Statewide Health Care Facility Transformation Program III

Overview of Webinar, Thursday, October 14, 2021

Webinar Recording link

Significant Dates:

Questions Due: October 28, 2021
Questions, Answers and
Updates Posted (on or about): November 30, 2021
Applications Due: January 12, 2022 by 4 PM
Estimated Contract
Start Date: October 1, 2022

Questions: Members interested in applying or considering applying should submit all questions by October 28th, 2021. The State will not respond to individual questions. Please submit questions to the mailbox by October 28th and they will be answered in a formal Q & A will be posted on November 30th. To submit questions, contact the Statewide3@health.ny.gov.

Funding can support a variety of Eligible Projects intended to:

(a) create financially sustainable systems of care;
(b) preserve or expand essential health care services;
(c) modernize obsolete facility physical plants and infrastructure;
(d) foster participation in alternative payment arrangements;
(e) for residential health care facilities, increase the quality of resident care or experience; or
(f) improve health information technology infrastructure, including telehealth, to strengthen the health care continuum.

Eligible applicants:

All three requirements must be met at the time the application is submitted to qualify as an Eligible Applicant.

a) Be a legally existing organization and capable of entering into a binding Master Grant Contract with DOH.

b) Be one of the following provider types:

- General Hospitals (PHL Article 28 license)

- **General Hospitals designated as a Regional Perinatal Center (NYCRR 721) (newly eligible)**

- Residential health care facilities (PHL Article 28 license);

- **Adult care facilities (SSL Article 7 license) (newly eligible)**

- **Assisted living programs (SSL section 461-l) (newly eligible)**

- **Children's residential treatment facility (MHL Article 31 license) (newly eligible)**

Inspire Serve Advocate

13 British American Blvd. Suite 2, Latham, New York 12110-1431
p 518.867.8383 | f 518.867.8384 | www.leadingageny.org

OR

Be a community-based provider, defined as:

- Diagnostic and treatment centers (PHL Article 28 license)

- Mental health clinics (MHL Article 31 certification or license)

- Alcohol and substance abuse treatment clinics (MHL Article 32 certification or license)

- **Article 16 Clinics (MHL Article 16 operating certificate or license) (newly eligible)**

- Home care providers (PHL Article 36 certification or license)

- **Hospices (PHL Article 40 operating certificate or license) (newly eligible)**

- Primary care providers (valid SED license)

c)   Must be prequalified, if not exempt, in the NYS Grants Gateway.

Eligible expenses are listed on Slides 12 and 13, including non-capital projects for purposes that may be eligible for funding, including debt restructuring costs and startup expenses directly connected to Eligible Project.   Start up expense are allowed for a limited and brief period until program operating revenue is reasonably anticipated. This is determined on a case by case basis.

Excluded Expenses and **Disallowed Costs** are listed on Slide 14 and 15. All project elements and their anticipated costs should be provided in the RFA so that their reasonableness can be determined by the reviewer.

Subcontracting – Please see Slide 16 for more details.

Separate Capital and Non-Capital projects or purposes - Slide 17 – Separate applications must be submitted. These should be ranked to indicate priority. Applicants should note if applications are interdependent and cannot be completed unless both are funded.

Points of Emphasis - Applicants should clearly and in as much detail as possible, describe their overall approach or vision for health care transformation activities. For example,

- Detail project specifics (program additions/closures and/or expansion, joint ventures, shared service arrangements)

- Specify arrangements to merge, consolidate or restructure

Evaluation Criteria – Slide 20 – listed in RFA. In addition, although DSRIP ended March 30 2020, the project should comply with DSRIP principles:

Improving core population health, patient outcomes and patient experience;

Incorporate as part of business model a transition to a payment system that emphasizes cost efficiency, quality outcomes and value over service volume;

Has access to alternative funding, access to debt or institutional funds. The webinar notes that applicants that do not have access to alternative funding to support the project and whose project otherwise meets the criteria of the RFA will be given preference. Matching funds are not required.

Grant award determinations are made at the discretion of the commissioner and review team and cannot be appealed. With this in mind, thoroughly completing the application is critical. If funds are not sufficient

to support all applications, awards will be considered on geographic regions based on State Economic Development Regions (EDCs). Please take a look at the other items considered after geographic region considerations are made – they appear in Slide 22.

Application Process:

All applications must be submitted online via the Grants Gateway. Applications will **not** be accepted via e-mail, hard copy or other means. Applications are due **January 12, 2022 by 4 PM EST**

Not-for-Profit Applicants – Registration and Prequalification Required
•All not-for-profit applicants must Register and be Prequalified in Grants Gateway by the application due date.   ***Three different financial documents are required for this process and they expire annually. It is critical that all submitted documents are valid and up to date or your prequalification status will expire. Therefore, these documents must be uploaded and approved for the prequalification status to be reinstated – see page 11 of the RFA.
•Applicants that are not Registered and Prequalified in Grants Gateway by the application due date cannot be evaluated. Such applications will be disqualified from further consideration.

For components of the application and various roles in Grants Gateway multiple staff may access, please see Slides 29-31. Please see the steps regarding how to file an application and the various sections that need completion. All 11 sections need completion.

Completing the Application – See Page 19 in the RFA – Reviewers may not be familiar with your agency/entity. Be thorough and detailed in identifying your organization.

1.Previous Funding Applications – indicate if you have applied before in previous rounds and if current application is substantially the same.

2.Applicant Organization Type – indicate that you are one of eligible types, upload operating certificate.

3.Organizational Capacity – describe organization, patient population, geographic service area, service type.

4.The Project(s) – describe purpose, how project contributes to integrated patient centered health care services, creates a financially sustainable system of care or preserves or expands essential services.

5.Identified Community Need – how the needs of residents served by the project were assessed and the relationship between the project and identified community need.

6.Project Budget – includes cost estimates of all components of project and corresponding narrative descriptions of each budgeted item.

7.Eligible Applicant Financial Stability – submit copy of prior 3 years of annual audited financial statements – see format allowed for more detail.

8.Eligible Project Impact on Eligible Long-term Financial Sustainability – involves completion of Attachment 2 regarding projected financial information which is in the presubmission uploads section of the Grants Gateway.   This Excel file needs to be completed and uploaded. See RFA for more detail.

9.Cost Savings – how this project will result in savings to the health care system relative to the proposed value or ROI, relative to the cost of the project.

10.Project Timeline – timeline with milestones and approximate dates for completion.

11.Workplan – an outline or summary of all work associated with the project. This is online in the Grants Gateway.

Applications must be submitted in Grants Gateway by January 12, 2022at 4:00PM EST or the application will be disqualified from further consideration. The State will not make exceptions to late submissions. Please know, applicants are disqualified every year for late submissions. Applicants are strongly encouraged to submit their applications at least 48 hours before they are due.

Additional resources are available on the last slides to help providers in Grants Gateway, including help lines.

Grants Gateway Assistance
•Refer to the Grantee Quick Start Guide for assistance in applying. The guide is on the Grants Reform website: http://grantsreform.ny.gov/grantees More detailed "Grantee User Guide" also available at this website.
•Training webinars are provided by the Grants Reform Team. Dates and times for webinar instruction can be located at the following web address:http://grantsreform.ny.gov/training-calendar.
•Grants Gateway Videos including a document vault tutorial and an application tutorial are available at the following web address: http://grantsreform.ny.gov/youtube.

Webinar Q and A –

What to do to access the "Apply for Grant Opportunity" in Grants Gateway – Ans. - You must be registered first – see P.16 of the RFA.

Can the funds be used to pay for costs incurred prior to the contact date?   Ans. - Only those eligible costs incurred on or after the contract start date may be used.   Start date is Oct 21, 2022.

Is there a limit on how much an application can request under the RFA? Is there a minimum or maximum award per facility and/or application. Ans. – No. Please refer to the evaluation criteria.

Can we receive feedback on strengths and weaknesses re a previous applications for funding? The State is not offering briefings due to the large number of applications.

To submit questions, contact the Statewide3@health.ny.gov.

Contact: Meg Everett, meverett@leadingageny.org, 518 929-9342.