

Office of Massachusetts Attorney General Maura Healey



REQUEST FOR PROPOSAL (RFP)

**Social Determinants Partnership
Grant Program**

IMPORTANT DATES

Release Date: June 11, 2018

Response Due Date: July 20, 2018

Program Start Date: November 1, 2018

Program End Date: October 31, 2021

Grantor: Office of Massachusetts Attorney General Maura Healey
Address: One Ashburton Place, Boston, MA 02108
Email: AGOgrants@state.ma.us
Phone: (617) 963-2291

The Massachusetts Attorney General's Office (AGO) is pleased to announce the Social Determinants Partnership grant opportunity. The Social Determinants Partnership grant program will utilize funds secured by the AGO through various health care-related settlements to invest in innovative partnerships between health care providers like hospitals and community health centers, on the one hand, and social service organizations, such as non-profit organizations or local governments on the other hand, to reduce health disparities affecting underserved communities by addressing social determinants of health.

Social Determinants of Health

Social determinants of health are conditions that exist where people live, learn, work, play, and worship that affect health, functioning, and quality-of-life.¹ Examples of social determinants include access to health care services, availability of resources to support community living, transportation options, public safety, and social support. Substantial evidence confirms the link between social, economic, and physical conditions and health outcome disparities. Increased investment in targeted social services as well as improved connections between health care and social services reduce health disparities and health care costs.² The AGO is committed to addressing social determinants of health to achieve greater health equity for all.

Eligibility

The following types of organizations are eligible to apply:

(1) Massachusetts Providers and Provider Organizations

An eligible "Provider" is any person, corporation, partnership, governmental unit, state institution or any other entity qualified under the laws of the commonwealth to perform or provide health care services and that meets the definition of "Health care provider" in M.G.L. c. 6D, § 1.

An eligible "Provider organization" is any corporation, partnership, business trust, association or organized group of persons, which is in the business of health care delivery or management, whether incorporated or not, that represents one or more health care providers in contracting with carriers for the payment of health care services; provided that "provider organization" shall include, but not be limited to, physician organizations, physician-hospital organizations, independent practice associations, provider networks, accountable care organizations and any other organization that contracts with carriers for payment for

¹ US Department of Health and Human Services. Healthy People 2020. "Social Determinants of Health." 2015 <https://www.healthypeople.gov/2020/topics-objectives/topic/social-determinants-of-health>

² E.g., LAUREN A. TAYLOR, ET AL., LEVERAGING THE SOCIAL DETERMINANTS OF HEALTH: WHAT WORKS? Prepared for the Blue Cross Blue Shield Foundation of Massachusetts (2015).

health care services, and that meets the definition of “Provider Organization” set forth in M.G.L. c. 6D, § 1.

(2) Non-Profit Organizations

An eligible “Non-profit organization” must be in full compliance with all annual reporting requirements of both the AGO and the Internal Revenue Service, as applicable.

(3) Municipal Government Agencies

An eligible “Municipal government agency” is any division, sub-division, authority, quasi-public entity, or other office of a Massachusetts city or town which receives or expends municipal funds.

Partnerships

Grant applications must be submitted jointly by one (or more) health care provider and one (or more) organization that provides social services, such as non-profit organizations or municipal government agencies or boards. Organizations partnering together for purposes of this grant program must provide clinical or social services to the same target population. Partnerships may be new or existing. The emphasis on partnership is intended to leverage existing community organizations and infrastructure to integrate the social services that affect communities’ health outcomes into the traditional health care framework.

Meaningful integration of these key supports – whether through on-site provision of social services at the offices of a health care provider, systematic screenings of patients by health care providers and referrals to social service partner organizations, or another partnership model – aim to reduce health disparities and support equitable health outcomes.

Health Priority Areas

Applicants should (1) identify a health priority in one of the three priority areas specified below, (2) identify an underserved or otherwise disadvantaged target population, and (3) propose a partnership and program to improve health outcomes for that population by addressing the selected health priority area).

Health Priority	Examples that Impact Health
Built Environment	<ul style="list-style-type: none">• Active transportation options• Access to parks and open spaces• Access to healthy foods• Access to treatment for substance use disorders• Neighborhood conditions surrounding homes
Housing	<ul style="list-style-type: none">• Homelessness and housing stability• Physical conditions within homes

Violence and Trauma

- Youth violence
 - Sexual violence and intimate partner violence
 - Other community violence
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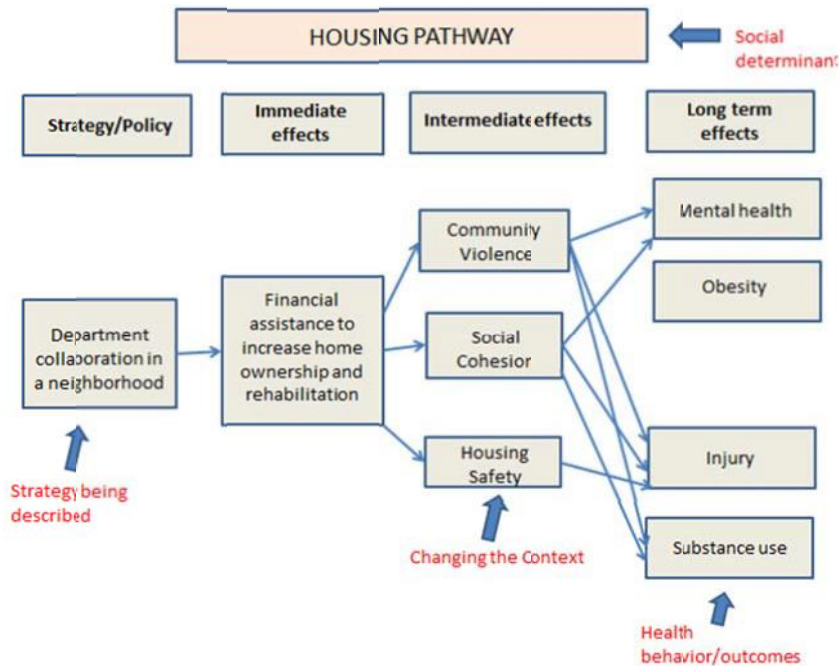
Measurement Plan

A measurement plan is required with each application. The measurement plan should utilize the Department of Public Health's ("DPH") Determination of Need ("DoN") health priorities strategy approach. Particularly, the measurement plans should include a Logic Model or Narrative Model, described in the 2017 DPH Health Priorities guidelines.³ For both models, applicants should identify a health inequity that is being changed by the proposed partnership strategy using data-driven analysis on short and long-term bases. The strategy must be evidence-informed or evidence-based (i.e., proven or prove it).

Logic Model Requirement

Using the template below as an example, the logic model should visually demonstrate the data-driven link between one (or more) health priority, the proposed partnership strategy, and the intended health behavior or health outcome (including short and long-term effects). A proposed partnership strategy may impact more than one health priority. A combined logic model clearly measuring the strategy's impact on each health priority or separate logic models for each health priority may be submitted.

³ For more information, please refer directly to the guidelines at, <http://www.mass.gov/eohhs/docs/dph/quality/don/guidelines-health-priority.pdf>.



Narrative Model

Like the Logic Model, the Narrative Model demonstrates the data-driven link between one or more health priority, the proposed partnership strategy, and the intended health behavior or health outcome (including short and long-term effects). The narrative model, however, demonstrates this link in narrative form rather than the visual template in the Logic Model.

Other Validated Measures

In addition to the Logic or Narrative Models, applicants are encouraged to include other nationally recognized measurement data related to potential impact on emergency department utilization, health outcomes, and patient experience.

Funding, Duration, and Anticipated Timeline

Grant awards will be issued in varying amounts up to \$250,000. Applicant budgets may or may not be funded in their entirety. All funding decisions will be at the discretion of the AGO.

Grants will be awarded with an anticipated start date of November 1, 2018. The maximum grant period will be 3 years. The AGO will not allow program extensions.

Cash Flow and Disbursement of Grant Funds

Disbursements are expected to be sent to awarded grantees bi-annually by Electronic Funds Transfer, provided grantees have completed all necessary contract and periodic reporting documents by the established deadlines. The first disbursement will be sent at the start of the grant program.

Submission Instructions

- Proposals must be delivered electronically through the AGO's online grant application by 5:00 p.m. on **July 20, 2018**.
- Applications received after the deadline will not be reviewed.
- Applications will not be accepted in any other format.
- Interested applicants may access the application here: www.mass.gov/ago/grants.
- New applicants will be asked to create a free online account. Any applicant that has applied for any grant using the online grant management system may log into its existing account.
- Once applicants have started an application, the application may be saved and returned to later.
- Confirmation of Receipt: Applicants typically receive an email confirmation within 48 business hours; if one is not received please call 617-963-2291 for further instructions and assistance.

Evaluation

All funding decisions will be at the discretion of the AGO. Applicants may receive no funding or less funding than requested. Some of the criteria used in the selection process include:

- Commitment to Massachusetts's underserved or otherwise disadvantaged population;
- Applicant's previous experience in providing clinical or social services;
- Applicant's plan to engage the community;
- Applicant's proposed impact on identified health priority; and
- Geographic diversity of applicant (intention is to provide resources across the state).

Expectations and Criteria for Successful Applicants

- Awards are contingent upon the grantee's satisfactory completion of all necessary documents by the deadlines established during the contracting period.
- Any changes to a grant program or budget, made at any time during the grant period, must be requested in writing and must be approved, in advance, by the AGO.
- Grantees must demonstrate that they have safeguards in place to protect personal data which meet or exceed the requirements of M.G.L. c.93H; 940 CMR 27; and 201 CMR 17.
- Grantees must complete all bi-annual reporting requirements, including completion of a satisfactory financial and programmatic summary at the conclusion of the grant by the deadline established and in a format to be provided by the AGO.
- At the end of the grant period, any unexpended grant funds must be returned to the AGO within 30 days. No extensions will be allowed.

Questions

Questions regarding this RFP may be submitted to AGOgrants@state.ma.us, **only** until 5:00 p.m. on **June 29, 2018**. When submitting your question(s), please include "Social Determinants Partnership" in your email subject line. Questions received and answers provided regarding this RFP will be posted on the AGO's website here: www.mass.gov/ago/grants.

A conference call will be held **June 22, 2018** at **11:00 AM**. Although the call is not mandatory, potential applicants are strongly encouraged to join.

Reasonable Accommodation

Applicants with disabilities who seek reasonable accommodation, which may include the receipt of the RFP information in an alternative format, must communicate such requests in writing to AGOgrants@state.ma.us no later than **June 20, 2018**.

Required Commonwealth contract documents for successful grantees

These documents are listed for informational purposes and should not be submitted with the grant application. Successful applicants will be required to complete these documents within the deadline established at the time of the notification of grant award. No money will be disbursed unless the necessary documents are submitted by the deadlines established.

- Standard Contract Form
- Scope and Services Agreement
- Commonwealth Terms and Conditions
- Contractor Authorized Signatory Listing
- Request for Taxpayer Identification Number and Certification (W-9)
- Electronic Funds Transfer Form.

Public records

All responses and information submitted in response to this RFP are subject to the Massachusetts Public Records Law, M.G.L. c. 66, § 10, and M.G.L. c. 4, § 7, cl. 26. Applicants should not submit personal health information or other personal data. Any statements in submitted responses that are inconsistent with the requirement of the public records laws will be disregarded.

Updates to this RFP

Any changes/corrections to any part to this RFP will be posted on <https://www.mass.gov/grant-opportunities>. It is the applicant's responsibility to check this web page frequently for any updates.