



2014 Outreach and Enrollment Grants

May 12, 2014



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.

Navigator program vision

MNsure's vision is to build a navigator program where each region of Minnesota is served by a network of entities that together can demonstrate the following qualities:

- Established relationships with populations that face barriers to enrollment or renewal
- Experience using outreach techniques that have proven effective
- Staff skilled in assisting consumers enroll in coverage through MNsure, including staff with specialized skills to help enroll populations who require additional assistance
- Ability to maintain a year-round presence in all counties within the region
- Commitment to partnering with MNsure on enrollment campaigns

2014 goals for grant program

- Assist populations facing barriers to coverage with enrollment and renewal through MNsure
- Build regional navigator resource and referral networks to reach and enroll Minnesotans
- Find, connect with and educate uninsured Minnesotans about the importance of having health care insurance and their options for obtaining coverage through MNsure

RFP timeline



RFP
Announced
May 5

Applications
Due
June 2

Finalists
Notified
Late July

Grantees
Announced
Early September

Grant snapshot

- Available funds: \$4 million targeted for this program
 - 75% of funds must be spent by December 31, 2014 due to federal funding restrictions
- Award size: \$100,000 minimum
 - Supports our goal of building outreach and enrollment networks
- Contract time period: September 2014 through June 2015 (Open Enrollment from November 15, 2014 through February 15, 2015)

Eligible applicants

Nonprofit
entities

Private for-
profit entities

Public
entities

- While any of these entities are eligible, the proposal must demonstrate how the applicant will achieve the goals of the grant program.
- Individuals are not eligible to apply.

Potential grant structures

- Single entity
- Formal network - lead agency with partners who receive funding
- Informal network – lead agency with partners who do not receive funding
- Mixed network – lead agency with formal and informal partners
- Note: An individual entity may be the lead agency on only one proposal, but a formal or informal partner on multiple proposals.

Funding categories

Funding Area One

Grants that focus on consumers facing particular challenges to enrolling in or renewing coverage, or populations with high levels of uninsured.

Target Allocation	Target Number of Grants	Award Amount
\$1.5 million	12	\$100,000 minimum per grant

Funding categories

Funding Area Two

Grants that focus on racial and ethnic communities. Proposals in this category must have a minority-led organization as the lead agency or include at least one minority-led organization in a formal network.

Target Allocation	Target Number of Grants	Award Amount
\$1.5 million	12	\$100,000 minimum per grant

Funding categories



Funding Area Three

Grants that support regional navigator network pilots that use collaborative and innovative strategies. Must cover at least one Economic Development Region and provide specialized assistance for network partners.

Target Allocation	Target Number of Grants	Award Amount
\$1 million	2	\$100,000 minimum per grant

Application requirements

- Face Page
- Table of Contents
- **Executive Summary**
- **Outreach and Enrollment Focus**
- **Experience**
- **Workplan**
- **Budget** (including detail for each formal partner)
- Letters of Support or Agreement
- Other required documents as specified in RFP

Page guidelines

- Executive Summary – 1 page
- Outreach and Enrollment Focus – 1 page
- Experience – 1-2 pages
- Workplan – 4-5 pages
- Budget – 2-3 pages (may be more depending on number of formal partners)

Evaluation and selection

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

Stage 2 Evaluation of proposals based on merits scores

Stage 3 Review of fiscal compliance and contract negotiations

Proposal submission process

- Electronic submission
 - Go to [2014 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 and attachments as instructed

Critical dates

RFP released	Monday, May 5
Applicant webinar	Today
Deadline for submitting questions	Friday, May 16, 1:00 pm CST
MNsure will post responses to questions	By Friday, May 23
Submit request for alternative submission format	Tuesday, May 27, 1:00 pm CST
All proposals due – no exceptions	Monday, June 2, 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 Friday, May 16 at 1:00 pm CST.

Questions & Answers...

- Please submit your questions using the chat feature