



2015-16 Navigator Outreach and Enrollment Grants

March 13, 2015

The webinar will begin at 10:30. Please call in for audio. All participant phone lines will be muted during the webinar. Please use the webinar chat feature to submit questions.

Conference number: 1-888-742-5095

Conference code: 281 243 6683



How today's session will work

Online Content

If you have trouble accessing the online content, the slides are available for download at www.mnsure.org/assisters/funding-opps.jsp

Q & A

After the presentation, we will take time for live questions and answers. Please submit your questions via the chat feature so we can track all questions.

Follow-up

This session is not being recorded, but answers will be written up and posted on our website on or before March 30.

RFP timeline

RFP
Released
March 2

Applications
Due
April 6

Finalists
Notified
Late May

Grantees
Announced
Early July

Grant snapshot

- Available funds: \$4 million targeted for this program
- Three funding areas (FAs)
 - FA 1: Navigator Network Grants
 - FA 2: Outreach and Enrollment Grants
 - FA 3: Outreach and Education Mini Grants
- Contract time period: July 1, 2015 through June 2016
 - Open Enrollment from November 1, 2015 through January 31, 2016

Grant snapshot

Award Type	Amount	Number Available
Funding Area 1a <i>Navigator Network Grants</i>	\$500,000	3
Funding Area 1b <i>Navigator Network Grants</i>	\$250,000	4
Funding Area 2 <i>Outreach and Enrollment Grants</i>	\$125,000	8
Funding Area 3 <i>Outreach and Education Mini Grants</i>	\$10,000 to \$50,000	Varies, dependent on dollar amount requested in each proposal

Funding Area 1: Overview and goals

- Grants to support regional networks of highly skilled navigator organizations working collaboratively to reach the uninsured and enroll or renew Minnesotans in health insurance coverage, with a focus on qualified health plan (QHP) enrollments, underserved populations and the hard-to-reach uninsured.
- Goals
 - Develop or sustain regional networks to create a statewide infrastructure of skilled navigator organizations.
 - Provide skilled navigators able to assist consumers with all aspects of the application and enrollment process, including post-application issues.

Funding Area 1: Key requirements

Competitive proposals in this area will have:

- a network of organizations serving a geographic area as defined by the applicant
- ability to offer year-round enrollment assistance in that geographic area
- a long-term organizational commitment to navigator work
- capacity to mentor and share resources with partners
- skilled, experienced navigators able to assist consumers with all aspects of the application and enrollment process, including post-application issues
- established relationships with populations facing barriers to enrollment
- commitment to coordinate with MNsure marketing, communications, and outreach efforts

Funding Area 1: Navigator Networks

Differences between 1a and 1b

- Dimensions that will be considered:
 - Size of enrollment goals
 - Scope of geographic coverage
 - Number of paid partners
 - Status of network development

Funding Area 2: Outreach and Enrollment Grants

Overview and Goals

- Grants to support navigator organizations with a demonstrated ability to reach and enroll populations with high levels of uninsured. Grants will focus on outreach, education and enrollment for an identified population, with a strong emphasis on activity during the annual open enrollment period.
- Goals
 - Reach and enroll an identified population that faces barriers to enrollment.
 - Provide skilled navigators able to assist consumers with all aspects of the application and enrollment process, including post-application issues.

Funding Area 2: Outreach and Enrollment Grants

Key Requirements

Competitive proposals in this area will have:

- strong connections with populations facing barriers to enrollment
- Skilled, experienced navigators able to assist consumers with all aspects of the application and enrollment process, including post-application issues.
- ability to offer year-round enrollment assistance, with an emphasis on open enrollment.
- commitment to coordinate with MNsure marketing, communications, and outreach efforts.

Funding Area 3: Outreach and Education Mini Grants

Overview and Goals

- Grants for outreach and education activities that connect consumers to assistance during open enrollment, with a focus on qualified health plan (QHP) enrollments, underserved populations and the hard-to-reach uninsured. Grants will focus on reaching consumers facing particular challenges to enrolling in or renewing coverage, or populations with high levels of uninsurance.
- Goal is to reach uninsured populations and connect them to enrollment assistance

Funding Area 3: Outreach and Education Mini Grants

Key Requirements

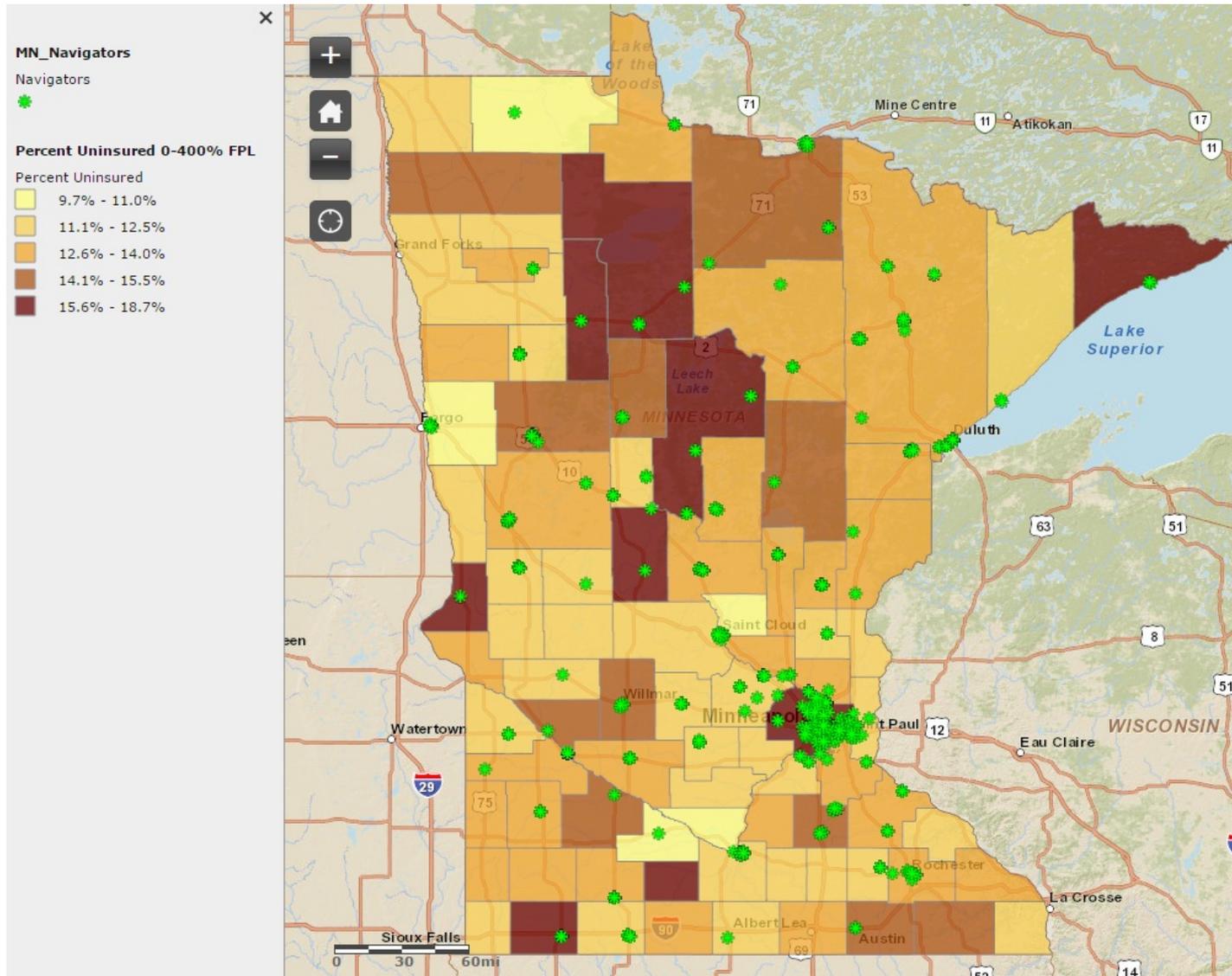
Competitive proposals in this area will have:

- a clearly identified population that has high levels of uninsurance and/or faces barriers to enrollment.
- strong connections to and clear success engaging the identified population.
- ability to conduct outreach and education activities focused on a specific population or geography during open enrollment period.
- provide a formal pathway to connect consumers to enrollment assistance.

Bringing it all together

- Our strategic vision for the 2016 grant program:
 - Funding Area 1 builds on experienced organizations to develop a strong infrastructure of expert regional navigator resource and referral networks.
 - Funding Area 2 fills in population or geographic gaps, focusing on reaching and enrolling the uninsured and those with barriers to enrollment and renewal.
 - Funding Area 3 provides a new opportunity for agencies with strong ties to uninsured communities to be connected with MNsure without having to be skilled at providing enrollment assistance.

Expanding to address needs



Leveraging experience, resources and partnerships

- As the committee reviews proposals, some important considerations this year will be:
 - Experience with the populations/geography being served (all Funding Areas)
 - Experience as a MNsure partner (Funding Area 1 and 2)
 - Ability to leverage other resources
 - Success in developing partnerships

Application requirements

- Funding Area 1 and 2
 - Lead agency may submit one proposal in either Funding Area 1 or 2
 - Lead agency may also submit a separate proposal for Funding Area 3 (Funding Area 3 proposal will only be considered if proposal is not selected to receive a Funding Area 1 or 2 grant)
- Funding Area 3
 - Lead agency may submit multiple proposals if there is a clear difference in population and/or geographic focus
- May be a paid or unpaid partner on multiple proposals. Letters of support should clearly describe all proposals the organization is part of.

Application requirements continued

- Online submission form
- Declarations and Signature
- Table of Contents
- **Executive Summary**
- **Outreach and Enrollment Strategy**
- **Project Plan**
- **Experience**
- **Budget** (including detail for each paid partner)
- Letters of Support or Agreement
- Other required documents as specified in RFP (Attachments B, C, D, and E)

Evaluation and selection

Stage 1 Evaluation of proposals based upon completeness, compliance and eligibility

Stage 2 Evaluation of proposals by review committee, based on merit

Stage 3 Review of fiscal compliance and contract negotiations

Proposal submission process

- Electronic submission
 - Go to [2015-16 Outreach and Enrollment Grant Program](#) webpage
 - Click on “Submit Proposal” button
 - Online form makes up the “Face Page” of your proposal
 - Fill out all information
 - Upload proposal document with attachments as one pdf

Critical dates

RFP released	Monday, March 2
Applicant webinar	Today
Deadline for submitting questions	Monday, March 16, 1:00 pm CST
MNsure will post responses to questions	By March 30
All proposals due – no exceptions	Monday, April 6, 1:00 pm CST

Wrapping up

- More information available at www.mnsure.org/assisters/funding-opps.jsp
- MNsure will not be held responsible for oral responses made during the webinar. Oral responses will be written and posted on the website.
- Please send any additional questions to navigatorgrants@mnsure.org by Monday, March 16 at 1:00 pm CST.

Questions & Answers...

- Please submit your questions using the chat feature