

2020 LETTER OF INTEREST REQUEST FOR PROPOSALS

*The following document outlines our 2020 approach to
Telligen Community Initiative (TCI) philanthropy*

We continue to use a Letter of Interest (LOI)—an abbreviated initial application—to better honor your time and stage the grant review because of growth in our geographic focus, and number of community organizations approaching us for funding consideration over the past five years. This suggestion came from responses to applicant and grantee perception surveys. This voice of the customer input is valuable to TCI as we attempt to be a learning organization and responsive to nonprofit input.

A subset of the Letter of Interest applications will be invited to complete additional elements of a finalist application. We experience this two-stage application process 1) providing much better funding odds, 2) creating a more equitable commitment of time on the part of an application, and 3) enhancing our chances of creating a cohort of like grantees that might begin to interact and learn more from the experiences of one another.

The following is an outline of the document that describes our funding approach and application process. You'll notice 1) a more defined discussion around our desired funding priority approaches, as well as a 2) TCI move to an online application for our LOI submission. Thank you for your valuable community-based work and for considering how you might collaborate with TCI in 2020.

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ABOUT TELLIGEN COMMUNITY INITIATIVE

Telligen Community Initiative (TCI) is a private, non-profit foundation originated by Telligen, Inc. TCI works from a vision of helping empower organizations and citizens to improve their individual and overall community health. Our mission is to initiate and support innovative and forward-looking health-related projects aimed at improving health, social well-being and educational attainment.

Our philanthropy is done within the strategic funding priorities of:

1. Social determinants of health
2. Health innovation
3. Healthcare workforce development

TCI works from the following guiding principles

TCI wants to advance a framework that brings together health care delivery systems, public health agencies, community organizations and health educators to improve health. We seek to be a grant-maker that works to create and sustain collaborations where health responsibility is shared and accountable by all. TCI philanthropy seeks to provide catalytic funding to those that share this belief and can spread its adoption. The following represents guiding principles for our approach to philanthropic support:

- Every person deserves health education and services, especially the most vulnerable members of our communities.
- Health promotion provides opportunities for the development of community and individual capacity.
- Many factors shape health and health outcomes (social determinants of health), putting a premium on prevention and integration of health with other community stakeholders and sectors.
- Active and intentional collaboration with others that share common ground, views and beliefs.
- When possible, we'd like to support regional health and education efforts that reach multi-county or even statewide audiences.

During our over 15-year history, we have funded many worthwhile projects and initiatives. We have learned the most effective way to make change and have the greatest impact is to foster and support collaborative efforts and initiatives that embrace and address the social determinants of health within their planning and work. This lens is what empowers us and creates a more upstream focus and definition of health. This view informs our resulting community support investments. To read about successful previously funded grants, please visit our website (www.telligenci.org) or you are always encouraged to contact TCI staff to discuss your project idea to see if we have recently funded projects like what you want to pursue.

2020 REQUEST FOR PROPOSALS

An introduction

TCI funding for 2020 will continue to focus on improving the health of communities within the context of specific funding priority areas. These priority areas were identified to more specifically define TCI's community responsive grant programming, to produce more defined themes within our priority areas, and to enhance the portability and replication potential of similarly themed projects across Colorado, Illinois, Iowa and Oklahoma communities.

We continue to believe in multiple funding mechanisms that try to meet applicants where they are in their work and evolution. This could encompass multiple themes or forms of support:

- First-dollar, programmatic funding or seed funding to nonprofit organizations or governmental entities is a powerful contribution TCI can make to positively impact health status.
- This funding can also be positioned to provide enhancing core support for critical work of an organization in strong alignment with our funding priorities.

- Expansion or spread of already impactful and successful approaches you are doing to other populations or geography.
- This funding could also be evaluated by a potential applicant to support meaningful capacity building of an organization to better deliver its work or mission that strongly aligns with TCI funding priorities.

In all we do, TCI seeks to support projects that are at the intersection of and connect clinical and community-based work; build on collaborations to address underserved populations and recognize the role of the social determinants of health within the design of project plans and proposal development. We want to meet you where your work is currently positioned and contribute to the successful advancement of your mission.

That said, TCI also feels it is necessary to offer greater clarity and definition around our funding priorities based on our own funding experiences over the past five years. Our number of LOI applicants continues to rise year after year. This is exciting on one hand in that more nonprofit organizations, community coalitions and educators are becoming aware of our philanthropy. It also creates a challenge in that the number of applicants can become self-defeating and discourage people from pursuing our funding due to the high level of competition – both quantity and quality.

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With this reality in mind, TCI spent time this summer and fall doing a cluster evaluation of the past five (5) years of our completed grants. Much in the way we 'score' applications for TCI funding consideration on the front end of application review, staff has also utilized a scoring rubric (15-point scale) to evaluate and rank implementation of grants once funded. This has been implemented since 2014 via a combination of interim reports, final impact reports and grantee site visits. We focused our cluster review on those grant projects scoring 13 or above. This represents grant implementation deemed to be exceptional (13 points) or evaluated as an honor grantee (14-15 points). There is a total of 65 grantees that have achieved this status between 2014 and 2018.

What follows in our priority funding discussion represents the top themes and global projects types within each of our three (3) funding priority areas. These are offered in order of frequency with the top listings having the most projects in this area and then descending in frequency order. Each priority introduction includes a brief description about the funding areas and a list of ways that initiatives and projects could be positioned for funding consideration – themes about the types of grants TCI might fund. We obviously want to foster innovation and creativity – and will accept proposals in new and emerging areas beyond what is identified – but the themes that emerged from this multi-year evaluation of our most successful grantees represent the ways in which TCI will prioritize its philanthropic support within each priority funding areas for 2020.



SOCIAL DETERMINANTS OF HEALTH / HEALTH EQUITY:

The social determinants of health are the conditions in which people are born, grow, live, work and age. The social determinants of health can be most responsible for resulting health inequities. TCI believes

in advancing health equity and achieving this requires novel approaches to positively address the social determinants of health. The range of personal, social, economic, and environmental factors that influence health status are known as determinants of health. It is the interrelationships among these factors that determine individual and population health. This interrelationship and connection to health is a connection we want to support with our resources.

1. **Care coordination / integrated care:** This has taken the form of chronic condition, place-based care management; healthcare for the homeless work, and multiple approaches to target populations or locations for integrated primary care and behavioral health intervention.
2. **Food insecurity:** This has taken the form of promotion of milk, dairy and fruit and vegetable consumption and equipping food bank settings to accept and promote; this has also involved very intentional interaction between health care settings as venues for SNAP outreach and enrollment support as part of social determinant/hunger screening, as well as equipping these venues to meet the dietary needs of those facing multiple chronic conditions.
3. **Medical Legal Partnerships:** This has encompassed the powerful model of medical legal integration and using the intervention environment provided by the health delivery setting to screen for myriad other social supports and legal remedies to common issues impeding equity and offering support to solve common

legal issues. This has demonstrated itself multiple times over as one of the more powerful and impactful social determinants of health-based modes of support.

4. **School-based care delivery:** This has involved provision of on-site mental health integrative services, as well as the coordination of oral health access via the power of the school setting to reach hard-to-serve populations and deliver care for the underserved.
5. **Transportation-focused interventions:** This has involved direct care, social supports and (rural) transportation services to Veterans, as well as their families and caregiver support networks. The target population in these cases is intriguing, but so is the idea of how transportation and access influence health – across target population types.



HEALTH INNOVATION: *This area is encouraged to think creatively and differently regarding issues and opportunities that can bring innovation to the way we all envision to achieve and advance health.*

1. **Innovative care management (delivery method or populations or both):** Targeted and innovative case management approaches with certain target populations or condition-specific acumen. This has also encompassed using different community resources/venues for health promotion and delivery (libraries as examples).
2. **Mental and behavioral health diversion/appropriate care:** This has included individual and group therapy delivery; storytelling around mental health needs for advocacy, community organizing and stigma reduction pursuits, and emergency room/department diversion programming for more appropriate venues for care delivery.
3. **Telehealth and data for health interventions:** This has encompassed Project ECHO for distance learning/education; rural health access in mental health; mobile apps developed for targeted population care navigation; and case management support via text-based programming. This is an overall area (data for health solutioning) that TCI has become known for in the community health arena of multiple states.
4. **Organizational efficiency and nonprofit capacity building:** We've successfully supported the merger of multiple safety net providers; assisted a state association with expanding the data capacity of their entire network of clinical delivery settings, and helped immerse an entire organization and their staff in an overall care model and supported the creation of a care delivery common environment (living room instead of ER/ED placement).
5. **Value-based care/payor innovation pilots:** In several instances, TCI support has been used to help position a nonprofit to better prepare for value-based care delivery and reimbursement support of social determinant of health-based work that simultaneously improves care delivery, health status and cost avoidance/unnecessary (future) care expenditures – creating system efficiencies – across sectors (housing).



HEALTHCARE WORKFORCE DEVELOPMENT:

TCI believes the challenges of health workforce shortages and an aging population (health workforce and general public) will require progressive and a fundamental reshaping of the way in which patient care is delivered, especially for primary care. TCI also envisions change in the point of care and the roles of the inter-disciplinary direct care team of providers needing to be factored into the needs of our future healthcare workforce.

1. **Rural access / practice placement incentives:** This has taken the form of supported rural placement and practicum experience to simultaneously improve access while being coupled with loan repayment/forgiveness.
2. **Para-professional development:** Efforts to assist with elevation of current roles to consider how/if they could do more within their field (dental hygienists, speech language pathology assistants, medical assistants). This has also included more formalized field development and definition of community health workers and health navigators.
3. **Degree and accreditation planning and launch:** Assistance in degree/programming feasibility, accreditation pursuits and/or new career pathway programming launch (outreach, student support or technology to support implementation).

4. **Youth health career opportunity exploration:** Work in this area has focused on STEM and health career exploration work with middle and high school youth, particularly aimed at underserved or first-generation populations making this pursuit as part of a livable wage/two-generational approach to poverty reduction.
5. **Student assistance programming:** Additional or targeted programming to support at-risk student success programming and/or targeted assistance to avoid drop-out at key points in an educational program pursuit.



LOI RATIONALE

Our ability and capacity to provide greater funding, outreach and geographic reach coincides with our increase in philanthropic resources and staffing since mid-2014 to the present. Because of this, we needed to evolve to better honor your time as an applicant and make sure the net-grant from TCI is worth your investment of time. As such, we successfully instituted a Letter of Interest as the initial funding step in 2017. This more abbreviated initial application is designed to offer you a timelier response and less of a time commitment to be formally considered for TCI funding. We then invite forward a subset of that applicant pool to a finalist proposal round. This is by invitation only. Below is a simple visual that documents our experience with this approach

over the past three years. We are pleased with how this process improvement performed. We are simply offering this to you to visually share the steps in our funding process and our experience in its initial year as a proposal vetting approach for TCI. This more abbreviated LOI application is meant to limit your time commitment to the act of grant development. Since instituting a two-step application process in 2017, just under 20 percent of LOI applicants were then invited to the finalist proposal round. Once there, just under half are typically funded.

	<i>Social Determinants of Health / Health Equity</i> <small>(goal of ~1/3 of TCI funding)</small>	<i>Healthcare Workforce Development</i> <small>(goal of ~1/3 of TCI funding)</small>	<i>Health Innovation</i> <small>(goal of ~1/3 of TCI funding)</small>	<i>Totals</i>
Total LOIs Received in 2017-19	674 LOIs	283 LOIs	383 LOIs	1,340 LOIs received
Three-Year Finalists Applications Invited	90 finalist applicants	76 finalist applicants	81 finalist applicants	247 total finalist invitations
2017-19 Grantee Awardees	40 grantees	39 grantees	38 grantees	117 total grantees

GEOGRAPHIC PROJECT REACH

As an applicant, TCI firmly believes in your ability to define what community means to you. For most of our applicants, this takes on some form of geography. An applicant could also decide to focus that definition or discussion around a group or type of person(s) or special populations. From a geographic standpoint, you are free to define community in the way you deem best fits your application and proposed grant work. This could be a neighborhood, zip code or census tract, city, county, multi-county area or even statewide reach. All approaches will be welcomed. The visual below provides a representation of

cumulative funding awards from TCI during the past five (5) years as it relates to geographic reach of funded projects. Projects with statewide or multi-county geographic reach have been our overwhelming preference during the past several years (72.7% of awarded grants). We also are continuing a desire to support and favor rural projects more intentionally when possible. Regardless of geographic focus, we want to funded projects to be able to demonstrate discernable community or stakeholder impact.

<i>Geographic reach of applicant proposals</i>	<i>Percentage of funding awarded to projects with this geographic reach</i>
Statewide	35.0%
Multi-county	37.7%
County	16.9%
City or small designation	10.4%

ELIGIBILITY

To request a grant, your organization must be a recognized as a federally tax-exempt section 501(c)(3) charitable organization, an accredited school, or a public/ governmental agency located in the states of Colorado, Illinois, Iowa or Oklahoma. Note: a public agency is an organization established and primarily funded by a unit of government. Examples could include a public school, public library, local public health department or state governmental agency. Note that TCI does not fund organizations with a pending 501(c)(3) status.

TECHNICAL ASSISTANCE

Not only is contact with TCI staff acceptable, it is strongly encouraged. Approximately two-thirds of our LOI applicant pool contacted TCI staff to discuss some facet of their proposal prior to submission. This could take the form of a face-to-face meeting, phone meeting, email conversation, review of a draft proposal, or other desired assistance in helping you or your coalition consider an application. Making contact is not a requirement and your proposal won't be helped or hurt in the scoring process for having a pre-submission discussion (or not). That said, staff is in place to help you create as competitive a proposal as possible to compete for limited funding support. Consider how you want to use them.



HOW TO APPLY

ONLINE GRANT APPLICATION PORTAL: New in 2020, TCI is introducing the use of an online application portal for greater ease in LOI submissions. All materials will be available and linked from our website (www.telligenci.org) or the portal address itself (https://ica.formstack.com/forms/telligen_loi_2020).

The portal has a full user guide and instructions for how to use. The LOI grant narrative elements summarized below represent the same application pieces you'll find in the portal. You will have character limits to adhere to, but they correspond well to the past length of our LOI processes. There are character counters that count down as you develop your responses. There are save and return features. It is designed to be both intuitive and user-friendly.

Upon successful completion, your proposal contact will receive verification email confirmation, as well as a proposal identification number and time stamped LOI of your responses as proof of submission.

TCI asks that your narrative be brief, but more importantly, provide a succinct and thorough presentation of the need or problem you have identified, the proposed solution, and your organization's qualifications for implementing that solution. The application portal has the following sections/elements:

TCI LOI APPLICANT INFORMATION: This will ask you to offer and complete basic information for the following areas:

- **Organization Information:** This will include address, contact information, tax status, summary of project, LOI funding request amount and consumer reach of the LOI scope of work.
- **Program/Project Information:** This will include project title, TCI funding priority alignment and a self-selected set of proposal characteristics (for dashboarding purposes)

LOI GRANT NARRATIVE: Your LOI will address the following and be driven by character limits in each to force succinct responses:

- **Summary of your organization:** Provide a brief history and description of your current programs and organizational capacity to do the work plan you'll be proposing.
- **Synopsis of need and project design:** Provide a succinct description of the community need shaping the project, as well as the project intervention for which you are requesting funding, including goals/objectives and target population.

- **Community informed/engagement:** Introduce how you're organization or the proposed work is informed by community input/needs and how you have the necessary people or organizations engaged (so you're doing work with those that can benefit as opposed to being done to them) to be successful.
- **Evaluation summary:** Offer a brief overview of an evaluation plan to show impact for the investment you're asking us to make in your LOI scope of work.
- **Budget projection:** Include the amount you'd anticipate requesting from TCI and an estimate of the overall budget of the project (both are subject to change and you'll have an opportunity to go into greater detail if invited to the finalist application round. View your LOI response in this area as best guestimates at the time of submission).

APPENDICES: In addition to the core proposal narrative/application sections, please also be prepared to submit the following appendices to accompany and complete your LOI proposal package. These should be uploaded with your LOI responses on our application portal. These required elements include the following:

- **IRS determination letter regarding 501(c)(3) status** (or statement of governmental entity status if you are applying as a unit of government)
- **List of board or governance structure members and their affiliations** (or governmental board or community advisory body)



2020 GRANT SCHEDULE

Geographic Focus and Grant Cycles:

TCI funding encompasses support within Iowa, Illinois, Oklahoma and Colorado. These four (4) states represent our desired capacity for the foreseeable future. Applications from all four (4) states will function with a per grant request maximum of \$50,000. We see this funding range as the lower level of funding necessary to begin to create change and impact. We also see this level of funding as an amount that can hopefully be absorbed, or additional funding secured to meaningfully sustain beyond the life of our initial TCI grant. All current TCI grants are for periods of one year. Please see the below funding calendar for 2020 with multi-state deadline groupings.



<i>LOI Event / Proposal Evaluation Element</i>	<i>Colorado or Oklahoma-based applications (\$50,000 / grant request ceiling)</i>	<i>Illinois or Iowa-based applications (\$50,000 / grant request ceiling)</i>
<i>LOI Proposal due to TCI</i>	February 28, 2020	June 12, 2020
<i>Invitations extended to finalist applications</i>	Mid-April	Early August
<i>Grant period begins / funding received</i>	July 1, 2020	December 1, 2020

CONTACT INFORMATION

If you are considering a grant request or have questions about the grant process, please feel free to contact TCI staff for further assistance.



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Upon release of the RFP, please feel comfortable and encouraged to reach out to TCI staff to discuss your proposal idea further and determine if you'll proceed in developing an application for one of our deadlines and/or how to make your concept as competitive as possible.