



# ASSISTANCE NETWORK STRATEGIC DIRECTION

May 22, 2017

# Application for Funding: Grant Cycle 4

## Application for Funding Through the Connect for Health Colorado® Assistance Network

The Assistance Network is critical in achieving Connect for Health Colorado's (C4HCO) mission to increase access, affordability and choice in health care to individuals and families throughout the state. We are grateful to our community partners who have helped thousands of Coloradans enroll in health insurance coverage.

The following application is intended for organizations who wish to continue to work with Connect for Health Colorado as part of its Assistance Network for a contract period effective July 1, 2017 - June 30, 2018. Questions regarding the application should be submitted no later than 5 PM on March 10, 2017. Connect for Health Colorado will respond to questions by 5 PM on March 24, 2017. **Applications are due by 5 PM, March 31, 2017.** We will not accept late applications.

Please upload your application into your organization's Box account on or before the deadline. Send an email to [assistancenetwork@c4hco.com](mailto:assistancenetwork@c4hco.com) to inform us that your documents have been uploaded. Applications should be 15 pages or less (not including attachments).

*New this year: Please do not combine your application and support documents into one PDF file (we prefer separate documents).*

# Application for Funding (AFF) Timeline

February 14, 2017	Application for Funding announced during support call
February 17, 2017	Application for Funding period begins
March 10, 2017	Questions due from applicants
March 17, 2017	Q&A / Webinar on AFF for applicants
March 24, 2017	Responses to questions due to applicants
March 31, 2017	Application for Funding deadline
April/May 2017	C4HCO review of applications
May 19, 2017	C4HCO will notify applicants of funding decisions / Letters of Intent
June 2017	<b>The Colorado Health Foundation (CHF) decision on grant funding</b>
June 2017	Grant agreements to selected organizations (dependent on CHF)
June/July 2017	Receive signed agreements from organizations

# Historical Use of Grant Funds from The Colorado Health Foundation

## TCHF

### Assistance Network Grantee Funding

<b>Funding Categories</b>	<b>FY 2014 &amp; FY 2015 *</b>	<b>FY 2016</b>	<b>FY 2017</b>	<b>FY 2018</b>
<b>Assistance Network Site Funding</b>	<b>\$ 4,510,000</b>	<b>\$ 2,563,000</b>	<b>\$ 2,500,000</b>	<b>\$ 2,075,000</b>
<b>YoY Funding (% Change)</b>		<b>-43%</b>	<b>-2%</b>	<b>-17%</b>
<b>Connector Tool</b>				<b>\$ 75,000</b>
<b>Quick Cost &amp; Plan Finder Tool</b>				<b>\$ 350,000</b>
<b>Total TCHF Funding</b>	<b>\$ 4,510,000</b>	<b>\$ 2,563,000</b>	<b>\$ 2,500,000</b>	<b>\$ 2,500,000</b>

*(\* FY14 & FY15 were combined into one grant award.)*

# Selection Criteria and Process

We evaluated our network partners for continued funding based on the following criteria:

## Guiding Criteria for Funding:

- Geographic coverage and overlap with other services
- Estimated uninsured population eligible for tax credits
- Evaluation of gaps in enrollment services across Colorado
- Specific community needs/support to target populations
- Local community engagement and collaboration with partner organizations
- Efficient use of grant funds

# Enhancements to the Assistance Network Funding Strategy

## Assistance Site Tiers:

### Tier 1- Health Coverage Guide (Enroller and Educator):

- HCGs in this capacity will be responsible to perform all required duties specified in the existing Health Coverage Guide Scope of Work (includes enrollment and outreach activities).

### Tier 2 – Health Coverage Guide (Educator):

- The scope of work will heavily focus on C4HCO marketplace education, outreach, and referrals. Enrollment would not be excluded, but limited.
- Tier 2 HCGs will guide/direct/facilitate a connection with HCGs in Tier 1, or Brokers/Agents where appropriate.
- Tier 2 HCGs will provide mobile services to assist a customer up to the point of readiness for Marketplace shopping or to provide post-enrollment support.

# Enhancements to the Assistance Network Funding Strategy

## The New Direction of the Grantee Model Will Provide:

- Clear distinction between “education” and “enrollment” activities
- Proper training, as well as appropriate levels of outreach support
- Administrative support to facilitate strong referral systems and community partnerships
- Fair re-distribution of funding considering expected funding reductions and the overall size of the Assistance Network

## Re-Distribution of Funding:

Organizations will be approved a grant award distributed in monthly reimbursements not to exceed the full amount of the total award.

- Tier 1 organizations will be eligible for a grant award not to exceed \$175,000
- Tier 2 organizations will be eligible for a grant award not to exceed \$40,000

# Important Consideration

Updates to federal policy may impact the work of the HCGs. The two-tiered system will allow C4HCO flexibility to adjust the HCG scope of work given any unforeseeable changes. Despite any deviations, the work of the HCGs will maintain focus on access to health insurance coverage options.



# QUESTIONS?