



FLORIDA ASSOCIATION OF
FREE & CHARITABLE
CLINICS

Dental and Behavioral Health Expansion Grant

Agenda

1. Introduction
2. Program Scope
3. Application
4. Scoring
5. Outcomes Explored
6. Application Deadline & Award Timeline
7. Questions

Introduction

The Dental and Behavioral Health Expansion Grant Program is a one time \$2,000,000 state grant-funding program to support the expansion of Dental and Mental Health programs to expand the capacity and services of FAFCC members for Dental and Behavioral Health.

However, operational costs and some staffing items are excluded from supported funding.

In order to apply for this grant, you must be an FAFCC member in good standing.

Introduction

All information for the Dental and Behavioral Health Expansion will be found at:
<https://www.fafcc.org/behavioral-health-and-dental-program->

The screenshot shows the website's header with the logo for the Florida Association of Free & Charitable Clinics. The navigation menu includes 'About Us', 'Our Impact', 'Events', 'Membership', and 'Grant Programs'. The 'Grant Programs' dropdown menu is open, listing 'State Funds Grant Introduction', 'Behavioral Health and Dental Program' (highlighted with a red box), 'Dental Facility Expansion Grant', 'Grant Reporting Guidance', 'Salesforce', 'Valuation Report', and 'Valuation Resources'. Below the navigation is a banner with the text 'Welcome to the Florida Association of Free and Charitable Clinics' and a 'Read More' button. A 'News' section is also visible at the bottom left of the banner area.

Program Scope: Grant Parameters

- 1) support direct costs associated with dental programs such as Clinical Staffing and Clinical Programming expenses
- 2) support direct costs associated with Behavioral Health programs such as clinical staffing and clinical programming expenses

The timeline for allowable expenses is July 1st, 2023 to June 30th, 2024 however, unlike the SFG Program, this is a non-recurring grant program.

Program Scope: Budget Structure

The application process is a single grant proposal broken down and awarded by two Project Categories: Dental Health Services and Behavioral Health Services. Grantees may apply for either or both categories.

Dental Health Services include dental procedures such as routine checkups and cleanings, fillings, extractions, root canals, dentures, braces, and orthodontics.

Behavioral Health Services encompasses a range of services that help patients with mental health and substance abuse disorders, including therapy, case management, and medication management.

Program Scope: Preference Areas

Allowable expenses must fall in the either categories:

Clinical Staffing Expenses: includes wages paid to healthcare providers and may include hourly, salaried, or contractors, regardless of whether they are employees or contracted for services. Personnel Costs may include fringe benefits such as Health Insurance, FICA, etc.

Clinical Programming Expenses: are costs that can be explicitly attributed to the execution of a project or program and may include: Medical Equipment & Supplies, Software (Dentrix, EMR software, etc.), Prescription medications, Training and certifications

Operational costs or nonclinical staff are NOT allowable expenses.

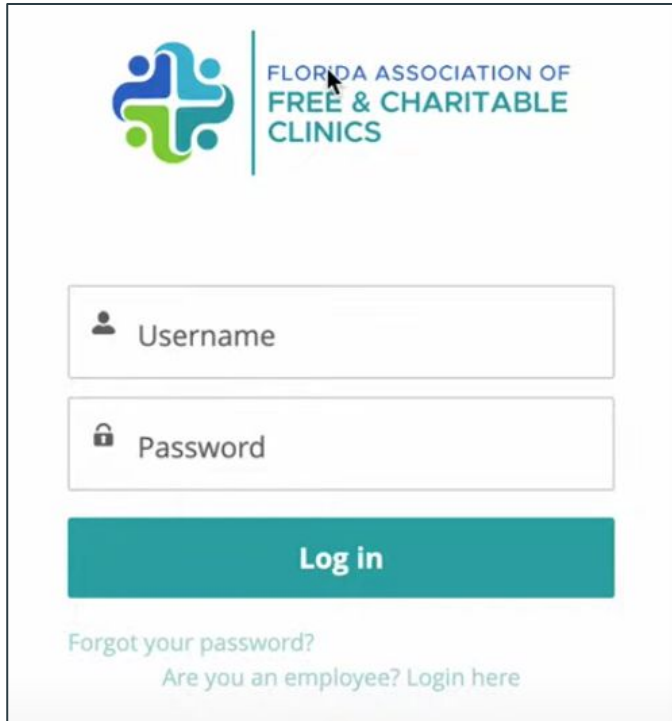
Program Scope: Designation Areas

FAFCC has developed the following Capacity Building Designations. All proposed expenses must fall within the following parameters:

- Personnel Costs for Healthcare Providers, Social Workers, and Clinical Staff
- Equipment and Supplies
- Technology and Software
- Staff Training and Certifications
- Other direct programming needs

Application: Logging into Salesforce

The grant application will be completed within our new Salesforce platform and be available alongside the State Funds Grant Program.

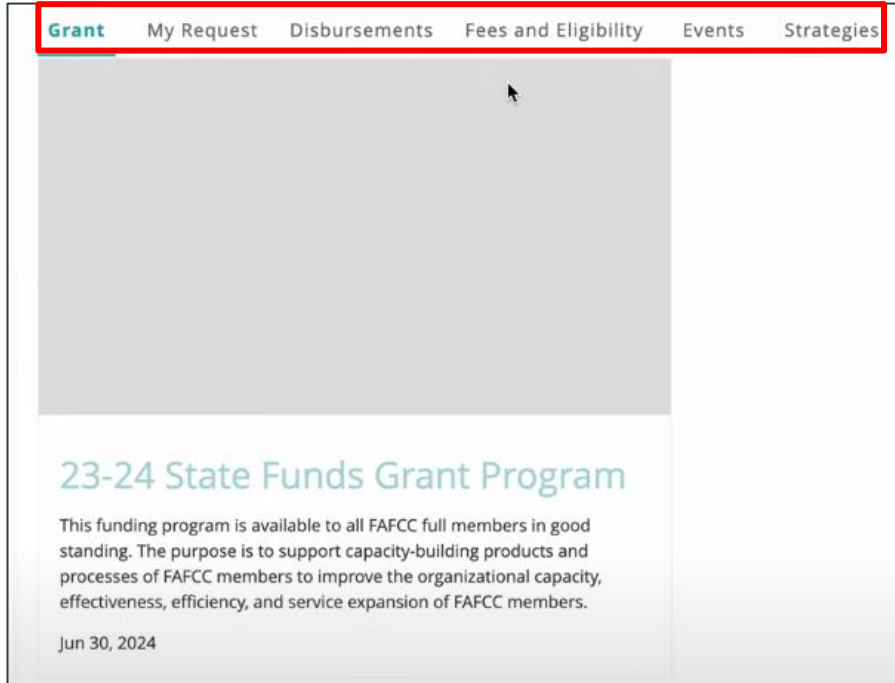


The screenshot shows the login interface for the Florida Association of Free & Charitable Clinics. At the top left is the organization's logo, which consists of stylized human figures in blue and green. To the right of the logo is the text "FLORIDA ASSOCIATION OF FREE & CHARITABLE CLINICS". Below the logo and text are two input fields: the first is labeled "Username" with a person icon, and the second is labeled "Password" with a lock icon. A teal "Log in" button is positioned below the password field. At the bottom of the form, there are two links: "Forgot your password?" and "Are you an employee? Login here".

1. Enter your email address as the username.
2. Use the password you created for the State Funds Grant Program
3. Click on the "Log In" or "Sign In" button.
4. You will be logged in and redirected to the home screen.

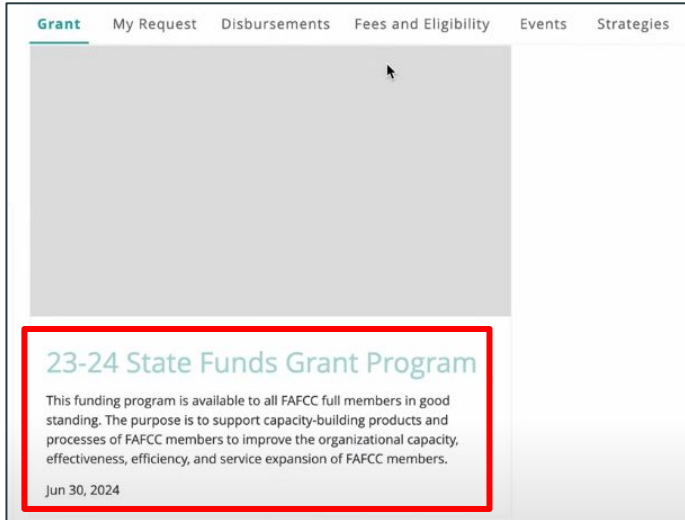
Application: Navigation

On the right side, you'll find menu items for managing grants, fees and eligibility, events, and assistance.



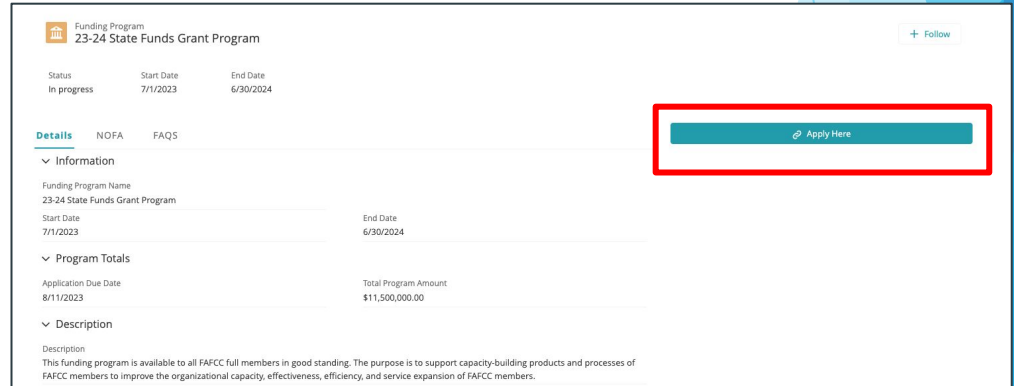
- **Grants:** Access various grants and view information on state funds, grant applications, disbursements, etc.
- **Fees and Eligibility:** Manage management fees and CMR (Community Managed Resources) fees.
- **Events:** Register for webinars and access event information.
- **Assistance:** Seek help through general questions, strategy calls, reallocations, or other grant-related matters.

Application: Beginning the Process




1. Click on the specific grant you wish to apply for.
2. If available, review additional information such as reporting periods, NOFA (Notice of Funding Availability), and FAQs.

3. Click the "Apply Here" button to access the application form.



Application: Best Practices

- Salesforce is compatible with all internet browsers including:

- While this platform is mobile friendly we **STRONGLY RECOMMEND** keeping to a workstation
- While grantees have the ability to save a draft when moving forward to next section, we always encourage backing up your report.
 - Copy and paste long answer descriptions in to field
 - Always be sure to click “save draft” prior to exiting
- Common troubleshooting steps for website issues are to clear your browser history and delete your browser cache and cookies.

Scoring Methodology

Reviewers will score each application package once the organization has been deemed a qualifying applicant using the following 100-point scoring system. Categories:

- 1. Financial Planning and Accountability (20 points)** – the extent to which the application presents financial planning, accountability, and sufficient explanation of expenses as evidenced by supporting documentation
- 2. Statement of community/organizational need (20 points)** – the extent to which the application demonstrates the significance of the proposal in supporting the applicant in fulfilling its mission over time and enhancing its ability to sustain operations into the future
- 3. Activities/outputs, scope of work to be conducted (20 points)** – Extent to which the application details the contributions/steps necessary to achieve grant objectives
- 4. Expected Successes and Outcomes (20 points)** – the extent to which the application defines intended outcomes/goals to be accomplished by the end of the grant cycle
- 5. Sustainability/credibility and qualification of the organization (20 points)** – application clearly and reasonably defines the scope of work for which funds are requested and specific details on how this will be sustained if funding goes away.

Scoring Methodology Explained

1. Financial Planning and Accountability – the extent to which the application presents financial planning, accountability, and sufficient explanation of expenses as evidenced by supporting documentation

- **5 points-** Financial documents are provided, clear, and in a readable format (annual operating budget, actuals, Outside Audit/Compilation/Review, and 990)
- **5 points-** Request amount does not exceed 25% of their total operating expenses if \$249,999 or lower or does not exceed 20% of their operating expenses if \$250,000 or higher
- **5 points-** Budget justifications are consistent with proposed activities
- **5 points-** Costs are reasonable/credible for the market

Scoring Methodology Explained Cont.

2. Statement of community/organizational need – the extent to which the application demonstrates the significance of the proposal in supporting the applicant in fulfilling its mission over time and enhancing its ability to sustain operations into the future

- **5 points** – Clearly define the community/patient population served by their organization
- **5 points** – Identifies the specific problem or opportunity that this funding will address
- **5 points** – The application successfully incorporates the grant program's themes of capacity-building
- **5 points** – Application includes the short and long-term impact on the organization or community

Scoring Methodology Explained Cont.

3. Activities/outputs, scope of work to be conducted – Extent to which the application details the contributions/steps necessary to achieve grant objectives

- **10 points** – Timeline (shows progress by six months, nine months, and twelve months)
- **5 points** – Clearly defined or described activities
- **5 points** – Identifies potential risks of implementation and includes potential strategies to address barriers to success

Scoring Methodology Explained Cont.

4. Expected Successes and Outcomes – the extent to which the application defines intended outcomes/goals to be accomplished by the end of the grant cycle

- **5 points** – Intended Outcomes presented are relevant to the scope of the work to be conducted
- **5 points** – Intended Outcomes are presented as SMART outcomes (Specific, Measurable, Attainable, Relevant, & Time-bound)
- **5 points** – Intended Outcomes either have an established baseline or will be able to initiate one upon implementation
- **5 points** – Intended Outcomes incorporate elements critical to the evaluation of the project(s), including measurement tools, and performance tracking

Scoring Methodology Explained Cont.

5. Sustainability/credibility and qualification of the organization – application clearly and reasonably defines the scope of work for which funds are requested and specific details on how this will be sustained if funding goes away.

- **10 points** – A clear plan to sustain this project outside of FAFCC funds is presented
- **5 points** – Request leverages outside financial resources or in-kind services to accomplish grant objectives, such as private, public, and community support
- **5 points** – Relationships with community partners are outlined and demonstrate how they are critical to the success of the organization (this can include monetary and non-monetary supporters)

Award Determination Factors

1. Total Appropriation - \$2,000,000.00
2. Number of Qualified Applications
3. Amount of Funds Requested by Applicant
4. Results of Application Package Scoring

Outcomes Explored

Outputs

1. Are contributions necessary to enable the program to be implemented
2. Are activities that indicate whether the program/project is being implemented as planned
3. Include in implementation steps field

VS

Outcomes

1. Detail the progress made towards intended outcomes and goals outlined in the original proposal
2. Measure whether the program or project is achieving the expected effects/changes in the short, intermediate, and long term.
3. Should incorporate a balance of both quantitative & qualitative markers
4. Include in outcome field

Outcome Explored

Clearly Defined outcomes which include each of the following:

- a. How the funds will allow the clinic to increase the number of dental patients served
- b. What new or additional dental services will be provided
- c. How the funds will improve the overall quality of care for patients
- d. Clinics must provide metrics showing the estimated growth in dental patients served or dental services provided

Best Practices: Detailing Outcomes

Before Submitting Your Grant Application

1. Review your proposal to ensure targeted goals are included
2. Do goals/intended outcomes appear to be actionable?
3. Confirm your process for how outcomes and successes will be tracked/identified

Deadline and Award Timeline

1. The deadline for the Dental and Behavioral Health Expansion grant is **Friday, August 18th**.
2. Grantseekers will be notified of award acceptance by **Friday, September 18th, 2023**.
3. Grantseekers that are not awarded will be notified via email by **Monday, September 18th, 2023**.
4. Grant agreements will be delivered via Dropbox Sign on **Monday, September 18th, 2023**. Grant agreements must be signed by an authorized signatory to fully execute the Grant Agreement by **Monday, September 25, 2023**.

Important Deadlines

- ▶ Application Deadline
 - **Friday, August 18th**



Questions

