to connect on-demand to any site that their EMS team visits within their coverage area.

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Am I Competitive for this Funding?

Rurality ☑

Up to 40 points

Averaged across all end-user sites (sites receiving content / services)

- Exceptionally rural area: population 5,000 and under – **40 points**
- Rural area: population 5,001-10,000 – **30 points**
- Mid-rural area: population 10,0001-20,000 – **20 points**
- Urban area: population over 20,000 – **0 points**

Special Considerations ☑

Subject to change annually In 2021, up to 20 points

Given once per project

- Treatment, counseling, training, or educational services for 1. Opioid or 2. Substance Use Disorder (OUD / SUD) – **10 points**
- At least one end-user site located on Tribal Lands – **20 points**

Economic Need ☑

Up to 30 points

Averaged across all end-user sites (sites receiving content / services)

- SAIPE percentage greater than or equal to 30 percent – **30 points**
- SAIPE percentage greater than or equal to 20 percent but less than 30 percent – **20 points**
- SAIPE percentage greater than or equal to 10 percent but less than 20 percent – **10 points**
- SAIPE percentage less than 10 percent – **0 points**

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Thank you!

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